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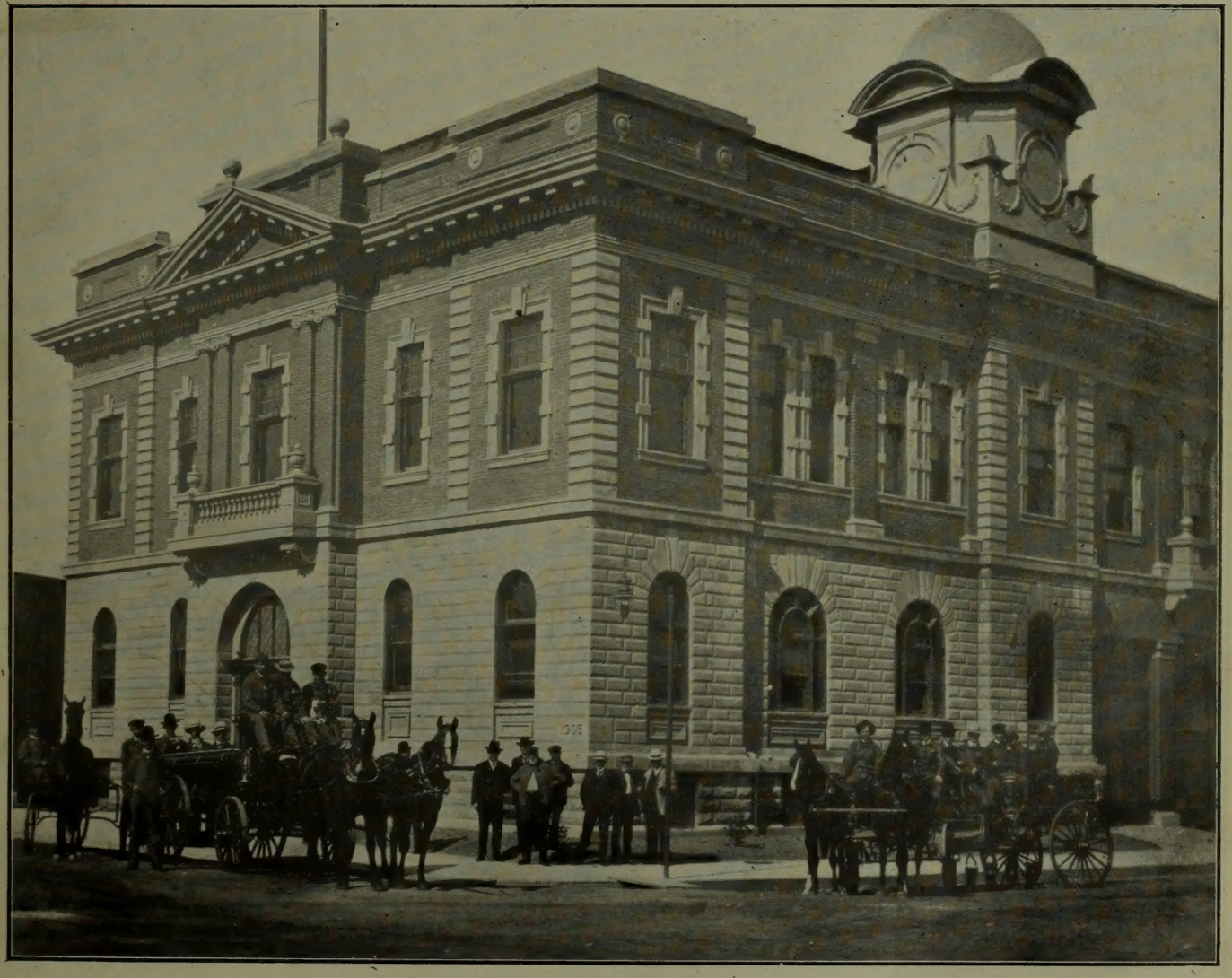
Western Canada Boards of Trade Number

THE CANADIAN GROCER

July 3, 1908

"THE TOWN THAT WAS BORN LUCKY."—*Rudyard Kipling.*



MEDICINE HAT'S FINE CITY HALL BUILDING.

Medicine Hat, Alta., where the Associated Boards of Trade of Western Canada met in convention, June 18, 19 and 20, is the Natural Gas City of Western Canada. One gas well has a flow of 2,000,000 cubic feet every 24 hours and a rock pressure of 600 pounds to the square inch

The MacLean Publishing Company, Limited

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Absolute Purity Guaranteed
Universal Satisfaction Given
Quality Unexcelled

B. C. Granulated

Is Refined From

Cane Sugar

Only.

May Be Obtained from all Wholesale Grocers.

ALL GRADES MANUFACTURED BY

The British Columbia Sugar Refining Company, Limited

Vancouver, B.C.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, JULY 3, 1908. NO. 27.

If our talks on Laundry Blue week after week have convinced you to try

Keen's Oxford Blue

we will have done your customers a good service—They have had the World's Best Laundry Blue—

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion **Montreal.**

The difference between

Edwardsburg "Silver Gloss" Starch

and other laundy starches is so great that the users of "Silver Gloss" cannot be tempted to try "just as good" lines. Now is the season to show your customers what Edwardsburg "Silver Gloss" Starch can do.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St., East TORONTO, Ont.

Works, CARDINAL, Ont.

St. James Street MONTREAL, P.Q.

Don't Be Tempted

Maconochies' Candied Peels

are the finest that can be produced.

To get better is impossible.

To get as good is improbable.

The "just as good" is unprofitable.

ASK YOUR JOBBER

But don't listen to the traveller who wants you to experiment with the unknown.

MACONOCHIE BROS., Ltd.
LONDON, ENG.

GENERAL AGENTS FOR CANADA AND UNITED STATES:

MacLAREN IMPERIAL CHEESE CO., Limited
Toronto

As Nourishing as Beefsteak

at ½ the cost!!

The nutritive elements contained in certain fish are well known to all professional men but not so well to the general public.

"Thistle" Brand Finnan Haddie

contain the maximum amount of nutrition in Fish, are most readily digested and assimilated and a tin of genuine **"Thistle"** Fish contains one full pound of eatable fish without skin or bone. A tin of Thistle fish at 15c. is cheaper than a dried up cured Haddie at half the price and goes farther and is far more digestible.

NEW PACK are now in the hands of the Trade. **All lined tins. Warranted genuine Haddock.**

Arthur P. Tippet & Co., Sole Agents

MONTREAL and TORONTO

Note—**Beware** of Fish packed to sell at **10c.!** **Genuine Haddock** cannot be sold at the money.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

EDMONTON.

F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HOWARD BLIGH & SONS
HALIFAX N.S.
Importers, Exporters and General Commission Merchants.
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.
Domestic and Foreign Agencies Solicited.
Highest References.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

MONTREAL

ONE OR TWO
more agencies will be well looked after by the undersigned. Just able to take proper care of one or two more only. Excellent connections in Montreal and Quebec Province, and highest references.
Communicate at once.
C. A. Morin
Room 35, Alliance Bldg.
107 St. James St. - Montreal

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St John's.
Codes: A, B, C, 5th edition, and private.

TRY A
Condensed Ad.
IN THE
Canadian Grocer

REGINA.

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

TAPIOCA
ON SPOT
Medium and Seed
Quotations on Application
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

FRASER & AISTHORPE
Manufacturers Agents and Distributors.
AGENCIES SOLICITED
107½ VICTORIA ST. - TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

ON THE SPOT
Valencia Raisins
White Beans
LOWEST PRICES
W. H. MILLMAN & SONS
TORONTO

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

(Continued on page 4.)

A word to the wise is—

"Don't place your order for 1908 pack

Canned Goods—

before seeing our travellers"

We have the best proposition on the market.

EBY-BLAIN, LIMITED

Wholesale Grocers - - TORONTO

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you You sell at	30c per lb. 40c per lb.
GOLD LABEL	1s and ½s	Costs you You sell at	35c per lb. 50c per lb.
LAVENDER LABEL	1s and ½s	Costs you You sell at	42c per lb. 60c per lb.
GREEN LABEL	1s and ½s	Costs you You sell at	50c per lb. 75c per lb.

CANISTERS

GOLD Tins	5s	Costs you You sell at	35c per lb.—$1 75 50c per lb.— 2 50
GOLD Tins	3s	Costs you You sell at	35c per lb.— 1 05 50c per lb.— 1 50
GOLD Tins	1s	Costs you You sell at	36c each 50c each
GOLD LABEL	½s	Costs you You sell at	18c each—36c per lb. 25c each—50c per lb.
RED Tins	½s	Costs you You sell at	35c each—70c per lb. 50c each—$1.00 per lb.
RED Tins	¼s	Costs you You sell at	18c each—72c per lb. 25c each—$1.00 per lb.

Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

Manufacturers' Agents—Continued.

TORONTO.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

GROCERY BROKERS
and Manufacturers' Agents
CARMAN, ESCOTT CO.
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
Head Office and Track Warehouse,
141 Bannatyne Ave. WINNIPEG, MAN.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

STRANG BROTHERS
Commission Brokers and
Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

MOOSE JAW

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

QUEBEC

J. P. THOMAS
WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
Correspondence invited
25 ST. PETER STREET, - - QUEBEC

RICHARDS & BROWN
Wholesale Commission Merchants and Brokers
34 Arthur St., WINNIPEG, Man.
Correspondence Solicited

WINNIPEG.

Wholesale Grocery Brokers, Commission Merchants.
First-class connection with the trade. Established 1895. First-class references.
Your correspondence and business solicited.
GEORGE ADAM & CO.
430½ Main St. W.

VANCOUVER

F. G. EVANS & CO.
Grocery Brokers and Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880
Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

NOXIE-KOLA

Canada's most popular temperance beverage.

The drink that everybody likes

Brewed from healthful Roots and Barks and is absolutely free from alcohol.

No first-class Grocer should be without it to supply his family trade by case or bottle.

Send to-day for prices.

Advertising matter free with first order.

Correspondence Solicited from Jobbers where agencies are not as yet established. Made by

Crystal Spring Bottling Works
WATERLOO, QUE.
Bauld Bros. Ltd., Halifax, N.S., Agents for NOVA SCOTIA and Bermuda Islands.

More About Peas

Some people imagine that Canadian packed Peas are not as good as peas from France. There was never a greater fallacy. French Peas are largely packed from seed grown in Canada. If you will compare the Canadian with the French pack Peas you will notice that the flavor of the imported Peas is killed by the use of green coloring.

A prominent grocer said that he never ate any Peas but the imported. He was asked if he had ever compared the French with the Canadian Peas. He confessed that he never had. A tin of very ordinary Canadian Standard Peas two or three years old was then opened against a tin of French Peas. The French Peas had the Canadian Peas beaten for color, but for flavor the Canadian pack Peas were much superior, and had a flavor that was entirely lacking in the French Peas. In fact the French Peas were quite unpalatable.

The Canadian Canners' Canned Peas are the **finest in the world.** They have the field to themselves as regards **quality.**

Talk Quality in Peas, and educate your customers to buy the better grades. Show them wherein the difference lies. It will pay you well.

The difference in cost is slight, and you can obtain a much larger profit on the better grades.

Try it for **one** week. Talk **Canadian Canners' Sweet Wrinkle Peas at every opportunity,** and note the results.

BRANDS : "Canada First," "Little Chief," "Lynnvalley," "Maple Leaf," "Auto," "Log Cabin," "Kent," "Lyon," "Thistle," "Grand River," "Horse-shoe," "White Rose," etc.

The 1908 Pack of

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

is going to be right up to the high standard of quality which we have attained in the past. Our policy of giving **REALLY GOOD VALUE** is an unswerving one. Perhaps you haven't been very particular about your brand of canned goods in past seasons. Indifference like that doesn't pay. Grocers who handle Old Homestead Brand sell most canned goods because the quality of Old Homestead Brand not only **CREATES** but **KEEPS** good customers. Specify Old Homestead Brand when ordering canned goods and be sure of a successful business!

The Old Homestead Canning Co.

Picton, Ontario

TO THE GROCERY TRADE OF CANADA.

Gentlemen:

Suppose you undertook to sell cheap tomatoes, cheap corn, cheap salmon, cheap baking powder, cheap flour or in fact every article of poor quality at a low price. How long would you stay in business?

Haven't you noticed that the successful grocer is he who deals in high-class goods? People may buy goods at a low price but when eating or drinking them they forget the price paid and not only have a poor opinion of the goods but also of the seller.

The grocer who deals only in reliable goods, goods with a reputation for quality, secures a name for himself for reliability—a reputation that attracts and holds permanent trade.

The grocer who sells cheap goods, must of necessity sell goods of low quality. True he may attract the bargain hunters, temporarily, until they find out that goods of poor quality are not cheap at any price.

Moral:—Better let the other man catch the bargain hunters and yourself build up a reliable trade. Handle only good sound goods at a fair price and don't struggle to offer poor goods cheaper and make enemies.

"SALADA" is the standard of fine teas — the finest the world produces—and the grade we sell at 30c. per pound is absolutely unequalled by other houses at 10c. per pound more. It is cheaper than trashy 25c. teas because it goes much further, and better than this, it pleases your customers.

Yours for increasing business,

The "SALADA" Tea Co.

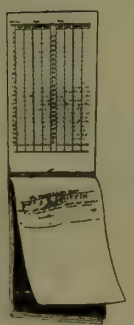
Keep Track of the Goods

you sell and the money your customers owe you, by using our simple

"DUPLEX"

COUNTER CHECK BOOK

It's a money-saver, a time-saver, a trouble-saver and a customer-keeper.



WRITE FOR FULL INFORMATION.

The Carter-Crume Company Limited,

Toronto and Montreal

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

Wiseman-Ashley Co.,

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East ***WINNIPEG, MAN.***

Y. & S.
SCUDDER
M. & R.
STICK LICORICE

ACME PELLETS
M. & R. WAFERS
and a complete line of **LOZENGES, ETC.**
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N. Y.

Toronto Sales Agent—
R. S. McINDOE, 120 Church Street.
Montreal Sales Agent—
J. M. BRAYLEY, 55 St. Paul Street.
Winnipeg Sales Agency—
Wiseman-Ashley Company.
St. John Sales Agent—
H. S. Daly.
Vancouver Sales Agency—
J. F. Mowat & Company.

Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve).

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis, - -	Quebec	Carman Escott Co., -	Winnipeg.
C. DeCarteret, - -	Kingston.	R. G. Bedlington & Co., -	Calgary
Jas. N. McIntosh, - -	Ottawa	Tees & Peerse, -	Edmonton.
Geo. Musson & Co., -	Toronto.	Wilson & McIntosh, -	Vancouver
J. W. Bickle & Greening, -	Hamilton.	C. Leonard Grant, -	P. E. Island
G. H. Gillespie, - -	London		

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

BATGER'S

WAIT TO SEE OUR NEW LINES

Before Ordering

XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
ETC., ETC.

We are showing a very fine assortment of English Confectionery — manufactured by Batger & Co., London.

IF YOU CAN'T AWAIT OUR CALL, WRITE FOR PARTICULARS.

Rose & Laflamme, Limited
Montreal and Toronto.

Brand New Goods from a Brand New Plant

THE NIAGARA FALLS CANNING COMPANY LIMITED has just commenced packing fruit in the most sanitary and best equipped plant in Ontario. A processor who is admittedly the best in New York State has also been secured.

New pack strawberries will be ready to offer the trade by June 20th.

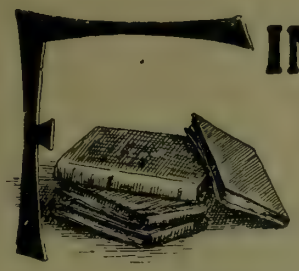
ALL GOODS PACKED IN SANITARY ENAMEL-LINED CANS

This in itself is a strong assurance of excellence and purity.

The Niagara Falls Canning Company Limited

NIAGARA FALLS, ONT.

G. P. Boulter, Pres. F. H. Boulter, Gen. Manager
S. E. Boulter, Sec.-Treas.



FINE ORDERS BOOKED

We have already booked a large number of orders for

Old Homestead Canned Goods

from our customers who have handled these in former YEARS.

See that you place your order early with us.

GET OUR PRICES.

S. J. CARTER & CO.

58 McGill Street, - MONTREAL

Early Delivery

can be had by placing early orders

PURNELL'S

Pickles Vinegar Sauces

are now in active demand and we want to give our customers as good service as good quality.

ORDER TO-DAY FROM OUR AGENTS:

Purnell & Panter, Ltd. Bristol,

E. McMichael, - - - St. John, N.B.
H. Haszard, - - Charlottetown, P.E.I.
Erb & Rankin, - - - - Halifax, N.S.
C. S Harding, - Quebec & Montreal
Kyle & Hooper, - - - Toronto, Ont.
Bickle & Greening, - Hamilton, Ont
Carman Escott Co., - Winnipeg, Man.
C. E. Jarvis & Co., - Vancouver, B.C.

"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

"Salad, Edible and Cooking Oils"

WINTER PRESSED

—Highly recommended.
—Guaranteed under the Pure Food Act.
—A substitute for Lard.
—The Quality of these Oils is their recommendation.
—Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M, 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

55 ST. PAUL ST., - - MONTREAL

Brooke Bond's Tea.

—o—

Agents for Western Canada:

Messrs. Hamblin & Brereton,

Corner of Notre Dame & Victoria Streets

WINNIPEG, MANITOBA.

—o—

This Packet Tea is sold by 30,000 Agents in Great Britain; 2,000,000 people drink it daily.

This fact is the best proof of its value.

Write for particulars to the address above.

O R S I?

WHAT IS IT?

See Other Page

This Is

¼-lb. Tins retail, 10c.
½ " " " 15c.
1 " " " 25c.
Others in proportion.

The Line

Send to-day for a free sample, even though you do not buy.

ORSI

Concentrated Extract of Tomato

Invaluable in the household for Sauces, Catsups, Tomato Soups and innumerable cooking uses. One teaspoonful will make a cup of Tomato Sauce. It is the highly concentrated extract of the finest ripe tomatoes, which are taken from the gardens to the factory in their natural state in sunny Italy.

Tremendous seller and a good profit yielder.

Read the ad.
Try the goods and **Buy** them

Packed in ¼, ½, 1, 2, 4 and 10 lb. tins, in cases of 100 lbs.

Per case:
$18.00

Write us if our travellers have not called upon you.

Sole Agents Canada and U.S.

A Free Sample to all Grocers

Museo Commerciale Italiano

43 St. Antoine St., - MONTREAL

Telephone, Main 2731

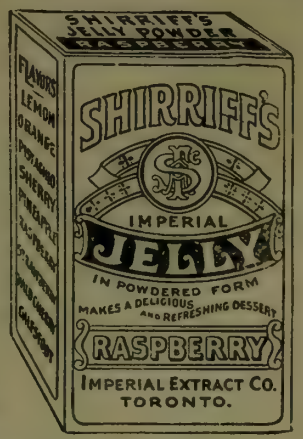
By Any Test, the Best

way to produce pure, sparkling, delicious Jelly is to use

Shirriff's Jelly Powders

Their equal has not yet appeared.

IMPERIAL EXTRACT CO., 18-22 Church St., Toronto



When you sat on the sticky Fly Paper

you wished the folks had used

Brown's Famous "Fly Coil"

which would be where you could not sit. Everybody that sees one wants one. So do the flies; they want it so bad that it catches more of them to the square inch than any other fly-catcher. It has almost three feet of fly-catching tape and clean place left over to grab it by and throw them all into the stove. It will pay you to stock "**BROWN'S FLY COIL**" and you can sell them at a good profit.

To be obtained from

The National Drug & Chemical Co. of Canada, Ltd.
Montreal

The Wingate Chemical Co., Notre Dame St., Montreal

or direct from

The Brown Manufacturing Co., Ltd., Bury, Eng.

Naptho SOAP

MADE IN CANADA

MAKE

NAPTHO SOAP

YOUR LEADER

The result will be —satisfied customers — satisfactory profits.

The Welcome Soap Co.
Limited

St John, - N.B.

New Japan Teas

are fine and delicious. We have them now on spot for our Canadian Jobbers. Please write for samples.

S. T. NISHIMURA & CO., So e Agents. - 55 St. Francois Xavier Street, **Montreal**

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

ESTABLISHED 1840

Nelson's Pansy Broom

Best Material

Best Workmanship

Made for the best class of trade.

Send for Illustrated Price List

H. W. Nelson & Co., Limited

Office and Warehouse:
92 Adelaide St. W.

Toronto

Factory:
15, 17, 19, 21 Jarvis St.

We have a special offer on

Strawberry Jam, 1 lb. glass

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

Cunningham's

Potted Meats and Fish

claim attention now, especially for picnic parties and camping outfits.

There are many combinations, such as Chicken and Ham, Turkey and Ham, Chicken and Tongue—in fact, twenty-five varieties, as well as a list of twelve fish.

Try them yourself at home or outdoors. You will find them most excellent.

Cunningham & Defourier Co., Limited
London, Eng.

ROSE & LAFLAMME, LIMITED, Montreal

ASK US FOR

BUTTER TUBS
BROOMS
FRUIT JARS
JAR RINGS
PAPER BAGS
TWINES
WRAPPING
PAPERS

WALTER WOODS & CO.
HAMILTON and WINNIPEG

Just One Big Word— **SOAP**

We can supply your wants in toilet soaps—lines which we guarantee as to quality. Prices attractive.

SAVONS FRANCAIS
C. Pagnuelo, Manager

Factory: 1653 Notre Dame St. East MONTREAL Offices: 235 Corlstine Building

"Tilbury Brand"

means the Very Best in Canned Fruits and Vegetables

One of the best-equipped factories on the Continent

AGENTS
C. E. JARVIS & CO., Vancouver, B.C.
RYAN BROS., Winnipeg, Man.
GREEN & CO., Toronto, Ont.
SNOWDEN & EBBITT, Montreal, Que.
W. S. CLAWSON & CO., St. John, N.B.

See samples and get prices before placing your order.

The Tilbury Canning Company, Limited, Tilbury, Ont.

Grocers' sales in Lime Fruit Juice are running large.

More and more every year

LYTLE'S LIME FRUIT JUICE

becomes increasingly popular with grocers' customers. In the home, for pic-nic or excursion, a bottle of Lime Fruit Juice meets the call as nothing else will do. During the heated mid-summer term see that your stocks are kept up.

ORDER DIRECT OR FROM YOUR JOBBER

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Sterling Road, Toronto, Canada

A Little Thing Multiplied Many Times Becomes a Big Thing.

If you were to put all the money you get selling Mathieu's Nervine Powders into one Till you would be surprised at the largeness of the profit. This headache cure sells awfully well—little profit, multiplied many times becomes a big profit. Your order now please.

Merely to remind you that Mathieu's Syrup of Tar and Cod Liver Oil is in demand all through summer.

J. L. Mathieu Co., Sherbrooke, P.Q.
Proprietors
L. Chaput, Fils & Cie, Wholesale Depot, Montreal

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D H BAIN

CODES
A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON, WINNIPEG.
CALGARY.
EDMONTON

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WHOLESALE

COMMISSION MERCHANTS & BROKERS

EDMONTON BRANCH
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CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

THE CONSTANT GROWTH

Of Western Canada, makes it an exceptionally desirable place for the introduction of new lines of reliable merchandise.

There is a chance here, for progressive manufacturers, to develop a trade that will increase from year to year.

You can do it, and we can help you.

We have been selling merchandise, throughout this territory, for a quarter of a century. We know the needs of the people and how to reach them.

We could take your products on a commission basis, store, sell and distribute them, and see that you got your share of the business.

Write us. We shall be glad to discuss details with you.

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise also cars distributed at Winnipeg, Calgary and Edmonton.

TO THE TRADE:

The Tea You Can Sell Quickest Is

CEYLON TEA

Because it

Pleases the Palate

Because it

Answers the Needs

Because it

Saves the Money

OF THE CONSUMER

and all good Merchants know that

the Turnover's the Thing

MR. MANUFACTURER:

First class corks and capsules carry out the impression of quality you are anxious to convey to users of your bottled goods. The most uniform and reliable are

EWING'S CORKS AND CAPSULES

PRICES ON REQUEST

S. H. EWING & SONS

MONTREAL and TORONTO

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the article in this issue on the vinegar, jam and jelly manufacturing industry without realizing that the writer must have studied the methods of the acknowledged leaders of that industry—The OZO CO., Limited.

Nowadays

your customers require to know whether or not the goods you are trying to sell them are pure. To assure ourselves of the absolute purity of OZO PICKLES, we produce all our own vegetables even to the very seed from which they are grown and we make our own vinegar to pickle them in. Our factory is modern in the very highest sense of the word. In it, PURITY reigns supreme, down to the very smallest detail of every one of our hygienic pickling and preserving processes.

As a result,

the high quality of every OZO product appeals to your very best paying customers. When next ordering jam, jelly or pickles, protect yourself by specifying OZO!

The OZO CO., LIMITED

MONTREAL

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,

OAKVILLE, ONT.

Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

ABSORBINE

will clean them off without laying the horse up. **No blister, no hair gone.** $2.00 per bottle, delivered. Book 8-C free. ABSORBINE, JR., for mankind $1.00. Removes Soft Bunches, Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Allays Pain. Mfd. only by

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If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY

TORONTO MONTREAL

CANNED GOODS for Fall

HAVE MADE OUR PRICES AT ROCK BOTTOM COST.
Our Travellers have prices. Book without delay!

Tartan

BRAND

SIGN OF PURITY

has stood the test of years. It is not the cheapest but is the best, and we protect our friends by delivering goods of the finest quality. Mail us your requirements for Fall and you will not be sorry.

For further Particulars Phone 596. Free to buyers.
Preference given to all orders booked prior to 30th June

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

BE SURE

That the Maple Syrup you sell is absolutely pure and genuine. Thus will you hold your trade.

Pride of Canada

Maple Syrup has earned the reputation of being the purest and truest on the market.

STOCK IT

The Maple Tree Producers' Association, Ltd.,

Waterloo, Quebec

Your Vinegar Trade is Important to You

Your customers demand the best for table use and pickling purposes.

Imperial White Wine Vinegar

HAS NO EQUAL

Order now for later requirements, and make sure of the best.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

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the BRAND approved for over fifty years and to-day the STANDARD OF EXCELLENCE.

Made from PURE CANE Sugar by

The

Canada Sugar Refining Co.,

Limited

MONTREAL

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TRADE MARK

M

SONS

ESTABLISHED 1834.

There is talk of a short pack of salmon on the Pacific Coast. The yield will be small this year without a doubt.

To ensure your customers securing salmon that will be absolutely first class, order **Quaker Brand.** Highest grade Sockeye Salmon from Frazer and Skeena Rivers. The package is the finest on the Canadian market.

OUR PRICES:

QUAKER SALMON, flats, - -	$2.05
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ORDER AT ONCE

Mathewson's Sons

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The World's Best Coffee is

Lipton's

DON'T FORGET that your many customers who are delighted with

LIPTON'S TEA

will thank you for introducing them to

LIPTON'S COFFEE

Stands to reason—doesn't it?

The Greatest Tea Merchant in the World

cannot afford to sell anything but the finest coffee.

Write for Samples

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THE WORLD'S STANDARD

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ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World

Dirty Canvas Shoes

made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust No rubbing off.
A Sponge in every package, so always ready for use

Large size, per gross,
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Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

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The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Largest quantity; finest quality. Its use saves time, labor and brushes, as it

Shines Without Brushing
Always Ready to Use

Also for gents' kangaroo, kid, etc.

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OIL PASTE

for ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Ola's.

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Excellent for old rubbers.

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For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

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Per doz. ½ lb. boxes

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A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

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"BOSTON JUNIOR"

10c. size, per gross . . . . . .
Also in Russet and Ox Blood

"ELITE Combination"

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

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10c. size per gross .

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For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross .

Star Russet Combination

10c. size per gross .

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
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Elite, Ox Blood and Brown Pastes same sizes and prices

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Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.

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An Ideal Summer Drink

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WHOLESALE GROCERS, TORONTO

TO SETTLE DOUBT

Drop a postal to our Canadian Agents (mentioned below) for free full-sized tasting bottle of H.P. Sauce.

Try it on your own plate, and then you will see why your customers want it.

Wide-awake Grocers are making H.P. Sauce their leading line.

Our bright Canadian advertising tells the people all about H.P. and what it is made of, how good it is for the appetite palate and digestion.

Large and quick turnover on H.P.

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R. B. Seeton & Co., Halifax, N.S.
The Codville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd , Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

PURE
ANNAPOLIS VALLEY

Cyder

"Land of Evangeline" Brand

Guaranteed absolutely free from chemical preservatives.

Will keep SWEET, CLEAR and SPARKLING in any climate.

The pure juice of the finest Nova Scotian apples manufactured and bottled by secret process, under direct supervision of a member of the most celebrated English Cyder makers—H. Whiteway & Co. Ltd., whose patrons include H. M. King Edward VII, H. M. Alfonso of Spain.

Bottled in champagne quart, pint or half-pint bottles; also supplied in casks.

For Prices and Particulars Address
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LIMITED
BRIDGETOWN, - - NOVA SCOTIA

I AM ABLE TO QUOTE

very sharp c.i.f. prices on

Med and Seed Prl and Flake Tapioca

For prompt and future shipment.
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Tel. Main 4409 Montreal

CAPSTAN Brand
High-Grade Tomato Catsup

Put up in 10, 16 and 20 oz., bottles of a new design and is very attractive. This catsup is far superior to many others and is giving perfect satisfaction.

Sold By all Wholesale Dealers.
Once Sold Always Asked For.

THE CAPSTAN MFG. CO.
TORONTO, CANADA

Wagstaffe's

New Season's Strawberry Jams and Sealed Fruits are now ready, **order at once**, quality **cannot be beaten.**

Wagstaffe Limited

THE PURE FRUIT PRESERVERS

Hamilton

Two Pound Cans for the Pea Pack

Immediate shipment.
Any quantity.

Telegraphic inquiries solicited.

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Norton Manufacturing Co.

HAMILTON

2 in 1

SHOE POLISH

is extensively advertised as being on sale by all up-to-date grocers. People have acquired the habit of insisting on 2 in 1.

Are you taking advantage of unquestionable popular preference ?

The F. F. Dalley Co., Ltd.

Hamilton, Canada, Buffalo, N.Y , U.S.A.

Stock the Best.

"KIT" COFFEE

IS

BEST in Quality
SMARTEST in Finish
KEENEST in Price

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion —Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St. Ontario, A. E. Bowron, 18 King William St., Hamilton; Winnipeg, Mason & Hickey 108 Princess Street.

There's one thing certain about the selling of Condensed Milk and that is, it has to be PERFECTLY PURE and like fresh cow's milk—

Borden's Brands

"Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream } are perfect Milk—

(Unsweetened)

FOR SALE BY ALL JOBBERS

WILLIAM H. DUNN, Montreal and Toronto

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in canned goods is only obtainable by selecting the right fruits and vegetables, and packing them by the right method at just the right time. It's the deliciously well preserved natural flavor which

causes particular people to prefer

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LEMONADE POWDER

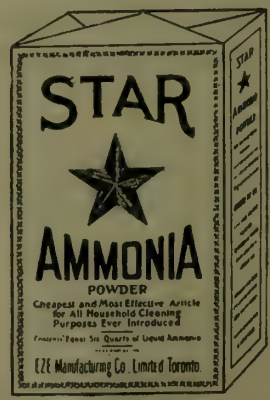
Non-intoxicating but a "pick-me-up."

Always ready in ½ lb. tins

Agents: **GREEN & CO.**, 25 Front St., E. Toronto

CARMAN-ESCOTT CO., 141 Bannatyne St. WINNIPEG

Manufactory—BRISTOL - ENGLAND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Cheapest and Most Effective Article for All Household Cleaning Purposes Ever Introduced
E.E. Manufacturing Co., Limited Toronto.

STAR AMMONIA IS PERFECTION OF PRODUCTION IN A NEAT AND ATTRACTIVE PACKAGE. IT SELLS.

We help the grocer **SELL JELL-O**

Advertising matter for store display and recipe books to give to customers sent prepaid on request. This offer applies also to

JELL-O ICE CREAM POWDER

JELL-O FLAVORS—Lemon, Orange, Raspberry, Strawberry, Chocolate, Peach, Cherry. Retails 10c. per package } 90c a doz.

JELL-O ICE CREAM POWDER FLAVORS

Chocolate, Vanilla, Strawberry, Lemon and Unflavored. $1.25 a doz.

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If your jobber does not handle these products, write us and we will tell you how to get them.

THE GENESEE PURE FOOD CO., Bridgeburg, Canada and LeRoy, N.Y.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

How To Get Rich Quick

is the problem to be faced. For a grocer, the answer is: Sell the purest goods; and thus get good prices from the best paying customers. Start with

E. D. S. Brand Jams and Jellies

the brand declared by government analysts to be the purest sold in Canada

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

DELICIOUS

"It is the best and only good coffee we get." So writes an esteemed customer in forwarding his order for

WHITE SWAN BLEND COFFEE

That is just the point—its peculiar excellence always satisfies. It is the kind critical customers come back for—the kind that **stays** sold.
The 1-lb. decorated square tins are just as high-grade as the coffee itself. Try a lot and see how your coffee trade will grow. We depend on our first sale to make the second one.

THE ROBERT GREIG CO., Limited, TORONTO

White Swan Brand

WAGSTAFFE'S JAMS

Now ready, 1908 Strawberry Jam, order now and avoid risk of short deliveries, shipment can be made at once or to suit buyers' convenience, let us have your orders now and be covered.

Prices guaranteed.

We specially solicit our friends in Manitoba, Saskatchewan, Alberta and British Columbia to let us have their orders by mail at once, there are advantages in buying from us, our travellers will explain when they call.

James Turner & Co., Limited

Hamilton, Ontario

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Western Boards of Trade Convention

This Year's Mercantile Parliament at Medicine Hat the Best Yet Held—Manitoba Admitted and Division into Provincial Associations Voted Down—Many Questions of Practical Interest to Merchants Discussed — To Meet at Saskatoon Next Year.

Medicine Hat, otherwise known as "The City of Eternal Light," was the scene last week of a gathering of hard headed Western business men whose harps and halos were not very much in evidence, but who are among the ablest and most public spirited of the business men of the West. The occasion of this notable gathering in the Western gas city was the fifth annual convention of the Associated Boards of Trade of Western Canada, the assembling of the Western Business Men's Parliament. In every respect it was a big success. The attendance was fairly large, and it was representative of the best towns in the two Provinces, most of the resolutions were worthy of the serious and careful consideration of the best business men of the West, and the debates were of a high order of merit. As in former years, the various Boards of Trade of Saskatchewan and Alberta towns sent to the convention their best business men capable of giving expert information on most of the topics under consideration.

Transportation questions bulked large in the discussions, and, fortunately, there were present by special invitation W. B. Lanigan, of the C.P.R., and Geo. H. Shaw, of the Canadian Northern. Several misunderstandings were cleared up by the heart to heart talks that resulted, and, as a result of the conference, the business men and the railway officials each understand the other's position better than before.

The big debate of the convention was on a semi-political question, the advisability of the adoption of the policy of Government guarantee of railway construction bonds by the Governments of Saskatchewan and Alberta. This resolution was introduced by the Calgary Board and met with vigorous opposition. After a debate lasting nearly a day the resolution was amended so as to retain little resemblance to its original form, and passed unanimously. As amended, it merely states the crying necessity for more railways in the two Provinces, and calls upon the Provincial Governments to take steps to secure the early construction of colonization railways.

Group of Delegates in Attendance at the Fifth Annual Convention of the Associated Boards of Trade of Western Canada.

Personnel of Conventions.

From year to year the personnel of the conventions necessarily changes very much, but there are several delegates who have attended all five conventions held, and others who have not missed more than one or two. R. J. Hutchings, Calgary; H. W. Laird, Regina, and K. W. Mackenzie, Edmonton, are at least three delegates who have not missed a convention, and they are among the leading debaters at every convention. A well-deserved honor was paid Mr. Mackenzie in his election to the Presidency, and he discharged the duties of presiding officer with tact and ability. William Short, of Edmonton, who was not at the Prince Albert convention last year, was one of the Edmonton representatives this year, and was given a warm welcome by his friends. E. M. Saunders, Moose Jaw, a familiar figure at previous conventions, was greatly missed this year. Being absent on his holidays he was unable to attend, but a well-deserved honor was done him in his election to the position of Second Vice-President. Another delegate greatly missed this year was William Pearce, of Calgary, who was prevented from attending by his absence in the north country on an important mission. At previous conventions his thorough knowledge of Western conditions and familiarity with Western problems was found of great value, and many expressions of regret at his absence were heard at the Medicine Hat convention.

An important step was taken looking to the widening of the scope of the association. Although known as the Associated Boards of Trade of Western Canada, the organization has never admitted the Provinces of Manitoba and British Columbia into full membership. It was decided to invite all the Manitoba Boards of Trade to send representatives to the next convention, at which the

Province of Manitoba will be admitted into full membership.

As in former years, representatives from the Winnipeg and Brandon Boards attended the convention by special invitation, and took part in the proceedings. Jos. Cornell was present throughout the convention as a representative of the Brandon Board, and H. M. Belcher, President of the Winnipeg Board of Trade, was in attendance the first two days of the convention. His colleague the first day was A. L. Johnson, and on the second day C. N. Bell, Secretary of the Winnipeg Board.

THURSDAY SESSIONS.

The opening session on Thursday morning was purely of a formal character. Mayor Cousins on behalf of the city of Medicine Hat extended a cordial welcome to the convention delegates and his address was responded to in suitable manner by President McAra. Committees on credentials and resolutions were named and the convention then adjourned to meet at 2 p.m.

At the afternoon session the credentials committee reported the following list of delegates in attendance:

Balgonie—C. C. Rigby.

Brandon—Jos. Cornell.

Calgary—T. J. S. Skinner, C. W. Rowley, C. F. McQueen, R. J. Hutchings, A. E. Cross, Chas. H. Webster.

Cardston—D. E. Harris, jr., D. S. Beach.

Craik—Chas. S. Davis.

Edmonton—A. C. Fraser, A. G. Harrison, K. W. MacKenzie, A. B. Campbell, Wm. Short.

Gleichen—Emil Greisbach.

Indian Head—Walter Gordon, J. C. Davis, Joseph Gleun, H. H. Campkins, J. A. McCaul.

Medicine Hat—Wm. Cousins, C. S. Pingle, F. L. Crawford, D. G. White, W. Huckvale.

Milestone—J. Harris, Dr. Cook.

MacLeod—C. MacLeod, E. F. Brown.

Moose Jaw—Hugh McKellar, E. Stuart George, E. N. Hopkins.

Prince Albert—J. E. Bradshaw, N. W. Morton, R. S. Cook.

Regina—P. McAra, A. E. Whitmore, H. W. Laird, J. M. Young, W. P. Wells.

Rouleau—Harvey Ausley, William Ausley.

Strathcona—R. P. Lewis, J. M. Douglas.

Saskatoon—B. Chubb, M. Mansell, F. M. Schlanders, A. E. Young, P. Currie.

Winnipeg—H. M. Belcher and A. L. Johnson.

The committee on resolutions presented a report striking out one or two irrelevant resolutions and it was adopted unanimously.

President's Address.

President McAra then delivered the annual presidential address brimful of optimism as to the business situation and the work of the associated boards. He congratulated the convention on the large attendance of delegates and expressed his confidence that lasting benefits would result from their deliberations.

Referring to the business situation he though the country was to be congratulated on the return to normal conditions following the business crisis of 1907 and the disappointing crop of that year. He was of opinion that business henceforth would be on a sounder basis and that the net result of the trouble of recent months would be good.

"Crop prospects for the present year are the brightest in the history of the west," he declared amid applause. The returns for this year's crop would be very large, sufficiently large to restore the old-time business activity. The country was to be congratulated on the class of new settlers being obtained this year and these with the big crop would ensure prosperity.

The president congratulated the associated boards on the fact that definite

K. W. McKENZIE, EDMONTON.

Honored by Election as President of the Associated Boards for 1908-9.

governmental and legislative action had followed several of their resolutions last year. Government action had been taken to prevent a recurrence of the fuel famine. Regulation of telegraph and express charges was possible now through appeal to the Railway Commission and this was one of the most important topics discussed at the meeting in Prince Albert a year ago. Legislation regarding telephones and hospitals had followed the lines of resolutions passed a year ago by the associated boards. He was also pleased to note that a marked improvement in the postal service in the west had taken place during the past year and he believed that the representations of the Business Men's Parliament of Western Canada had had their due influence in bringing about this happy result.

These results had been obtained through bringing the resolutions repeatedly to the attention of the proper authorities, and he wished to express his appreciation of the efficient and painstaking work of Secretary B. W. Wallace, of Prince Albert.

Election of Officers.

After a hearty vote of thanks to the retiring president had been carried on motion of Hugh McKellar, of Moose Jaw, the election of officers was proceeded with and resulted as follows.

President—K. W. MacKenzie, Edmonton.

1st Vice-president—Wm. Cousins, Medicine Hat.

2nd Vice-president—E. M. Saunders. Moose Jaw.

Secretary-Treasurer—John T. Hull, Medicine Hat.

On motion of Hugh McKellar (Moose Jaw) and John T. Hall (Medicine Hat), a vote of thanks to retiring Secretary Wallace, of Prince Albert, was carried unanimously.

K. W. McKenzie, the newly elected president, then took the chair and expressed in suitable terms his appreciation of the honor done him and his city in his election to this important post of honor and responsibility.

On motion of H. W. Laird, Regina, the courtesies and privileges of the convention were extended to the railway representatives and the delegates from the Winnipeg and Brandon boards. These gentlemen were invited to take seats on the platform: H. M. Belcher, president of the Winnipeg Board of Trade, on behalf of the railway representatives and Winnipeg and Brandon delegates extended thanks for the courtesy of invitations to the convention. He commented upon the circumstance that the Province of Manitoba is not included in the association.

Tuberculosis Sanitarium.

The first resolution to engage the attention of the convention was introduced by R. J. Hutchings on behalf of the Calgary board and related to the establishment of a national consumptive park and tuberculosis sanitarium in the mountain district of Alberta. It was as follows:

Whereas, it is a well-known fact that the climatic conditions prevailing in Central Alberta have a favorable influence on the disease of tuberculosis, which attracts to this district many thus afflicted; and whereas, many others are advised to come by their medical attendants and will continue to come; and whereas, we are burdened with an invalid class that endanger the health of the community and appeal strongly to public sympathy; and whereas in the interest of humanity they cannot be allowed to mingle with the general public, but should be taken care of which can only be done at a hazardous risk to those with whom they associate; and whereas, a large percentage of these people arrive penniless and are unable to support themselves, they necessarily have to be provided for notwithstanding the fact that they have no rightful claim on this community for such support; therefore be it resolved, that the

Alberta Government be memorialized to take the iniative in having the Dominion Government set apart land for a national consumptive park and establish a tuberculosis sanitarium somewhere in the Rocky Mountains by constructing and maintaining suitable buildings for the maintenance and care of all Canadians suffering from this disease.

Speaking to his resolution, Mr. Hutchings said that the problem had forced itself upon the attention of the Calgary board by reason of the large number of consumptives annually dumped into Calgary and vicinity by their relatives who pay their fare to Calgary and then leave them to shift for themselves. Last year a deputation waited on Hon. Frank Oliver and pointed out the danger of contagion from the presence of these consumptives and asked that the Dominion Government make a grant or land for a consumptive sanitarium. Mr. Oliver was favorable but suggested that the first move in the matter should come from the Alberta Government. The Alberta Government had given the deputation an encouraging reception and some action was expected to result.

A. E. Cross, Calgary, said that there was justification for asking the Dominion Government aid as consumptives come to Alberta from every part of Canada.

H. W. Laird, Regina, raised the point that the people of Ontario support an excellent institution of this nature in their own province and they might object to the Alberta sanitarium being a national undertaking with Dominion Government support. This view did not find favor with the convention and the resolution was carried.

Outside Patients in Hospitals.

C. P. McQueen, Calgary, fathered a resolution respecting the support of outside patients in hospitals when these patients are unable to make payment. He said it was the experience of most hospitals that at least seventy-five per cent. of their patients from outside municipalities were unable to pay for their treatment. The Calgary hospital loses at least $3,000 per annum in this way. He thought it only fair that there should be legislation by the Provinces compelling the outside municipalities to reimburse the hospitals for treatment given patients from their district in all cases where patients have not made payment.

A. L. Johnson, Winnipeg, expressed his sympathy with the purpose of this resolution. The Winnipeg General Hospital takes care of many outside patients and although the outside municipalities are asked to subscribe towards its maintenance they do not respond to the invitation as they should. He would not, however, favor making Government or municipalities entirely responsible as he thought it unwise to do anything to stifle private benefactions.

Hugh McKellar pointed out that the Associated Boards had taken a stand on the hospital question a year ago, and he thought they could not do better than reaffirm the principles then laid down. He moved in amendment that the resolution of last year be reaffirmed, and his amendment was seconded by Wm. Short, Edmonton.

Mr. McQueen contended that there was no conflict between the resolution of 1907 and that now proposed and in this view he was supported by A. L. Johnson, Winnipeg, who pointed out that the former referred only to the building of hospitals, whereas the latter referred to their maintenance.

Finally it was decided to let the resolution stand over until Friday to allow those interested to frame a motion satisfactory to all.

Indian Reserves.

In many parts of the west the presence of Indian reserves in the neighborhood of towns and white settlements is retarding the development of the country. By arrangement with the Indians

WILLIAM COUSINS, MEDICINE HAT

Elected First Vice-President of the Associated Boards for the Coming Year.

the Dominion Government has put some of these reserves on the market and there is an agitation to have this policy pursued further. T. J. S. Skinner, Calgary, voiced the prevailing discontent of towns near Indian reserves by moving the adoption of the following resolution :

Whereas, large tracts of land adjacent to prosperous towns and progressive settlements throughout the Provinces of Alberta and Saskatchewan are nonproductive as they are occupied by Indian reserves, and whereas, these reserves are, in the majority of instances, of greater extent than the requirements of the Indians demand and also cover larger areas than the treaty allows, and whereas, the money that could be realized from the investment of the amount that could be derived from the sale of the surplus portions would yield more annually in revenue to these Indians than the same land is yielding under the present system, and whereas, in a great many instances the bands of Indians occupying these reserves are in no way progressive, consequently keeping large tracts in their natural unproductive state, which are conditions that would not exist were these portions thrown open for settlement; therefore, be it resolved that this convention urgently requests the Dominion Government to exert strong influence with the Indians in securing their consent to the disposal to actual settlers of all such surplus territory that is not required or occupied by the Indians.

Speaking to his resolution Mr. Skinner pointed out that according to the treaty each Indian family of five was to have 640 acres of land. On that basis the Indians of the west now have 565,120 acres in excess of treaty rights. If divided according to population, each Indian family of five would have 1,315 acres. The Indian will not cultivate so much land as the white man and this big excess of treaty rights is of no use to him. If sold, the proceeds would bring more than five million dollars and the interest at five per cent. would provide each Indian family of five with an annual income of more than $200. Thousands of white settlers would come in and the result would be satisfactory to all concerned.

Wm. Short, of Edmonton, urged caution. "These Indians occupy reserves set apart for them by treaty," said he. "We must be careful not to nullify a treaty. It may be true that these reserves retard settlement in some districts, but that fact does not excuse the violation of a solemn treaty. The Indians should not be disturbed unless an amicable and satisfactory agreement can be made with them."

R. S. Cook, Prince Albert, pointed out that this policy was being followed without any friction in the Province of Saskatchewan and the results were satisfactory to Indian and white man. He could not support the resolution in its present form.

R. J. Hutchings, Calgary, was sure that it was the intention of the resolution to take care of the Indian. The red man was not being benefitted by the present condition of affairs and settlement was being retarded. Why could not an amicable settlement be made to the advantage of both ?

D. S. Beach, Cardston, said the question was a burning one in Cardston. "In my town we are only 90 feet away from a reserve 75 miles long by 20 wide. There are only 700 Indians and a few cayuse and cattle on this reserve, and our town is kept back by it."

Hugh McKellar, Moose Jaw, opposed the resolution. "The Indians were here first," he declared. "Because settlement has pushed up within 90 feet, is that any reason why the Indian must get out ? "

J. E. Bradshaw, Prince Albert, objected to government "influence" being exerted. No one knew just what form that "influence" would take. Probably he knew better than most what it might be. Mr. Bradshaw was opposition candidate at a Provincial bye-election in Prince Albert not long ago and his reference to government "influence" provoked some amusement.

On suggestion of Mr. McCaul, Indian Head, the last clause of the resolution was amended as follows :—

"That this convention request the Dominion Government to treat with the Indians to secure their consent to the disposal to actual settlers of all such

surplus territory that is not required or occupied by the Indians."

This amendment was agreed to by Mr. Skinner and carried unanimously.

Executive Committee.

C. W. Rowley, Calgary, introduced a resolution favoring the appointment of an executive committee consisting of the president, secretary and two delegates from each province, to follow to their final conclusion all resolutions passed at this convention. Wm. Short favored the appointment of a permanent secretary. After some discussion, it was agreed to let this resolution stand over until it was settled whether or not the association should divide on provincial lines.

Exemption Ordinance and Insolvency Law.

Wm. Short, Edmonton, brought up the important question of the exemption ordinance and the need of the insolvency law. His resolution was as follows :—

Whereas, the Exemption Ordinance has in practice worked out in a manner unjust and unreasonable, and clearly in ways not intended and not in the interests of those whom it was intended to serve ;

Therefore be it resolved, that the Provincial Governments affected be, and they are hereby requested to amend the said ordinance so that while reasonable and fair protection is accorded to the farming and similar interests it shall not be possible for traders and others to dishonestly take advantage of a statute which should be calculated to afford settlers a reasonable opportunity of getting a fair and reasonable start in a new country ;

And whereas, in cases of assignment for the benefit of creditors, it has in the majority of cases been found impossible to prepare an adequate and proper statement of the affairs of the insolvent by reason of the failure of the insolvent to keep proper books or records of his transactions, and it has also been found impossible for creditors to adequately check or eliminate dishonest trading and sales by traders in fraud of the rights of their creditors ; Therefore it is resolved :

(1) That the Dominion Government be requested to enact an effectual and comprehensive insolvency law.

(2) That Provincial Governments be requested to amend the Assignments Act in such a manner as to provide for the keeping by traders of accurate and full records of all transactions, and in particular of all sales of property.

(3) To provide such legislation as will enable a proper judicial officer to hold a full and complete enquiry in every case, where an official assignee shall, from lack of proper records or other dearth of information, find it impossible to prepare an adequate statement of the affairs of the insolvent, showing the disposition of the insolvent's goods for at least six months before the date of assignment or insolvency.

Speaking to his resolution, Mr. Short said, "that a number of Edmonton wholesale houses find it difficult to keep track of small retail dealers." Most dealers are all right, but on the part of some, there has been dishonest trading. There have been dishonest sales with shirking of liabilities. For example, a trader owns a store and a farm ; he builds up and equips his farm at the expense of his store, the latter goes bankrupt and the farm is protected by the exemption laws. This was quite unfair, and it was never the intention that the exemption ordinance should protect fraud. The basis of all business is honesty and credit has been injured by dishonest practices allowed by the absence of an insolvency law and the unfairness of the exemption ordinance.

H. M. Belcher, President of the Winnipeg Board, expressed his approval of the resolution. It was not the intention to do away with exemptions on homesteads, but to prevent the unfair operation of the exemption laws. Credit was being weakened by the practice of dishonest merchants equipping their farms at the expense of bankrupting their stores, and the great majority of merchants who are honest suffer thereby. This country needs credit and the basis of credit is being destroyed by the dishonest practices against which this resolution is aimed.

P. McARA, Jr., REGINA.

Retiring President of the Associated Boards of Trade of Western Canada.

Regarding the request for an insolvency law, the great difficulty is that when business men approach the government, they don't know just what they want. The principle should be established, that when a man fails, his estate belongs to his creditors and should be at their disposal. Mr. Belcher also referred to the class of men appointed as official assignees in the Provinces of Saskatchewan and Alberta. He claimed that many of them are incapable and some are dishonest. The resolution was carried.

Goods Damaged in Transit.

A resolution which provoked a warm debate was introduced by William Short, Edmonton. It dealt with the responsibility for goods damaged in transit by railway companies and was as follows :—

Whereas, wholesale dealers in the West, having to depend upon railway companies for transportation, suffer great damage from loss and breakage of goods in transit ;

And whereas, in some cases the conditions upon which goods are received by the railway companies, provide that the same are received at the owner's risk, and such is the case in respect of certain classes of goods which is manifestly unfair and unreasonable.

Therefore, in the opinion of this convention it is desirable :

(1) That the contracts relating to the classification of goods should first be submitted to wholesale merchants at all distributing points in the West, whose representations should be heard before such classification become effective.

(2) A special board of arbitration, similar in constitution and practice to the Board of Railway Commission, should be appointed to hear and determine all claims for damages against railway companies by reason of breakage, shortage, loss in transportation, overcharge in rates and weights, and other damage to goods in transit.

Mr. Short said, that while the railway companies are required by law to receive for transportation and to take proper care of goods on which the charges have been paid, they are in the habit of making contracts seriously limiting their liability for damages to freight. Finally, this matter came within the scope of legislation and it was provided that all contract forms should be first approved by the Railway Commission. The Edmonton wholesalers complain that they were not consulted by the Railway Commission in recent changes approved by that body, and they complain of unfair treatment in the classification of freight and some other matters. They complain that they are compelled to ship certain classes of freight at their own risk.

"Freight has disappeared off the face of the earth," declared Mr. Short, and under the present contracts the shippers have no redress, because they can't prove actual theft. No contract should be approved and no classification made that will relieve the railway companies of their responsibility to deliver freight or pay the value."

H. W. Laird, Regina, opposed the resolution in a strong speech. He contended that Mr. Short's remarks were extreme and not borne out by the facts. "We have so many real grievances," he declared, "that it is foolish to waste our time in the discussion of grievances that will not bear investigation."

He thought the clause relating to classification uncalled for, for the reason that it has to be passed by the Railway Commission, and all have a chance to be heard before that body. If the merchants of Edmonton made no objections before the Railway Commission, it was now too late to make complaints before the Associated Boards.

At one time the Claims Departments of the railways were poorly managed and there were many complaints, but during the last year or two there has been a great improvement and claims are being promptly met. The railways see that it is to their own interests to meet claims fairly. A shipper has redress in the courts if he can't get justice.

The last clause would simply mean a duplication of machinery now provided for. We are overgoverned already, and we don't want another Board of Arbi-

tration. He considered the whole resolution uncalled for and unnecessary as it was based on wrong information.

G. H. Shaw, of the Canadian Northern, said that the resolution was evidently based upon a misapprehension of the conditions under which the railways transport goods. There was no intention on the part of the railways to contract themselves out of liabilities. All contracts were subject to approval by the Railway Commission, and all interests have a chance to be heard by that body. He had been in the traffic department of the C.P.R. and C.N.R. for twenty-six years and he had yet to learn of a legitimate claim which had been refused by either railway.

Hugh McKellar, Moose Jaw, could not understand how it was that the Edmonton Board had not heard of this matter as the Moose Jaw Board had been notified twice by the Railway Commission that the matter was to come up.

W. B. Lanigan, Asst. Freight Traffic Manager of C.P.R. western lines, said that he saw in the audience many of the largest shippers in the West and he could not recall a single instance in which the claims of these gentlemen had not been promptly adjusted. He contended that the classification schedules were as nearly perfect as possible, being the result of years of experience. Regarding claims for goods, he contended that the railways are as anxious to be on good terms with their patrons as any merchant to please his customers. There are, however, classes of goods which are fragile and are often improperly packed. Several instances of this kind were quoted in illustration of this point.

Claims are promptly paid by Canadian railway companies, he contended, but often they are not promptly paid by American connections. The damage is traced back to the American road and it refuses to pay. The claim is made to the Canadian road and it, being unable to collect, gets the blame.

After further discussion by A. L. Johnson, Winnipeg; Short, Edmonton; Cousins, Medicine Hat; Schlanders, Saskatoon; and Connell, Brandon; the resolution was voted on and declared lost.

The convention then adjourned to meet Friday morning.

FRIDAY MORNING SESSION.

At the Friday morning session, C. N. Bell, Secretary of the Winnipeg Board of Trade, was in attendance, taking the place of A. L. Johnson, who had returned to Winnipeg.

Hospital Resolution.

The first business of the morning session was the passing in amended form of the hospital resolution, introduced the day before. The resolution as amended was adopted unanimously and read as follows:

Whereas, efficient general hospitals have been established in the larger cities and towns throughout the Provinces of Alberta and Saskatchewan at heavy expense to the individual communities; and, whereas, rural municipalities, having no accommodation for patients, send them to these hospitals, to the support of which they do not now contribute; and, whereas, the said municipalities have in the past refused to contribute to the support of these hospitals; therefore, this convention of Associated Boards of Trade of Western Canada respectfully urges the Governments of Alberta and Saskatchewan to pass such legislation at their next sessions as will lead to reimbursing fully public hospitals for treatment given patients in all cases where patients have not made payment.

Guaranteeing Railway Bonds.

Then followed what proved to be the most contentious resolution introduced at the convention. This was a long resolution introduced by A. E. Cross, Calgary, pointing out the great need for further railway construction in the Provinces of Alberta and Saskatchewan, referring to the practice of the Manitoba and Ontario Governments in guaranteeing the bonds of railway companies to secure new roads, stating that these

B. W. WALLACE, PRINCE ALBERT.

Retiring Secretary of the Associated Boards and Secretary of the Prince Albert Board.

guarantees had not cost either Province anything, but had secured the desired results and calling upon the Alberta and Saskatchewan Governments to adopt the policy of Government guarantee of railway bonds.

In the course of a somewhat lengthy speech, Mr. Cross emphasized the crying need for new railways in the two Provinces. Manitoba has a network of railway lines, but there are vast areas of fertile country in the two new Provinces absolutely without railway accommodation of any kind. Because of this the development of vast areas is being retarded and immediate action is immediately required. There is no use in producing grain and cattle if we can't get them to market. The railways are doing all that they can and doubtless will get around to these roads some time, but we don't want to wait. The most feasible method of assistance seems to be by the guaranteeing of railway bonds. In this way the desired result can be attained without one cent of cost to the Provinces.

Using a map to illustrate his speech, Mr. Cross pointed out many lines of railway required and in each case had to reply to queries from H. W. Laird, Regina, as to the mileage of the proposed roads.

The resolution was reconded by F. M. Schlanders, Saskatoon.

R. S. Cook, Prince Albert, objected to the introduction of a question of practical politics. This resolution was simply an invitation to the railway companies to hurry in their paper for endorsement. It was not fair, he contended, to institute comparisons with Manitoba as conditions are different. Manitoba suffered from railway monopoly three years ago, but the Western Provinces have three railways. These lines most have feeders, and if the railways are left alone they will build them unaided. In Ontario the road aided by bond guarantee runs through a district not fit for settlement; there are no such districts in Alberta and Saskatchewan. "If we are to furnish the security," concluded Mr. Cook, "we might as well retain the assets."

H. W. Laird, Regina, referring to the many projected lines mentioned by Mr. Cross, said that the latter had offered a prize package to every delegate to vote for the resolution. He was of opinion that the only delegates overlooked were those from Balgonie. Mr. Cross had proposed about 5,000 miles of new railway, and the guarantee would amount to many million dollars. He objected to the resolution because it was too broad and because of the economic principle involved. It was unwise to endorse the general principle of guaranteeing bonds without restricting it to specific projects.

"If we are to be guarantors," continued Mr. Laird, "let us look at our financial position. We are not in the same position as other Provinces. We have no lands, no timber, but are given an annual subsidy in lieu of these assets. We are in the position of an office clerk at $65 per month, who undertakes to endorse a note for $75,000. The entire subsidy that Saskatchewan receives is required for current purposes, and that Province is undertaking capital expenditures of several million dollars for Parliament buildings and other public works, etc. Now we are asked to guarantee millions of bonds, when we require every available dollar of income to meet our current expenditures. Is this a reasonable proposition? Does it commend itself to a business man as a sane business proposition"?

Mr. Laird also objected to a guarantee of bonds without a quid pro quo in the way of control of rates. He admitted that railways were necessary, however, and submitted an amendment to the effect that the Provincial Governments of Saskatchewan and Alberta should be requested to proceed with the construction of such lines of railway as are more urgently required as Government undertakings, the said roads to be owned by the Provinces and to be leased for operation to existing railway companies on

such conditions as to control of rates and interest on investment as will ensure the protection of the interest of the public for all time to come.

R. J. Hutchings, Calgary, supported the original motion in a moderate speech. He did not think that a tremendously big programme such as that outlined by Mr. Cross would necessarily follow. The principle of guaranteeing bonds would be observed within reasonable limits.

A long debate followed, participated in by Messrs. McKellar, Moose Jaw, Fraser, Edmonton, and McAra, Regina. When luncheon time arrived there seemed to be little prospect of an early ending to the debate.

FRIDAY AFTERNOON SESSION.

At the afternoon session the adjourned debate on the railway question was resumed. J. E. Bradshaw, Prince Albert, endeavored to have the discussion of the question shelved for another year. He urged that the resolution was one of the most important that could come before the convention, but it had received little consideration from the various boards and the delegates did not know the sentiments of those whom they were representing. He moved a twelve months' hoist, seconded by A. C. Fraser, Edmonton.

The popular "Billy" Cousins, Mayor of Medicine Hat, at this juncture interjected one of his characteristically humorous speeches. The whole opposition to the resolution seemed to proceed from an uneasy suspicion that some one was going to make a profit from the transaction. He had not intended speaking, and would not have done so had it not been for a conversation he had had a few minutes before with one of the old timers in Medicine Hat. He noticed that this old man had a magnificient garden full of rhubarb of which he was making no use whatever.

"Why don't you sell some of that rhubarb?"

"Well, it's here and if any one wants it, they can come and buy it."

"But plenty of people don't know anything about your rhubarb. Why don't you advertise in the papers that you have rhubarb to sell?"

"Now, you look here. I know what you are after. You want me to go down town and pay over some money to the newspapers. Not if I know it."

"No, I am not canvassing for an ad. If you don't want to do it that way, why don't you take your rhubarb down town and sell it to the stores."

"Now you look here, Mr. Cousins, I am not going to let anyone make a profit out of me. Not if I know it. If I sell my rhubarb to the stores at six pounds for a quarter, they will sell it at three pounds for a quarter. No sir, I'll let it waste first."

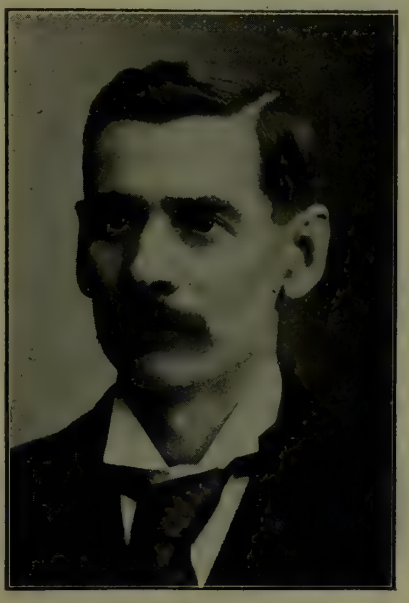
Mr. Cousins said he favored the resolution for the reason that the entire opposition seemed to proceed from the fear that some one might make a profit.

H. M. Belcher, Winnipeg, being called upon for an expression, said that it was not fair to quote the example of Manitoba in support of this resolution. Conditions were different, and moreover the Manitoba policy was inaugurated ten years ago. It was designed to overthrow a monopoly and to control rates. In this, it had been eminently successful, but this resolution did not propose any control of rates.

After a protracted debate the convention finally shirked the issue of a vote on the straight question on the guarantee of rates and Mr. Laird withdrew his amendment. On motion of Mr. Mansell, Saskatoon, a colorless resolution affirming the need of railways and calling for Provincial Government action was passed. The resolution did not indicate what form the government aid should take. As finally amended the resolution was as follows :—

Whereas, it is conceded that the general advancement of a country depends very largely on its transportation facilities ;

And whereas, it is obvious that the extensive areas of unpopulated lands in these two provinces are only awaiting transportation facilities to change them into well settled and abundantly producing districts;



JOHN T. HALL

Secretary Medicine Hat Board of Trade.

And whereas, in the Provinces of Alberta and Sasketchewan there is to be found the richest productive agricultural soil ;

Therefore be it resolved, that this convention of the Boards of Trade of Western Canada urgently requests the Governments of the Provinces of Alberta and Saskatchewan to adopt a policy which will assure the early construction of colonization railroads in said provinces.

Freight Experts at Winnipeg.

The convention heaved a sigh of relief when it escaped from this highly contentious resolution and Mr. McKella, Moose Jaw, then introduced a resolution calling on the governments of the two provinces to appoint freight experts to reside in Winnipeg, and devote their whole time to the question of freight rates, in the interests of the western business men. This resolution was voted down after some discussion.

Freight and Express Rates.

R. S. Cook and J. E. Bradshaw, (Prince Albert), then introduced the following resolution regarding freight and express rates :—

Whereas, the railways of Canada, owned and operated by companies, have by subsidies, land grants and guarantee of bonds, added immensely to the debt of the Dominion and to the financial responsibilities both of the Dominion and of the several provinces ;

And whereas, the railway system of Canada, although divided between several companies, furnishes connection between any one point on the system and any other point on the system ;

And whereas, each railway company charges a higher rate proportionately for carrying freight a short distance than a long distance ;

And whereas, for instance, the charge for carrying freight two hundred miles, half of which distance is over the line of one company and half over the line of the other company, is much greater than the charge for carrying it the same gross distance over the line of one company only ;

And whereas, the railway companies carry freight at more favorable rates over lines known as main lines than over branch or feeding lines ;

Therefore be it resolved, that the Dominion Government be memorialized to take such action as will prevent any portion of Canada being placed at a disadvantage with any other portion of Canada equally distant from the trade centres of Montreal, Toronto, Halifax, Winnipeg, Vancouver, etc., and that such legislation will be enacted as will compel any two or more railway companies which have been assisted by bonuses, land grants or guarantees of bonds, to carry from any point on one of the lines to any point on another of the lines at a rate not higher than would be charged for the same gross distance over any one of the lines, and that the local mileage and other rates on all branch lines be the same as on the main line.

G. H. Shaw, of the Canadian Northern asked that the resolution be withdrawn, and defended the attitude of the railways and express companies in a lengthy speech. His views did not find favor with the convention, however, and the resolution was carried.

Transportation.

Another railway resolution was championed by J. E. Bradshaw, Prince Albert. It had to do with the right of a passenger to choose his route over several lines of railway and get return fare privileges. It was as follows :

Whereas, the railways of Canada, owned and operated by private companies, have come into existence largely through the generous subsidies, land grants and guarantees of bonds which have added largely to the debt and financial liabilities of the Dominion and its provinces ; and whereas, the traveling public should not be at any disadvantage owing to the fact that the railways are owned and operated by several companies instead of one company ; and whereas, the ramifications of the railways in many instances permit of different routes between one part of Canada and another ; and whereas, the railway companies at present do not consider themselves compelled to issue single or return tickets

between any two points except by such route as suits their wish or convenience; therefore, be it resolved, that the proper authorities of the Dominion Government be memorialized to enact such legislation as will enable and compel railway companies to issue single or return tickets between points on the railway system of Canada at a uniform rate as to mileage and by such route as may suit the wish and convenience of the passenger paying for such transportation in advance.

G. H. Shaw opposed the resolution. He contended that the return ticket is a matter of privilege, not of right. It was natural that the railways should each want to get as much business as possible over their own lines. For instance, the C.N.R. do not want to sell tickets from Prince Albert to Winnipeg via the C.P.R. line from Regina to Winnipeg. If a passenger wants to go that way he can do so by paying the price, but he can't expect to get a return ticket as cheaply by that route as by the direct route.

W. B. Lanigan, on behalf of the C.P.R., said he sympathized with every effort on the part of Prince Albert people to travel via the C.P.R., but he considered the resolution was based upon a misapprehension. He made a strong speech against it and it was finally withdrawn.

At this juncture the railway representatives took leave of the convention, after being the recipients of a hearty vote of thanks for their attendance.

Union or Separation.

Each year some board introduces a resolution in favor of division on provincial lines, but the proposal has never been seriously considered. This year the motion came from Moose Jaw, and it was championed in half-hearted fashion by E. S. George and Hugh McKellar. It was opposed by P. McAra, Regina; R. S. Cook, Prince Albert, and A. G. Harrison, Edmonton, and was finally withdrawn amid loud cheers.

Manitoba Admitted.

Although the organization has been known as the Associated Boards of Trade of Western Canada, this has been a misnomer, for the reason that neither the Manitoba nor British Columbia boards have ever been admitted to membership. Representatives of one or two Manitoba boards have attended all the conventions since the first by special invitation but the B.C. boards have never shown any interest. There has been a strong feeling for some time in favor of the admission of Manitoba. One year's notice is required for a change in the constitution, and therefore no formal action could be taken at this convention admitting Manitoba boards to membership. It was quite evident, though, that there was a general desire to admit Manitoba, and accordingly it was decided to invite all the Manitoba boards to send representatives to the next convention, at which the necessary change in the constitution will undoubtedly be made.

Saskatoon Next Year.

Then followed the big contest of the convention, the selection of the next place of meeting. Invitations were extended by Moose Jaw, Indian Head and Saskatoon, representatives from each city pressing its claim. The first ballot showed a plurality for Indian Head, but not a clear majority. On a second ballot between Saskatoon and Indian Head the former town won out by a small margin of four votes.

The convention then adjourned to meet at 7 o'clock in the evening.

FRIDAY EVENING SESSION.

At the Friday evening session, First Vice-President, Mayor Cousins, of Medicine Hat, presided, in the absence of President MacKenzie.

Waste of Natural Gas.

W. Huckvale, Medicine Hat, championed a resolution calling for Government action to prevent the waste of natural gas. He pointed out that natural gas is going to waste near Medicine Hat and on the Athabasca river, near the Pelican rapids. His resolution, which was carried unanimously, was as follows:

Whereas at the fourth annual convention of the Associated Boards of Trade of Western Canada, held in Prince Albert, Saskatchewan, on the 18th, 19th and 20th of June, 1907, a resolution was passed calling the attention of the Dominion Government to the waste of natural gas and memorializing them to use every endeavor to prevent the same, therefore be it resolved that this convention deems it advisable that the resolution referred to be re-enacted, and that a copy of the same be forwarded to the Department of the Interior urging upon them the necessity of the immediate action to prevent the unnecessary and extravagant waste of this valuable commodity.

R. J. HUTCHINGS, CALGARY.

A Prominent Delegate Who Was Always Listened to With Interest.

Prairie Fire Legislation.

Hugh McKellar, Moose Jaw, drew the attention of the convention to the large number of prairie fires which are due to the ignorance of new settlers as to the prairie fire regulations. He secured the unanimous adoption of the following resolution:

Whereas, the experiences of the present year have again demonstrated that the prairie fires ordinance is in a great measure ineffectual in preventing the starting of fires; and whereas, new settlers invariably plead ignorance of the provisions of the ordinance; therefore be it resolved that the Associated Boards of Trade would strongly urge upon our Governments the advisability of printing in convenient form a few of the most important provisions of the ordinance, and that copies of the same be placed in all Dominion lands offices and post offices for distribution to new settlers.

Reforestation.

The important question of the necessity for reforestation was brought up by A. C. Fraser, of Edmonton. He pointed out that, while the Dominion Government is giving some assistance to the Forestry Association, that assistance is quite unequal to the necessities of the case, and he urged the necessity of a definite and far-reaching policy on this question. The United States Federal Government is spending $2,000,000 per annum for this purpose and yet that is not enough, and the Republic will soon be denuded of all its timber if definite, decisive action is not taken. Germany is spending about $11,000,000 per year. The resolution, which was carried by a unanimous vote, was as follows:

Whereas, to a large extent, the Provinces of Manitoba, Saskatchewan and Southern Alberta are comprised of prairies largely devoid of building timber, of which an increasing amount is year by year necessarily required; and, whereas, along the eastern slope of the Rocky Mountains and in parts, more particularly of northern Alberta, there is a very large area of land that would be more valuable for the cultivation of timber than for any other purpose, especially having in view the very great area of arable land situated in the said provinces; and, whereas, much of this territory is interspersed with rivers and creeks which form a natural protection against fire; and, whereas, the expense of providing fire rangers who could adequately protect the said areas from fire would be comparatively small and would be absolutely trifling in comparison to the value of the timber that would be secured by such protection; and, whereas, the climatic benefits of those matters incidental to the conversation of the water supply and the prevention of destruction by floods to be obtained by the preservation of the forests is of great value to the rest of the provinces; and, whereas, we recognize and approve of the action of the Federal Government in already setting apart tracts of land on the eastern slopes of the Rockies for forest reserves, we still think that there are timbered tracts of land adjacent to the Saskatchewan, Athabasca, McLeod, Pembina and MacKenzie and other northern rivers which are most suitable for forest reserves and for reforestation purposes; therefore, in the opinion of this convention it is highly essential that some concerted action should be taken for the preservation and reforestation of tracts of land suitable or expedient to be used and it is therefore recommended: (1) That timbered tracts of land should be set apart and the settlers prohibited from encroaching upon them while being used for timber areas. (2) That during the spring and fall at least an active and adequate corps of fire rangers should be provided, whose duty it should be to

(Continued on page 57.)

DEATH OF HON. THOS. BALLANTYNE.

A Builder of Canada's Cheese and Dairy Industry and an Honored Canadian.

Hon. Thos. Ballantyne, who perhaps has done more than any other man in private life in Canada to develop the cheese and dairying industries of the country along scientific lines, passed away at his home in Stratford after a few weeks' illness. For the past few years he had not been in perfect health but his pluck and constant attention kept him able to be about his residence. He was confined to his room only a few weeks before his death.

The late Thos. Ballantyne was born at Peebles, Scotland, in 1829. His people were shepherds, but his father retired to Peebles and engaged in trade. Here he received an education, and in 1852 came to Canada, locating in Downie Township. He taught school for eight years and then engaged in farming. He was successively auditor, clerk and reeve of Downie.

In 1871 Mr. Ballantyne entered provincial politics, contesting North Perth unsuccessfully against Mr. Andrew Montieth. In 1872 he refused the nomination for the Commons, but in 1875 was elected to the Legislature and held the seat continuously till 1894, when he was defeated by Mr. McNeil. During the last four years in the Legislature he was Speaker of the House.

It was, however, more as a dairyman than as a farmer or politician that the deceased will be remembered. In co-operative dairying he fought alone to make the principle a success for many years. In 1867 he built the Black Creek cheese factory, which has long been recognized as a model, but for years his work was tedious and about 1870 he felt that he would have to forego the work as he had expended from his private funds all he could afford. He appealed to Hon. John Carling, then Minister of Agriculture, and received $800 per annum. This gave him new prospects and in 1877 he brought to Perth county the gold medal for the best cheese made on the American continent. During 1867 he attended the first dairy convention and was elected director and was subsequently elected nine times president, being also first honorary president.

Mr. Ballantyne was the first to suggest employing instructors to improve the quality of dairy products, and upon one occasion when the association was unwilling to retain the services of Prof. Arnold, then instructor, he retained him at his own expense for a year. Largely through his efforts he has seen the cheese factories of Canada increase to about a thousand, nearly all of which are managed by farmers themselves.

Co-operative dairying has been introduced in Scotland, and for this Mr. Ballantyne was directly responsible. In the south of Scotland several years ago he visited fairs and interested the Scottish farmers in the movement.

Outside his dairying interests Hon. Mr. Ballantyne led a busy life and filled several positions of trust. He was president of the British Mortgage Loan and vice-president of the Perth Mutual Fire Insurance Company. He was a patriot to the core, Canada for him being first, last and always. Mrs. Ballantyne daid in 1902. The family includes several names familiar to Canadians. For several years the business established by Mr. Ballantyne in Stratford has been carried on by his son, Thos., and in Montreal by R. M., who do a large export cheese and butter trade.

PACKING TEA IN CEYLON.

Arrangements have been completed whereby the "Salada" Tea Co. will have all their package tea sold in the Northwest and on the Pacific Coast packed in Colombo, Ceylon. It was found necessary to relieve the pressure at the Toronto office where every machine has been running at its fullest capacity for some time past. By this arrangement all the "Salada" sold in the West will arrive five or six weeks sooner than it could coming via England.

L. E. GEOFFRION,
Of L. Chaput Fils & Cie., Montreal, President-Elect of the Canada Wholesale Grocers' Exchange.

We have pleasure in presenting herewith the portrait of L. E. Geoffrion, of L. Chaput Fils & Cie., Montreal, who was elected president of the Canada Wholesale Grocers' Exchange at the recent meeting in Quebec. It was the intention that this photograph should have been inserted with the report of the Exchange meeting in last week's issue, but owing to mis-connection this was found to be impossible.

President Geoffrion has had a large acquaintance with the wholesale grocery business and this, with his experience as a member of the Board of Harbor Commissioners for Montreal and natural ability, should make him a particularly good presiding officer. His loyal remarks concerning the adoption of the word Canada in the Exchange's name at the Quebec meeting were highly appreciated.

RICE MILLERS' COMBINE.

New Orleans, June 29.—With a capital of $2,500,000, the five largest rice mills in Louisiana—Independent, at Crowley, the Abbeville, the Donaldsonville, the Eureka, the Estherwood and the Kueydan—have been merged into the United Irrigation & Rice Milling Co., with Henry Beer of New Orleans, president; I. M. Lichtenstein, 1st vice-president; Henry E. Bumbel, 2nd vice-president; and Edger H. Bright, secretary-treasurer.

The combine will control the Lichtenstein & Hechinger irrigating canal in the Crowley rice belt, and the Abbeville canal. The properties absorbed are valued at $2 000,000 and the remaining $500,000 of capital will be issued for cash to increase the company's working basis.—New York Commercial.

CHANGE IN GROCERY TERMS.

On and after July 1st, the terms of the Ontario wholesale grocery trade will be: Nett 30 days on all goods except tea and sugar.

Kent Whipple, representing the Beamsville Preserving Co., Beamsville, Ont., was in Montreal this week, and favored The Grocer with a call.

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Limited

JOHN BAYNE MACLEAN - President

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ANOTHER SUCCESSFUL CONVENTION.

Many important questions of particular interest to the people of western Canada were discussed by some of the best business men of the west at the fifth annual convention of the Associated Boards of Trade of Western Canada, held in Medicine Hat recently; and the extended report of the proceedings appearing in this issue of The Canadian Grocer is worthy of the careful perusal, not only of our readers in western Canada, but of those of our readers in the east who desire to familiarize themselves with western thought and western problems. The best business men of the western provinces are sent to these conventions as delegates and the results of the serious deliberations of these men receive and deserve to receive careful consideration on the part of legislators, Dominion and Provincial.

Recognizing the importance of the deliberations of this convention and the duty of the trade press to report fully the proceedings at meetings of this kind at which business problems are discussed by the leading business men of the country, the MacLean Trade Newspapers have been represented at the last four conventions by a member of the regular staff. The most complete reports published have appeared each year in the MacLean Trade Newspapers. At this year's convention the Toronto Globe was the only other paper outside the Province of Alberta having special representation.

The influence and prestige of the Associated Boards will be greatly increased by the decision to admit into membership the boards of the Province of Manitoba. Retiring President McAra was able to point with satisfaction to several important reforms which had followed as a result of last year's deliberations and there can be no doubt that the resolutions passed by a body of representative business men, including also the important Province of Manitoba, will have even greater weight with Dominion and Provincial cabinets. The decision to include Manitoba is a decided step in advance.

TRAVELERS AND PROSPERITY.

The commercial travelers in the United States are to hold August 14 and 15 an interstate Prosperity Conference.

It is a commendable decision. Much of the present condition of business is due to lack of confidence. People are afraid that something may happen. They are pessimistic.

In Canada the crop conditions were probably never better; and agriculture being the backbone of the country, confidence is showing unmistakeable signs of reviving. But being afraid that something may happen the commercial body politic is still slightly nervous.

Tonics are good for nervousness. Next to the press, none are better qualified than commercial travelers to administer the necessary doses. If the commercial travelers of Canada can get together during the next few weeks and discuss how these tonics can be judiciously administered they will do the country good service.

There are about fifteen thousand commercial travelers in Canada. Each of these has his finger on the pulse of trade and should be able to advise and counsel his customers.

ISSUE THE BULLETIN EARLIER.

The fruit division of the Agricultural Department at Ottawa for some years has been issuing a fruit crop bulletin, giving prospects and the outlook on all lines of fruit in different sections of Canada. While useful, the bulletin, which is issued at the end of the month, and reaches the greater number of its readers from one to three weeks afterward, seems rather belated. It would seem that it would be of greater service if it were issued earlier in the month, say somewhere between the 1st and 10th. Another step in improvement could be made if a summary of the bulletin were issued for the use of the press a few days previous to the issue of the report.

IMPROVED CONDITIONS IN PACKING INDUSTRY.

The Canadian packing industry has shown a more encouraging condition the past week than for several months. The factories, which have been running at half and even quarter capacity since last fall, are most of them again on full time, and matters generally are very much more brisk.

Two or three reasons are given for the improved conditions. During the last week the British market has improved to the tune of at least two shillings and, owing, it is said, to lower stocks of Danish and American products, there is a healthy demand for Canadian bacon. This will provide for a brisk export trade. During the summer, also, there is always a heavier demand for bacon at home, and this is being felt already and is stimulating local demand.

The improved conditions are simply a part of what is usually expected during the summer but they are very welcome after the several months of quietness in this important Canadian industry.

PUSH CONDENSED MILK.

Considerable notice has been given in the daily papers recently regarding the high milk prices prevailing in various parts of Canada this summer. While the public are thinking of this, and because of the season itself, this appears to be an opportune time for the grocer to take a little advantage of his friend the milkman and to build up a nice trade in condensed milk.

Condensed milk, as it is now put up by several companies in Canada, offers several advantages over the fresh variety, particularly during the hot weather. First, it is very much easier to keep, and to those people who are not able to afford a supply of ice it is almost a necessity. Again, its purity is unquestioned, a fact of considerable importance in these days of questionable practices in various lines of food supplies. The plants of the condensing companies are, without exception, and from necessity situated in the heart of the dairying districts, where a supply of wholesome milk is available. The processes used are such as to preserve the purity of the product and to make it absolutely safe for use, particularly for babies and delicate appetites. Altogether condensed milk offers a very practical substitute for the milkman's offering and should provide a good opportunity for the energetic grocer to increase his sales.

TRAVELER'S FINANCIAL RESPONSIBILITY.

The responsibility of a traveler for advances obtained from a bank on a credit note issued by a firm, which before it liquidates its account with the bank goes into bankruptcy, is being tested in the courts in British Columbia, and referring to this question, which is one in whch every traveler wll be interested, the Vancouver World says:

"Say that while a commercial traveler is abroad on the business of his firm his employers go into liquidation, what is his position with respect to money drawn on their credit from banks at towns visited in the course of his work? This is the question which the courts will decide in at least some of its aspects in the course of the next few days. It has arisen in connection with the failure of a large Manitoba firm of millers, who employed a Vancouver man to travel through the province disposing of the product of their mills. The defendant in the suit under consideration was making his usual tour when he received a telegram instructing him to return home. He at once repaired to the nearest bank to draw the necessary funds, but was informed that his credit note was no longer good as his principals were in liquidation. Makng the best of the situation, he borrowed sufficient money to bring him home, consoled himself that the firm did not owe him more than a few weeks' salary and expenses, and promptly dropped into a new situation. During his trip, however, he had drawn several times on his employers and to his astonishment he speedily found that the banks which had cashed his drafts held him personally responsible, although the money was obtained on the strength of a credit note from the firm which employed him. As the case is sub judice, it would be improper to enter on a further discussion of its merits, but it is permissible to say that whatever the decision a prnciple of considerable importance to commercial travelers will be thereby established."

ONE CENT RATE ON CITY LETTERS.

Honorable Mr. Lemieux, Postmaster-General, in discussing in the House of Commons the other day the proposal to reduce the rate on city letters from two to one cent, said that Mr. Eaton, in Toronto, was one of the best clients the Post Office Department has. "He buys probably $100,000 of stamps in a year. All his postage is for the country districts." Mr. Amstrong. M.P., in making further reference to the matter stated: "In this proposal the Postmaster-General is most certainly discriminating against the rural districts. When he says that Mr. Eaton, of Toronto, is returning to the Postal Department a revenue of $100,000 per annum, he must remember that a large proportion of that comes from the people of the rural districts to whom he sends his goods and his circulars."

PRESS COLLECTIONS NOW.

With the business outlook brightening as a result of the splendid crop prospects in most districts, the present is an opportune time to press for the payment of outstanding accounts.

Much money is owing to merchants by farmers and others who have money hoarded up in savings banks. The bankers, of course, encourage depositors to leave their money in the bank, but it is not honest or fair for customers to allow accounts to remain unpaid when they have the money to meet the calls upon them.

Merchants, too, who do not press such customers for the money rightly due are lacking in the qualities necessary for business success. The man who wins to-day is he who sails close to the plan of buying and selling for cash.

A merchant cannot buy for cash when selling goods on credit and unless he buys for cash he loses the trade discounts which spell success or ruin for him.

The old-time dealer supplied goods on long credit at equally long prices. The modern merchant cannot get the big profits formerly obtainable. He must sell in competition with the catalogue house run on a cash basis. And he must sell for cash or on short term credit with note security or he will sooner or later get squeezed.

The grocer who has money tied up in overdue accounts will act wisely in trying to get this in now, and then follow by curtailing his credit sales. The outlook is bright and the crop outlook encourages the hope that trade will be good next winter. But it will be well to utilize the present opportunity to gather in money and adopt the cash system completely or in part.

ACTUAL CONDITIONS DESCRIBED.

The MacLean Trade Newspapers have been performing a practical service to all interested in Western Canada by the publication in its papers during the past few months of a weekly article on "the Situation in the West," written by one of the best informed newspaper writers in the west.

Instead of merely boosting the west and describing artificial conditions, the real situation has been outlined, as readers of trade newspapers require accurate information.

Now that the outlook is indeed brightening and the prospects are that western Canada will have the largest crop in its history, the statements made by our correspondent are given greater heed to than would be the writings of an over-optimistic space writer.

Absolute reliability can be placed on the articles on the western situation, published each week, as well as upon the market reports and editorial matter on other pages throughout the paper.

MAY DECLINE TO RATIFY TREATY

Advices received early in the week from Paris by the Government indicate that there is a strong probability of the French Senate declining to ratify the Franco-Canadian trade convention unless some modifications are made in it. Some opposition has arisen to the treaty among the agriculturalists of France, who fear the increased competition from Canada under the special preference granted by the treaty to Canadian products. Despite the criticisms of the Opposition to the provisions of the treaty when it was before the Commons, and their argument that Canada was reaping no very substantial benefit, it now appears that in France the opinion prevails that Hon. Messrs. Brodeur and Fielding negotiated a treaty that was unduly favorable to Canada.

Another reason that militates against the ratification of the treaty at present is the fact that negotiations are now on between France and the United States, looking to the passing of a trade treaty between the two Republics, and the French Senate fears that the concessions granted Canadian manufacturers in some lines and to Canadian agricultural products may be made the basis of demands by the American Government in drafting the new treaty.

The French Senate adjourned for two months on Wednesday.

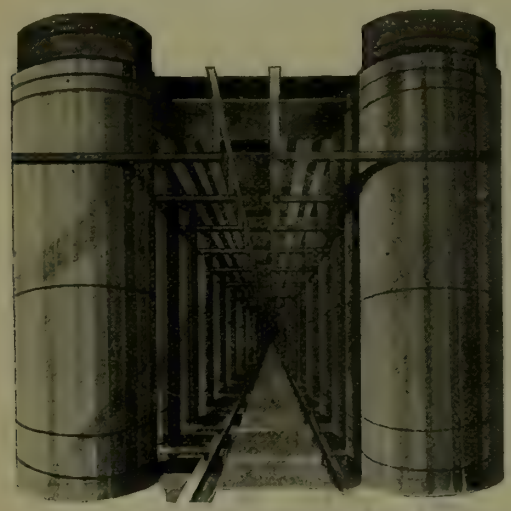
R. E. Holyoke has opened a new grocery store in Mr. Connell's new building at Woodstock, N.B. It is fitted up in first-class style and is probably one of the nicest stores in the province.

The general store of Moodie & Co., Canfield was entered recently and a quantity of jewelry, tobacco, fruit and some clothing stolen. The burglars entered by taking out the glass of a front window.

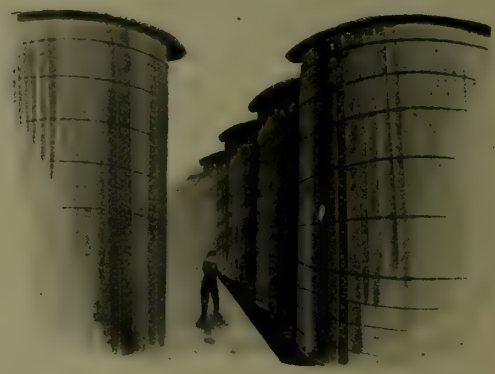
The Making of Vinegar and Pickles

Something About the Modern Methods in Use in Canadian Factories With Illustrations—The Fermenting and Maturing of Vinegars, "Processing" and Packing of Pickles and Treatment of Catsups and Jams.

Nearly every branch of Canadian industry has made rapid strides during the past few years—Canada's growing time—though this is perhaps nowhere more evident than in the manufacture of vinegar, pickles, jams, etc. It is not a great number of years since the greater part of the pickles and jams sold in Canadian stores were imported, and the idea prevailed that such goods made in this country could not be very satisfactory. Latterly, however, by reason of the development of the industry and the scientific attention given to it, this idea has largely disappeared and Canadian products are now competing successfully with almost every imported line.



Eng. No. 1—A Fermenting and Clarifying Room for Vinegar.



Eng. No. 2—Vinegar Maturing Warehouse.

The engravings shown herewith give a remarkably good idea of the modern and sanitary methods employed in the best Canadian factories in the manufacture of vinegar, pickles, jams, etc.

Making Vinegar.

In making vinegar for pickles, etc., it has been found that a blend of white wine and malt varieties brings out the most delicate flavor. An idea of how the vinegar is fermented and clarified may be obtained from engraving No. 1, where the long rows of deep wooden vats are seen in which the process takes place.

Engraving No. 2 shows the larger vats in a bonded warehouse where the vinegars are matured.

It might be interesting to note that for a pickling brine the best results have been found to come from a mixture of ordinary coarse salt and sea salt from the Mediterranean.

Processing Pickles.

Perhaps the most important feature in pickle manufacture is that of "processing." Besides the use of the best vinegar and spices the recipe, worked out along scientific lines with the purpose of achieving the most satisfactory results, must be followed with exactness. The pickle while being piquant and appetizing, must at the same time be perfect in texture, color and keeping qualities or it will not be assured of ready sale.

Eng. No. 3—Showing How Pickles are Packed.

Packing An Important Process.

The packing of pickles, seemingly a simple process, is also one of the most important. They must be packed in the bottle carefully and so as to present a tasty appearance. The bottle of pickles is more often than not placed directly on the household table and if it does not present an attractive and appetizing appearance the goods are not likely to prove very popular. Engraving No. 3 will give an idea of how this work is done and of the cleanliness and sanitation observed in a modern factory.

Catsups and Jams.

Another department to which considerable attention is given in several of the best pickle factories is the manufacture of catsup and jams. The processes gone through in making these products have been described quite fully in earlier issues of this paper but the engravings here shown will give a good idea of the application of modern methods to the industry. Engraving No. 4 shows the modern method of bottling catsup where it can be noticed that no uncleanly funnels or dippers are used, the work being done rapidly, exactly and in a cleanly way by specially adapted machinery.

Engraving No. 5 shows a battery of copper kettles in the jam-boiling room of a modern factory, giving an idea of the cleanliness and scientific method that prevails in every department.

Canadian Goods in Canadian Product.

It is an interesting fact that almost every variety of material used in the production and bottling of these Canadian goods comes in most cases from Canada itself. A list of the various

goods used will show this: Fruit, Canadian grown; vegetables, Canadian grown; malt, Canadian grown; sugar, Canadian refined; vinegar, distilled in Canada; pails and cases, Canadian; glass, Canadian; paper wrappers, Canadian; tin caps and cans, Canadian; corks, Canadian cut; labels, Canadian; most herbs and spices, imported.

* * *

For the engravings and considerable of the information in this article we are indebted to the courtesy of the Ozo Company, Montreal, manufacturers of vinegars, pickles, catsups, sauces, etc.

ADDITIONAL CORRESPONDENCE.

PETERBORO.

June 29.—During the past few weeks an agitation has been going on among the clerks of the retail stores for a Thursday half-holiday during the summer months. Some of the proprietors have announced that their stores will be closed every Thursday afternoon, but this does not apply to the grocers. Almost all of them keep their stores open on that afternoon, as well as on the others. J. T. Braund is the only grocer who closes. Sone of the merchants think that by taking the half-holiday the commercial men have not a fair opportunity of calling on them, should they happen to be in the city on that afternoon.

Chas. Rishor, wholesale grocer, is spending a couple of months at Stony Lake and is accompanied by his wife and children.

Barney Cain, of Burnt River, and formerly with M. Carton, wholesale grocer, is visiting friends in the city.

Although not definitely announced, it is practically assured that Wm. Campbell, local traveler for Perkins, Ince, wholesale grocers, will shortly sever his connection with that firm to enter the hardware business. He will become associated with the Best Stove and Hardware Co.

The three wholesale grocery establishments in the city close their stores every Saturday afternoon.

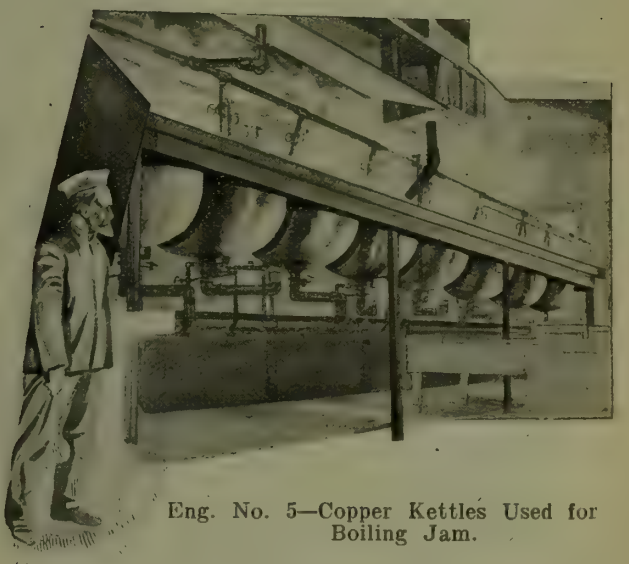
A fire broke out at midnight last Friday at the Quaker Oats Co.'s establishment, supposed to have been caused from an ignited cigar stub. The fire brigade arrived in quick time and very little damage was done.

STRATFORD.

June 30.—After a long and latterly a very painful illness, Hon. Thos. Ballantyne passed to rest at 7.30 o'clock Monday morning, June 29th. Stratford's Grand Old Man and the father of the Canadian cheese industry, was a beautiful character, and no death of recent date has caused such sorrow among our citizens as that of Hon. Mr. Ballantyne. For fifty years Mr. Ballantyne has been a man of prominence and high position, and the wealth he created for Canada, as father of its great cheese manufacturing and export trade, coupled with a fine presence, have made him known, not only throughout the Dominion, but other lands as well. Mr. Ballantyne up to the time of his death was president of the British Mortgage Loan Co., vice-president of the Perth Mutual Fire Insurance Co., chairman of the Hospital Trust, and honorary president of the Western Ontario Dairyman's Association.

In the death of Horace H. Felvus on Saturday morning Stratford lost one of its most esteemed and intelligent citizens. Mr. Felvus came to Stratford about seven years ago, as representative of Hodgson Bros. & Rowson, cheese exporters, Montreal, having been connected with that firm for five years previously. Death was very sudden and due to pneumonia.

Eng. No. 4—Modern Method of Bottling Catsup.



Eng. No. 5—Copper Kettles Used for Boiling Jam.

TRADE NOTES.

Gravel & Phaneuf, grocers, Montreal, have been registered.

C. W. Shideler has started a broom factory at Fruitvale, B.C.

Garnet Norris, grocer, Toronto, is succeeded by C. W. Varcoe.

Ferris & Everett, grocers, Vancouver, are succeeded by A. McFarlane.

A fruit-packing and evaporating plant will be built at Port Haney, B.C.

P. G. McGregor, grocer, Toronto, has sold his business to John F. Holohan.

A. C. Kilpatrick, general merchant, Kerwood, has sold his business to Arthur Woods.

The condensed milk factory at Aylmer has installed new machinery, thus doubling the output capacity.

Wm. Pengelly, Walkerton, has secured a position with the Cowan Cocoa Co., Toronto.

The Weston (Winnipeg) warehouse of the Anchor Cereal Co. collapsed recently, doing four or five hundred dollars damage.

N. Hubbert, of Burlington, has sold his grocery business to J. W. Almas, Hamilton, who takes possession the first of the month.

D. Longworth, aged sixty-three, president of the Charlottetown Light and Power Company, and a prominent lobster packer and exporter, died last week.

W. A. Gillespie has moved back to Gravenhurst. With Robt. W. Armstrong he has under the firm name of Gillespie & Armstrong, purchased the Hawkins grocery.

MAKING A SUCCESS IN CANADA

A Story of the Building-up of a Growing Business—Pluck, Industry and Personal Attention to Details Give Almost Phenomenal Results.

Two and a half years ago an Englishman arrived in Canada. There is nothing very striking in this announcement, as Englishmen arrive in Canada daily and hourly. They come, many of them, to spy out the "blooming colony," a large number of them on pleasure bent. Some of them remain, others return home carrying with them impressions of Canada either good or bad, as conditions while in Canada affected them. Some come also with the laudable intention of establishing for themselves and families a business and a future home here. From the last mentioned class The Canadian Grocer has selected the name of James Wagstaffe, of Wagstaffe, Limited, Hamilton, Ontario, a name familiar not only to our readers, but also throughout the grocery trade of Canada as associated with the manufacture of jams, jellies, fruit preserves and other grocery and fruit products.

In writing a sketch of Mr. Wagstaffe's career since coming to Canada, it is difficult to get away from the idea that the success that has attended him in his new home was made with the aid of financial support or through fortuitous circumstances. When it is realized, however, that on landing in Hamilton his whole assets amounted to $22, $2 of which he applied to the purchase of an Enterprise Mince Meat Chopper, and the $20 for stock, it can be seen that his beginning was at the bottom of the ladder—and this was only two years and a half ago. It is not the purpose of this article, nor the policy of The Canadian Grocer in referring to sketches of this character, to allow the idea to obtain that the same is in the nature of an advertisement. It is merely to indicate to our readers and the interested trade what can be done by a man with a trained knowledge of his business and the determination to carry such knowledge and training into practical demonstration.

In order to place the career of Mr. Wagstaffe in Canada properly before our readers, it will be necessary to revert to his early years in England. It was first at Ashton-under-Lyne, near Manchester, that he, Wagstaffe, started the manufacture of pickles in a very small way. After devoting about five years to this business, he launched out into the manufacture of jams, candied peels and bottled fruits. During the years of his establishment at Ashton-under-Lyne, Mr. Wagstaffe had with him from time to time some of the finest English and Scotch experts, and in this way gained personally an advanced knowledge and experience. During his twenty years' establishment he succeeded in gaining a splendid reputation and became one of the largest Government contractors in the North of England, and during the South African War received contracts for over two million tins of jam from the British Government.

The query might arise as to why Mr. Wagstaffe forsook England to come to Canada. When Joseph Chamberlain signed the Brussels Sugar Convention and the war with South Africa cast a gloom over England, and the cotton trade was practically at a standstill, combined with a prolific season of fruits and large stocks from previous season, and in the combination of circumstances that forced many a much large concern to close its works, Mr. Wagstaffe's hard-earned business was swept away. In the financial depression Mr. Wagstaffe had offers from Germany and Switzerland to enter into the manufacture of similar products, but he, realizing that Canada was the youngest and most enterprising field, decided to come here.

JAMES WAGSTAFFE,
Of Wagstaffe, Limited, Hamilton.

He was here about eight months, looking over the field, visiting the fruit districts and finally located Hamilton as the best place in which to venture out in a similar business as that conducted by him in England. This was in October, 1905. After working in a small way he succeeded, through the quality of his output, in interesting a few local friends and with their aid he formed the concern, Wagstaffe, Limited. Such has been his success that the factory on Vine Street has had to be enlarged three times.

Mr. Wagstaffe has associated with him four of the best experts that have been cradled in the business, two sons and two daughters, all of whom take an active and personal interest in different branches of the business. There is nothing said in this article as to the quality of the goods, other than that Mr. Wagstaffe has put up high-class goods, and it is for the trade in Canada to judge whether he has realized his aim or object. It may be mentioned that the Dominion Government ordered supplies of Wagstaffe products to be forwarded to the Franco-British and Colonial Exhibition in London.

Mr. Wagstaffe is a comparatively young man, his age being 47. He is physically a well-set-up, sturdy, solid Englishman, full of energy, determined and plucky. He is a man that once he makes up his mind to do a thing, will stick to it to a finish. Coming to this country he had a lot to learn, and, as he expressed it to the writer, "I am learning all the time." His energy and activity is apparent in all that he does and the supervision of the plant makes it necessary to don the overalls at times, and his directing mind is in close touch with the manufacture of the smallest and least of his products as closely as with the most important and largest element of the business. Mr. Wagstaffe's success since coming to Canada is an evidence of what other Englishmen can do if they will size up the conditions in this country and adapt themselves.

THE BERLIN SUGAR REFINING CO.

One of the features of the week in the sugar market is the organization of a new company which will operate the Berlin sugar factory. The organization was completed on Monday, with the following directors j W. H. Breithaupt, Berlin; James Fowler, managing director; C. K. Hagedorn, R. Smyth, Casper Braun, Berlin; W. B. Rouse, Bay City, Mich., and E. W. B. Snider, St. Jacob's.

The new company is subsidiary to the Ontario Sugar Co., which formerly operated the plant.

Despatches from Berlin state that operations at the plant are to be resumed shortly. If this is so the factory will be operated in refining imported raw sugar, something which has not been done up to this time. In accordance with the preference granted to the sugar factories by the government, twice the amount of sugar manufactured may be imported in a raw state, and according to this the Berlin factory may bring in 29,000,000 pounds. It is stated that the new company purposes to make use of this privilege and to operate the factory all the year round. As the situation stands at present no contracts have been made for beets for the present season they cannot operate on beets until October, 1909, and consequently any work done before that must be with imported raws.

When in operation before, the factory was not strikingly successful. Two or three reasons are given for this, one that the proper extraction of sugar from the beets was not obtained and that the process could not be carried on economically, another that the necessary amount of beets could not be secured, and still another that the operations were carried on with too small a capital. The new company includes some active local capitalists and it is believed that the plant can be operated more successfully on a somewhat new basis.

Splendid Pure Food Show in Winnipeg

Second Grocers' Exhibition a Splendid Success Despite Unfavorable Weather—Visitors Included Best Class of City's Residents—Artistic Decorations Aid Materially in General Effect—Large Orders Taken for Goods Displayed—Some of the Exhibits.

One year ago when the first pure food show was held in Winnipeg, it was an experiment undertaken by the Retail Merchants' Association of Western Canada with grave doubts as to the financial outcome and the reception which the show would get from the Winnipeg public, to whom it was something entirely new. The success of the enterprise last year encouraged the management to

E. B. NIXON,

President Retail Merchants' Association of Western Canada, under Whose Auspices the Pure Food Show was Held.

make preparations for a better show this year and that their big expenditure of time and money was appreciated was proved by the large crowds that attended the show. The weather was against it as on seven days out of the twelve there were heavy rains, but the interest grew from day to day and the show closed on the night of June 20 with a record breaking crowd. An exhibitor remarked to The Canadian Grocer that the very best class of people in Winnipeg attended the show. In other cities where he had exhibited he had not found the same class of people in attendance, and he was therefore particularly gratified with the results in Winnipeg.

An Artistic Show.

Money was spent freely by the food show management in preparing a really artistic exhibition. A year ago every exhibitor decorated his own booth and consequently there was lack of harmony in the color schemes, but this year the food show management built and decorated every booth and consequently the result was very much better. A one-color scheme was used throughout. No bunting was used in the decorations and when the thousands of electric lights were turned on at night, the brilliant scene delighted crowds of visitors and the attendance increased from night to night.

Exhibitors expressed themselves to The Canadian Grocer as being well satisfied with the show. The indirect results of the demonstrations of the various products on exhibition are of course very great and cannot be estimated at once. Manufacturers will reap the benefit in an increased demand for their goods from the consuming public, and only the experience of the coming months can tell what indirect benefits have been received from their exhibits. But on the other hand, many exhibitors took orders for large quantities of goods to be supplied through Winnipeg retailers. Visitors were asked to sign orders for quantities of goods to be supplied through their own grocers. Grocers were glad to have substantial orders given them and in this way exhibitors got into touch with many new customers.

Was Well Advertised.

The food show management did not spare expense to ensure a good attendance. The show was well advertised in the newspapers, on the billboards and by means of a kite at the corner of Portage and Main Streets. On the opening days music was supplied by the Kilties' Band, and for the remainder of the exhibition by one of the best local bands. Baby shows, biscuit making contests, etc., did much to excite interest and bring visitors to the exhibition. A year ago the admission to the exhibition was 15 cents; this year the charge was 25 cents and the crowds were larger than ever before.

Much of the credit for the success of the show is due to E. B. Nixon, president of the Retail Merchants' Association of Western Canada. He was untiring in his efforts to make the show a success and was to be found there at almost any time within the two weeks. But of course the man upon whose shoulders fell the chief responsibility for the success of the whole enterprise was Secretary W. A. Coulson. He was indefatigable in his efforts to keep the machinery running smoothly and the big success achieved is a tribute to his executive ability.

Carman-Escott Co.

W. H. Escott, of the Carman-Escott Co., wholesale brokers, Winnipeg, had a couple of booths devoted to an exhibition of three lines handled by them. These were Toasted Corn Flakes, White House Coffee and Wolverine Show Cases. These booths were tastily arranged and, as can be seen from the il-

CARMAN-ESCOTT CO.'S DISPLAY OF SANITAS CORN FLAKES.

lustrations, presented a very attractive appearance.

"White House" coffee was served to many visitors and certainly gained in popularity as a result of the show. It is packed in one, two, and three-pound packages and looks well on store shelves as the packages are attractive in appearance. The Carman-Escott Co. sell this line to the wholesale trade exclusively, but the retail trade can obtain it from the Jobin Marrin Co., Winnipeg, Manitoba; Campbell, Wilson and Horne, Calgary, Alberta, or the Northwest Jobbing & Supply Co., Lethbridge, Alberta.

EXHIBIT OF PRODUCTS OF WESTERN CANADA FLOUR MILLS.

Toasted Corn Flakes in spite of increased competition in this line, are making rapid headway in the west. During the last month the sales have doubled. Made from the best white Georgia corn, Toasted Corn Flakes supply the demand for "something different" from other breakfast foods, and are rapidly coming into lasting popularity in the Canadian west. This food is put up in popular sized 10-cent packages.

The public showed great interest in the "Sea Crest" lobsters, packed by T. F. Smith & Co., Halifax, N.S. These lobsters are packed in glass and the customer can always see what he is buying. The goods present a particularly attractive appearance on a grocers' shelves.

Several lines of goods were displayed in a large Wolverine show case, manufactured by the Michigan Show Case Co., of Detroit. This is a line of which the Carman-Escott Co. recently became agents. It is a popular-priced case and, with the knockdown method of shipment employed by the manufacturers, can be shipped with small freight charges.

Mr. Escott devoted considerable time to the personal supervision of his booths and his work at the food show proved him a first-class specialty man. Having had some twenty years' experience in the grocery trade, he is a master of the salesman's art. Since coming to Winnipeg a little more than a year ago and going into partnership with Jos. Carman, he has gained a valuable connection with the Winnipeg wholesale trade, having been in charge of the sales department. In spite of the depression, the Carman-Escott Co., were able to show a gratifying increase in their sales last year.

Purity Flour.

Products made in the west received particularly favorable attention from the crowds of visitors at the fair, and the exhibit of Purity Flour, although made in St. Boniface, was satisfying to the pride of Winnipegers. The big mill in St. Boniface is an industry of which Winnipeg is proud and its products are popular in the Manitoba Capital City.

Purity flour, the flour that is recommended by its manufacturers because it "makes more bread and better bread," was the only line of flour shown at the exhibition, and occupied the same prominent position that it had last year—a double booth at the entrance confronting every visitor as soon as she got inside of the building. As may be seen from the illustration of the booth, there was an attractive display of flour in this booth and those in charge succeeded in interesting many visitors in the story of the manufacture of Purity flour.

In addition to the big mill at St. Boniface, the Western Canada Flour Mills Co. have large mills in Goderich, Ontario, and Brandon, Manitoba. Their largest mill is in St. Boniface, and it is one of the most modern and best equipped mills in the world. It has a capacity of 5,000 barrels per day, while the Goderich and Brandon mills have capacities of 1,800 and 400 barrels per day, making 7,200 in all.

The 'Purity" brand is the best known flour manufactured in these mills, and it is their highest grade. Only their highest grade flour is marketed by the Western Canada Flour Mills Co. under this brand. The other grades are also the products of the "Purity" mills and they are inferior only to the "Purity" patents. They are of high quality, even though not quite the equal of the "Purity" brand. In order of fineness, these are, "Five Stars," "Buffalo," "Medallion," "Three Stars," "Choice Bakers," "Maitland" and "Huron."

Perrin's Biscuits.

An attractive display of Perrin's biscuits was a centre of interest and among the thousands of visitors who were given a practical demonstration of the excellence of the Perrin products the company no doubt made many new friends. A capable demonstrator in charge of the booth tactfully explained to visitors the reasons why the Perrin biscuits are deserving of the favorable attention of the consuming public. The manufacturers have confidence that the quality of their goods will be their best

DISPLAY OF PERRIN'S BISCUITS AND CONFECTIONERY.

advertisement if the public can be induced to test for themselves and the policy pursued at the food show was an effort to induce the Winnipeg housewives to investigate for themselves some of the Perrin lines with which they were not very familiar.

There is substantial reason for the excellence and purity of the Perrin biscuits. Expense is not spared in procuring the highest and best quality of flour, the sweetest butter and the purest flavoring and other ingredients. Skilled bakers only are employed and the most modern appliances are used in the bake shops. The biscuits are baked in the most modern traveling ovens, all under the most scrupulously clean conditions. Traveling ovens are employed for the reason that it is only by their use that the best results can be obtained in the baking of hard, sweet biscuits and the uniform rich color secured which is one of the distinguishing marks of the Perrin products.

The Perrin biscuits being made in Canada are adapted to the Canadian climate. This is a more important consideration than at first appears to the uninitiated for the percentage of butter shortening has to be changed according to the climate in which the biscuits are to be kept. Biscuits made for a foreign country have to be baked and dried so long in the oven to keep the quality from deteriorating in another climate that there is danger of the flavor being lost in the oven.

At the Winnipeg Food Show the demonstrator in charge was careful to draw attention to a few special lines, such as the "Cream Toast," the "Maple Sandwich," the "Leap Year" biscuit and the "Milk Chocolate Sandwich." Thousands of samples of "Leap Year" biscuits were given away during the show.

The D. S. Perrin Co. cover the entire country with their selling organization having branches at seven different points. Many jobbers also handle their lines exclusively. They have an important branch warehouse in Winnipeg in charge of Charles Grundy and Western orders can be filled promptly from Winnipeg.

H. J. Heinz Co.

Without an exhibit of the famous "Fifty-seven Varieties" any food show on this continent would be sadly incomplete and, as can be seen from the accompanying illustration, the H. J. Heinz Co. had a booth at this show unique in design and striking in appearance. It was a centre of interest for thousands of visitors during the progress of the show, and the housewives of Winnipeg displayed a lively interest in the various Heinz products and in the evidences of their purity and care taken in their preparation. Heinz pickles, relishes such as chutney sauce and Heinz evaporated horse radish, Heinz fruits, etc., were on exhibition and capable demonstrators were kept busily employed attending to the crowds who wanted to taste the Heinz products.

It is not, however, merely at exhibitions of this kind that the public have an opportunity of seeing evidences of the purity of the Heinz products. Last year over 30,000 visitors went through the Heinz factories in Pittsburg, visited the home of the famous 57, and saw with their own eyes the care, the precision and the marvelous equipment that have made the Heinz foods a standard of excellence and purity the world over. The doors of the factory are always open to visitors and it is there that the best exhibition of the purity of the Heinz product can be made.

Some idea of the magnitude of the Heinz business may be gained when it is remembered that the company now have over 4,000 employes and 400 traveling salesmen. There are twenty acres of floor space in the main plant at Pittsburg and there are in addition some 14 branch factories, with 32 acres of floor space. Some 30,000 acres are under cultivation annually to produce the raw material for the Heinz factories, and the labor of 40,000 persons is required annually to care for and harvest the crops. These figures give some idea of the magnitude of a business which has been built up from the smallest of beginnings in 1869. The H. J. Heinz Co. is one of the best illustrations of the rapid, substantial growth possible for a business on the American continent.

The Codville Co., Winnipeg, are agents for the Heinz products in the Provinces of Manitoba and Saskatchewan, and the Georgeson Co., Calgary, are agents for the Province of Alberta. These firms carry the Heinz products in stock and can fill orders promptly.

The exhibit at the Food Show was in charge of W. J. Sutton. He went west last week to exhibit at the Dominion Exhibition in Calgary.

Canadian Canners, Limited.

One of the most attractive displays at the Exhibition was that of the Canadian Canners, Hamilton, Ontario. A glance at the illustration of the booth will show the care and good taste exercised in its preparation. Two large "silent salesmen" were filled with a good assortment of glass goods, jams, marmalade, catsups, sauces and table relishes. Behind these, rising in conical shape to a point surmounted by an immense date palm was a really artistic arrangement of canned goods, showing a large variety of the different brands packed by this company. Among these were noticed the Aylmer, Auto, Canada First, Horseshoe, Log Cabin, Little Chief, Simcoe, Kent, Maple Leaf, Thistle, Grand River, Lion and Hygeian brands. In the centre of the cone-shaped exhibit was displayed a pyramid of condensed milk and evaporated cream, the white and gold labels of which stood out in pleasing contrast to the deeper colors

THE H. J. HEINZ BOOTH, DISPLAYING PICKLES, SAUCES, ETC.

of the labels on the canned fruits and vegetables.

The "Hygeian" brand was brought to the attention of the public and is worthy of special mention. The fruits and vegetables packed under this brand are put up in enamel-lined tins and the caps are clamped on. No solder is used in the packing of these goods and the product meets the requirements of the most critical consumers. The contents of the tins do not come in contact with the tin and they turn out with all their natural color and freshness. The label is one of the most attractive that Canadian art can furnish and special care is taken that the quality of the fruits and vegetables used is of the finest.

Demonstrators served cups of really delicious tomato soup to crowds of visitors who evidently appreciated very highly its excellent quality. At the other side of the booth, coffee was served to demonstrate the superiority of Aylmer Evaporated Cream. Tasty dishes of fruits, jams and "Faultless" peas lined both sides of the booth and attracted much favorable comment from numerous visitors. The "Faultless" brand of peas made many friends among discriminating visitors.

E. D. Smith's Pure Preserves and Vegetables.

Mason & Hickey, western agents for the E. D. Smith line of pure preserves, jams, etc., had a striking booth on the left corridor which could not fail to attract the attention of visitors immediately upon entering the building. A large sign emphasized the fact of the "absolute purity" of the Smith products, and booklets were distributed giving the result of a Government analysis of jams, jellies and preserves. Only 29 absolutely genuine and unadulterated samples containing no preservative were found among 182 samples collected and of these 29 it was found that 10 were the products of the E. D. Smith factory. Because of this demonstration of the absolute purity of the E. D. Smith jams, jellies and preserves there is a good reason for the advertising which proclaim them "the same that mother used to make."

THE CANADIAN CANNERS' BOOTH.

EXHIBIT OF E. D. SMITH'S PRESERVED AND CANNED GOODS.

Among the trade and consuming public the E. D. Smith goods have won an enviable reputation for purity and high quality—a reputation won and retained by merit only. The sealed bottled fruits and pure preserves and jams packed by this firm are as nearly perfect as the most modern methods and careful selection of fruits and sugar can make them. As is well known, E. D. Smith grows his own fruits on his 625-acre farm at Winona in the famous fruit-growing Niagara district. His factory is located on the farm, and, therefore, the fruits are preserved while still fresh and retain their fresh flavor.

As can be seen from the illustration, the Smith products were attractively displayed at the Winnipeg Pure Food show and many new friends were made for their products. They already have a very large sale throughout the Canadian west, having been energetically pushed among the trade by Mason & Hickey. This firm carry a stock in Winnipeg and can fill western orders promptly.

Display of Lipton's Products.

One of the most attractive as well as the busiest booths in the exhibition was that of Thomas J. Lipton. The booth was arranged to represent, so far as possible, a Ceylon tea garden and the backing display of jellies and puddings made from Gold Standard jelly powders and Gold Standard just-a-minute puddings, were also served by the lady demonstrators. Another attraction at this booth were the salads, which were served with

THOMAS J. LIPTON'S TEA GARDEN BOOTH.

ground of canvas was painted to carry out the general effect. In the front of the booth a display of the firm's teas was made and in the rear various products such as coffees, cocoas, jams, jellies, pickles, sauces and confectionery were attractively arranged. From the ceiling were hung a number of posters telling the good points of the various products.

An interesting feature of the exhibit was, of course, the demonstrating of the firm's products. Teas and coffees were served to visitors by native Cengalese from the Damlatenue gardens the largest estate in Ceylon and where the best tea is grown, one of the firm's plantations. A corps of demonstrators were also kept busy in serving visitors. This tea room was one of the most popular spots in the exhibition, it being used as a rest-room by thousands of ladies and gentlemen during the fair.

Both tea and coffee were sold at the booth and samples of the other products were given away in generous quantities.

J. J. Collyer, western representative for Thomas J. Lipton, was in charge of the exhibit and he and his assistants spared no pains to demonstrate the excellencies of the Lipton products.

"Gold Standard" Goods.

Probably one of the busiest spots in the food show was the large booth in the centre of the pavilion where Gold Standard Food Products were demonstrated.

Here the visitor was served with a cup of delicious Gold Standard "Chaffless Coffee," or a cup of fragrant Gold Standard tea and a dainty, toothsome biscuit baked with Gold Standard baking powder. A tempting display of jellies and puddings made from Gold Standard jelly powders and Gold Standard just-a-minute puddings, were also served by the lady demonstrators. Another attraction at this booth were the salads, which were served with mayonnaise dressing prepared from Gold Standard salad dressing powder, a new article which has just been placed on the market and which has met with instantaneous success.

The increasing popularity of Gold Standard goods was attested to by the number of interested ladies who visited the booth at different times during the show and six demonstrators were kept constantly busy serving them. Samples of "The Chaffless Coffee" and Gold Standard baking powder were freely distributed accompanied by a recipe book containing information regarding the goods as well as numerous successful recipes which are always of interest to the thrifty housewife.

Another feature of this exhibit was the biscuit baking contest which took place on Saturday night, the closing night of the show, and in which over 80 competitors were entered and the fact that three out of the four prize-winners used Gold Standard baking powder speaks volumes for the quality and popularity of this article, especially when it is taken into consideration that the judges had a most difficult task in selecting the prize-winners, as all the exhibits were of a very high quality.

Various Exhibits.

Tetley's teas were attractively displayed and their good qualities demonstrated to many visitors at the Food Show. High-class teas are popular in the West and the Tetley lines have many friends in Winnipeg.

* * *

Scott, Bathgate & Co. had two booths side by side exhibiting two of the lines for which they are agents in the West Dr. Price's Baking Powder and Christie's Biscuits—The management of each booth was in capable hands and no doubt the results were satisfactory.

* * *

E. L. Dreury, Winnipeg, had a striking exhibit of his soft drinks. The Dreury line is popular in the West.

THE CARMAN-ESCOTT CO'S DISPLAY OF WHITE HOUSE COFFEE.
For Description see Page 42.

White's chocolates and caramels occupied a booth at the extreme end of the show. The Stimpson Computing Scale Co. had an exhibit which was of interest mainly to those members of the trade who attended the Exhibition. Another

exhibit of the same character was that of the National Cash Register Co.

* * *

Through the generosity of the Food Show management two booths were assigned to the Y.W.C.A. This organization have been conducting an aggressive campaign to secure funds for a new building. Different exhibitors provided the Y.W.C.A. booths with ice cream, candies, etc., and these were sold to the visitors to the show. The ladies of Winnipeg have been taking an active interest in the Y.W.C.A. campaign and there is no doubt that the action of the Food Show management in donating these two booths found its deserved reward in a largely increased attendance.

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Milton's ice cream and confectionery were attractively displayed in a large booth and these popular local lines made many new friends.

* * *

The Royal Crown Co., Winnipeg had an attractive booth devoted to a display of their premiums given away with soap wrappers. The Royal Crown lines have a strong hold on the public in Winnipeg and the West.

* * *

Dyson's pickles were displayed in a well arranged booth near the entrance. A capable demonstrator explained to visitors the good qualities of pickles "made in Winnipeg" and hundreds stopped daily at the Dyson booth to taste the sweet pickles which were kept ready to serve.

* * *

The McCormick Manufacturing Co., London, Ont., had a popular booth in which their biscuits and confectionery were on exhibition. Dingle & Stewart, Winnipeg and Calgary, are agents for this firm in the Western Provinces.

* * *

Foley, Loch & Larson, Winnipeg, had a large double booth devoted to a popular display of their "Loch" brand biscuits, tea and other lines. Their brands are growing in popularity in the West.

* * *

The Genesee Pure Food Co. booth was one of the most popular at the show, housewives being particularly interested in the various "Jello-O" desserts which were on exhibition. The ice cream powder and jellies were in the hands of capable demonstrators and the entire staff were kept busily employed explaining the simple methods of preparing the many delicious Jello-O desserts.

* * *

The Odorkill Manufacturing Co., Winnipeg, had a booth devoted to an exhibition of "Odorkill," a new disinfectant and deodorant.

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J. T. Griffin Co., had a good display of "Premium" hams, etc., which would habe been better had it not been for the fire that visited their plant while the booth was in process of preparation.

* * *

The Crescent Creamery Co. served cold buttermilk to many thirsty visitors and did some effective advertising of their creamery butter.

* * *

The British Columbia Sugar Refining Co., of Vancouver, B.C., had a large booth with samples of their pure cane sugars. During the progress of the show they gave away many copies of their Great West Cook Book, which were much appreciated by the lady visitors. Special emphasis was laid upon the fact that the products of the B.C. Sugar Refinery are manufactured from cane sugar only.

FREQUENT TURNOVERS.

The following table shows the immense advantage of quick sales. It is based on the careers of four $100 bills invested in business for the term of ten years at a profit of 20 per cent., and turned over with their respective profits at various intervals. The difference in earning power is almost incredible, but can be easily verified :

$100 turned every two years at 20 per cent. profit for ten years	$ 305.18
$100 turned every year, at 20 per cent. profit for ten years	931.00
$100 turned every six months at 20 per cent. profit for ten years	10,844.16
$100 turned every three mos. at 20 per cent. profit for ten years	891,752.50

—The Merchants' Journal.

NEW METHOD OF MAKING SALT.

We have heard a good deal recently about a new process of salt manufacture in which, instead of evaporating brine as is at present done, rock salt itself is melted and then purified whilst in a molten state. The most important points, commercially, are : (1) That the salts made by the Tee process are anhydrous, and even if sent to Africa or India, very little salt is wasted in transit, owing to small absorption of moisture from the atmosphere by the salt crystals, whereas by the evaporation process very much is lost ; and (2) that the salt, by the fire process, can be produced much more economically, as one ton of slack coal is sufficient to make 15 tons of salt, while under the process of evaporation one ton of slack coal can only produce two tons of salt, so that altogether there would seem to be a bright future for this method.—Produce Markets Review.

TO ENCOURAGE TEA DRINKING.

At the half-yearly meeting of the Indian Tea Cess Committee, held recently, it was resolved to continue the exisiting arrangement for advertising in the United States jointly with Ceylon, and the sum of $34,285, was voted for this purpose. The total to be contributed by India and Ceylon for the purpose indicated is $60,000. The committee also decided to maintain the separate India advertising fund which they started in the United States during 1905 and to allot to it a further sum of $20,000. To maintain and to extend the scheme which is in progress for pushing Indian tea in Belgium and Germany, $25,000 was voted. An Indian tea house is to be opened in Berlin shortly. The committee likewise agreed to continue the green tea bonus at the rate of 1 cent per pound on 2,000,000 pounds of green tea to be manufactured during the coming season.—Grocery World.

WINDING UP COMPANY'S AFFAIRS

List of Creditors of E. D. Marceau Co.—Chiefly Montreal Firms.

The affairs of the E. D. Marceau Company, which went into voluntary liquidation several weeks ago, are being rapidly wound up. W. H. Halford and Alex. Hendery, who were appointed inspectors of the estate, at the first meeting of creditors, report having sold the best part of the assets, realizing good prices.

At the meeting held in the first place, when the company went into voluntary liquidation, Mr. Marceau expressed the conviction that he could put the company upon its feet within sixty days, and the creditors agreed to give him a trial, appointing him as manager, and the gentlemen mentioned in the foregoing as inspectors. It was found impossible to get the business into shape, however, largely owing to the stringency of the money market, and at a subsequent meeting of creditors it was decided to close out the business.

The statement issued to the creditors, showing assets, follows :

Teas, coffees, spices, in store and held for the company	$24,115.70	
Mattings, labels, shipping, tacking and advertising material	2,510.90	
Cash boxes; coffee mills, loaned to clients	1,358.75	
Machinery	2,557.00	
Fixtures	1,066.00	
		$31,608.35
Goods held by Bank of Hochelaga	$30,074.89	
Book debts	11,647.78	
5 paid up shares Cie. Nav. St. Laurent	500.00	
Contra accounts	465.15	
Customers' notes discounted	15,800.00	

The creditors are : E. St. Denis, $15,800; Crosfield, Lampard, Clark & Co., $2,585.83; J. C. Siegfried & Co., $2,409.71; Alex. Hendery, $2,088.62; Interprovincial Vinegar Co., $2,000; James Rutherford & Co., $1,061.63; T. B. Greening & Co., $1,174.53; Anglo-American Direct Tea Trading Co., $1,047.29 W. D. Stroud & Son, $1,351.67; Peek Bros. & Winch, $842.81; Andrews, Gillespie & Co., $455.07; Shaw T. Nishimura & Co., $1,397.03; W. C. Christmas, $508.50; Carter, Macy & Co., $239.76; Hunt & Co., $228.77; Canadian Street Car Advertising Co., $800; Canadian Advertising Agency, $825; Adolph Kraut, $128.45; Wolf & Co., $122.50; P. Simard, $209.84; creditors for amounts under $100, 710. There are privilege claims for rent, $1,540 and salaries, $150. Secured claims amounting to $25,504.14. Indirect—Bank of Hochelaga customers' notes discounted, $15,788.07, and E. H. St. Denis, endorsed Marceau Ltd., $13.200.

"Men Who Sell Things"

The Ideal Salesman Always Ready to Learn Everything and From Everybody—The Air-gun Man Has No Place in Business—Temper in Selling Goods—The Salesman Who Boils Over.

By Walter D Moody—Serial right for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER VII.

THE KNOW-IT-ALL SALESMAN.

The only shots that count are the shots that hit.—Roosevelt.

Many a man who takes himself very seriously is regarded as a huge joke by others.

Many a fool is vain and self-deceptive; many a man of great power is modest to the last degree.

It does not follow that because air is life that it has any application to salesmanship; but perhaps that is the reason why some salesmen blow so hard.

A noted and witty preacher once said: "The general pulpit style of America is about like this: 'Here I am, the Rev. Jeremiah Jones, D-o-c-t-o-r of D-i-v-i-n-i-t-y, saved by the grace of God, with a message to deliver. If you will repent and believe what I believe, you will be saved, and if you don't, you will be damned, and I don't care much if you are.'"

Self-assertiveness is an invaluable quality in salesmanship when properly harnessed, but it can be overworked.

The Know-it-all Salesman claims a large share of the limelight wherever possible. He seeks to impress everyone with whom he comes in contact with an idea of his astonishing zeal, and by a melodramatic display of activity.

If a man is going to be efficient and successful, he must think more about his work than about himself. The salesman who wants to get to the top by intelligent devotion to work has no time for self-worship.

Salesmanship is like a great river coursing its way onward through the innumerable channels and branches of the world's activities, the shores of which are strewn with wrecks and failures, who held their own personalities as paramount to their work. If the quality of a salesman's work will pass muster with the head of his house, his personality will shine through it unushered by any effort on his part.

Salesmen that talk as though they were well pleased with themselves do not find many in their neighborhood that are well pleased with them. Whenever a salesman gets more self-consciousness than he has sense, he's going to talk foolishness most of the time. Selling-talk and foolishness do not mix well, the one must suffer at the expense of the other.

You associate with salesmanship thought, wisdom, and a reasonable amount of self-restraint, don't you? Now, some salesmen say that they do not have to study, and they do not need the advice of their sales manager. They can paddle their own canoes.

The president of a great house traveling many men appropriated a large sum to be invested in the education of his corps of salesmen through the organization and equipment of a class in scientific salesmanship.

A few weeks after the study had been installed, he went to one of his salesmen and inquired how he was getting along with the work. The reply was: "The author of that course don't know anything about our line. He can't learn me nothing."

And sure enough he could not.

No Use for An Air Gun.

When selling goods, that salesman just opened his mouth and let come out of it what would, and it was generally filled with air. That is all such a mouth can be filled with. There is many an old air-gun salesman shooting around over his territory. You can't bring down big game with an air-gun.

Three things are necessary to enable a salesman to put up a good selling-talk—knowledge, judgment and enthusiasm. Buyers associate those qualities with every good selling-talk they hear.

No one will ever do anything for you that you can do for yourself. The sales manager in your house has too much to do to go running around posting lazy salesmen that have no disposition to learn anything new.

You show me a salesman that feels he is all-sufficient in his own knowledge, one who doesn't have to keep posted on the latest and best of everything that will aid him in holding and gaining prestige with his trade and with his house, and I will show you an Air-gun. I write with safety, for of course there are no Air-guns around your house. I refer to those in the house of your neighbor down in the next block.

The Powder-gun Salesman.

The next thing to an Air-gun is an old Powder-gun—one with nothing in it but powder. No trade is ever secured with that. The Powder-gun Salesman shoots at his trade without any shot. His customers enjoy it as much as he does—none of them ever get bagged. But whenever a salesman puts a shell filled with shot into the magazine of his selling-talk and lays the barrel on solid judgment, and takes careful aim, training the sight on the sale he is bent on securing, and fires, he is sure to hit the bull's eye.

After his shot tells, he can stop and apologize: "I didn't mean to hit you there. I aimed here." That is a salesman who aims where he hits and hits where he aims.

The greatest power any house ever had is a game salesman—never afraid of competition. And the greatest drawback is the Shotless Salesman, who aims at nothing in particular, and misses everything. He is in the same category with his fussy friend who is afraid of hurting somebody's feelings if he takes careful aim.

Don't let anyone say of you that you talk too much of yourself and your affairs.

A reasonable degree of self-assurance is a good thing; the best of salesmen practise and live self-confidence and self-assertiveness to a certain measure; but the overworking of these qualities is the cause of the failure of many a bright salesman. You are obliged to have something more.

Salesmanship does not consist of what you profess, but it consists of what you are, what you do, and how well you do it. When the doing follows the being, the result swells your sales, increases your chances for ultimate success.

Practice Self-forgetfulness.

There is no objection to a man professing salesmanship. There is no quarrel with a salesman as long as he lives on a level with what he professes; but when he gets down below that, the sales manager should go for him. When the salesman mixes too much of himself with what he is trying to sell, he is not living on a level with his profession. Self-sufficiency does not secure efficiency.

The real worker must forget self; business is the main thing.

It is hard for the Know-it-all Salesman to realize that nobody is always right.

The man who either will not or cannot efface himself enough in performing his duties will find it exceedingly difficult to get along. He cannot hope to win the approval of those above him in authority, or to make lasting friends of his customers. He is like a man toiling up an icy glacier without the aid of an alpenstock. The most arduous effort too often means a sudden plunge into the yawning abyss.

CHAPTER VIII.

THE QUICK-TEMPERED SALESMAN.

If a man opens his door, his dog runs out in the street before he knows it.

Your tongue is a sort of revolving fan to a fire, and the first time you let your tongue go, you are gone.

It is astonishing how many things will come up to the salesman, and come when he least expects them, upon his tongue.

Someone has told us that we get our idea of the word "temper" from the blacksmith's shop, where the blacksmith is shaping an ax, for instance, and upsetting the blade of it. He heats the blade and pushes it down into the

water, and, taking it out, he watches it take its color, and again he pushes it into the water and takes it out and watches it take its color, and then directly he passes it to the hand of the farmer, and says: "I think that is tempered, but I don't know. If you will grind it and take it out to that knotty log and throw it in a time or two, I shall be able to tell you whether it is tempered or not."

And the farmer takes up the axe and goes out to the log and strikes it a time or two, and the axe is full of notches. He takes it back to the blacksmith, and says: "You missed it this time. Looke here! It is notched all over with gaps." And the blacksmith takes it and puts it in the fire again and tests it, and when the owner next takes it out to the log, the edge is all right, and he says: "This edge is perfect." That is where we get our idea of temper.

Hang on to the "Edge."

Many a time the salesman has his disposition upset and tempered, and then he goes out and says: "Well, now, I will never get that way any more. I have got the edge all right this time. I have got it tempered up in every respect." But the first old knotty customer he gets to, away it goes, and the notches are made in it, and the edge is destroyed, and he says: "Dear me! It's of no use for me to try at all. I did worse this time than I ever did before."

Haven't you ever felt that?

A good temper will stand anything without the breaking out of a gap or the turning of an edge.

There is a great difference between the good-natured salesman and the good-tempered salesman.

We hear people say, "Oh, that person has less temper than anybody I ever saw." Well, he is of less account than anybody you ever saw, if you mean by that that he is simply good-natured.

Given a man with immense temper, and when that temper is of the right sort, then it is you've got the finest character this world ever saw.

We can have good tempers only with vigilant, watchful care over them. Did you ever manage your temper by clinching your teeth together and not letting your tongue run a bit? Your tongue is a sort of revolving fan to a fire, and the first time you let your tongue go, you are gone. Did you ever try to curb your tongue once? If you'll do it, you will be astonished.

If you are a Quick-tempered Salesman, begin now by saying, "I will watch my temper; I will watch my tongue; I will watch my disposition; I will watch within; I will watch without; I will be vigilant; I won't be surprised by anything. I am going to see my enemy approach; I am going to watch him as he comes, and I am going to meet him as he comes."

Flying Still Under Fire.

A soldier in the last war said: "One of the hardest things I had to do was to lie still under fire."

Humanity wants to fight back, and kick back. But the salesman never fought back, or kicked back, or talked back in his life that he was not sorry that he did it. The best thing is to stand and hold out and let your enemy kick himself to death, and he will soon do that if you will hold right still.

Speaking on the subject of self-control, a noted reformer once said: "If a man called me a liar, I would not get mad and fight him. I would say to him, 'If I am a liar I ought to be ashamed of myself, and if I'm not a liar, you are a liar.'"

It is a mighty good plan to combat insult and injury with wit or a smile. These quickly disarm our adversary.

The value to the salesman of self-control in meeting the selfishness or insults of a customer, or of managers, is demonstrated over and over again in the life of every man on the road. Many instances occur in the career of every salesman where righteous indignation seems justifiable, but if used at all as an antidote, it should be in homoeopathic doses only.

While traveling on the road, long before embarking in business for myself, I once lost my temper under very trying circumstances in dealing with the buyer of a large firm.

Years afterwards I secured the services of a traveler who was intimately acquainted with that buyer. The first time our new man called on him he was surprised at the reception he received upon presenting the firm's card. The man with whom I had quarrelled opened up on our new representative with, "We have been good friends, and you have always given me a square deal. It would be a real pleasure to continue my business relations with you personally, but you can go back and tell your employer that I will see him in Hades before he gets another dollar's worth of business from my firm."

During the years that followed, our firm was deprived of thousands of dollars' worth of business from him because I had lost my self-control just once.

Keep Away From the Danger Line.

Get the habit of self-control, and never part with it. When temped by weakness, keep away as far as possible from the danger-line. There is always a fascination in seeing how near we can go to the edge of a precipice without toppling over.

A wealthy man, owning a fine country home far up on a mountain side, desired the services of a coachman. The road leading to his place was very dangerous. It skirted the edge of great caverns and made many sharp turns. Several applicants sought the position; the same question was asked each, "How near can you drive to the edge of the precipice without going over?"

The first replied, "I think I could go within two inches."

The wealthy man said, "You will not do."

The second one thought he could go within an inch, and was promptly refused.

The third man was an Irishman. His reply was, 'Begorra, I'd kape as far away as I could."

Promptly came the answer. "You're the man I'm looking for. The place is yours."

Merryman & Warmgrasp.

Thomas De Witt Talmage, in one of his most popular lectures, "Big Blunders," speaking of indulgence in bad temper, said:

"Good humor will sell the most goods, plead the best argument, effect the best cure. The poorest business firm in town is Growl, Spitfire & Brothers.

"They blow their clerks. They insult their customers. They quarrel with the draymen. They write impudent duns. They kick the beggars. The children shy off as they pass the street and the dogs with wild yelps clear the path as they come. Acrid, waspish, fretful, explosive, saturnine, suddenly the money market will be astounded with the defalcation of Growl, Spitfire & Brothers.

"Merryman & Warmgrasp were poor boys when they came from the country. They brought all their possessions in one little pack slung over their shoulders. Two socks, two collars, one jackknife, a paper of pins, and a hunk of gingerbread which their mother gave them when she kissed them good-bye and told them to be good boys and mind the boss.

"They smiled and laughed and bowed, and worked themselves up higher and higher in the estimation of their employers. They soon had a store on the corner. They were obliging men, and people from the country left their carpet bags in that store when they came to town.

"Henceforth, when the farmers wanted hardware or clothing or books, they went to buy it at the place where their carpet bags had been treated so kindly. The firm had a way of holding up a yard of cloth and 'shining on' it so that plain cassimere would look almost as well as broadcloth, and an earthen pitcher would glisten like porcelain.

(To Be Continued.)

AGITATED BY AN AD.

The traveler of a well-known silverware company had for years made strong efforts to interest a Cornwall retailer in his goods. The retailer was most friendly, but though the traveler spent many musical evenings at the retailer's house, he never could get business. One time the silverware firm advertised a special line in a trade newspaper. Much to their surprise, a letter was received from the Cornwall retailer asking for more particulars about the line advertised, requesting that the next time Mr. B. was in town he should make a point of showing it. Mr. B. did not waste any time in getting there and added a new customer to his list. This little incident, the like of which is quite common, goes to prove that a regular trade paper ad is of great value to travelers for the simple reason that it works while the traveler is absent. An ad in a good trade newspaper gets the right proposition before the right dealers at the right moment. It simmers in a dealer's mind, and when the traveler arrives with his samples and persuasion an order is the result.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Italian Olive Oils—Very high.
Cheese—Higher.
Eggs—Decline in receipts.

Montreal, July 2.

The week has been rather duller than for some time, taken altogether. Feed and rolled oats have eased off a little in price, and flour remains the same as last week. Rice, tapioca, canned fruits, vegetables and the lines which are essentially summer foods, have shown an improvement in demand. Fish has also been in good demand. It is reported that at the present time stocks of Italian and French olive oil are about exhausted and prices are therefore almost prohibitive.

In spite of the dullness there seems to be a general feeling of optimism owing to the good crop prospects here and the favorable reports which are coming from the west.

SUGAR—There is nothing of any importance to report about sugar this week. The demand, which has not been up to what it should have been at this time of the year, has improved slightly but still leaves much to be desired. Prices are the same as at last quotation.

Granulated, bbls	$4 90
" ½-bbls	5 05
" bags	4 85
Paris lump, boxes, 100 lbs	5 70
" " 50 lbs	5 80
" 25 lbs	6 00
Extra ground, bbls	5 15
" " 50-lb. boxes	5 45
" " 25-lb. boxes	5 65
Powdered, bbls	5 05
" 50-lb. boxes	5 25
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 50
No. 1 " bags	4 45

SYRUPS AND MOLASSES—Corn syrups have been in good demand, also Barbadoes molasses. Quotations are the same as our last report.

Barbadoes, in puncheons	0 31	0 35
" in barrels	0 33½	0 35
" in half-barrels	0 34½	0 36½
" fancy		0 34
" extra fancy		0 36½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

TEA—There has not been a great deal of change in the Japan market since last report. Present values appear to be worth investigation, as to-day's prices are apt to be advanced while the quality of teas obtainable later on will not be as good, owing to the naturally restricted range there will be to choose from as buyers' wants are gradually filled. A letter from the New York office of one of the large houses doing business in Japan says in part: "Conditions in Japan this season on low grade teas are unprecedented. It is not generally realized here that the Japanese use a very large quantity of tea, principally low grade, for home consumption, and that a considerable quantity of Japan tea is exported to Manchuria and Korea, so this market is not the only factor in regulating prices in Japan. We do not remember ever hearing of a time when stocks for home consumption were as low as at present, and in consequence of a large demand to replenish these stocks, prices for low grade teas are unusually high. Second crop teas are reported to be dearer and poorer quality than first crop, and this is going to make it difficult to secure satisfactory teas costing the retail grocer 23c to 25c and below. Prospects now indicate a smaller crop than last year and the market is firm." This letter is dated June 27 and it gives the actual state of affairs in Japan at present. Ceylon and Indian teas have not changed perceptibly locally since last week. Nothing extra is being done in Chinas.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18
Ceylon green—Young Hysons	0 19	0 25½
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" pea leaf	0 19	0 27
" " pinhead	0 30	0 45

DRIED FRUITS—The stocks of Valencia raisins are very low, and the demand for them is exceedingly good. The demand for currants is not as good as usual, and prunes are also rather on the quiet side. Prices during the week have not changed.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06½
Fine Filiatras, per lb., in cases	0 06	0 06½
" " cleaned	0 06½	0 07
" " in 1-lb. cartons	0 07	0 07½
Finest Vostizzas "	0 07	0 08
Amalias "	0 05½	0 06½
1 lb. packages		0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 11
" " 1-lb cartons		0 14
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes		0 08
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.	0 04½	0 05
Selected, per lb		0 06½
Layers, "	0 06	0 06½
Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb	0 03½	0 04
Packages "	0 05½	0 06½
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
boxes		
"Excelsior Windsor Clusters"		5 50
" ¼s		1 50
California Raisins—		
Fancy seeded 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 11
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb		0 32
Peaches, "		0 16
Pears, "		0 18
Prunes—		per lb.
Oregon prunes 25-lb. boxes, 30-40s		0 10 0 12
" " " 40-50s		0 08½ 0 09½
" " " 50-60s		0 08 0 08½
" " " 60-70s		0 09
" " " 70-80s		0 07½ 0 08
" " " 90-100s		0 06½ 0 07

COFFEES—The cheaper grades have been more active than the higher priced lines, but the market on the whole has kept in good condition since our last report. Maracaibo has been a specially good seller. Prices have not changed.

Jamaica	0 16	0 20
Java	0 20	0 30
Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos		0 11½
Maracaibo	0 14	0 19

Roasted and ground 20 per cent. additional.

SPICES—Spices have been in good demand during the week. Most of the business, however, has been in small lot orders.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 18	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60

BEANS—The bean market is stronger this week owing to the continued scarcity in the west. Austrian beans continue to be in good demand to fill the void left in the market by the Canadian product.

Choice prime beans	2 10	2 25

EVAPORATED APPLES—The past week has shown more activity in this market the demand brightening up considerably. The price remains unchanged.

Evaporated apples	0 07	0 07½

MAPLE PRODUCTS—Demand has been very slow and nothing of importance has happened since our last quotation.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 07½	0 08½
Pure syrup, 8½lb tin	0 60	0 65

RICE AND TAPIOCA—The past week has been somewhat brighter than the previous few weeks in demand for both rice and tapioca. Large importers state that there is very little seed pearl tapioca on the spot, but medium pearl is in good supply. The prices remain the same as at last quotation.

B rice in 10 bag lots	$ 20
B rice, less than 10 bags	$ 30
C C rice, in 10 bag lots	$ 00
C C rice in less than 10 bag lots	$ 10
Tapioca, medium pearl	0 06½ 0 06

CANNED GOODS

MONTREAL.—The new pack of asparagus tips, spinach, rhubarb and strawberries are now on sale. The advent of these new lines has depressed the prices somewhat. Demand for canned fruit and vegetables remains good, while fish and meats are neglected. The news that French sardines are to be offered again has been received

with interest. Reports are that the pack of French peas will be average.

TORONTO.—Little interest is yet evidenced in 1908 pack goods, and, with present conditions in the trade, retailers seem anxious to hold off to see what may happen later. Last year's goods are passing off fairly well under good demand, and the prospects for getting rid of the stocks held seems brighter.

ONTARIO MARKETS.

POINTERS—
Sugar—New second grade brands quoted.
Beans—Stiff.
Provisions—Firmer, bacon prices advancing.
Collections—Fair.

Toronto, July 2, 1908.

The grocery markets continue generally quiet this week, with only a staple business being done, and with few price changes. Almost every line, indeed, presents the same features as a week ago. The provision markets have shown some brightness, as is expected during the summer months, and the outlook for a continuance of this is good.

The only feature of particular interest in the staple grocery markets is the placing on the market by the Redpath and St. Lawrence sugar refineries of new brands of sugar of a second grade.

The financial side of the business is fair, though complaints are heard in other quarters than from the jobbers of poor returns from the retailers. Everyone is looking toward the end of the harvest for an easier condition of money all round.

SUGAR—The market generally continues fairly steady on its continued firm basis, though a temporary feeling of weakness is noticeable in some quarters. This is evidenced in Willett & Gray's weekly report, as follows:

"The week under review developed a weakening tendency resulting in a comparatively large business at 1-16c per lb. decline to 4¼c per lb. for 96 degrees test basis. At this price buyers took all offerings and are still in the market for more sugar, showing that for the time at least the decline is checked, and the market is likely to hold steady under the influence of an increased demand for refined which is likely to come in the near future, but only after a possible reduction in refined quotations, temporarily. The difference in parity between old crop cane and new crop beet is now 13c per 100 lbs., against 17c per 100 lbs. last week. Arrivals were unusually large again, sugar coming in from all quarters of the sugar world indicating a visible supply on Sept. 1 larger than anticipated. This change in forecast is necessary from the fact that the consumers in both the United States and United Kingdom are drawing largely on the so-called invisible stocks and a continuation of this policy will not show in statistics for the year the usual normal increase of consumption. Receipts for the week were 47,634 tons, meltings 43,000 tons. Total stocks in the United States and Cuba together 438,362 tons, against 417,728 tons last week and 677,878 last year. Nothing new is said about the influence of the Russian crop exports, such influence being already well discounted."

Willett & Gray also note the visible supply as follows:

"Total stock of Europe and America, 2,321,362 tons, against 2,704,878 tons last year at the same uneven dates. The decrease of stock is 383,516 tons, against a decrease of 379,518 tons last week. Total stocks and afloats together show a visible supply of 2,511,362 tons, against 2,844,878 tons last year, or a decrease of 333,516 tons."

Business locally continues of the hand-to-mouth variety, though it is expected that with the opening of the preserving season, business will soon brighten up. As it is, retailers' stocks are thought to be getting pretty low.

An interesting move this week was the introduction by the Redpath and St. Lawrence refineries of a new second grade brand each, as is shown quoted in the price list below. This is said to be an attempt to meet the competition of the Wallaceburg refinery, and if the sugar is delivered freely, a large business will likely be done. As it is, however, prompt shipment of the new brands, Redpath's Imperial and the St. Lawrence's Beaver is not guaranteed, and it will be an interesting question as to just how much of this sugar will be supplied. Samples of the new brands do not reveal much difference, except, perhaps, the presence of a little more water, and the demand for them under the present situation in sugar is bound to be very active. The new grades are quoted 20 cents below the standard, as is shown in the price list given herewith, and at such offer good value.

Paris lumps, in 25-lb. boxes	6 15
Paris lumps, in 50-lb. boxes	5 95
" in 100-lb. "	5 85
Paris lumps, in 20, 5-lb. boxes	7 00
St. Lawrence granulated, barrels	5 00
St. Lawrence Beaver	4 75
Redpath's granulated	5 00
Redpath's Imperial	4 75
Acadia granulated, (bags and barrels)	4 90
Berlin granulated	4 90
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 "	4 70
No. 1 "	4 60

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—The plentiful supply of fresh fruit has rather seriously affected these goods and business is dull. There are no changes in prices.

Syrups—		
Dark	....	....
Medium	0 30	0 35
Bright	0 36	
		Per case.
2 lb. Tins, 2 doz. in case	....	2 40
5 " " " "	....	2 75
10 " " 1 "	....	2 65
20 " " ½ " "	....	2 80
Barrels	....	0 03½
Half Barrels	....	0 03¾
Quarter "	....	0 03
Pails, 38½ lbs. each	....	1 75
" 25 " "	....	1 25
Maple syrup—		
Gallons, 6 to case	....	4 50
½ " 12 "	....	4 80
Quarts, 24 "	....	4 80
Pints, 24 "	....	2 50
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy	0 37	0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 35

TEAS—Local business continues to be of a hand-to-mouth variety. Markets abroad show no material changes and the situation in general remains about the same as for some weeks past.

COFFEE—The influx of United States resorters and tourists is helping the coffee business somewhat and demand continues excellent.

DRIED FRUITS—There is some demand for prunes, which continue scarce, and raisins and currants are called for to some extent. Otherwise business in these lines is dull. There is nothing particularly new in the situation.

Prunes, Santa Clara—	Per lb		Per lb.
100-120s	0 06	30-40,25's, 50-lb. boxes	0 07½
90-100s, 50-lb boxes	0 06 0 07	70-80s "	0 18
80-90s "	0 07½ 0 08	60-70s, 50-lb boxes	0 07½ 0 90
" "		40-50 "	0 09

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 08 0 15
Tapnets, "			0 03½ 0 04
Bag Figs			0 04½ 0 05
Currants—			
Fine Filiatras	0 06½ 0 07	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		

Uncleaned, ½c less.

Raisins—			
Sultana			0 09½ 0 13
" Fancy			0 11 0 12½
" Extra fancy			0 14 0 15
Valencias, new			0 05 0 06½
Seeded, 1-lb packets, fancy			0 11½
" 16 oz. packets, choice			0 11
" 12 oz. " "			0 09
Dates—			
Hallowees	0 05½ 0 05½	Fards choicest	0 08 0 09
Sairs	0 04½	" choice	0 06½

RICE AND TAPIOCA—There is a little stronger demand for these lines with the hot weather. Jobbers are receiving small lots regularly. Prices remain unchanged.

	Per lb.
Rice, grand B	0 03½ 0 03¾
B rice, 5 bag lots, delivered	3 05
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05½ 0 06½
Seed tapioca	0 06
Tapioca, medium pearl	0 05½ 0 06

SPICES—Business continues fair and is expected to increase as the pickling season comes on. There are no changes in prices.

Peppers, blk pure	0 16	0 20
" white pure	0 25	0 30
" whole, black	....	0 14
" whole, white	....	0 28
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 45	0 50
Cloves, whole	0 25	0 35
Cream of tartar	0 22	25
Allspice	....	0 13
" whole	0 17	0 20
Mace ground	0 50	0 60
Mixed pickling spices, whole	lb	0 20
Cassia, whole	0 20	0 25

BEANS—While stock is still held at stiff prices, there seems to have been a little better supply fished from out of the way corners recently, and the situation is not quite so critical. Prices quoted last week still prevail.

Beans, hand picked, per bush	2 10	2 25
" prime No. 1, "	2 00	2 10
" Lima, per lb		0 07

EVAPORATED APPLES—Little is doing in this line and nothing worthy of note is happening. Prices are steady.

Evaporated apples	0 08	0 08½

PERSONAL NOTES.

Emile Chaput, of L. Chaput, Fils & Co., Montreal was in Toronto several days this week and made a pleasant call at The Grocer office.

C. H. Gerbig, representing the Nickel Plate Stove Polish Co. (Black Jack), of Chicago, was calling on the trade in Toronto this week. Mr. Gerbig is quite familiar with the trade, having conducted a store here for many years.

H. E. Gieger, who has been occupying the chair of T. H. Kinnear in the sample-room of T. Kinnear & Co., Toronto, since the latter's absence in England, has gone to Peterboro to take the position on the firm's traveling staff recently vacated by E. J. Peters.

WHAT TO DO IN JULY

Hints and Suggestions for Conducting the Store During the Mid-Summer Month —How to Build up New Business While Holding Old Customers.

Usually during the summer months, and especially during July, the grocery store does not give that spick and span appearance that it does during the other months of the year. But there is no reason in the world why the store should not have as attractive an appearance during the hot July days as at some more favorable time of the year. Some stores are shrouded with netting and shelves and windows lose the picturesqueness they have at other seasons. Not that netting is at all objectionable—sometimes it serves a very useful purpose, and when it does so it can be made ornamental as well.

Some Old-time Conditions.

Look at the way the whole grocery trade has changed during the past. Once upon a time the grocer had to use his scoop and scales for almost everything a customer wanted and a paper bag was continually in his hand. In fact, scoop, scales and paper bags were his tools. The sugar was raw and it was a tough job to grind it in the sugar mill. He made his own paper bags and the flour paste with which they were gummed. Oatmeal, tea and flour were sold in bulk and matches were put up in blocks. Currants had to be cleaned and soap and tallow candles wrapped in paper. And so it might go on. Conditions have changed since then and some grocers were wise enough to follow the conditions. They are rich men to-day.

Now, if the grocery conditions of some years ago are different from what they are to-day and they are still changing, doesn't it stand to reason that conditions about the arrangement of goods in the store should change also? The goods that sold well last winter may not be asked for so frequently during the hot summer days.

Try to anticipate the wants of your customers. Make your store just as attractive now as you did a few months ago, and make your customers comfortable and let them feel at home when they visit your store.

An Example of Enterprise.

The picture of an inviting store arises when one considers what has been done by a grocer in a fairly large town in the midst of a farming community in Ontario. This grocer's store is the result of the merchant's thinking and planning for many months. In the first place, his store is built so as to give the greatest convenience for receiving and shipping goods, and for attending to the wants of his patrons. Large prominent windows display the seasonable lines in attractive forms, and one is enticed to enter the roomy store with lofty ceilings. The shop is cool and scrupulously clean; not a sign of a fly or insect to be seen. Shopping stools are placed at convenient intervals about the place, and the clerks in white coats look neat and cool as they attend the wants of the customers.

Of course this is an almost ideal grocery store, and not every grocer can afford to begin at the top of the ladder, but there are general rules that apply to all trades and without following these rules a merchant's chances of success are not very great.

It is to be presumed that every grocer is polite and that his chief desire is to please and serve the best interests of his customers. With these qualifications, and every merchant should be endowed with them, a grocer may reasonably hope for success. But that is not all.

Attractiveness a Big Feature.

So far as his business is concerned he should study his customers and cater to the trade he studies. By his courteous treatment he already has secured a fair custom. He should keep this custom and try to enlarge his trade. One of the chief steps in this direction is the attractiveness he places about his store. A nice clean fresh store front with changing and picturesque window displays of seasonable goods will do this. There are so many goods sold by grocers nowadays which are put up in useful and attractive packages and tins that they can be worked into many unique and pretty designs.

Hints on Window Displays.

Then many of them, too, are as well very seasonable goods. Take condensed milk, for example. The Medical Association recently met in Toronto and among other resolutions passed was one calling attention to the unwholesomeness of milk and the unsanitary conditions surrounding the handling of it. Could not this fact be used to advantage by the grocer pushing the sale of condensed milk? A neat window display of these goods would call attention to your business and show you were alive to what is passing around you. A canned meats display would give inspiration to the camper and excursionist. Early greens and small vegetables make a very striking window, the various colors being set out in some attractive design or picture. Then there are the berries and small fruits. All these give some individuality to a store and they could be used for display purposes in rotation. It may not be possible for you to attract all the people all the time, but you would surely attract all the passersby some of the time, and some of the passersby all the time. It certainly pays to study your business and try to anticipate the wishes of the people you are trying to serve.

Other Timely Hints.

Then the grocery store itself should be an inviting place—a place where he or she who enters will linger longer than intended. Butter, cheese, eggs and soft drinks, provisions and other perishable lines should be in a cool place. A little refrigerator with a glass front for the display of your wares will make sales for you. There are so many ways of attracting and enticing customers that a mere hint should suffice. How many grocery stores have added departments and lines to their business which while they may not be staple grocery lines, yet give a seasonableness and a freshness to the store that well repays the investment.

Flowers and plants are good sellers at all times, and while they are perishable to some extent, the careful grocer may use them advantageously for the bringing forward of other wares as well as to help on a profitable line. Seeds in the spring and cut flowers in the summer and fall give a freshness to your establishment that is sure to bring in the customer you have seen go by your store so often in the past.

Fresh vegetables and early greens make a very pretty color scheme for setting off your stock, and fruit and berries, too, add much to the attractiveness of the store. Confectionery should be a staple line and effective displays can readily be made of the more fancy lines. All these are seasonable July lines and will help carry along the customers who were good patrons during the cold winter days, but who might otherwise buy these lines elsewhere.

Soft drinks on ice are a taking line, and may give more life to your business than you think. Try it and you will see. Provisions are a summer line and should be made somewhat prominent. Then the various summer canned goods may be grouped on your shelves and set off to advantage by some little scheme or plan you already have in mind.

Change the Store's Appearance.

Your store in July should be just the opposite to what it appears in January. Change your window displays at least once a week, bringing forward some special summer line, and notify your customers and patrons every little while that you are putting forward some one particular line of goods.

Try to enlarge the circle of those who already know your store, but never at the expense of old friends and patrons.

TRADE NOTES.

M. F. Goddard, of the Maple Tree Producers' Association, Waterloo, P.Q., was in Toronto several days during the week, and with W. J. Dack, the Toronto representative, called at The Grocer office.

J. Bradbeer & Co., are taking over the grocery business of Nelson & Fraser, Lethbridge, on July 1st. The business will be conducted at the old stand until September 1st, when the stock will be moved to the new Stafford block.

The new grocery of Budd & Co., in the Looker block, Barrie, opened under very favorable conditions on Saturday, June 20. It was a busy place during the early hours of the day, when the farmers were exchanging their fresh eggs and butter for current coin of the realm.

The creditors of Carscadden & Mullen, grocers of Lindsay, who assigned to N. L. Martin & Co., met in the offices of the assignees in Toronto and gave the necessary instructions for the winding up of the business. The liabilities are estimated at $3,000, with assets of about $1,000.

James Thompson, of Warner, and his two sons, W. E. and Ed, formerly composing the firm of Thompson Bros., general merchants, were in Lethbridge the other day, winding up the affairs connected with the sale of their business in Warner to J. A. Jochem, a recent arrival from Minnesota.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, July 2, 1908.)

Since the announcement of new canned goods prices for 1908 pack of vegetables and fruits, there have been no quotable changes of importance. Prices are steady in most lines.

Business is showing increased activity. Money is not much more plentiful than it was, but all prospects point to the biggest crop in the history of the west and there is an optimistic feeling among all branches of the trade.

CANNED GOODS—There is general satisfaction among the retail trade at the lower price schedule for fruits and vegetables of this year's pack. Quotations are :

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27½	2 25
Cherries New—		
2's, red, pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black " "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's lobe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 12½	2 10
2's black, heavy syrup "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40
Strawberries (new), per case	4 05	4 00
Raspberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
41-oz "		4 75
5-lb tins, each		0 59
7-lb "		0 81

—1908 Pack for Delivery Later—

Apples—3's standard per case	2.44	2.34
" Gallons, standard "	1.55	1.52½
Cherries—Red pitted 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	9.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie unpeeled gallons	2.42½	2.40
" pie peeled gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe l. s. 2's		2.78
" Globe l. s. 3's		4.14
Plums—Damson l. s. 2's	2.28	2.18
" Lombard l. s. 2's	2.28	2.18
" Greengage l. s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red gallons	3.80	3.77½
" black 2's	4.18	4.08
" black gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Beans (new) per dozen—		
golden wax "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz.	3 13	3 08
3's "	4 09	4 04
gallon, per doz.		11 10
Asparagus per case		7 78
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 63

1908 Pack for Delivery Later.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.98
Peas—		
No. 4 standards 2's	1.88	1.78
Early June 2's	1.98	1.88
Sweet Wrinkle 2's	2.18	2.08
Extra fine sifted 2's	3.08	2.98
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.34
Tomatoes—2's	2.08	1.98

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz.	1 25
Corned beef " 2's per doz.	3 10
" " 1's "	1 65
Roast beef	
" 1's, per doz	1 65
" 2's. "	3 10
Potted meats, ½'s, per doz.	0 55
Veal loaf ½ lb., per doz.	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz.	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

SUGAR—

Montreal and B.C. granulated, in bbls.	5 40
" " in sacks	5 35
" yellow, in bbls.	5 00
" in sacks	4 95
Wallaceburg, in bbls.	5 30
" in sacks	5 35
Berlin, granulated in bbls	5 20
" " sacks	5 25
B.C. gunnies granulated, 5-18's to bale, per cwt	5 45
" " 5-2's "	5 45
" hard pressed lump, 25's, per cwt	6 55
" " half bbls., per cwt	6 70
" icing	6 20
" bar sugar	6 00
Icing sugar in bbls.	6 00
" " in boxes	6 20
" " in small quantities	6 50
Powdered sugar, in bbls.	5 70
" " in boxes	6 00
" " in small quantities	6 05
Lump, hard, in bbls.	6 35
" " in ½-bbls.	6 35
" " in 100-lb cases	6 35

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 45
" " 5-lb tins, per 1 "	2 85
" " 10-lb tins, per ½ "	2 70
" " 20-lb tins, per ¼ "	2 75
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls. per gal.	0 40
New Orleans molasses in ½-bbls. per lb.	0 03½
Porto Rico molasses in ½-bbls., per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " "	0 33
" 5 gal. kgs., each	2 25

MINCE MEAT—

Mince meat, 7 lb. pails, per lb.	0 09½
" 28 " "	0 08½
" " 12 oz pkgs., per doz.	1 05

ROLLED OATS—As noted last week, there has been a decline in price. It is likely that lower prices will prevail from this time on as crop prospects are good. We quote :

Rolled oats, 80 lb sacks, per 80 lbs	2 65
" 40 " " 80	2 70
" 20 " " 80	2 80
" 8 " " 80	3 10

CORNMEAL—

Cornmeal, per sack	2 05
" per ½ sack	1 05
" per 5 lb (10, 10's)	2 40

BEANS—The market is firm For hand-picked white beans the price is $2.45 to $2.50 per bushel, and for 3-lb. pickers it is $2.30 to $2.35.

POT AND PEARL BARLEY—As noted last week, pearl barley has declined, the quotations now being $4.05 per sack and $2.10 per half-sack. Pot barley is quoted at $2.80 per sack.

MAPLE PRODUCTS—New syrup and sugar arriving in Winnipeg are quoted as follows :

Sugar, 25 lb. boxes ¼s. and ½s	3 00
Syrup gallons ½ doz. to case, per case	5 65
" 1 doz. to case, "	6 15
" ½ " 2 doz. to case "	6 50

FOREIGN DRIED FRUITS—An early advance in prunes is expected owing to a short crop in California. We quote :

Australian raisins—	
Brown Lexias, per lb.	0 08
Extra brown "	0 10
Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s., per case, 28's	2 00
" " 14's	1 05
" " selects " 28's	2 20
" " " 14's	1 15
" " layers " 28's	2 25
" " " 14's	1 20
California raisins, choice seeded in ¼-lb. packages per package	0 07½
" " fancy seeded in ¼-lb. packages per package	0 0.¾
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb.	0 08
" " "	0 08½
Prunes 90-100 per lb	0 05½
" 80-90 "	0 06
" 70-80 "	0 06½
" 60-70 "	0 07
" 50-60 "	0 08
" 40-50 "	0 08½
" 30-40 "	0 08½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb.	0 06½
" dry cleaned, Filiatras, per lb.	0 07
" wet cleaned, per lb.	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Uncleaned vostizzas, per lb.	
Wet cleaned " "	

EVAPORATED APPLES—Quoted at 8¾c per pound.

BUTTER—For round lots of dairy butter, produce houses are paying 16c to 16½c f.o.b. Winnipeg, for No. 1 quality 17c to 17½c per lb., and for No. 2 quality 15c to 15½c per lb.

EGGS—15c f.o.b. Winnipeg subject to candling.

EXTENDS THANKS FOR KINDNESS

Among the floral tributes received after the death of the late W. C. Adams, of Davidson-Hay, Toronto, were two handsome wreaths, one from fellow-travelers in Barrie and another from travelers and friends in Sudbury. In neither case were any names attached. Capt. Jas. Adams, father of the late traveler, being unable to reach the senders in any other way wishes to extend Mrs. Adams' and his own thanks through The Grocer for the sympathy and appreciation shown in this kindly act. No doubt the travelers and customers who so kindly remembered Mr. Adams will note this item.

Grocery News From Coast to Coast

Quebec and Eastern Province Notes.

$200,000 of Canned Lobsters Shipped From Nova Scotia to London—Montreal Grocers Planning Picnic for July 15.

ST. JOHN.

The most important change in the markets here for some time past was announced last week, when the McDonald Tobacco Company advanced the price of their tobaccos 8 to 10 cents a pound. The change in prices does not affect the jobbers or retailers profit, but it cuts down the size of the plug for the consumer. The 5-cent pieces of black tobacco are done away with altogether.

Oatmeal dropped 50 cents a barrel on Thursday last. Business has been rather quiet of late both in wholesale and retail circles.

St. John lost one of its best citizens last week in the death of J. S. Boies De Veber, county treasurer. Mr. De Veber filled a prominent place in the life of St. John as a merchant, as mayor, as Liberal representative in parliament and latterly as county treasurer. He was a member of the old-time firm of W. H. De Veber & Sons, general merchants.

The Beaver Harbor Trading Co.—of which Connors Bros. were the principal owners—have sold out to John D. Thompson, Will. Barry and Daniel Thompson. It is understood that the business will be conducted on a more extensive scale. The company will deal largely with canned clams and kippered herring.

The spring school of sardine herring along the bay coast has been almost a total failure this year and packers do not look for many fish before August. Mackerel have been plentiful at Magdalen Island, lately.

Rev. E. E. England, of Bermuda, who arrived in the city last week on the steamer Dahome, said that the onion crop, a staple product of the island, has been almost a total failure this year.

A monster lobster, measuring four feet in length, was caught one day last week by Frank Burchell, at Tiner's Point. The lobster, it is stated, is the largest ever caught in the Bay of Fundy. The big crustacean was sold to an Eastport buyer for $35.

HALIFAX.

June 27.—The commission men have all the business they can handle at the present time, Native strawberries are now coming in in large quantities, and are crowding the American berries off the market. Nova Scotia berries are selling at 20c, and American at 18c. The prices of eggs and butter are unchanged. The jobbers are still looking for a drop in butter, but at present there is no indication of any change. The grocerymen both wholesale and retail, say that business is fully up to the average season. Collections, on the whole, are considered to be fair.

The special refrigerator service on the Intercolonial Railway has been discontinued, the Marine and Fisheries Department having notified the railwat of its intention to withdraw its assistance. The department guaranteed to compensate the I.C.R. for any deficit which might result from the operation of a fresh fish refrigerator service from Halifax and Mulgrave to Montreal. The car was attached to the Maritime express for several days a week. It was a financial failure and the support given the movement was so meagre that the Marine and Fisheries Department decided to discontinue it. Fresh fish will, when sufficient quantities offer, be sent in a car attached to the fast freight.

The Furness line steamers St. John City and Mimda, which sailed from here for London last week, took away a large shipment of canned lobsters. The whole consignment consisted of 12,000 cases, valued at $200,000. All these lobsters were caught in Nova Scotia waters and were packed in the canneries along this coast. A large portion of the shipment was for the French and German markets. The above gives some idea of the extent of the fishing industry on the Nova Scotia coast.

J. H. Bertram, who has conducted a large grocery business on Charlotte St., Sydney, for the past eight years, made a complete transfer of the business this week to J. F. Miles. Mr. Miles thoroughly understands the grocery business, having spent the last ten years of his life as manager of one of the largest grocery stores in Boston. He intends to renovate the entire store, making it one of the finest in Sydney. The new proprietor states that he intends to carry on a strictly cash business, which will enable him to sell at reasonable prices the finest class of goods on the market. T. H. Allison, who is exceedingly popular in Sydney, is also associated with the new store, and the services of Jas. Booth are also retained.

W. T. Cleary, grocer, has purchased the corner property, where he is now doing business in Sydney, from the Farquharson estate.

MONTREAL.

June 30.—A. Racicot, corner St. Dominique and Prince Arthur Streets, is probably one of the oldest retail grocers in business at the present time. He states he has been selling groceries in the present store for twenty-seven years. All this betokens the proper principle in selling goods, otherwise his success would not have been so enduring.

All sorts and kinds of methods are resorted to to gain custom by means of advertising, and a certain grocer states that he obtains very good results from writing special bargains on a large plate glass window in his store. Of course, it must be remembered this must be very carefully done, otherwise it gives the window a most unattractive appearance.

The Montreal grocers are looking forward to a good time at their picnic, July 15, at Highgate Springs, Vt. These events in the past have always been occasions of great conviviality, and it is expected the coming event will be no exception to the rule.

J. D. Desrochers, for many years with Fraser, Viger & Co., is doing a very good business at his store, 472 St. Denis Street. The general impression gained upon entering this store is a good one, and this is due, perhaps, to the high ceiling and spotless white interior furnishings. These advantages, combined with plenty of light, give a fine appearance to the store as a whole.

Willson Brothers, corner Elgin and Prince Arthur Streets, are at the old stand doing business as usual, having returned from their wanderings, which, perhaps, were not extensive, but served to remove a familiar name from a familiar corner.

J. D. Phillips, for some time with Thompson & Co., has opened a grocery at the north corner of Elgin and Prince Arthur Streets.

Considerable skill has been displayed in the decoration of a side window in a small grocery in the East End. As this window is not depended on to any extent for light, the display is at an angle of about 75 or 80 degrees, and, therefore, shows off to good advantage. This window on one day will have an arrangement to represent the Union Jack, and various other national flags, and geometrical designs are wrought with the products kept in a grocery store. This bedding style of decorating a window is very effective when well done, otherwise the result is not good.

A. H. Brittain is among those elected to the executive board of the Canadian Manufacturers' Association. This is a well-placed honor, as Mr. Brittain is a young man of already excellent attainments in the business world and admirable prospects for the future.

TRADE NOTES.

A. G. Snowden is in Quebec at present.

R. Gowlland, representing Mansell, Hunt, Cutty & Co., in Canada, is on a trip to Western Canada at present.

J. B. Lagare, of Quebec, has purchased the Caledonia Biscuit Works, Montreal, and will conduct the business along new and broader lines. The old premises are being changed and brightened up, while there is noticeable quite a perceptible increase in the business of the concern already. W. F. Clough is covering the city for the company at present.

News From the Coast

First Carload Lots of Strawberries Shipped to Winnipeg—Lady Traveler for Confectionery House—Canadian Wheat for Australia.

VANCOUVER.

June 27.—Strawberry season is here in earnest at last. Even yet the weather is cool and backward and the berries are ripening slowly, but this is not to the disadvantage of the grower. A feature has been the first shipment ever made out of British Columbia in carload lots of strawberries to Winnipeg, a car having been sent forward a few days ago. R. Robertson & Co., of this city were the nominal shippers and they were assisted by the cooperation of the growers in the vicinity of Victoria. The berries were handled by the Fruit and Produce Exchange, of Revelstoke. Other shipments have followed the first, and the result is watched with interest, as it means the opening up of a new market.

Eighteen cars a month contain a very large amount of biscuits and the fact that the Mooney Co., the well known Stratford manufacturers, ship this quantity to British Columbia, shows what a hold they have secured on the market; this too, when many other lines are offered to the retailer and the public, all of which have good sale. The demand for biscuits in this part of Canada is rapidly increasing. Local manufacturers at both Victoria and Vancouver are doing well, and that there is room for first-class products is indicated in the success which has followed the introduction here of the various lines of Mooney biscuits.

Banton, Daggett & Company have a nice line of candy confections in the stores here. They are the local people who have started recently in this line, and their goods are introduced by an enterprising and popular lady traveler.

Eastern creamery butter is being offered here for July delivery at 26½c. Evidently no rise or very little is expected in price as the retailers are guaranteed that there will be no increase in price, and if there is a decline they will get the benefit of it. Local eggs are stiffening in price, being jobbed at 30c, though eastern remain the same, selected stock at 23c.

The Vancouver market, much talked of, and from which great things are expected, was formally opened last Saturday with good success. From present indications, a daily market would soon develop, though just now Saturday will be the main day. W. H. Kelly, the market clerk, thinks that from the interest taken tri-weekly days will be necessary in a very short time. The institution is being largely patronized by growers as far away as Mission Junction, and it should not lack for support from these people, for when the subject was first mooted, they expressed themselves strongly in favor of it.

The Chilliwack Fruit Canning and Preserving Company is ready to receive fruit, and a considerable quantity should be put up in that district this season. The industry will be a valuable asset to the valley, and a market will be found for a large amount of fruit of various kinds which has heretofore been wasted, as transportation facilities are not particularly convenient. The main building is 100x60 feet, with a warehouse 60x40, and a couple of outbuildings 16x24, boiler room 18x24, and evaporating plant 55x28. Extensive labor saving devices have been added to keep down the cost of manufacture.

The starting of new towns is the opportunity for the man who has the opening of a store in view, and the man is lucky who is the first to locate. A townsite has just been laid out on the west side of Okanagan Lake, almost directly opposite Kelowna, and has been called Westbank. Wesley M. Collins, formerly an employe of the B. C. Sugar Refining Company in this city, has a general store established there, being the first on the ground. One hundred and twenty-five lots have already been sold, and some of the owners have located. Others will come west in the fall after the crops are harvested, so there will be quite a settlement there by the close of the year.

C. W. Shideler has taken advantage of an opportunity at Fruitvale, a new subdivision in the vicinity of Nelson. He is manufacturing brooms, on a small scale, perhaps, but as they can be produced there at a smaller price than they can be imported, there is a chance for him to enlarge the business. He is able to turn out twelve daily, and finds a ready sale among the dealers in Nelson and neighborhood.

Canadian wheat may soon be sent in large quantities to Australia. D. McCorquodale, of Sydney, is here on his way to Winnipeg, where he will try and secure No. 1 hard. If the price is reasonable enough, he will charter boats to carry the grain to the south. Up to the present, Mr. McCorquodale, who is a large miller, has been importing the grain from South Australia, but prefers the Canadian wheat if the price is not too high.

R. W. Timmins has taken over the management of the Columbia Flour Mills Company in Vernon. The company is preparing to extend its business in that locality and numerous improvements are now being carried out. It is the intention to operate the mill again at that point, as soon as cheap power can be obtained.

A large oil factory has been established at Skidegate, Queen Charlotte Islands, which is in the neighborhood of large fishing grounds. The livers of dogfish are used, and two dozen boats are employed by the factory in catching the fish. A cent apiece is paid for the fish to be used for fertilizer, but a higher price is paid for the livers.

J. C. Eaton, head of the T. Eaton Company, of Toronto and Winnipeg, who reached here this week from the east, gave an emphatic denial to the story that the firm was about to locate here. This rumor has circulated at different times, and this should put a quietus to it.

Interesting Ontario Items

Chatham Grocers Are Cutting in Sugar—Barrie Merchants Have a Fruit Buying Association—Ingersoll Discusses Trade Questions.

BARRIE.

June 30.—The biggest crop of strawberries for a large number of years is being harvested here, and merchants are getting enough local berries to fill nearly all their wants. The buyers are paying six to eight cents this week as to quality.

Budd & Company is the name of our new grocers of the sixth ward. Mr. Budd has fitted up the old Looker property and made the place look fine. They report their first week's business to be ahead of their expectations.

Thomas Hatley has taken charge of J. M. Bothwell's sixth ward branch lately vacated by E. Budd.

The clerks this year by all appearances will have no Wednesday afternoon holidays during July and August, the dry goods men being responsible, they all having agreed not to close. This will be quite a blow to the boys behind the counter, as they have had these holidays for the past seven years.

Business here is now in full blast, particularly the summer tourist trade, which our town has been very slow in previous years in catering to—but has wakened up to the last couple of years. The merchants have now a regular delivery all around the bay for six or eight miles to the summer cottagers and they seem to think it pays. These people in former years brought in nearly all their goods from Toronto.

The merchants have gotten their heads together and are now buying their fruits in carloads, especially bananas and dividing up amongst themselves, thus saving a great deal on the prices of fruit and the expense of bringing to town. Each merchant in the association has his turn in buying and his expenses are figured in with freight, cartage, etc. Last week was the trial week and it proved a grand success, not only were the bananas extra good value, but they came in in their original ventilated car and required only one handling, whereas buying otherwise they would be handled five or six times before being shipped by the wholesaler. Other towns would do well to try this scheme.

The price of butter took a big jump on Saturday's market when it reached the 20c a pound mark, while not very long ago it could be bought for 14c and 15c. The farmers packing very heavily is the cause of this rise. Eggs also have been very scarce, several merchants having to import from neighboring

towns. The prices are, however, a little easier at time of writing.

The first spring chickens appeared on the market here Saturday and brought twenty-five cents a pound.

CHATHAM.

June 29.—The berry season is now in full swing, and grocers are very busy in consequence. So far, however, the crop has not come up to anything near what was expected. Expectations were, however, unusually bright; and this year is probably better than last year, On account of the continued warm, dry weather of the past two weeks, the strawberry crop has fallen somewhat short. Prices have remained pretty well at 10c per box. To-day's rain will probably help the raspberries, while the cherry crop looks pretty good. New raspberries made their first appearance on the market on Saturday, selling at 12c per box.

Prices on the market took a slight upward trend last Saturday, eggs being 17c, and butter 22c.

A few grocers here are signalizing the arrival of the berry and canning season by cutting on sugar. The movement began with a grocer who is retiring from business, and, to help move his goods, offered for a couple of days 20 pounds of Redpath's granulated with every order for $2 and upwards of groceries. Another grocer followed suit by advertising 20 pounds of sugar for $1, while a third has gone further and offers 22 pounds for $1, also giving that amount free with every $1.50 order for groceries. Here the movement seems to have stopped short, the other grocers being very well satisfied to keep out of the "game of give-away." As sugar costs $5.02 per cwt. in carload lots, and the cost of handl.ng, selling, etc., will be not less than 13c per 100, it can readily be seen that grocers who cut are practically losing 15c per cwt. on their sugar when they sell at 20 pounds for $1. Grocers outside the cutting line declare themselves perfectly content to stay there. "I am convinced," said one to The Grocer representative, "that in this price-cutting game, we lose less and the cutters gain less than we are sometimes inclined to think. Their cut prices draw only a small coterie of barga n hunters—people who take advantage of the bargains, and go away, never to return. This class of people we can do without; their trade never made anyone rich, and never will. Give them bargains once, and they'll expect them all the time—and if you haven't got them, they'll go elsewhere." Another noteworthy feature of price-cutting is the manner in which a large number of housewives "pricked up their ears" the moment the cut price in sugar was announced. "It must be some inferior kind of sugar," was the way one voiced her suspicions. "I can't afford to lose all my strawberries, just to save a few cents." Which only goes to show that price-cutting sometimes works both ways.

John McCorvie and wife left on July 1 for a summer's tour to the Old Country, where they will visit many points of interest, also taking in the Edinburgh exposition. Miss Lillian McCorvie has just graduated from St. Margaret's College, Toronto, with high honors. Mr. McCorvie sailed from New York for Liverpool on July 1 via the steamer Campania.

There has been a little talk here about a weekly half holiday during the summer months. It seems to have simmerdown, however, and there is little likelihood that any action will be taken.

Lou Downing, formerly of Tilbury, has severed his connection with the M.C.R. and is now traveling for the Mooney Biscuit Company of Stratford.

Geo. Miller, of the Kent Farmers' Produce Company, Blenheim,, has successfully passed his primary examination for chartered accountant, being near the head of a large class.

A Leamington correspondent writes: "The rumor comes from authentic sources that notice has been received by H. Wigle and others who were purchasing agents of the Empire Tobacco Co., that their services were no longer desired. This is doubtless owing to the change in the company and its absorption by the Imperial Tobacco Co. It also looks as if there would be no tobacco purchased this season."

The amount paid by the Wallaceburg Sugar Company in customs duties during the past two months was over $90,000. Another shipment of raw sugar is on its way.

H. Pelett, grocer, Queen Street, lost a plate glass window the other night, some boys smashing it while wrestling in the doorway. The police have been notified. Incidentally, any hints with regard to successful methods of eliminating the genus loafer from stores on side streets would prove of value.

Russell Betts has severed his connection with the Essex creamery, and taken a position in that of J. H. Allan, at Wheatley.

A. J. Holland, Blenheim, announces that he intends removing from that town. He is selling off his grocery stock at a considerable reduction, the sale commencing June 20.

E. G. Thompson, the Blenheim general merchant, was in Montreal on business last week.

Miss Ruby Holland, of E. G. Thompson's store, Blenheim, was one of a party of twenty-one hustlers recently sent by the Chatham News on a two weeks' trip to Montreal and return. Miss Holland had nearly everyone in Blenheim working for her during the contest which preceded the trip.

INGERSOLL.

June 29.—The questions submitted by the Guelph correspondent and on which discussion has been invited are of vital importance to the grocers and should receive their earnest and careful consideration if the desired progress of this busy, methodical twentieth century is to be achieved. Taking the first question as to the number of hours that a clerk should work, it probably would be difficult to introduce a more debatable subject or one of greater mutual interest. This is a problem which capital and labor have been hammering away at for a long time and with no uncertain measure of success. The hours of mechanics, in fact, of almost all tradesmen, are limited.

Human nature has placed itself upon a higher plane than that of a mere piece of machinery that will keep under motion until it breaks down and is finally out of commission entirely. If ten hours are generally recognized as constituting a day's work why should a grocer or his clerks be compelled to put in from twelve to fifteen hours a day. If a general system of shortening the hours were adopted the volume of business would not likely decrease and the clerks and the grocers would go about their duties with greater vim and cheerfulness and they would have an opportunity of reaping some of the enjoyment of recreation instead of being slaves to their trade. The trend of sentiment with many of the merchants of the large cities is to shorten their hours, with which the centralization movement is also keeping pace. In the early days it was customary to keep all stores open both early and late. This system has gradually died out before the march of modern enterprise. Twelve hours at the most, in my opinion should constitute a day's work behind the counter with the exception of Saturdays and ten o'clock should then prove a popular closing hour. The remedy is with the grocers themselves.

"Should a clerk have any holidays?" He certainly should. Constant devotion to duties induces listlessness, and it is commonly known that when work becomes monotonous the interest is gone. It has been said that "All work and no play makes Jack a dull boy." It is difficult to refute this statement and grocers certainly do not want "dull boys" in their employ. Vacation not only invigorates one physically but brightens the intellect so that the resumption of work is really a pleasure.

As to the manner in which the clerks should be paid. The fairest way is probably on a weekly basis. It is difficult to estimate the value of a clerk, and the same method of calculation cannot be applied to all cases. One clerk may be a most successful salesman, but he may be untidy as far as the condition of the store is concerned and he may not show any particular amount of energy in taking to the different kinds of work that confronts the clerks in an average grocery store. The evil of the "commission system" as the paying according to sales might be termed is that clerks would not exercise the usual precaution in giving credit; again the favorite clerk would be monopolizing the sales and the inevitable result would be that there would doubtless be continual friction between the employes. Where straight salaries are paid that is regarded as the employer's business and does not create the jealousy that would likely occur if the other plan were followed.

Knowledge of the cost of an article would doubtless be of much benefit to a clerk. The fact that the cost mark is kept secret might be taken as indicating that the employer did not have sufficient confidence in his staff. Then again, as long as the "cutting system" is in vogue, the clerk should be in a position to talk business as intelligently as

the proprietor. It creates a better impression with the buyers.

As to the marking of goods, plain marking is always popular with the buying public. It is undoubtedly a great convenience to a prospective purchaser to be able to satisfy himself or herself as to prices without asking so much information, which sometimes becomes embarrassing. With the prices in plain figures many people hunt up the article that suits them, and being aware of the price, take up very little time of the clerk or proprietor. In such a case as this it is certainly to the interest of the dealer to mark in plain figures, and viewed from another standpoint it means that the price is practically the same to everyone.

OTTAWA.

June 29.—Bate & Company have added a motor delivery car to their outfit, and also the E. B. Eddy Co., of Hull, has placed another big motor truck in commission.

John M. Dowdall, grocer, corner of Rideau and Cumberland Streets, has gone out of business.

I. A. Wackid, who keeps a candy and fruit store on corner Bank and Gloucester Streets, has had his store enlarged by about double the floor space, and has opened an ice cream parlor.

A. Lafleur has opened a grocery store at J. M. Dowdall's old stand, 237 Rideau Street.

A new grocery and provision store has been opened by F. Burgess & Co., under the name of "The Corner Store," situated at the corner Laurier Avenue and Nicholas Street.

Foster Woodward, the older of the two young men who were drowned above the Chaudiere rapids Monday night, was a clerk for F. A. Scott & Sons in their grocery at Wellington Street, having been with them only four months. He resided at 83 Vittoria Street. He was 32 years of age and leaves a wife and two children.

Forbes Bros., in their Bank Street store, had a very fine window display of groceries that are used at picnics. The window consisted of pickles, canned goods, etc., placed at the bottom of the window, and an inscription hung from the ceiling, with ribbons tied from it to the necks of the bottles, etc. On the inscription was written, "Get your picnic basket filled here."

Lavigne Bros. have opened a grocery store at the corner of Queen and Broad Streets.

A fire which did damage of about $2,000 occurred last Friday afternoon, when the grocery store belonging to Mrs. E. Leroux, 161 Rochester Street, was gutted. The cause of the fire is not known, though it is thought to have started in the grocery during the absence of Mrs. Leroux. The damage is partially covered by insurance.

Dr. MacCarthy, of this city, called attention to the necessity for bakers delivering bread in paper bags. He brought the matter before the recent medical convention, and it was agreed that the move would be a good one from a health point of view. The only objection the bakers had was to the extra expense necessitated by the employment of extra labor. The question of paper was not such a large item. Dr. MacCarthy also urged that no foodstuffs should be wrapped in newspapers. On motion of Mayor Scott, seconded by Dr. MacCarthy, it was agreed to recommend to council that a by-law be passed providing for bread being delivered in paper bags and that no foodstuffs be wrapped in newspapers.

Business last week was as good as could be expected during the warm weather. Thursday and Saturday's market were very large ones, both as regards the number of sellers and the number of buyers on hand.

The delegates from the Retail Grocers' Association who went to Toronto and Hamilton to sell space for the food show which will be held in a short time here, reported before the association at a meeting Thursday afternoon. President Wm. York, and Duncan Bell and H. C. Ellis reported that one-half of the space for sale to outside firms is already taken. The best firms in Canada and the Old Country, it is said, will be represented at the show.

The regular meeting of the Bakers' and Confectioners' Union last week was largely attended. A considerable amount of business arising out of settlement made with the master bakers was dealt with, and everything is now in a satisfactory condition. Several vacancies in offices and committees were filled, and the union will at its next regular meeting, on the first Saturday in July, hold an election for a delegate to the national convention to be held in Quebec on July 28. A full attendance and a keen contest are expected.

LONDON.

Wholesale trade shows signs of improvement and the outlook is considered most encouraging. Prices are well maintained except perhaps in the case of sugars, raws being, if anything, in buyers' favor. Sugar continues slow of sale, but when the preserving season is well on, as it soon will be, goods will begin to move more actively. Very little is doing in canned goods, which is all the more aggravating in view of the fact that wholesalers have unusually large stocks on hand and that new vegetables are now coming in quite freely.

The excursion which is usually run to Niagara Falls under the auspices of a number of local grocers, is to be held this year on July 15th. This excursion is always well patronized and there is no reason to suppose this year's event will be an exception to the rule.

The Wholesale Grocers' Exchange's new terms go into effect on July 1st, after which date all goods will be net, no cash discounts and interest on all overdue accounts. Retailers doubt very much that the change will last long.

Canners are keeping up the price of strawberries, having a standing offer. For one day only they sold at 8c to 9c per box; to-day they sell at 11c to 12c, although they have been coming in quite freely. The first ripe raspberries of the season appeared on the market on Saturday, selling at 15c. Here, too, the canner was in evidence. Cherries are also beginning to come in.

Arthur Mitchell who recently bought out the grocery business of Frank H. Robinson, corner of Craig St. and the Worthy Road, takes possession on July 1st.

John McLean, formerly of McCutcheon & Co., and who some time ago opened in the grocery business at the corner of Dundas and Rectory Sts., has made an assignment.

Members of the Retail Grocers' Association are talking of an outing at Dorchester, where last summer they spent a most enjoyable half-holiday. Dorchester is an ideal place for "a time," and one of these fine Wednesday afternoons the grocery men will be found disporting themselves there.

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Western Board of Trade Convention

(Continued from page 34.)

patrol incessantly the timber areas to prevent forest fires. (3) That in addition to the natural reforestation of such areas active steps should be taken to promote the extension of timber therein.

Western Man for Railway Commission.

There is a strong desire in the west for the appointment of a western man on the Railway Commission, and this sentiment found expression in the following resolution, moved in a strong speech by W. P. Wells, Regina,:

Whereas, a bill is now before the House of Commons making provision for increasing the number of Commissioners comprising the Railway Commission; therefore be it resolved that the Federal Government be requested to appoint as a member of said commission, when enlarged, a western man, whose knowledge of western conditions would be of material assistance to the board in dealing with western problems.

In support of this resolution, P. McAra, Regina, referred to several complaints from the west which have been before the Railway Commission for a year without any action being taken. He submitted that there is urgent need for western representation on the Commission.

Wm. Ausley, Rouleau, referred to some grievances of the people on the Soo line south of Moose Jaw. These grievances would never receive proper attention until there was on the Railway Commission a western man who would be able to appreciate the importance of the complaints made.

The resolution was carried.

Grazing Lands.

A resolution was introduced by A. E. Whitmore, Regina, calling upon the Dominion Government to set aside for grazing purposes those areas in the provinces better adopted for grazing than for grain growing purposes. In support of the resolution, Mr. Whitmore said that the stock interests of Saskatchewan amount to about $50,000,000, and that they get little consideration from the Governments. Homesteaders encroach on the ranches and there is little encouragement to the rancher to improve his property. The motion was finally amended to provide for ten year leases and was then carried without opposition.

Navigation of the Saskatchewan.

There is every reason to believe that, with very little expense, the Saskatchewan river could be made a very important artery of commerce. Mayor Cook, of Prince Albert, pointed out that it is navigable from Edmonton to Grand Rapids a distance of more than 1,000 miles. Two years ago the Dominion Government undertook a survey, but it was not completed. Mr. Cook secured the adoption of a strong resolution calling on the Dominion Government to complete that survey.

Hudson's Bay Railway.

A. C. Fraser, Edmonton, is a strong believer in the feasibility of the Hudson's Bay route. He secured the adoption of the following resolution:

That in the opinion of this convention the future prosperity of this great western country, and of Canada as a whole, largely depends on cheap transportation, and that as Hudson's Bay is the natural outlet, and in our opinion is a perfectly feasible route, the Dominion Government be requested to build a road from some point on the North Saskatchewan river to Fort Churchill as a national undertaking.

A resolution relating to insurance and stock companies introduced by A. C. Fraser, Edmonton, was responsible for a long discussion. It was finally passed in the following amended form:

Whereas, since the establishment of the Provinces of Alberta and Saskatchewan a large number of Provincially incorporated fire, guarantee and live stock insurance companies have, in the absence of an insurance act, become incorporated and licensed to carry on their business in the said Provinces under the provisions of the foreign companies and joint stock

CHAS. S. PINGLE

President Medicine Hat Board of Trade.

companies ordinances of the Northwest Territories of 1901 and 1903, and, whereas, the said ordinances make no provision for a deposit with the Government for the protection of policy holders, and, whereas, likewise no provision is made for the inspection of the affairs of the said companies by the Governments of the Provinces, named, and, whereas, no provision is made whatever compelling the said companies to render an annual statement to the Governments showing their financial standing and ability, to cover any losses which may occur; therefore be it resolved that the Associated Boards of Trade of the Provinces of Alberta and Saskatchewan in convention assembled at the City of Medicine Hat on the 18th, 19th and 20th days of June, 1908, hereby expresses its strong disapproval of the present unsatisfactory conditions affecting the insuring public, and that the attention of the Provincial Legislatures be drawn to the urgent necessity of immediately enacting such legislation as will ensure a reasonable degree of security to policy holders, and that in the granting of charters to companies seeking incorporation for the purpose of carrying on insurance business or any other business wherein the credit of the public is used, the Legislature be asked to insert and enforce the following, among other conditions: 1. The deposit of an amount of cash or approved securities with the Provincial Government before such charters be issued. 2. That where an unsafe proportion of such stock is held by parties residing outside of the Province or without any proper securities in the Province, such deposit shall be proportionately increased. 3. That as the liabilities of such companies to the public increase, as revealed by their annual statements to the Provincial Government, the deposit of such companies should be proportionately increased. 4. That in no case may a fire insurance company insert in their policy any clause limiting their liability to any proportion of the face value of such policy except as provided in the ordinance to secure uniform conditions on policies of fire insurance, of 1903, of N.W.T. 5. That the securities to be authorized by the Provincial Government shall be submitted for inspection by and approval of the Provincial Government annually and at such other times as an inspection may be called for.

SATURDAY MORNING SESSION.

At the Saturday morning session, A. C. Fraser, Edmonton, brought up another grievance against the railways. It appears that they are in the habit of filing plans of survey tying up certain properties for their use and delaying paying for those properties. Often the plans are changed after long delays, and the owners of the property receive no compensation. The resolution was as follows:

Whereas, the filing of a plan of survey of a line of railway fixes the rate of compensation obtainable from a company and thus prevents the value of the property rising, even where the adjacent property continues to rise in price; and, whereas, in some cases the company deviates from the line of the original survey, and fails to purchase the property affected by said survey; and, whereas, an unreasonable and indefinite time often intervenes before a railway company completes the purchase of land required for railway purposes; and, whereas, such action is a great injustice to the individual owners, and at times the means of causing them financial embarrassment by sacrificing their personal interests to the advantage of wealthy corporations; and, whereas, great loss and inconvenience is caused to the owners of land by companies filing in lands titles offices surveys of proposed railway lines; We, the convention of the Boards of Trade of Alberta and Saskatchewan, meeting in the City of Medicine Hat, respectfully

petition that an Act be passed to compel the companies to make full settlement of the payment of the compensation or purchase price of the lands affected by the registering or filing of plans of survey as aforesaid within three months of the date of filing or registering the same, and that the rate of compensation or purchase price be fixed according to the value at the time of such settlement by a permanent Board of Arbitrators to be established for the express purpose of making prompt and satisfactory settlement in such cases.

Speaking to his motion, Mr. Fraser said that while Edmonton had a particular grievance of this kind he had no doubt that other towns had had the same experience. In 1905 one railway company filed plans tying up property in Edmonton and as yet they have neither paid for the property nor abandoned the plans. He cited the case of a widow in Edmonton whose property had been tied up by the railway company. She could have sold several times had it not been for the action of the company. Now conditions have changed, and if the company takes the property it will be at a lower figure than she could have obtained two or three years ago. If the company abandon the plans she has no redress.

The resolution was carried.

Registered Agreements of Sale.

William Short, Edmonton, moved, seconded by J. E. Bradshaw, Prince Albert, the adoption of the following important resolution:

That it is the opinion of this convention that some provision should be made for the registration of agreements for sale in the same or like manner as transfers may now be registered, only a nominal fee to be charged for such registration. Further, that a judge's order to the registrar be sufficient for the cancellation of such registration.

Mr. Short said that fully nine-tenths of the land transactions of the last five years have not been registered at all, and it was imperatively necessary that there should be some system whereby agreements of sale should be registered. The rights of creditors are affected by men selling out their equity in property without appearing on the face of the transaction at all.

The resolution was carried.

Traffic Bridges.

Bridges are urgently required in many parts of the West. Settlement follows the railways and often the new settlers find a railway bridge over the rivers along which they settle, but it is a long time before provision can be made to secure bridges for foot and vehicular traffic. The convention passed a resolution to the effect that in its opinion the railway companies on all bridges hereafter constructed should, wherever the same is necessary, be required to provide traffic facilities across all streams and rivers, the additional cost of construction and maintenance thereof to be borne by the local Government or municipality within whose jurisdiction the same may be.

Commercial Education.

The woes of the business man afflicted with incompetent office help and stenographers who are unable to spell, found expression in a strong resolution moved by A. G. Harrison, Edmonton, calling on the educational authorities to provide better commercial education in the public and high schools. This resolution was amended on motion of Mr. McAra to provide for education along agricultural lines also.

Homesteads.

The homestead grievance was ventilated by the Medicine Hat delegates. Many people who have applied for homesteads have never completed their homestead duties. They tie up vast areas of land of which they make no use. The Medicine Hat resolution called for an annual inspection of homestead lands by the Department of the Interior, and it was carried unanimously.

Permanent Secretary.

It was felt that a permanent secretary is required to follow up the work of the convention, and the executive were empowered on motion of Mr. McAra to appoint such a secretary in case satisfactory financial arrangements can be made.

Railway Charters.

The last resolution referred to the failure of railways to live up to their charters. It was moved by N. W. Martin, of Prince Albert, seconded by R. S. Cook, Mayor of that city, and carried unanimously. It was as follows:

Whereas, great hardships have resulted to settlers in Western Canada through the failure of railways to live up to their charters in the matter of completing their roads within the time specified by those charters; and, whereas, settlement in Canada takes place in advance of railway construction on the faith that the railways will be built in accordance with the terms of charters granted by the Governments of the Dominion or the Provinces: therefore be it resolved, that we memorialize the Governments of Canada and the Provinces that extensions of time and other alterations in the terms of railway charters be not granted, except after a full investigation, after the interested settlers have been duly notified and given an opportunity to oppose or approve of such extension.

Votes of Thanks.

Enthusiastic votes of thanks to Medicine Hat Board of Trade, the retiring President and the Press were carried, presented and responded to, after which the convention was brought to a close with the singing of the National Anthem.

CONVENTION NOTES.

Saskatoon next year.

Indian Head made a big effort to secure the convention next year but lost by a very close vote.

Medicine Hat hospitality is of the truly Western kind. The town certainly belonged to the delegates.

Medicine Hat—"The City of Eternal Light," and "The Town That Was Born Lucky"—does not lack picturesque names.

Wm. Pearce, Calgary and E. M. Saunders, Moose Jaw, familiar figures at previous conventions were greatly missed this year.

Secretary Hall was the hardest worked man at the convention. He was untiring in his efforts to keep the machinery running smoothly and he certainly succeeded well.

The attendance of the railway men was very much appreciated. Several misunderstandings were cleared up as the result of heart to heart talks.

Delegates and press representatives were given the privileges of the Cypress Club. A courtesy which was very much appreciated.

The influence of the Associated Boards should be greatly increased by the inclusion of Manitoba.

President MacKenzie is a winner at billiards.

"Welcome to the City of Eternal Light. This certifies that the town is yours," was printed on the badges presented to each delegate.

A smoker on Thursday night and an entertainment in the Opera House on Friday night, contributed to the gaiety of the convention nights.

SOME HINTS ON CARD WRITING.

Advertising cards on articles which are being displayed are always a source of gratifying results. Of course it is necessary to have some skill in handling a brush, otherwise the cards will present an inharmonious effect, and will detract from the general appearance of the display. There are a few simple rules to be followed in making these cards, and if they are adhered to a nice neat card will be the result. Do not try to see how much you can get onto a card, but how little to make the announcement. Be direct and to the point, avoiding ambiguity and superfluity. Lay out what is to be written on the card and estimate the space, so that as much of the announcement comes on one side as the other; in other words, preserve the balance. A little practice with the brush will enable the grocer to produce good letters. As a rule, good white cardboard, or bristol board, is the best to use, and India black ink for marking. It looks very bad, indeed, to see a serious lack of uniformity in the size of the letters. Perhaps the most unnecessary feature is speed, as sometimes these cards may have to be changed twice in the same day.

As such a large number of cards are required, it will be seen considerable speed is required, otherwise the grocer would spend most of his time writing cards. A little practice overcomes this difficulty completely.

SECOND-CLASS MATTER.

One day a wire basket fell off the top of the clerk's desk and scratched his cheek. Not having any court plaster at hand, he slapped on three two-cent postage stamps and continued his work. Later he took some papers to his employer's private office. The "old man," observing the postage stamps, exclaimed: "Look here, Jenkins! You are carrying too much postage for second-class matter!"

The Town That Was Born Lucky

Rudyard Kipling's Description of Medicine Hat Well Chosen—Wonderful Natural Advantages—Good Location for Foundrymen and Manufacturers—Alberta to Become a Manufacturing Province and Medicine Hat A Centre of Industry.

When Kipling described Medicine Hat as "the town that was born lucky," he expressed in picturesque and striking phrase the simple fact about the wonderful gas city in South-eastern Alberta. Sometimes it is a handicap to be born lucky, as witness the prevailing belief as to the lack of success of rich men's sons. But Medicine Hat is determined to make the most of the good fortune with which bountiful nature has supplied her and her people are of the class who would make a success of the building up of a town with less natural advantages than those possessed by the city of which they have every reason to be proud. Situated in the middle west, about halfway between Winnipeg and Vancouver, in the heart of the most rapidly developing section of the Dominion, this ambitious young city with its wealth of natural gas supplies is in an admirable position to become a manufacturing centre of the first importance. That this is the future of Medicine Hat not one of the citizens has any doubts and eastern skeptics who come to scoff are now remaining to investigate. The opportunities of the place, the future which it offers, grip the attention of the honest investigator.

The Natural Gas Asset.

The natural gas field in South-eastern Alberta covers, as nearly as can be ascertained, an area of about 100 miles in length by 50 miles in breadth and bids fair to be one of the best natural gas fields in the world. It is one of the largest gas areas known. One of the Medicine Hat wells shows the highest rock pressure in America with the exception of some of the West Virginian wells. On the day the flow was struck the well accumulated a pressure of 400 pounds in twelve minutes. Several weeks later this well accumulated the same pressure in eight minutes, showing an increase in the flow. The pressure in this well is now more than 500 feet and it is supplying the whole city and the water works pumping station. The other four wells on the municipal system have been shut off as their supply was not needed. Ten wells have been drilled in Medicine Hat, and in every one gas has been found, showing that the supply is practically inexhaustible.

A good flow is found in any part of this district at a depth of 650 feet, but by boring for 1,000 feet the best dry gas in America is struck. When it is remembered that the gas area has been explored and proved over the immense area indicated above and that gas can be obtained by boring in practically all parts of this area it can readily be understood that South-eastern Alberta possesses in this gift of nature one of the most valuable assets.

The gas is almost pure methane (swamp gas) the analyis being as follows:

Methane, 99.49 per cent.
Hydrogen, .51 per cent.
Oxygen, trace.

The British Thermal Units (B.T.U.) per 1,000 feet of Medicine Hat natural gas are as follows, shown in comparison with other gas areas in America:

Medicine Hat gas	1,100,000
West Virginia	1,145,000
Ohio and Indiana	1,095,000
Kansas	1,100 000
Gas made from coal	755,000
Water gas	350,000
Producer gas from bituminous coal	155,000

The above figures show conclusively the value of the Medicine Hat gas as a fuel in comparison with the gas obtained in other fields or manufactured in various ways.

Will It Last?

But will this last? is the question asked by every skeptic. No, it is not likely to last forever, but there is little probability of the supply being exhausted during the life-time of the questioner. The coal areas will not last forever, they must some day be exhausted; but that day is so far remote that there need be no cause for anxiety for many years to come. Similarly there need be no cause for anxiety about the Medicine Hat gas field. As yet the vast gas field has been tapped in only a few places and it extends over a vast area. The fact that a great reservoir exists under the city of Medicine Hat and district is shown by the way in which the wells in that city have stood for years the drain made upon them without showing any diminution in the pressure or volume. The engineer in charge of the C.P.R. well and shops assured the writer that there has not been one ounce of diminution in the maximum pressure of that well since the day it was started, about three and one-half years ago.

The C.P.R. Shops.

That this particular well is subject to constant drain is soon seen by an inspection of the C.P.R. shops and roundhouse. These shops afford an agreeable contrast to most shops of the kind. Except for the coal for the locomotives there is not a pound of coal or a stick of kindling wood to be seen in the place. Consequently there is no smoke and no dirt. Natural gas from the company's own well furnishes all the light, heat and power required and it is estimated that the saving to the company amounts at least to $60,000 per year.

Formerly in firing up their engines hundreds of cords of wood and a large quantity of oil and waste were used, the operation requiring a long time. Today a few inches of coal are thrown into the fire box of the locomotive, a burner in the shape of the letter U about six feet in length, made of iron tubing, perforated and attached to a rubber hose is thrown in on top of this coal and ignited. The coal is quickly kindled from the top down and at the same time steam is made in the boiler. Under the old system it took from three to four hours to have an engine ready for the road but with the use of gas a cold engine can be got under steam and ready for the road in one and one-half hours. This one item means a saving to the company of six thousand dollars a year.

Locomotive and car springs for the entire division are made in the Medicine Hat shops in a small furnace operated with natural gas. With crude appliances the engineer in charge is demonstrating what can be done in making brass castings. There is plenty of molding sand in the immediate vicinity and with gas at hand for the furnaces there is a splendid opening in Medicine Hat for a foundry.

The Cost of Power.

With a small initial capital expense any manufacturing plant locating in Medicine Hat can secure light, heat and power practically free for all time to come. That is, the items of light, heat and power can be practically eliminated from the manufacturers cost sheets and every manufacturer who has figured what these three items cost him must know what an important saving this represents.

In the course of a very interesting paper on "The Cost of Power," delivered before the Canadian Manufacturers' Association last September by L. G. Reid, consulting engineer, Montreal, it was pointed out that very few manufacturers know what their power is really costing them. He said:

Let us take for an illustration a moderate-sized ordinary steam plant and let us assume that it operates on the basis of ten hours per day for 300 days in the year and that the actual average power required throughout each day of ten hours is 200 horse-power and let us take coal at $3.50 per ton.

"It is safe to say that the coal bill for one year in such a plant will not be less than $4,500; that you will pay your engineer $1,000, and after the incidentals have been added for oil, pack-

ing, waste, etc., the total amount will be $6 200. Then additions for interest and depreciation will usually bring this amount up to at least $7,000, or say, $35 per horse-power and the average of 200 horse-power.

"It is probably safe to say that not one manufacturing plant in fifty is making its own power for so low a cost as $35.

"Now let us see what this $7,000 per year as a fixed charge for power really stands for.

"$7,000 represents the net profits on perhaps $75,000 to $100,000 of finished product.

"It represents a fixed charge against your business equivalent to $140,000 of 5 per cent. bonds, and it is needless to say you would give much thought to the question of the issuance of such an amount of bonds."

The whole purpose of Mr. Reid's paper was to point out the importance of watching the cost of the power department and to suggest economies whereby the cost of steam power might be reduced to $25 per horse power per annum upon the average load used. He did not think it could be reduced to any lower figure and he is a man who ought to know. On the other hand, the lowest price at which it is expected that Niagara power can be delivered in Ontario towns is about $17 per horse-power per annum and it has yet to be demonstrated that this can be done.

What a Comparison Shows.

In comparison with the above what can the gas city of the west offer to the manufacturer?

Mr. Reid estimated the average cost of 200 horse-power per annum for the plant used in his illustration to be at least $7,000. A manufacturer can drill his own well in Medicine Hat and thus secure a supply of light, heat and power (not power alone) in perpetuity for much less than it would cost him for steam power for one year only. Drilling costs $2.50 per foot for the first 700 feet and $3 per foot beyond that up to 1,000 feet. Including the cost of the necessary piping the entire cost of a well 1,000 feet deep is about $4 500. That is, for an expenditure of $4,500 a manufacturer can obtain in perpetuity a supply of light, heat and power as compared with an expenditure of $7,000 per annum for power alone. This comparison does not do justice to Medicine Hat for an unlimited supply of power can be obtained from the one well, not merely 200 horse-power.

Municipally Owned Wells.

On the other hand, if the manufacturer does not want to go to the expense of sinking his own well he can buy his gas from the city. Medicine Hat controls its own gas supply as a municipal enterprise and the price to manufacturers is only 5 cents per thousand cubic feet.

Taking a 200 horse-power engine as the basis of calculation the cost of power then works out about as follows: Natural gas consumed at the rate of sixteen cubic feet per horse-power per hour at five cents per thousand feet makes $1.60 per day for ten hours, which, multiplied by the three hundred working days in the year, gives the cost for operating a 200 horse-power engine in so far as fuel is concerned, $480 per annum or $2.40 per horse-power per annum. No stokers are required, no coal being freighted from mines to be used under your boilers, and no refuse or ashes to be carted away. Every foot of gas paid for can be used and the manufacturer pays only for what he uses. If the load during the day is fifty horse-power you pay for the amount of fuel required to produce fifty horse-power. If at any time during the day, the peak load reaches your maximum of 200 horse-power you pay for that and no more, no less. To those who have never investigated the merits of natural gas as a power producer this may seem almost incredible, but investigation will show the correctness of these figures. It should also, be borne in mind that the gas will supply light and heat as well as power—the same commodity that drives the engine will also light and heat the plant and buildings.

The Call to Manufacturers.

This, then, is the why and wherefore of Medicine Hat's right to the name "The town that was born lucky." During the severe winter of 1906-7 when there was so great distress throughout Western Canada because of the fuel famine, Medicine Hat had no trouble Her fuel supply was at hand. While other cities are at work on schemes for securing cheap hydro-electric power Medicine Hat has the cheapest power on the continent. With justice, therefore, does she extend an invitation to outside manufacturers to locate in the gas city. Nowhere else can they secure power at anything like the price.

The market is a growing one. At this late day it is not necessary to point to the rapid growth of the Canadian West. The Western Provinces are receiving the bulk of the immigration to Canada and there is room for millions more. This will soon be the largest market in Canada and just as manufacturing has followed the westward trend in the United States, so it is bound to do in Canada. Some province in the west is going to be a manufacturing province and the people of Alberta believe that theirs is the province fitted by nature to fulfil that destiny. Medicine Hat with its cheap light, heat and power believes that among the manufacturing cities of the west it is to have first place.

HOME-MADE FIRE EXTINGUISHER

An inexpensive fire extinguisher may be made by taking twenty parts of common lime; salt, five parts, and water, seventy-five parts. Mix well and put in thin bottles. In case of fire a bottle should be thrown so that it will break in or near the fire, when the gases liberated from the water—salt and lime solution—will put it out. This mixture is said to be better and cheaper than that used in many of the high-priced fire extinguishers installed for fire protection.

TO KEEP TAB ON FLOATING FAMILIES.

Toledo Grocers' Association Institutes Scheme to Follow Frequent Movers.

The Toledo, O., Grocers' Association has hit upon a novel plan to keep track of removals of families in which the members of the organization may be interested through uncollected bills. There, as in every large city, it has often been hard to keep a close "tab" on what are termed "floaters" in the retail business, a name applied to those who often find it cheaper to move than pay rent and grocery bills.

In the smaller towns it is comparatively easy to know of the goings and comings of the householders, but in large cities it is often the case that people move between two days and it is long before the creditors know either of the move or where the delinquents moved to.

The Toledo plan to keep track of such moves is in the shape of a municipal ordinance which provides that every drayman or person who is engaged in the moving of persons from one house to another shall make a regular report of the moving to the proper authorities, the report being made a matter of public record.

The association is fostering the plan and has arranged to have the following ordinance introduced at an early day, with each of the members pledged to work hard for its passage:

"An ordinance concerning the removal of the habitation of families and other persons in the city of Toledo, and providing penalties for the violation of said ordinance.

"Section 1. Be it ordained by the Mayor and common council of the city of Toledo, that hereafter all draymen and other persons who remove or assist in removing any family or person into any building or room in said city, or from any building or any room in said city, shall immediately after such removal report such removal to the superintendent of police of said city, giving the name of the person or family so removed, from where and to where removed removed, giving the street and number of the building from which and to which such removal takes place, and the date of such removal, which report shall be made upon cards provided for that purpose by the superintendent of police, and signed by the drayman or other persons engaged in such removal.

"Section 2. Any person failing or refusing to comply with the provisions of this ordinance, upon conviction thereof, shall be fined in any sum not less than one dollar, nor more than five dollars, with costs of prosecution."

Draymen's Removal Card.

Dray No. .....
Removed from ..... Street
Removed to ..... Street
Date of removal ....., 190...
Signed .....
Drayman.

—American Grocer.

The Twin Cities of Alberta

A. G. Harrison, Secretary Edmonton Board of Trade, Describes Some of the Advantages of the Adjoining Cities of Edmonton and Strathcona.

Edmonton is beautifully located on the north bank of the North Saskatchewan River with Strathcona on the south bank. The population of Edmonton is approximately 20,000, and that of Strathcona 5,000, making a joint population of the twin cities of 25,000. This rapidly-growing city is very unlike the prairie towns, being 150 feet above the river bed, and has wooded and park-like surroundings. The term "Northern Alberta" so often used as applying to Edmonton is a mis-nomer, as the city is in reality 50 miles south of the geographical centre of the province.

One of Edmonton's New Business Blocks.

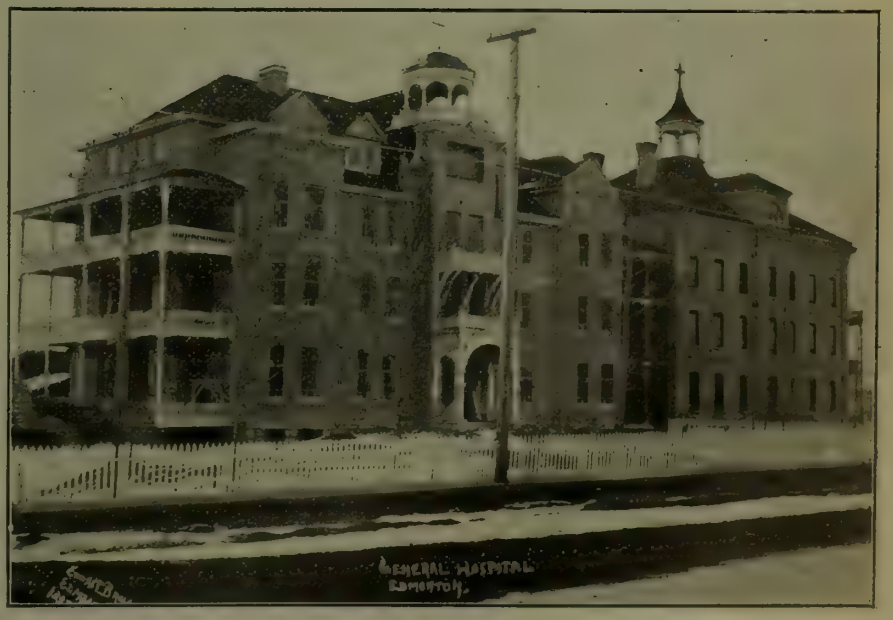
The city owns and operates its own water service, has electric light and an up-to-date sewage system lately installed and has also discarded the old telephone and installed the automatic Strowger telephone throughout the city. It has also fine pavements and boulevardes while street car tracks are in course of construction through the main thoroughfares, the street railway franchise being owned by the city. Natural gas has recently been discovered at Morinville 18 miles north of the city. This will be piped to Edmonton and will be of great commercial value.

Edmonton has fourteen chartered banks (which fact alone demonstrates stability), twenty-two hotels, two daily, five weekly and three monthly newspapers, four saw mills and planing mills, one modern brewery, two aerated water factories, a seven-storey packing and storage plant costing over $1,000,000 to erect, tent and mattress factories, three brick yards, steam laundries, etc., and many of the chief eastern wholesale houses are represented here with branch warehouses or agents.

The Provincial Parliament buildings are being erected at a cost of $1,250,000, five banks have erected handsome brick buildings, the Swift Co. packing plant is drawing near to completion, a four-storey building, 100x60 feet, is being erected on Main St. for apartments and stores, while there are also several large business blocks being erected throughout the various business portions of the city. How the city is going ahead is shown by the record of building permits, as follows; 1905, $750,000; 1906, $1,868,069; 1907, $2,280,210; and for 1908 up to May 15, $1,602,980.

Edmonton is practically built on an enormous coal bed, it being impossible to walk up or down the river without seeing the huge seams exposed. Hundreds of tons are shipped annually, the price at the pit mouth being about $1 per ton, and delivered in the city at $3.50. Modern mining machinery is being installed and the coal industry is only in its infancy. Then, it has a rich territory extending at least 400 miles to the east, 300 miles south and 500 miles to the west and north in which the local industries have a practical monopoly.

By the end of the year Edmonton will have no less than three transcontinental railways. As soon as the Canadian Northern Railway reached Edmonton the city became a permanent distributing centre. Freight rates were adjusted and Edmonton placed on an equal footing with other distributing centres of Western Canada. Then the Canadian Pacific Railway have definitely announced it to be part of their policy to make Edmonton a wholesale and distributing centre, while then the Grand Trunk Pacific will further add to the city's advantages, and bring it to the fore as a distributing centre.



New General Hospital Building, Edmonton.

With its surrounding country contain-

ing ... ural resources, such as coal, timber, clay and marl deposits, natural gas supply and petroleum fields, iron ore deposits, quartz mining claims, etc.. Edmonton offers excellent openings for factories and mills, the following being the chief industries for which there are opportunities: Woolen mills, pickle factories, cereal mills, box factories, furniture factories, soap factories, cement works, paper mills, oatmeal mills, malting houses, wholesale fur house, terra cotta and ornamental brick factories and others. Edmonton does not offer bonuses to factories because the location is too good to make it necessary. It does, however, offer water, light and power at cost and a fixed rate of taxation for a number of years.

Edmonton being the capital city, with the Government House located here, makes it a social centre. The University across the river in Strathcona, and the Alberta College at Edmonton shows it to be an educational centre.

Edmonton is in a mixed farming district, having a rich black soil, on which wild vegetation thrives wonderfully, producing good hay for the winter at the mere cost of labor. Wheat averages from 25 to 50 bushels per acre, oats from 30 to 80, and barley from 40 to 60. There is an unlimited choice of free homestead lands from 50 to 60 miles out of the city and further.

The beautiful autumns, the mild winters and the cool nights in summer (no matter how warm the day) have won for the province the name of "Sunny Alberta."

A LIVE BOARD OF TRADE.

This year the Saskatoon Board of Trade did a very wise thing, which, though costing the city a considerable amount, will in the near future amply repay the outlay.

Early in the year the executive, or council, of the board, saw that some live advertising ought to be done in order to induce manufacturing concerns and wholesale houses to locate here. With keen penetration into the future, and with the knowledge that Saskatoon was fast becoming a railway centre in the middle west, they cast about for a responsible, competent and trustworthy man to manage their affairs. They could also see that two additional transcontinental railways were making this a

F. MACLURE SCLANDERS
Commissioner Saskatoon Board of Trade.

divisional point, with stations, shops, and roundhouses. They had in mind a power scheme now on foot to harness the waters of the Saskatchewan River for power purposes.

The fact that the city is situated in the heart of the hard wheat belt, too, destined it to become a wholesale centre and distributing point, with railways radiating in all directions, thus making shipping facilities all that could be desired.

With the object in view of bringing the advantages of Saskatoon to the notice of the general public, merchants, wholesalers and manufacturers in all parts of Canada and the States, F. Maclure Sclanders, St. John, N.B., was chosen commissioner to the board, with instructions to conduct a wide advertising campaign. M. Isbister, president of the board, himself an alert and keen business man, and a hardwareman, with his executive have been most fortunate in their choice, and Mr. Sclanders has been very successful in conducting the work under their directions.

A special pamphlet has been compiled overflowing with illustrations and information of a nature that is convincing, with statistics, data and other matter. Stationery has been secured with maps of the surrounding country shown on the back and advertising space has been taken in the leading papers and magazines.

Not content with advertising from this end merely, the board decided to send a delegate to St. Paul, on the south side of the line, armed with samples of wheat and the necessary literature. This delegate, S. G. Lawson, remained in St. Paul one month, addressing meetings of farmers, merchants and manufacturers. He also secured an interview with Senator J. J. Hill and interested the great railway magnate in this part of the northwest.

Nor have the labors of the board stopped here. On the opening of the new Canadian Pacific Railway from Winnipeg west, the board seized the opportunity, with the co-operation of Mayor Wilson, to charter a special train from the latter place, and invited the jobbers and manufacturers of Winnipeg to take a trip to the "hub" of the hard wheat belt. Quite a number availed themselves of the opportunity the trip afforded and were entertained by the city authorities.

E. C. Witte is traveling for Maclure & Langley in Montreal.

G. A. Witmer, representing Gorman, Eckert & Co., London, Ont., spent a few days in Montreal last week.

Some Sauces are too Cheap—

Others are too hot to suit your customers

BUT HOLBROOK'S

Worcestershire SAUCE

will always satisfy———besides leaving you a good profit.

HOLBROOKS LIMITED

Canadian Branch, 25 Front St. E., TORONTO
Manager, H. GILBERT NOBBS

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER
Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.

Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato,** not the **Tomato** to the size of the **Opening.**

Pack **Whole Tomatoes,** not Crushed Fruit.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Max Ams Patents

FREIGHT SAVED YOU

is just the same as so much extra profit. That is why—**Eastern Township Grocers**—we know you will be profitably interested in having our travellers call upon you. We can supply all your grocery wants below Montreal or Quebec prices.

T. A. Bourque & Co., Reg., Sherbrooke, Que.

Wholesale Grocers

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

TODHUNTER'S COFFEE BLENDS SOLD ON MERIT

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT. WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER MITCHELL & Co. COFFEE IMPORTERS TORONTO

Tacks

We cannot say a great deal about **Carpet Tacks**, they are such a common, every day necessity.

"Pigs *is* Pigs" and "Carpet Tacks is Carpet Tacks."

What we want to tell you, though, is that the little **Bank Package** above is filled with our excellent tacks, and it assists sales wonderfully, retailing at 5 cents.

With these on hand **you can actually feature tacks.**

Drop us a line for a trial lot. It's a pleasure to give you further information.

The Bazin Manufacturing Co.

94 Arago St., QUEBEC

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal

SYMINGTON'S

EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. EDINBURGH

When Ordering

VALENCIA RAISINS

This Year

Ask for these Marks—

"M.D. & Co. Beaver"

Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers

Selected

Fine Off-Stalk

They will please you.

PACKED BY

MAHIQUES, DOMENECH & CO.

Agents: ROSE & LAFLAMME, Limited

MONTREAL and TORONTO

GENUINE MERIT

and good value are the reasons why all women prefer to buy

Paterson's Worcester Sauce

All grocers should sell it —if they don't they miss sales.

ROSE & LAFLAMME, LIMITED
Agents, Montreal and Toronto

The Man with the big Coffee business is the Man who sells High-Grade Coffees such as Chase & Sanborn's because Consumers appreciate quality and uniformity in their Coffee probably more than in anything else.

CHASE & SANBORN

Importers MONTREAL

O'MARA'S BACON

I GUARANTEE FIRST-CLASS GOODS & PROMPT SHIPMENT

HERE IS A LETTER JUST TO HAND:

Ottawa, June 6th, 1908

Dear Sir:

"I have received the goods and you have received the money, and I thank you for prompt delivery and good quality."

Yours very truly,

F. SCHILLING.

QUOTATIONS CHEERFULLY GIVEN

JOSEPH O'MARA

PORK PACKER

PALMERSTON, - - ONT.

FOR THE HOLIDAY DOMINION DAY

Cooked Hams
Potted Tongue
Potted Hocks
Bologna Sausage

Order now—mail, telegraph or telephone, or to our travellers.

F. W. Fearman Co.

Limited

Hamilton, Ont.

Sell the Best

"Canada First" Brands Evaporated Cream and Condensed Milk

Prepared in Modern Sanitary Factory.

Manufactured and Guaranteed by

The Aylmer Condensed Milk Co. Limited

Factory, Aylmer, Ont.

Sales Office, 39 James St. South, Hamilton, Ont.

Ryan's

Short Roll Bacon

is a distinct improvement on any other bacon offered the trade. Grocers who have been selling it call it an exceedingly profitable line, as it is the cheapest meat—quality considered—on the market. It is produced exclusively from carefully fed young hogs, mild-cured and without an equal in tender deliciousness. We are offering it at a price that will leave you an excellent profit.

Prices Mailed on Request

The WM. RYAN CO. LIMITED

70-72 Front Street East

TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, July 2, 1908.

The continuance of warm weather and those conditions which lead to perfect pasturage in the country, is having an obvious effect on the volume of cheese which is arriving daily. The outlook is optimistic for the trade, as the practical assurance of good crops throughout Canada this year will render it possible for farmers to keep their cows during the winter, and not be obliged to kill them off owing to a scarcity of feed. Such a condition as the latter is certainly deplorable, as its effects are so lasting, being felt for some few years.

A rather gratifying feature of the market this week is the increasing strength in the price in England. This is especially the case at London, while Bristol and Liverpool have been somewhat slower to react.

It was thought that the continuance of the high prices which are ruling here would put the product beyond the export basis, but if a sympathetic movement has set in over in England, and the demand increases in proportion, the margin of profit to the exporters will remain the same, although the prices are higher all around. The long-standing difference between the Montreal exporters and the Belleville board has at last been arranged amicably. The bone of contention has been the day of meeting, but now this difficulty has been surmounted and the board will meet on Thursdays, which day it is expected will result satisfactorily to the interests of both the exporters and the farmers. High prices are certainly being asked in the country. At St. Hyacinthe as high as 12 1-16c was asked for colored, and 12c for white. Local reaction to these prices is not quite complete yet, but will be shortly. The local price stands around 11¼c to 11½c for new and 11¼c to 11⅝c for twins. The receipts for the week were 99,442 boxes, as compared with 103,442 boxes for the corresponding week of last year. These figures show a deficit of 3,576 boxes, as compared with last year's figures. Receipts since May 1 are 387,182 boxes, as compared with 465,568 boxes for the season of last year for the corresponding length of time. These figures show an improvement, and each week the difference for corresponding periods becomes less. It is thought by the trade that prices have about reached the top notch.

The butter market continues high in price, with a good local demand, and enquiries arriving from England. The price has not changed since our last bulletin. Finest Eastern Townships is worth 24c to 24¼c; Quebec sections, 23½c to 23¾c; Ontario dairies, 20c to 21c. Supplies are arriving in generous quantities, but the quality has fallen off slightly, which may be a result of the prevailing high temperature. Receipts of butter for the week were 23,510 packages, as compared with 17,959 packages for the same period last year. The comparison of the season's receipts is as follows: 1908, 99,513 packages, as compared with 108,301 packages for 1907.

THE PROVISION SITUATION

Toronto, July 2, 1908.

With factories running full time, deliveries of hogs fairly heavy, and a brisk demand for their products, both at home and abroad, the Canadian packers are feeling considerably better this week. Business is in better condition than it has been for several months and a better general tone is felt throughout the industry.

The advance on Canadian bacon in the British market noted last week has continued and now 60s are being paid with a brisker demand than has been felt for some time. The advances during the week amounted to at least 2s.

Various causes have contributed to the improvement, but the main reason assigned by the packers is the great improvement in demand for bacon and other hog products during the summer months. A well known packer made the statement this week that the summer demand for bacon, not only in Canada, but also abroad, is three times that of any other season. Another reason given is the lighter shipments recently of products to the British market. While Canadian exports have been exceedingly light for some time Danish shippers have kept themselves exceedingly busy and have been sending over large supplies to the British market, so that this reason can scarcely be given much credence. Last week, for instance, the Danish "killings" aggregated 42,000, and they have been running at this and higher, with the exception of a few weeks, all this year. The American shipments, however, have been rather lighter lately and last week was only a fair one. The situation existing in the United States markets is summarized in the following report from the New York Journal of Commerce: "The past week has witnessed a continuation of the packers' efforts to bull hog products of which they are the owners, and of which they wish to reduce the stocks, which are still accumulating, except of meats, and these have been advanced on the usual improvement in demand at this season of the year until prices are now checking that demand. Lard is almost unsalable in any volume, though pressure of cash is not noticeable as the city cutters are nearly out of the market, owing to the high cost of hogs due to their producing nothing beyond the wants of their retail trade in meats, which makes the supply of city lard very light and throws demand onto western, which the packers are not pressing. The supply of hogs has been moderately good and somewhat large for the past week, with the restoration of transportation in the late flooded districts, but the average weight is still running light, due largely to the high prices of corn, as explained in our last week's review."

With the brisker business in Canadian packing houses noted above, prices have advanced another notch. $6.25 to $6.35 is being paid this week for hogs f.o.b. country points, and $6.55 to $6.60 for fed and watered animals. At these prices deliveries have been pretty brisk, though they fell off somewhat later in the week. The quality of hogs coming in has been somewhat better, fewer fat animals being offered.

This improved condition of affairs seems likely to be more than temporary. It is part of the usual good summer's business and should continue with more or less activity, till late in the year.

PROVISION MARKETS

MONTREAL.

PROVISIONS—The provision market is stronger this week, owing, no doubt, to the advance in the market in England. The demand has been very good during the week and the change has not been large in any individual case, but has been fairly comprehensive, embracing the majority of lines.

Lard, pure tierces		0 12
"	56-lb. tubs	0 12⅜
"	20-lb. pails, wood	0 12½
"	cases, 10-lb. tins, 60 lbs. in case	0 12½
"	" 5-lb. "	0 12⅝
"	" 3-lb. "	0 12⅝
Lard, compound, tierces, per lb.	0 09	0 09½
" "	tubs 0 08¾	0 09¾
" "	20-lb. pails, wood	0 09¾
" "	20-lb. pails, tin	0 09¾
" "	cases, 10-lb. tins, 60 lbs. in case 0 09¾	0 10
" "	" 5-lb. " 0 08¾	0 10
" "	" 3-lb. "	0 10
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork		22 50
Canadian short cut clear	21 50	22 00
Very heavy clear fat back	22 00	22 50
Breakfast bacon, per lb	0 13	0 15
Hams	0 12	0 13
Extra plate beef, per bbl		17 50

BUTTER—There is no change in the prices of butter this week, and receipts continue large. There is a very good local demand.

Fresh Creamery, solids, lo		0 24
" " prints, lb		0 24
Dairy, tubs, lo	0 19	0 21½

CHEESE—The cheese market is firm and prices are running too high to favor a large export business. It is the general impression that prices have reached a top notch. The continued fine condition of the pastures is reflected in the large quantities of cheese which are daily arriving.

Cheese, new, large		0 12½
" " twins		0 12½
" old		0 15½

EGGS—Receipts are falling off considerably owing to the hot weather, and

a large number of the eggs shipped are being affected by the heat. Demand is good, especially for the guaranteed stock.

New laids	0 19	0 20
Selected	0 18	0 18½
Ordinary candled	0 17	0 17½
No 2 Eggs	0 15	0 15½

HONEY—There is not much doing in this product. Demand is light; likewise stocks. The range of prices has contracted a little, otherwise no changes.

White clover comb honey	0 13½	0 14½
Buckwheat, extracted	0 10	0 11
Clover, strained, bulk	0 11	0 13

Saskatchewan Merchants!!

Get highest **CASH** prices on the

REGINA MARKET

(and prompt returns) for your

BUTTER, EGGS and POULTRY

by shipping direct to

THE REGINA FRUIT AND PRODUCE CO.,

ROSE ST. REGINA, SASK.

Trial orders and correspondence solicited

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS
128 Adelaide Street E., Toronto

We Want Butter!

Dairy Tubs, Creamery Solids

We will buy f.o.b. your station, in large or small quantities.

Write or phone us with best quotations.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO

FEATHERS of all kinds and of the best quality can be had at reasonable prices of

P. POULIN & CO.
MONTREAL
Ask for quotations.

USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

TORONTO.

PROVISIONS—Very fair business is being done in all lines, especially in smoked meats, and hams and bacon have advanced half a cent a pound. Lard is slightly firmer, in sympathy with butter, and if the export demand for bacon and other provision lines keeps up, the local market will feel the impetus and increased prices will prevail. A few of the Toronto packing concerns are already working full time on export orders, and an optimistic feeling pervades the trade.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb	0 14	0 15
Roll bacon, per lb		0 10½
Light hams, per lb		0 14
Medium hams, per lb		0 14
Large hams, per lb	0 12	0 12½
Shoulder hams, per lb	0 09½	0 10
Backs, plain, per lb		0 16½
" pea meal		0 17
Heavy mess pork, per bbl	18 50	19 00
Short cut, per bbl		22 50
Lard, tierces, per lb		0 11½
" tubs "		0 12
" pails "		0 12½
" compounds, per lb	0 8½	0 09½
Plate beef, per 200-lb. bbl	15 50	16 00
Dressed hogs	0 08	0 08½

BUTTER—A speculative demand appears to be keeping up the price of butter. The quality, of course, is A1, but dealers cannot understand why in the face of the enormous make of butter, prices should be as high as they are. Last year the few butter-makers made some money and this year nearly every farmer is making butter, expecting to repeat the performance of a year ago, and they seem to be reaping a harvest at that. Dealers and retailers are vieing with each other in offering good prices to the farmer right at his door, and he (the farmer) is taking advantage of the largest price offering. Dealers do not now anticipate a lowering of butter prices, but there is no telling what may happen if there is a let-up in the present demand, for there are surely some people with stocks of butter on their hands. In the meantime butter quotations are higher than a week ago.

	Per lb.	
Creamery prints	0 23	0 24
Creamery solids		0 22
Farmers' separator butter	0 21	0 23
Dairy prints, choice	0 19	0 20
" ordinary	0 18	0 19
" tubs, choice	0 19	0 20
Bakers' butter	0 16	0 17

EGGS—Supplies are very scarce and shrinkage just at this season is very great, owing to the warm weather. Prices, therefore, have firmed up somewhat. One dealer reports having received but one-fifth the number of eggs to date that he did a year ago. For extra choice eggs 20c a dozen is the price, while for new laid 19c to 19½c is the quotation.

CHEESE—Old cheese is practically off the local market, and what little there is has advanced a cent in price. New cheese is fairly plentiful and with the exit of old and the export feeling, this, too, has developed a firmer tone.

Cheese, large, prime old	0 14½	0 15
" " " new		0 12½
" twins, new	0 12½	0 13

POULTRY—Very quiet trading is being done, but the prospect is that a revived business is developing. Spring chickens have declined and turkeys have advanced. Old ducks which were selling around 12c to 14c, are off, and young ducks are taking their place.

Spring chickens, per lb	0 20	0 25
Hens per lb	0 08	0 10
Young Ducks, per lb	0 14	0 16
Turkeys, per lb	0 13	0 14

RETURNED FROM EUROPE.

Henri Jonas, of Henri Jonas & Co., Montreal, has just returned from a fourteen week trip to Europe, where he visited several countries, including France, Spain, Italy and Switzerland. Mr. Jonas was over in the interests of his business and closely observed conditions governing the European markets while there.

"People of Brittany are rejoiced," said Mr. Jonas to The Grocer, "over the fact that the sardine industry is likely to be revived. It is three years since sardines stopped frequenting the coast of France, and the famous French sardines became so scarce as to be absolutely off the market. We ought to know pretty soon now what the pack this year is, as the run is at its height in June. Prices will be very high, naturally, as the supply will not nearly fill the demand, and figures will not be as low as they were four years ago for an indefinite period.

"Yes, olive oil is scarce. French and Italian olive oil is very high in price. Within six weeks, while I was there, there was a rise in the price asked of from 15 to 25 francs per 100 kilos. And the worst of it is there will be no more oil until after the crop is harvested next March.

"In Spain the olive business is very brisk. Eight or ten years ago there were not more than three or four packers, but now some forty houses are shipping. The Spanish olives are coming down to normal figures again, and they will soon be in the neighborhood in price of what they were three or four years ago. They had a large stock on hand and then there was a big crop, so that lower prices were but natural. The combine being no more, there are more sellers on the market, and prices are now more likely to be cut for a sale than heretofore.

"French peas are likely to be an average crop, but there will be no surplus, and late orders will not be filled completely. Prunes are looking well, and ought to turn out satisfactorily, in fact, all fruits looked good to me, but we shall have to wait to see what develops.

"Mushrooms are lower, being $2.50 to $3 a case below what they were at this time last year, but the demand there is for this line will soon eat up the stocks, when prices will again climb."

Mr. Jonas says that there was a very cold spell on the continent at the end of May. He was in Switzerland on May 26, when eight to ten inches of snow fell, something which rarely occurs in that country at so late a date. Toward the first of June a depressing heat wave brought on the other extreme. In Paris the first few days in June the temperature was around 93 degrees in the shade.

Mr. Jonas will leave for Europe again on a five week trip, on July 21.

Thos. J. Lipton is demonstrating Lipton's teas in Mayrand & Pouliot's store, in Quebec, this week. Beginning July 8, for two months, this company will run a tea room at 107 St. John Street, for the tercentenary celebrations. D. F. Carter, the firm's Quebec Province representative, will be in charge, while Lipton's Cingalese will be there during the whole time in full force.

Rowat's

The name Rowat's associated with

Olives

and

Pickles

has been a guide to every Canadian grocer and consumer. The care that is exercised in the preparation of these goods assures perfect cleanliness, purity, and selling qualities.

ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal
HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet
VANCOUVER—Jarvis & Co.

Royal Salad Dressing

has been made for 35 years. Last year's sale was largest. It is easy to tell why; holds old friends and makes new ones. It's the old story of quality and merit. The finest stores throughout the country furnish to their finest trade **ROYAL SALAD DRESSING.** Manufactured in Canada only by

Horton-Cato Mfg. Co.
Windsor, Ont.

CLARK'S SPECIAL OX-TONGUE CAMPAIGN

in all leading newspapers from coast to coast is now running.

Over 1,000,000 people will read these advertisements.

Be prepared for the demand this will create.

Send in your orders now for Clark's Ox Tongue. Specify 2s as that is the size which is pushed.

WM. CLARK
Manufacturer
MONTREAL

There is only

One

BOVRIL

Do not load your shelves with inferior imitations These when sold will not please your customers.
BOVRIL will always do you credit.

Supplies can be obtained from—

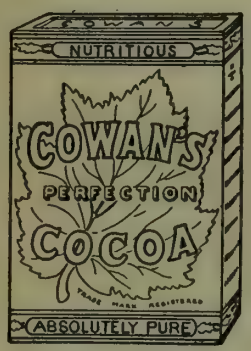
BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street
A. B. MITCHELL - - - - - - - **HALIFAX, N.S.**
Mitchell's Wharf
R. S. McINDOE - - - - - - - - - **TORONTO**
120 Church Street
W. L. McKENZIE & CO. - - - - - - - **WINNIPEG**
306 Ross Avenue
A. C. URQUHART & CO. - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

COWAN'S

is the name which stands for all that is best and most profitable in

Cocoa and Chocolate



Cowan's Cocoa and Chocolate is absolutely pure, having a flavor which is the despair of rival manufacturers.

The Cowan Co., Ltd.

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice **Lozenges**

NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Nothing commends itself to the wise housekeeper so much as the assurance that what she buys is right and pure

Mott's

"Diamond" and "Elite"
brands of

Chocolate

have for more than a quarter of a century held her confidence.

FOR SALE BY ALL JOBBERS IN CANADA.

John P. Mott & Co.,
Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

THE GROCER'S EAR

We want it for a few moments to tell him how much easier it is to sell

Shredded Wheat Biscuit

than it is to sell any other breakfast cereal. Here are a few of the "selling arguments" for Shredded Wheat:

1 Shredded Wheat is the whole wheat—nothing added, nothing taken away—cleaned, steam-cooked, shredded and baked.

2 The porous shreds are quickly penetrated by the digestive juices, making it more easily digested than mushy porridges or other breakfast foods.

3 Pound for pound, it contains more muscle-making, brain-building material than beef-steak or eggs, and costs much less.

4 Being in biscuit form, it has many more culinary uses than the ordinary breakfast cereal, forming delicious combinations with fruits, creamed vegetables or creamed meats.

5 It is the cleanest, purest cereal food in the world, and is made in the cleanest, finest, most hygienic food factory in this country or in any other country.

Cut this out, commit it to memory, and be "ready" for the next customer who asks you anything about breakfast cereals.

Shredded Wheat Makes Satisfied Customers

The Canadian Shredded Wheat Co., Ltd.

Niagara Falls, Ont.

THE FLOUR AND CEREAL MARKETS

Situation Generally Easy With Outlook for Quiet Summer Business—Price Changes in a Few Lines.

The situation in the flour and cereal markets remains similar to that reported last week. Business in nearly all lines is feeling the effects of the usual summer's dullness and the continued favorable crop reports are tending to force down prices of grains and thus produce an easier feeling in manufactured products.

The local market for Manitoba flour is dead, but a reviving export demand at the lower prices is helping to keep the situation steadier.

In Quebec markets oatmeal prices have varied a little as a result of purely local conditions. In Ontario prices are on the same level as at last week's reports.

Supplies of grain are being brought in in fairly heavy quantities and are plenty large enough for present demand.

MONTREAL.

FLOUR—Nothing of any importance has taken place in the flour market during the week. The demand has been decidedly dull and there has been no change in prices since last week.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 10
Glenora		5 50
Manitoba spring wheat patents		6 10
" strong bakers		5 50
Five Roses		6 10
Harvest Queen		5 50

FEED—"Not much demand" seems to be the general opinion in this market. A few orders of the hand-to-mouth variety constituted the week's business. Prices remain the same with the exception of shorts and bran, which are slightly easier.

Ontario bran	23 00	24 00
Ontario shorts	25 00	27 00
Manitoba shorts	25 00	26 00
" bran		22 00
Moullie, milled	27 00	31 00
" straight grained	27 00	33 00
Feed flour	1 50	1 60

ROLLED OATS—Fine standard and granulated oatmeal are a little stronger this week, having gone forward 5c a bag. Rolled oats in 90-pound bags is easier at $2.90 minimum; also 80-pound bags, which are quoted at $2.60, instead of $2.75. Barrels have dropped slightly, now being $5.75 minimum, instead of $5.85. The demand during the week has been only fair.

Fine oatmeal, bags		3 05
Standard oatmeal, bags		3 05
Granulated " "		3 05
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 70
Rolled oats, 90-lb. bags		2 90
" 80-lb. bags	2 60	2 85
" bbls	5 75	5 90

TORONTO.

FLOUR—Business locally is dull even at the easier prices noted last week. Not much export business is going from Ontario firms, as the demand seems scarcely sharp enough. It looks as if the present quietness would continue more or less steadily until fall.

Manitoba Wheat.

90 per cent. patents		5 30
85 " "		5 00
Strong bakers		4 80

Winter Wheat.

Straight roller	3 70	3 80
Patents		4 60
Blended		4 20

CEREALS—Local demand is only fair and general business in wheat and oat products is dull. Supplies are quite sufficient to fill all needs. Prices are unchanged.

Rolled wheat in barrels, 100 lbs	3 00
" oats in bags, per bag 90 lbs	2 60
Oatmeal, standard and granulated, in bags 98 lbs.	2 80

CONFECTIONERY AND CEREAL NOTES.

The Aberdeen Milling Co. will erect a 150-bbl. mill at Aberdeen, Sask.

A 1,000 bbl. flour mill is proposed to be built at Port Arthur, Ont.

T. H. Lake, baker and confectioner, Parry Sound, Ont., is advertising his business for sale.

J. B. Logie has purchased the confectionery and ice cream business of C. T. Boulton, Brandon, Man.

The directors of the new Duck Lake flour mill are endeavoring to secure a site near the C.N.R. tracks at Rosthern, Sask.

Pennock's grist mill, situated at Milltown, near Belleville, Ont., was burned lately. Loss about $4,000; partially insured.

The Brampton, Ont., Milling Co. have sold their business to George Brett, of Tottenham, who has been engaged in the grain and coal business.

A fire destroyed P. Kyle's sawmill and contents. His flour mill, immediately adjoining, sustained considerable damage from fire and water. The loss is about $5,000.

The Okanagan Flour Mills Co., at Armstrong, which has been in liquidation, ratified an arrangement, made last month, whereby the property and assets of the company were sold to Donald Matheson, Donald Graham, Mark Hill, Thos. Clinton and Geo. Parkinson for the sum of $35,000. The purchasers assume all obligations and agree to discharge the outstanding liabilities of the company, both before and after liquidation.

EASTERN OARSMEN AT ST. CATHARINES.

Several members of the grocery and provision trade from Halifax were in St. Catharines last week, competing in the trials for the Olympic four-oars at the Canadian regatta course.

William Hopgood, junior member of W. J. Hopgood & Son, Halifax, rowed as a member of the Northwest Arms crew. James Turner, provision dealer, was a member of the same crew. Patrick J. Meagher, another Halifax provision dealer, was stroke of the St. Mary's four. While the Halifax crews were outrowed by the Toronto oarsmen, they made a good impression among the oarsmen present.

Crispness

The degree of crispness is the test of soda biscuit quality. A cracker which loses its crispness is shunned by the good housewife. On the other hand, the cracker which can always be relied on for crispness is eagerly demanded by her.

Mooney's Perfection Cream Sodas are always reliable. They are made crisp and stay crisp down to the last cracker in the package.

PRICES ON REQUEST

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

COX'S INSTANT POWDERED GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs COX who themselves both MANUFACTURE and PACK their brand under scientific supervision.

Canadian Agents
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gordie Mills
EDINBURGH

OPEN TO BUY
Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.
C. A. PARADIS, Quebec

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Beaudry Street MONTREAL

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

EXPERIENCED ADVERTISEMENT WRITERS
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

MEGS
NUTMEGS AT FIRST-HAND. To wholesale only
C. H. BINKS & CO., MONTREAL

48 Highest Awards In Europe and America
WALTER BAKER & CO.'S
CHOCOLATE & COCOA

Registered U. S. Pat. Off.
Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.
Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

A Good Investment
PEANUT ROASTERS and CORN POPPERS.
Great Variety, $8.50 to $350.00
EASY TERMS.
Catalog Free.
KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

BODE'S CHEWING GUM
High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

The Uniform High Grade Quality of
Ridgways TEA
will keep your customers and build up your tea trade. Our extensive advertising will create and maintain a steady demand, a demand in which you should participate.
CANADIAN OFFICE, - VANCOUVER, B.C.
Agents—Richards & Brown, 34 Notre Dame Street, Winnipeg, Man.

DON'T BE TOO NECESSARY.

A man's value to a business is not always in proportion to the influence of his personal presence, writes Waldo Pondray Warren. Sometimes the ability to leave a business for a time and have it go on as smoothly as ever is the best test of a man's control over it.

A factory manager was taking an extra hour away from his work one noon, and remarked to a friend, with apparent pride :

"I must be going back, or everything will be at a standstill. I can't leave the shop for two hours without causing a difference in the work. It doesn't take long for things to be going at loose ends unless I am right there to watch them."

This man, trying indirectly to raise himself in his friend's estimation, was really confessing his own weakness, and laying bare his secret misconception of the functions of a manager. The humor of the situation is apparent when we remember that many of the owners and managers of vast business establishments are able to be absent from their offices for weeks and even months at a time.

The good organizer, unless he is limited to very poor material, is usually the man who makes his own personal presence less and less of a necessity to the harmonious working of the system.

PERSONAL NOTES.

Benjamin Cook, Montclair, N.J., of the Dodge Bottle Cap, was in Montreal last week, negotiating for the manufacture of the Bottle Cap in Canada.

Something worth knowing about!
MAPLE SYRUP
a sweet, wholesome pleasant syrup can be made from cane sugar at 3c. per lb. But the original Maple Syrup with its **strong pronounced** flavor and natural **medicinal** properties, can be had in "Small's Brand." Double the strength of the many mild brands now offered, and pronounced by experts to be the standard, in that they have awarded same Gold and Silver medals and firsts in all countries.
At all jobbers.
CANADA MAPLE EXCHANGE LTD.
Montreal.
TRADE MARK. Small's
TRADE MARK. Small's

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.
Est. 1857, - MONTREAL
Canadian Agents.

THE DOMINION WAFER CO.,
44 St. Vincent Street, MONTREAL

BISCUIT CUPS
A SPECIALTY.

ICE PIES,
ICE CORNETS,
Etc., Etc.

Dealers in Choice Ice Cream.
Telephone Main 1310.

WHITE MOSS COCOANUT

BECAUSE it is just a little bit better than all other makes, leads the market in Canada to-day. Its sale is enormous, and increasing annually. Do YOU sell it?

The Canadian Cocoanut Co., = Montreal

During These Hot Days

It is very easy to sell a line such as ours, which is always in demand.

MACE'S
Original Ice Cream Powder

Makes a delicious ice cream by simply adding boiling milk. Secure a small trial stock. Packages retail at popular prices.

A. H. MACE & CO.
746 Notre Dame St. West, - MONTREAL

The Million—are after the money—Here is a Proposition

CASSON'S

Worcestershire Sauce

is a money maker. Wholesalers and Retailers find the quality right—Prices right—

YOU write JOHN CASSON CO.
FRONT ST. E., TORONTO

Take Notice

you are now at the height of

Strawberries

and

Cherries

provide for the wants of your customers by getting in touch with us.

California Peaches, Pears, Plums and Apricots.

Tomatoes and other Vegetables, Water Melons Oranges, Lemons and Bananas

McWILLIAM

Mc. AND E.

EVERIST

28-27 Church St., TORONTO

QUEEN QUALITY PICKLES

Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

FRUITS, VEGETABLES AND FISH

Large Importations of Fancy Fruits—Canadian Berries Displacing Pines—Southern Tomatoes Holding Front Rank—Old and New Potatoes Scarce —Fish Lines in Great Variety.

Reports from all over the country indicate that splendid business has been done in all lines. In the larger centres daily car arrivals of fancy imported fruits from California and vegetables from the Southern States are the order of the day, and this fact is passed by without comment, so accustomed have dealers and frequenters of the market become with the sight. All imported fruit has declined in price with the advent of Canadian strawberries, gooseberries and cherries, and especially are these home fruits displacing pineapples. Although there are large quantities of pines to be had, very few are arriving here.

Great quantities of all lines of fruit have been sent to the smaller towns all over Canada in anticipation of holiday sales. Summer oranges and lemons are coming in fairly free and later on may be expected to take the place of lines which have a selling season of but a few weeks. Southern early apples are a new line offering.

Tomatoes still hold the front rank among vegetables. They are quite up to the standard and are now arriving from Tennessee. Potatoes old and new are firming up; the old because of depleted stocks, and the new because the demand is greater than the supply. Canadian greens and early vegetables of good quality are coming on the markets freely and early cabbage in fancy packages are to be seen in various parts of Ontario.

Of fish, both salt and fresh water lines, the demand greatly exceeds the supply. In the east experiments are being made with importations from Europe, and in the west, while fresh lines are being exported to the States, consumers are getting a variety of, to them, new lines of sea fish.

MONTREAL.

FRUITS—Good crated bananas remain around $1.95 and $2.10, for which there is a good demand. Strawberries are quoted at 9c to 10c per basket, and there are a few dealers offering 3 baskets for 25c. Apricots and peaches are lower by 25c this week, now being quoted at $1.75 and $1.50 maximum price. Plums are slightly higher going up 25c per crate. Demand has been good during the week.

Bananas, fine stalk	1 95	2 10
Cocoanuts, new, per bag		4 00
Lemons	1 25	3 00
Navel oranges	4 00	4 50
Porto Rico oranges, box		2 50
Valencia oranges	5 00	6 00
Pineapples, case	3 10	3 75
Strawberries, Maryland, qt		0 15
Strawberries, Canadian	0 09	0 10
Apples	3 75	6 00
Sorrento oranges	2 50	2 75
Apricots, 4 basket crate	1 50	1 75
Peaches, " "	1 25	1 50
Plums, " "	2 00	2 75

VEGETABLES—There has been a good demand during the week for vegetables, due to the hot weather. The market has remained very steady, being practically the same as regards prices, as last quotations.

Parsley, per doz. bunches		0 35
Sage, per doz		0 60
Savory, per doz		0 60
Turnips, bag	0 75	0 90
Celery, doz	0 75	1 50
Water cress, large bunches, per doz		0 75
Spinach, bbl	3 00	3 25
Green peppers, crate		3 50
Boston hot house cucumbers, basket	2 50	3 00
California asparagus, bunch	1 50	6 00
Potatoes, per bag	1 05	1 10
Sweet Potatoes, basket		3 25
Beets bag	0 75	1 00
Carrots, bag	0 60	0 75
Texas tomatoes, 4 basket crate	1 00	1 25
Tomatoes, hot house, per lb		0 30
Spanish onions, small crates	0 70	1 05
" large crates		3 00
Canadian onions, lb		0 03
Egyptian onions		0 02½
Boston lettuce, hot house, per doz		1 20
Radishes, doz		0 30
Canadian parsley, doz	0 25	0 35
Mushrooms, per lb		0 75
Horse radish, per lb		0 15
Beans, green, basket	3 25	4 50
French beans, wax	6 25	6 50
Egg plant, doz		2 50
California cauliflowers, per crate of 16		4 00
New cabbage, crate		2 25
Florida Celery crate	2 75	3 00
New potatoes, green mountain bag	0 65	0 90

FISH—Haddock and halibut continue in good supply, and the prices remain low. Lake fish are scarce, also brook trout. Owing to the warm weather haddies are practically out of the market and other lines are very slow, except smoked herring. There were two fish days this week, so trade was good. Gaspe salmon is 2c cheaper this week.

Fresh and Frozen Fish.

Brook trout, lb		0 20
Haddock, per lb		0 04
Fresh halibut		0 09
Mackerel, "		0 10
Dore, "		0 10
Steak cod		0 07
Pike, lb		0 07
Whitefish, lb	0 05	0 10
Flounders, lb		0 08
Shad, each		0 25
Striped Bass, lb		0 12
B.C. salmon, lb		0 12
Qualla Salmon, lb		0 09
Gaspe Salmon		0 14
Lake trout		0 10
Smoked and Salted—		
Haddies, boxes, per lb	0 07	0 08
Kippered Herring, 50 in box		1 00
Yarmouth Bloaters, per box		1 10
Prepared and dried—		
Shredded cod, box of 2 dozen cartons		1 80
Skinless cod, 100 lb. cases		5 00
Strictly boneless pure cod, boxes	0 08	0 13
Boneless cod, 20 lb. boxes		0 05½
Boneless fish, 20-lb. boxes, blocks		0 06½
Boneless fish, 25-lb., boxes, per lb.		0 04½
English strip cod 30 lb boxes per lb		0 09
Cod bits, 3 lb. boxes, per lb		0 07
Oysters and Lobsters—		
Malpeques, bbl		5 00
Standards, bulk, per imp. gal		1 50
Standards, quart tins, sealed		0 40
Paper pails, 100, pint size		1 10
" 100, quart size		1 50
Pickled fish—		
No. 1 Mackerel, 20-lb. kitts		1 75
Green cod, large, lb		0 04
Green cod, 1 lb		0 03
Labrador Salmon, ½-bbls		3 50

TORONTO.

GREEN FRUITS—All the Toronto fruit commission houses report excellent business. The hot weather of the past week has induced buyers to take larger quantities of all lines of fruit and the coming of the holiday prompted the laying in of bigger stocks. California fancy fruit is coming in freely and some price reductions are noted. Canadian berries are rapidly displacing southern pines. The Cuban season is practically over. The first car of verdilli lemons from California arrived

this week and some nice summer oranges and limes are coming in. Canadian cherries of all grades—white and black, eating and sour—are arriving in fair quantities, and so are home-grown gooseberries.

Oranges, late Valencias, Califo. nia, cases	4 50	4 75
" Bahamas	2 00	0 20
" Mediterranean sweets, box	3 50	4 00
" Paterno Ovals, "	2 00	2 25
" Blood, half boxes		2 00
Lemons, California, November cut	3 00	3 75
" Messinas, new crop	2 25	3 00
" Bahamas, 80's, 96's, 112's, box	2 00	2 50
Apples, No. 1 winter fruit, fancy spies		5 00
" " " extra		5 50
" No. 2 "	2 25	3 00
" imported, hamper		2 75
Bananas Jamaicas, eights	1 25	1 65
" Jamaica firsts, per bunch	1 75	2 25
" jumbo bunches	2 00	2 25
Pineapples, Florida	2 75	3 50
" Cubans	2 50	3 50
Strawberries, qts., Canadian and imported	0 05	0 07
Gooseberries, Canadian, large baskets	1 00	1 25
Rhubarb, Canadian per doz	0 15	0 25
Cocoanuts, per sack		4 50
Cherries, California, box		2 00
" Canadian, basket	0 90	1 25
Watermelons	0 25	0 45
Limes, per case		1 25
Cantaloupes, California, crate	5 00	5 50
Grape fruit, Bahama, box	3 00	4 00
" California, box		4 25
" Florida, box	4 50	5 00
Apricots, California		1 25
Plums, "	1 25	2 00
Peaches, "		1 25
" Georgia	2 00	2 50

VEGETABLES—The firming up of potato prices is perhaps the feature in the vegetable market. The new potatoes did not at all bring down the price of the old varieties. The dealers who were loaded up a month ago, and who were making as large sales as possible, hoping thereby to deplete their stocks, evidently succeeded, for at the present time stocks are hard to obtain and the supply of new potatoes is not at all as great as anticipated. Home-grown peas, beets, carrots and cucumbers are arriving freely and some Canadian hothouse tomatoes are being shown as well as fair quantities of cabbage from the vicinity of Leamington.

Lettuce, imported "	1 00	1 25
Lettuce, Canadian, doz	0 25	0 50
Cucumbers, Canadian, per basket		1 00
Tomatoes, Tennessee, per crate		1 25
" Canadian, per lb	0 15	0 20
Mushrooms, per lb		0 60
Radishes per doz., Canadian		0 30
Spinach, Canadian, bush	0 50	0 75
Asparagus, Canadian, per basket		1 60
Beets, Canadian, half-dozen bch		0 17½
Egg plant each	0 20	0 25
Beans, wax, per hamper		2 00
" white "		1 75
" lima, per lb	0 06½	0 07
Peas, new, basket		0 40
New Brunswick Delawares, per bag		1 00
Potatoes, Canadian, per bag	1 25	1 35
" new, bbl., Virginia	4 25	4 50
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Bermudas, per 50 lb. crate	1 25	1 50
" per bag	1 45	1 50
" green, per doz., Canadian		0 15
" Egyptian, per sack	2 40	3 00
Cabbage, new, per crate		2 00
Carrots, new, per half doz. bunches		0 12½
Parsley, per doz	0 20	0 50
Watercress, doz		0 60
Green peppers basket		0 65

FISH—Unchanged prices prevail and a splendid market exists. Locally, supplies are not at all sufficient to meet the good demand existing, and stocks as they arrive go quickly into the hands of retailers and restaurateurs. Some pretty large samples of sea sturgeon are to be seen on the market, and all fish, large and small, find equally ready sale.

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07
White fish, Georgian Bay, per lb		0 09
Herring, medium, per lb		0 05
Whitefish, Lake Erie		0 10
Cod, fresh		0 08
Finnan Haddie	0 07	0 08
Trout, fresh, per lb		0 09
Ciscoes, per basket		1 00
Halibut, fresh caught		0 10
Shredded cod, per doz		0 90
Live lobsters		0 18
Bluefins, small white, per lb		0 07
Haddock, fresh		0 07
Lake Herrings, ½ bbl		3 00
Sturgeon, per lb	0 12	0 18
Sea salmon		0 16

LOCAL FRUITS

We are Toronto headquarters for the distribution of the crops of some of the best fruit shippers. The following fruits will be very plentiful this week :

Strawberries,
Cherries,
Gooseberries

Also a couple cars of choice solid Canadian Cabbage, packed in crates.

WHITE & CO., Limited
Toronto and Hamilton

LEMON INTELLIGENCE

Means "Wake me early" to the fact that Hot Weather is lemon weather—don't let your supply run out. It pays to have a supply of what the people want when they want it. The best brands on the market are ***"St. Nicholas"*** and ***"Home Guard"*** that's more Lemon Intelligence.

W. B. Stringer & Co., Sole Agents, Toronto

Seasonable Goods

Canadian Strawberries
Florida Water Melons
California Late Valencia Oranges
(Celebrated Golden Orange Brand)
Fancy Ripe Bananas
Texas and Canadian Ripe Tomatoes
Southern and Canadian Cabbage and Cucumbers

HUGH WALKER & SON
GUELPH, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion,	1 year.....	$30 00
"	"	"	6 months...	17 00
"	"	"	3 months...	10 00
50	"	"	1 year.....	17 00
"	"	"	6 months...	10 00
25	"	"	1 year.....	10 00

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

FOR SALE

FOR SALE—Grocery business in Cobalt, for cash. Cash turnover $60,000 year ending May 1, 1908. Will sell either business or building and stock combined. Buyer had better come and see for himself. F. T. Bellerose, L. Box 113, Cobalt, Ont. (27)

ONE GENERAL STORE, consisting of dry goods, groceries, glassware, china, flour and feed, &c., hardware, hay and oats. Stock worth about $3,000. Size of building, 20 ft. by 48; lean-to building, 16 by 20; 6 rooms upstairs over store. Buildings worth between five and six hundred dollars if sold with stock. If buildings are sold separate the cost will be a little extra for buildings and situation. 1 cook stove, 1 coal stove, 1 box and 1 parlor stove. Size of lots, 40 ft. by 150, on Main Street in Tomstown. Three lots and a storehouse 24 by 30 ft. and 2 stables. Post office in connection. Apply Mrs. J. Clark, Tomstown, Ontario.

A BUSINESS FOR SALE in a prosperous town of about 2000 population; two railroads as convenience, one being direct to the Northwest. The town is about 60 miles north of Toronto. The best reasons for selling out. Yearly sales $9000 to $10,000 on a $2,500 stock. All further particulars on application. Address P. O. Box 288, Alliston, Ont. (28)

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

When writing advertisers kindly mention having seen the advertisement in this paper.

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (tf6)

NATIONAL AID—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register. F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

CHERRIES SHIPPED TO ANY ADDRESS. Correspond with W. T. Riddell, Auburn.

A PIECE OF CHALK

Time was when a piece of chalk was the accountant's most approved instrument. When a charge was made it was "chalked up." When it was paid it was rubbed out and there you are. Easy enough, but—

Allison Coupon Books

are just as simple. And ten thousand merchants in America and foreign countries consider them better.

Give them a trial. Begin in a small way if you like, but TRY THEM and see for yourself how much better they are than any other method of accounting.

The Plan:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by

Allison Coupon Co.

INDIANAPOLIS, IND.

Ship your

DRIED APPLES

before warm weather sets in

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

California Fruits **Watermelons**

THE DAWSON COMMISSION CO., TORONTO

Butter Fruit

The best is always satisfactory.
We handle Butter, Cheese, Eggs, Fruits and Produce.

Let us handle your stock.

We buy, we sell.

When handling on commission we get best possible price and make prompt returns.

Write us to-day.

NICKERSON & HART,
HALIFAX, N. S.

P. O. BOX 352

In daily demand

Sardines

are an almost daily requirement these warm days when the June breezes invite to picnics and outings. Nothing is more enjoyable than a lunch of

"King Oscar" brand
Norwegian Sardines

There is a distinct and appetizing flavor about Norwegian Sardines that has made them preferred to French pack by connoisseurs. Try them.

ASK YOUR JOBBER FOR THEM OR WRITE

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON

Brunswick Brand Unequalled

Grocers have found by experience that the best canned fish comes from the home of the industry in New Brunswick. They have also found that

Brunswick Brand

is always first—ever to be relied upon. This famous brand ensures you getting absolutely the best

Sardines, Clams, Scallops, Herring in Tomato Sauce, Finnan Haddies and Kippered Herring

New Pack Herring in Tomato Sauce, and Sardines, now obtainable. All kinds. Undoubtedly the best.

Connors Bros., Limited
Black's Harbor, N.B.

Dominion Fruit Exchange

52 Nicholas St., - - - OTTAWA, CANADA

We want your shipments of Strawberries and all other kinds of Fruits and Vegetables.

Remember we handle all Fruits and Vegetables for the Dominion Government, grown at Experimental Farm here.

You will certainly make money by corresponding with us when you are open to buy or sell anything in our line.

We also make returns promptly, charging ten per cent. commission and no more.

Don't forget that we operate the largest Fruit auction rooms in Canada.

We also have G.T.R. siding, so that there is no cartage at this end.

OUR REFERENCE:
Crown Bank, or any mercantile agency.

AUCTION SALES
Monday, Wednesday and Friday,
at 2 p.m.
Also every morning at eight o'clock during berry season.

WILSON'S FLY PADS

Are fast sellers during the summer months, and pay the retailer from 66 per cent. to 90 per cent., according to the quantity purchased.

ADVERTISED THROUGHOUT CANADA

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company

10 Front Street East, TORONTO, CANADA

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Royal Sport and Hogen Mogen

CIGARS

have been so long on the market that they are known and appreciated everywhere, so that it is not difficult to sell them once you let your customers know you have them in stock.

FOR PRICES WRITE TO

The Sherbrooke Cigar Co., Sherbrooke, Que.

FACTS ABOUT GROCERIES

Information for Grocers and Clerks—How Chewing Gum is Made—Something About Shrimps—Sauterne Wines.

The Manufacture of Gum.

Few persons know what chewing gum is made of. Now and then someone speaks of the horses' hoofs and cows' horns that are by some secret process transformed into a delicious lot of gum. But these are detractors of the popular product. There is no foundation in fact for such tales. The chief ingredient of chewing gum is chicle, a substance procured from the sapodilla tree in Mexico and tropical countries of South America. Chicle is a resin-like sap that oozes from the sapodilla tree when it is tapped as are maples in Canada. It is sent from these tropical lands to the colder climate of Canada to be cleaned and refined. It leaves the factory looking very much like red clay. This is the body of chewing gum. Chicle is absolutely insoluble. No liquid has ever been found that will dissolve it. Alcohol will not affect it, nor will any acid. It might be chewed for 999 years and more and still lose none of its volume.

The manufacture of chewing gum is a very simple process. A quantity of chicle is put in a vat with about an equal quantity of glucose made from corn. This is heated by steam and churned or beaten until thoroughly mixed. Then peppermint, wintergreen, banana, orange, and other flavors are added to give it the desired taste. The whole mass—500 pounds at a time—is steamed and churned by machinery until it begins to harden. It is then placed on working tables, where girls and women shape it into squares. It is then run through rollers, which press it into thin sheets the thickness of cakes sold at retail. These sheets are about six feet long by two feet wide. Another machine cuts the sheets into cakes the size we buy. Wrapping, boxing, and crating are done by hand. Chewing gum never grows smaller from chewing. After a cake of gum has been chewed for awhile the glucose and flavoring work from it. Everyone has noticed that gum is sweetest and best when it is fresh. After it has been chewed for a certain time nothing is left but the chicle and it is harmless. However, there is little or no taste to it. The durability of gum would limit its sale were it not discarded soon after it loses its sweetness and fresh flavor. Then, too, many a treasured "quid" is misplaced. Who could estimate the number of millions of these that are even now sticking to the under side of tables, mantels, chairs, and on the headboards of beds? An ordinary sized factory will produce several tons of gum in a day. Nimble-fingered girls wrap it. And everyone in the factory chews the product. From the mixer down to the smallest girl wrapping the gum in papers the jaws are working.—The Storekeeper.

Shrimps.

The true shrimp is a salt water long-tailed crustacean, about two inches long, of the order decapoda, or ten-footed animals. It is closely related to the prawn, and the latter are, in fact, often sold as shrimps. The shrimp feeds on slugs, worms, and other small objects, and is itself liable to be eaten by other fishes and birds. There are two species, the brown and the red. The brown are the most plentiful, larger, and more highly flavored. They swim near the shore and are termed "buntings;" but the red are considered the most delicate. These carry a sword-like horn in their heads. They are in season all the year, though used most in the summer months, and are always sold ready cooked.

Sauterne Wines.

These are sweet, white wines, produced in the Bordeaux district, and particularly around the village of Sauterne, whence they derive their name. Sauterne Barsac, vin de Grace, Chateau Sudurant, La Tour Blanche, and the noted Chateau d'Yquem, etc., which are from the "Blanches," or dry, white wine districts of France, are all considered Sauternes. They usually contain about 5 per cent. of alcohol. As a rule the white wines of the Bordeaux district are finer flavored and have a more delicate perfume than the red wines, and gradually lose their sweetness with age.

Nickerson & Hart, fruit and produce merchants, Halifax, have been going ahead in good shape lately, as evidenced by the recent alterations and additions to their premises. They have two banana rooms now, which will hold 500 bunches, while they have secured more room for the handling of a greater number of cases of oranges and lemons, and other case goods.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

ATTENTION.

JOS. COTÉ, Importer of and Wholesale Dealer in Tobacco QUEBEC

invites the merchants of the Dominion, who intend to come to Quebec on the occasion of the Tercentenary Celebrations, to visit his establishment.

This house carries the most varied and best selected stock in the Dominion and offers to receive all parcels which visitors hand to them to be transmitted immediately to their addresses without charge.

Office and Sample Room: 186-188 Rue St. Paul; Phone 1272. Warehouse: 119 Rue St. Andre; Phone 1272. Branch Office: 179 Rue St. Joseph: Phone 2097.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade

IF INTERESTED IN STORE FIXTURES

IN VIEW OF PRESENT OR FUTURE NEEDS, BE SURE AND SEE OUR

WALKER BIN DISPLAY

AT

THE DOMINION FAIR, CALGARY

OUR REPRESENTATIVES IN ATTENDANCE WILL BE PLEASED TO SUBMIT DESIGNS, PLANS AND ESTIMATES FOR THE COMPLETE FURNISHING OF YOUR STORE.

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

HIGH GRADE EMBOSSED CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.
ROCHESTER, N.Y.

TWO IMPORTANT REASONS

Cut 10. Outdoor Cabinet.

There are two essential reasons why you should store your gasolene in a Bowser Tank:

1st—Because you are in danger without one.
2nd—Because you are losing money without one.

There are still more reasons in Catalogue B. Send for it.

S. F. BOWSER & CO., Limited
66-68 Fraser Ave. - Toronto, Ont.

If you have an old Self-Measuring Tank and want a new one, write for our liberal exchange offer.

WHEN FITTING UP YOUR STORE
It'll pay you to let me quote prices. I will design and make the kind of fittings that really will suit you.
Write or Phone NOW
J. HOWELL JAMES
333 Lippincott Street, TORONTO
PHONE COLLEGE 2880

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto

Persons writing advertisers will kindly mention having seen their ad. in this paper.

Boston Special

Absolutely Automatic

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

The Dayton
Over 210,000 Scales sold. Are you one of the users?

Pays for Itself

The Computing Scale Co. of Canada, Limited
Toronto, Ont.

BEFORE YOU BUY A COMPUTING SCALE

NO. 70 MODEL

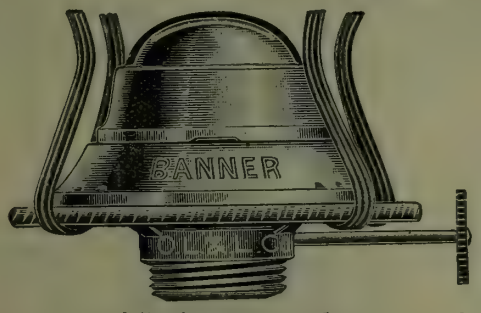
Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle all your business.

A post card sent us will bring complete information or a call from a representative.

STIMPSON COMPUTING SCALE CO.
DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.
" 15 Court House Block, Robson St., VANCOUVER, B.C.
A. L. DENT, - - - WOODSTOCK, ONT.

Banner Lamp Burners



Every burner carefully inspected and guaranteed. Orders solicited through the jobbing trade.

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

PAYS FOR ITSELF EVERY 90 DAYS

LASTS A LIFETIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it.

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton. Ont. Send all orders to

THE AMERICAN COMPUTING CO.,
OF CANADA
18 and 20 Mary St.,
HAMILTON, Ont.

Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

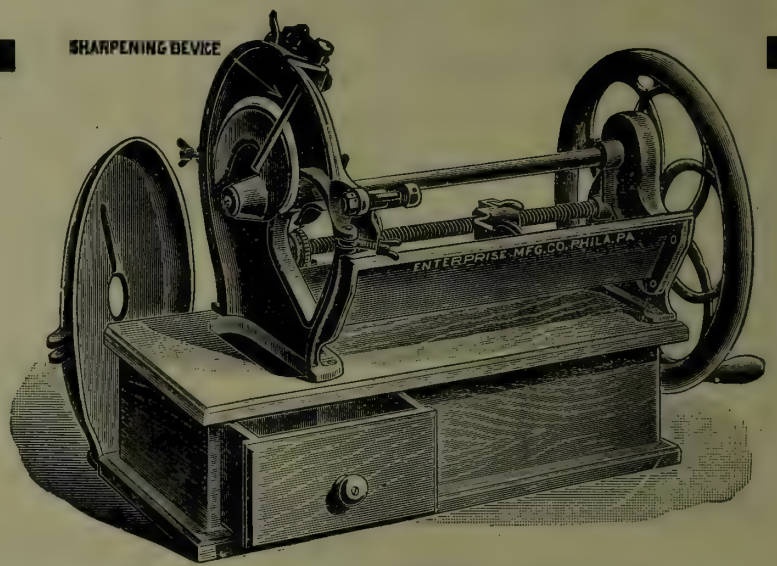
COUNTER CHECK BOOKS

and make business a pleasure.

WE MAKE THE MERCHANTS' TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—
"ENTERPRISE"



The experience of all users proves that the

"Enterprise" Rotary Smoked Beef Shaver

greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U.S.A.

No. 125, (with 2 blades) - - $22.50 No. 129, (with 1 blade) - - $22.50

—BUY—

Star Brand

COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¾-lb.tins—3 doz. in case

Satisfaction

That is what you want to get and give.

James Dome Black Lead

A Stove Polish that gives satisfaction to every householder. It contains no dirt or grit, it's all lead, gives a quick brilliant lasting shine, always in use, always a chance to please. Sort up your stock. All jobbers carry it.

W. G. A. LAMBE & CO., Canadian Agents

"Keep up with the Twins"

"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

Kops' Non-Alcoholic Ale

Prepared from ingredients of undoubted purity, the bitter principle being derived from the finest hops. It has a delicious and appetising aroma and is an agreeable salutary bitter, and whilst it will be found to act as a tonic stomachic and an aid to digestion, it is so free of alcohol that it will be found a veritable boon to total abstainers. Sufficiently aerated to make them pleasantly sharp.

Have You Tried It?

By introducing it to your customers you will be creating NEW and very profitable trade. Printed catalogues and full particulars from us or our agents.

KOPS' BREWERIES, - London, S.W., England

CANADIAN AGENTS—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldg., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, Nfld.

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyers to H.M. the King, Mayfair Works, Vauxhall, LONDON - ENG.
LIMITED

Strictly Through the Trade!

The only hand cleaner sold strictly through the trade is

SNAP

Retail Price 15c.

Snap is an instantaneous dirt-remover unrivalled by anything for cleaning the hands and leaving them soft, white and unchapped. As good for the hands of your daintiest lady customer as for blacksmiths, mechanics, chauffeurs, professional men and everyone else who wants dirty hands thoroughly and quickly cleaned.

Your Jobber Handles Snap!

Packed in cases of 3 and 6 dozen tins with samples and advertising matter.

Snap Company,

Limited

Montreal, - - Quebec

We again find it necessary to add to our buildings shown in above cut and we are erecting an addition to accommodate our Handle Plant in order to make room for other machinery. We are bound to maintain our standing as having the most complete Brush and Broom Plant in Canada.

Stevens-Hepner Company

Limited

Port Elgin, - Ontario

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

July 3, 1908

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
½ doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
½ "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal Dime	$ 0 95
" ½ lb	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 "	0 80
¼ lb. " 4 "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 70
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

Nelson's—	Per doz.
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 45
" D	3 10
" E	2 95

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" 7-lb. cotton bags, per bag	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
" Pickaninney" Buck Wheat Flour doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.

White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

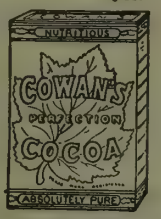
THE COWAN CO., LIMITED.

Cocoa—

Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb.	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—	
Queen's Dessert, ¼-lb. cake, 12-lb. boxes, per lb.	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	$ 1 35
Parisian 8s, lb.	$0 30
Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Goings for cash—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.	
Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 31
Vanilla wafers, "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co, Limited, Agents, Toronto.

10c. tins,	4 doz.	to case	per doz.,	$ .90
½ "	" 4	"	"	2.40
¼ "	" 2	"	"	4.75
1 "	" 1	"	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ½s (for cooking), doz	0 90
Prepared cocoa, ½'s	0 32
Prepared ½'s	0 30

Mott's breakfast cocoa, ½'s	0 42
" ¼'s	0 42
" No. 1 chocolate, ½'s	0 36
" Navy ½'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes.	0 30
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
¼ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails	and 10, 25 and 50 lb. Pails.	Tins.	Bbls.
White Moss, fine strip.		0 19	0 21	0 17
Best Shredded		0 18	....	0 16
Special Shred		0 17	....	0 15
Ribbon		0 19	....	0 17
Macaroon		0 17	....	0 15
Desiccated		0 16	....	0 14
White Moss in 5 and 10 lb. square tins, 21c.				

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 25	1 35
"Challenge" brand (4 doz.)	4 30	1 10
Evaporated Cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb.

Mecca	$0 32
Damascus	0 28
Cairo	0 20½
Sirdar	0 17½
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —Imperial

Large size jars, per doz.	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	1 40
Small size, "	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb.	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

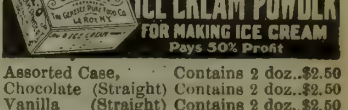
LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

THOMAS J. LIPTON

Prices on application.



Assorted Case,	Contains 2 doz.	$2.50
Chocolate (Straight)	Contains 2 doz.	$2.50
Vanilla (Straight)	Contains 2 doz.	$2.50
Strawberry (Straight)	Contains 2 doz.	$2.50
Lemon (Straight)	Contains 2 doz.	$2.50
Unflavored (Straight)	Contains 2 doz.	$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food

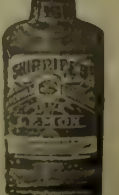
Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

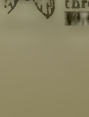
Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors)	doz.	1 00	
2 "	"	1 75	
2½ "	"	2 00	
4 "	"	3 00	
5 "	"	3 75	
8 "	"	5 50	
16 "	"	10 00	
32 "	"	18 00	

Discounts on application.





Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

MORSE BROS., Props. - Canton, Mass., U.S.A.

ROWLEY'S

Finest Selected Valencia Raisins

Place your open orders early and ensure the best brands and EARLY DELIVERY.

Rowley's Valencia Shelled Almonds

Specially Selected for the Canadian market in 14 lb. and 28 lb. boxes.

Rowley's Seedless Valencias ARE Seedless.

UNDERWOOD and CRICHTON,

London, England **Valencia, Spain** **Denia, Spain**

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

Westerners!

We possess the finest warehouse for your use in the Ottawa Valley, and we invite your inquiries regarding rates, etc. No matter what goods you are sending East we can store them for you. Direct rail connection, convenient to Inland Navigation. Bond and Excise Warehouses.

WRITE US TO-DAY

THE DOMINION WAREHOUSING COMPANY, LIMITED

52 NICHOLAS STREET, OTTAWA

J. R. ROUTH, Manager

... FOR ...

Picnics, Camping, Yachting

ETC.

BATGER'S

LIME JUICE CORDIAL

IS JUST THE THING

ORDER FROM YOUR JOBBER

AGENTS:

ROSE & LAFLAMME, LIMITED

Montreal and Toronto

Merit and Quality

Two great essentials which should characterize the goods you sell.

"Young-Tom"

Washing Powder

Fills the Bill

We will guarantee our Powder—it is "For Purifying and Cleansing Unexcelled." We invite a test.

MADE ONLY BY

THE YOUNG-THOMAS SOAP CO., LTD.,

Regina, Canada.

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case.....per lb. 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb. 0 07
7 and 14-lb. wood pails.....per lb. 0 07
30-lb wood pails ..... " 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 0 07½
7 and 14-lb. wood pails, 8 pails in crate per lb. 0 07
30-lb wood pails ..... " 0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 80

Jelly Powders

IMPERIAL DESSERT JELLY

MacLaren Imperial Cheese Co. Limited.

GENESEE PURE FOOD CO

Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG

White Swan, 15 flavors.
1 doz. in handsome counter carton, per doz., 90c.

List price 'Shirriff's" (all flavors). per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10
½-bbls.	0 10½
Tubs, 60 lbs.	0 10½
20-lb. Pails.	2 10
20-lb. tins	2 00
Cases 3-lb.	0 11
" 5-lb.	0 10½
" 10-lb.	0 10½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (35 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks.....	1 45
" " 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	3 50
5 cases or more	3 40

Marmalade.

W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
5 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 60
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Shredded"—	
1-lb. glass, doz.....	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins.....	per doz. $1 40
"	½-lb. tins	" 2 50
	1-lb. tins	" 5 00
Durham	4-lb. jar.....	per jar. 0 75
"	1-lb. jar.....	" 0 25
F. D	½-lb. tins	per doz. 0 55
"	½-lb. tins.....	" 1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—
Minerva, qts. 12's $5 75
" pts. 24's 6 50
" ½-pts. 24's..... 25

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz..... 0 90
Pint " 3 doz..... 1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1 lb. and ½-lb (containing 30 1 lb. and 60 ½-lb. pkgs.), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND

			Per case
No. 1, cases,	60 1-lb. packages	....	$2 75
No. 2,	" 120 ½-lb.	"	2 75
No. 3,	" {30 1-lb. / 60 ½-lb.	" }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case.....	2 85
5 cases.....	2 75

Concentrate Your Energies

Down through the ages comes this warning:

"Do not talk a little on many subjects, but much on a few."

In some instances you needn't talk at all. Our brands are "a few," but they are inarticulate, and yet "do their own talking."

The only necessary preliminary is the introduction by the grocer to the consumer of

WOOD'S COFFEES

each selection by its name, and "the rest is easy."

ESTABLISHED 1879

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	13 00
Straw hat polish	"	19 20

Starch

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	per lb
No 1 White or blue, 1-lb. carton.	6
No. 1 " " 1-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 05
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel...per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 8½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

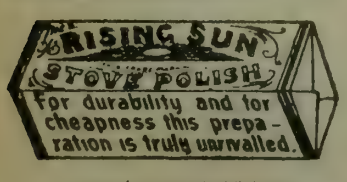
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
5-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 07½
Kegs 100 lb.	0 07
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

pkgs, cases 5 doz., per case	4 75

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
5 gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½	per lb.
Half-barrels, 350 lbs	0 03¾	"
Kegs, 150 lbs	0 03¾	"
2-gal. pails 25 lbs	1 25	each
3 " " 38½ lbs	1 75	"

Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ per lb.
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb " 3 " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ⅛'s & ½'s, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's	$0 20	$0 25
Blue Label, ½'s	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

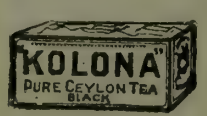
	Wholesale	Retail
Pink Label 1's and ½'s	30c	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ½s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ½s.	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 25	0 32
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

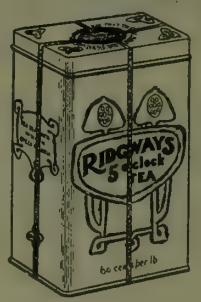


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20	
" " ½-lb., " "	0 21	
Blue Label, retail at 30c	0 22	
Green Label, " 40c	0 30	
Red Label, " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label, " 80c	0 55	

RIDGWAY'S.

London, Vancouver, Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H M S, 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 58

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-2	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

DWIGHT'S BAKING SODA

You cannot too strongly endorse

"COW BRAND" BAKING SODA

to your trade. There is absolutely no baking soda put up that is its equal for strength, purity and uniformity. "Cow Brand" Baking Soda is only put up in packages—see that you get it in packages for your customers.

Every jobber sells it.

Church & Dwight

MANUFACTURERS

MONTREAL

THE PEOPLE OF **JAMAICA**

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

INFORMATION

about every conceivable subject finds its way into the newspapers. The function of THE CANADIAN PRESS CLIPPING BUREAU is to collect all the items of information appearing in Canadian newspapers about any subject you are interested in. Our service is thorough. We don't miss an item. If you want all the current information about a pet subject, we can supply it at the lowest cost. By using our service you can keep posted on any subject.

Write for our free booklet.

THE CANADIAN PRESS CLIPPING BUREAU

232 McGill Street, MONTREAL

10 Front St. East, TORONTO.

ONE CENT PER WORD

You can talk across the continent for one cent per word in a Canadian Grocer Want Ad.

SALT

Lump and
Crushed Rock

Dairy and General Purpose.

VERRET, STEWART & CO.
LIMITED
MONTREAL

We have a few spot goods to offer

Write us for prices.

Wax Beans 2's	White Peaches H.S. 2's
Whole Beets 3's	Gallon Apples
Sliced Beets 3's	Bartlett Pears 2's and 3's Heavy Syrup
Squash 3's	
Pumpkin 3's	Damson Plums 2's H.S.
Red Cherries H.S., 2's	Lombard " " "
Yellow Peaches H.S. 2's	Greengage " " "

Lawton Berries (light syrup) 2's

J. H. WETHEY, LIMITED
ST. CATHARINES, CANADA

A Good Storekeeper

studies his stock and sells only those goods he knows will please his customers, leaving the inexperienced dealer to experiment with the various "just as good" brands and imitations of standard articles.

MAGIC BAKING POWDER

is the kind that pleases the people.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

ESTABLISHED 1852.

☞ Merchants should recommend food-products that are produced in **clean** factories.

LEA'S

The Pickle with the Home-made Flavor

Remember we positively guarantee all of our Goods. If you have any complaint to make, write us. We will adjust all complaints to your satisfaction. : : : : :

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Natural Gas sold to Manufacturers at Five Cents per 1,000 Cubic Feet is the Cheapest Light, Fuel and Power in Existence To-day.

If you want the truth, ask the other fellow.

A FEW EXTRACTS AS TO WHAT THE OTHER FELLOW SAYS ABOUT

MEDICINE HAT

Here it is that Natural Gas has been found in quantities which settles the question as to the future industrial hub of the last West.

CHICAGO CHRONICLE,
July 5th, 1906.

Whatever may be the agricultural future of the country, Medicine Hat is certain to be a manufacturing town of importance.

THEO. M. KNAPPEN,
Special Correspondent
Chicago "Inter-Ocean."

I was particularly struck with the natural advantages about Medicine Hat, where we spent a few days. It would appear that this town is destined to become a city of great importance.

ADMIRAL LORD CHARLES
BERESFORD.

Cheap Power is, after all, the greatest gift of Nature to the district.

"CANADA," London, Eng.
Nov. 30th, 1907.

Medicine Hat is perhaps the only city in the world that keeps its lamps lighted day and night, month after month, year after year.

F. A. ACKLAND,
Special Correspondent
Toronto Globe.

This part of the country seems to have all hell for a basement, and the trap door appears to be in Medicine Hat.

RUDYARD KIPLING,
Oct. 13th, 1907.

We are confidently looking forward to the city of Medicine Hat becoming the manufacturing centre of that enormous territory lying between Winnipeg and the Pacific, and Northward from the United States boundary line, and feel that natural gas as a source of power will be a very important feature in the establishment and developing of industrial concerns in this locality.

NATURAL GAS JOURNAL, New York, Sept., 1907.

For Further Information apply to **JOHN T. HALL, Commissioner**

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, JULY 10, 1908. NO. 28.

It's a very small thing, a cake of Laundry Blue, but unless it is

Keen's Oxford Blue

It can upset the housewife's temper and spoil her trade with you quicker than anything you supply her with—Don't risk it—Stick to KEEN'S.

FOR SALE BY ALL JOBBERS.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion **Montreal.**

Yours to command trade—

Edwardsburg "Silver Gloss" Starch

Unequalled for finest laundry work, no matter how delicate the fabric. "Silver Gloss" Starch needs no commendation on our part. It has pleased the consumer for nearly fifty years.

—Stock it

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St., East TORONTO, Ont.

Works, CARDINAL, Ont.

St. James Street MONTREAL, P.Q.

SURPRISE SOAP

Highest grade of materials is what "SURPRISE" SOAP depends on as the basis of its good quality.

"SURPRISE" has special qualities for washing clothes; made in its own peculiar way by its own method for a great many years.

Don't overlook this fact when selling soap to your customers.

St. Croix Soap Mfg. Co.

Factory at St. Stephen, N.B.

Branches: Montreal, Toronto, Winnipeg, Vancouver, West Indies

A Safe Investment That Pays !

The "gold basis" is just as important in the grocery business as in banking. Something solid—of certain value and standard quality.

Griffin & Skelly Co.

SEEDED RAISINS **CANNED GOODS**

Peaches Apricots Pears

FANCY PRUNES

(Sterilized)

are always the highest standard and the best value.

A SAFE INVESTMENT

ORDER NOW

All Griffin and Skelly Brands bear their name.

ARTHUR P. TIPPET & CO., Agents

MONTREAL

Beware of "Bargain Sale" fruit.

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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

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F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
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Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

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ON SPOT
Medium and Seed
Quotations on Application
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Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.
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Grocery Brokers and Agents.
Established 1885.

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Valencia Raisins
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LOWEST PRICES
W. H. MILLMAN & SONS
TORONTO

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

(Continued on page 4.)

We have been busy booking "futures" on

"ANCHOR"
"RIVERDALE" and
"OLD HOMESTEAD"

brands of CANNED GOODS

GUARANTEED THE FINEST QUALITY PACKED

GET BUSY—If you haven't had particulars of our prices and terms—see our travellers NOW.

EBY-BLAIN, Limited
TORONTO

Wholesale Grocers, Etc.

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you You sell at	30c per lb. 40c per lb.
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CANISTERS

GOLD Tins	5s	Costs you You sell at	35c per lb.– $1 75 50c per lb.– 2 50
GOLD Tins	3s	Costs you You sell at	35c per lb.– 1 05 50c per lb.– 1 50
GOLD Tins	1s	Costs you You sell at	36c each 50c each
GOLD LABEL	½s	Costs you You sell at	18c each—36c per lb. 25c each—50c per lb.
RED Tins	½s	Costs you You sell at	35c each—70c per lb. 50c each—$1.00 per lb.
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Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

Manufacturers' Agents—Continued.

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Manufacturers' Agents
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29 Melinda St., Toronto

We { Warehouse / Distribute } All Kinds of GOODS
Sell on Commission
Cold Storage If Required
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WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
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Wholesale Grocery Brokers, Commission Merchants.
First-class connection with the trade. Established 1895. First-class references.
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They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

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MAPLE SYRUP
containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.
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This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
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This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

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IT WILL PAY YOU TO SEND AT ONCE.

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10 Front St. East, - TORONTO

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that it's mighty poor business to sell **poor quality** at any price?

Take Canned Goods for example. You have to **trust absolutely** to the **reputation** of the **packer.** Therefore, it's a shortsighted policy to buy unknown brands of inexperienced packers, when **you can obtain** the **very best brands** at a **slight advance.**

Isn't it very satisfactory to **know,** that when you buy **Canadian Canners' Brands** you **are guaranteed** as to quality?

Isn't it **satisfactory to know** that **you are buying Canadian Canners' Brands** at the same price as your neighbor?

If you buy other brands how do you know that your neighbor is not in a position to undersell you with the same brands?

Isn't it satisfactory to know that **you buy Canadian Canners' Brands** at the **same price** as the largest Departmental Stores in the country?

Did you ever notice that the Retail Grocers who cater to the **best class** of **trade** always **handle Canadian Canners' Brands?**

Remember the brands!—(Aylmer) "Canada First," "Little Chief," "Log Cabin," (Bowlby) "Horseshoe," (Canadian Canners) "Auto," "Kent," (Simcoe) "Lynnvalley," (Delhi) "Maple Leaf," (Boulter) "Lion." "Thistle," (Lalor) "Grand River," (Lakeport) "White Rose."

Up to the Mark !

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

Splendid value in every can—value that your customers will give you the credit for. Our 1908 pack is being made from the usual choice selection of the best fruits and vegetables procurable, and our up-to-date factory hasn't lost one iota of its splendid sanitary and mechanical completeness. Specify

OLD HOMESTEAD BRAND

and your trade is secure !

The Old Homestead Canning Co.

Picton, Ontario

There is

NO TIME LIMIT

to the popularity of

"SALADA"

Hundreds of pounds
were sold
YESTERDAY

Thousands of pounds
are being used
TO-DAY

and its popularity will
be greater still
TO-MORROW

Because

QUALITY IS THE SALESMAN

ST. CHARLES CREAM

UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.

St. Charles Condensing Co.

INGERSOLL, - ONTARIO
CANADA

STOCK THE BEST.

"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

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The Merchant introducing those lines to his customers MAKES NO MISTAKE.

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National Licorice Co.

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Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve).

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

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WAIT TO SEE OUR NEW LINES

Before Ordering

XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
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We are showing a very fine assortment of English Confectionery — manufactured by Batger & Co., London.

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Rose & Laflamme, Limited
Montreal and Toronto.

When Ordering

VALENCIA RAISINS

This Year
Ask for these Marks—

"M.D.&Co. Beaver"
Special Fancy Quality

"W. Abel" Standard Quality
4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

PACKED BY
MAHIQUES, DOMENECH & CO.

Agents: ROSE & LAFLAMME, Limited
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Brand New Goods from a Brand New Plant

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New pack strawberries will be ready to offer the trade by June 20th.

ALL GOODS PACKED IN SANITARY ENAMEL-LINED CANS

This in itself is a strong assurance of excellence and purity.

The Niagara Falls Canning Company Limited

NIAGARA FALLS, ONT.

G. P. Boulter, Pres. F. H. Boulter, Gen. Manager
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THREE BRANDS THAT PAY YOU TO STOCK

PURNELL'S

Vinegar Pickles Sauces

No better line to stock than these high class English goods.

Our pure malt vinegar has been a standard article for over 150 years.

Pickles and Sauces of irreproachable quality, piquancy and flavor.

Get in touch with our agents, so as to have early delivery.

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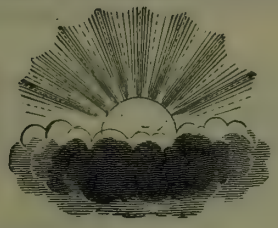

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"Salad, Edible and Cooking Oils"

WINTER PRESSED

—Highly recommended.
—Guaranteed under the Pure Food Act.
—A substitute for Lard.
—The Quality of these Oils is their recommendation.
—Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M. 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL ST., - - MONTREAL

Brooke Bond's Tea.

—o—

Agents for Western Canada:

Messrs. Hamblin & Brereton,

Corner of Notre Dame & Victoria Streets

WINNIPEG, MANITOBA.

—o—

This Packet Tea is sold by 30,000 Agents in Great Britain; 2,000,000 people drink it daily.

This fact is the best proof of its value.

Write for particulars to the address above.

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER
Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.

Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes

Adapt the **Opening** to the size of the **Tomato,** not the **Tomato** to the size of the **Opening.**

Pack **Whole Tomatoes,** not Crushed Fruit.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Max Ams Patents

" Place your order for Canned Goods **now,** while prices are low. This is good advice, but better still, specify

QUEEN BRAND

It stands for the best, and you don't have to pay a cent more for it.

Order from your wholesaler to-day, or write us direct.

Belleville Canning Co.

BELLEVILLE, - ONT.

Perfect Vinegar

Requires no persuasive salesmanship. It is by far the easiest to handle and the most satisfactory to sell.

Being of delicious flavour, full and rich, it is used more often and more liberally at the table than the inferior grades, and is naturally in more constant demand.

White, Cottell & Co.'s Vinegar

is perfection, of guaranteed strength, rich in aroma and flavor. Keeps well and always gives satisfaction.

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Mr. Kenneth H. Munro, Montreal.

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Camberwell S.E., LONDON, ENG.

Quality Pays the Best

That's why the shrewd grocer handles

Shirriff's Flavoring Extracts

They are unequalled in strength and purity.

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About 3ft. Long

Brown's Famous "Fly Coil"

catches more flies to the square inch than any other flycatcher. It attracts customers by its novelty, neatness and cleanliness. Hang up a couple of them and see how much they improve the appearance of your store and increase the comfort of your customers. When people see a good thing like this they want it and you sell lots of them. Why not catch customers as well as flies?

BROWN'S "FLY COIL" is easier to use and easier to sell than any "fly paper."

To be obtained from

The Wingate Chemical Co., Notre Dame St., Montreal

or direct from

The Brown Manufacturing Co., Ltd., Bury, Eng.

Naptho SOAP

MADE IN CANADA

MAKE

NAPTHO SOAP

YOUR LEADER

The result will be —satisfied customers — satisfactory profits.

The Welcome Soap Co.
Limited
St John, - N.B.

New Japan Teas

are fine and delicious. We have them now on spot for our Canadian Jobbers. Please write for samples.

S. T. NISHIMURA & CO., Sole Agents, - 55 St. Francois Xavier Street, **Montreal**

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

Beyond the Shadow of a Doubt

E. D. S. Brand Jams and Jellies

are the purest sold in Canada. Government declarations prove it!

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

ARE YOU LOOKING FOR PROFITS?

DID IT EVER OCCUR TO YOU

to think how much money you could make in the course of the year just by pushing the sale of some of the smaller items of your stock?

Take JELLY POWDERS and FLAVORING EXTRACTS for example, goods that never aggregate much money in your stock, but which pay handsome profit in the selling. Try it and see how many packages and bottles you can sell in a day just by suggesting it to the customers in your store. The result will be, ever so much larger profits than can be obtained from the same effort used in selling heavy goods, on which your margin is so light. Particularly so, if you push high-grade lines like "Greig's White Swan Jellies and Flavors." Their quality is such that your patrons want more. Your profit on these is especially attractive. Try a sample lot **at our risk** and see how they go.

The ROBERT GREIG CO., Limited, - TORONTO

GREIG'S White Swan BRAND

We have a special offer on

Strawberry Jam, 1 lb. glass

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

How about Soup?

You cannot get anything better than

"CONNOISSEUR" and "GLENCAIRN" Brands

Real Turtle
Mock Turtle
Ox Tail
Tomato
Julienne
Macaroni
Game

20 others

Cock-a-leekie
Hotch-Potch
Mulligatawny
Kidney
Chicken Broth
Vermicelli
Giblet

20 others

FINEST QUALITY

Put up in Glass and Tin

Cunningham & Defourier Co., Limited

London, Eng.

Canadian Agents:
ROSE & LAFLAMME, LIMITED, Montreal

ASK US FOR

BUTTER TUBS
BROOMS
FRUIT JARS
JAR RINGS
PAPER BAGS
TWINES
WRAPPING PAPERS

WALTER WOODS & CO.

HAMILTON and WINNIPEG

The Preferential Shoe Polish

Is unquestionably

2 in 1 SHOE POLISH

Downright merit combined with widespread advertising have made it so. People *expect* that all *up-to-date* grocers have it. Are you up-to-date?

The F. F. DALLEY CO., Limited

HAMILTON, CANADA
BUFFALO, U.S.A.

Cheap Pulp

We have about 300 barrels Tomato and 100 barrels Apple Pulp. A1 quality. Will accept half what it is worth to clear immediately and get back our empty barrels. Make us an offer!

The Tilbury Canning Co., Ltd.
Tilbury, Ont.

Cleansing Cooling Healing

There are few as good —but none better.

Glycerine Pumice

"The Soap that Cleans."

For general Toilet uses—for the Bath —for Cooling, Healing, Cleansing Properties—there is nothing to equal Glycerine Pumice.

There is no other like it

MADE BY
THE YOUNG-THOMAS SOAP CO., LTD.,
Regina, Canada.

Two popular summer drinks are found in

LYTLE'S LIME FRUIT JUICE
AND
LYTLE'S RASPBERRY VINEGAR

Grocers should keep well stocked in these lines during July and August.

—Buy from your jobber or direct from the manufacturer.

THE T. A. LYTLE CO. LTD.
Sterling Road, Toronto, Canada

TURN PRINTER'S INK INTO DOLLARS

You can get as much benefit from our advertising as if you paid for it yourself if you keep Mathieu's Nervine Powders well in front. Display them—recommend them and use them yourself. Before you forget—send that order along.

MATHIEU'S NERVINE POWDERS

You never know when a customer will ask for Mathieu's Syrup of Tar and Cod Liver Oil—Keep it handy.

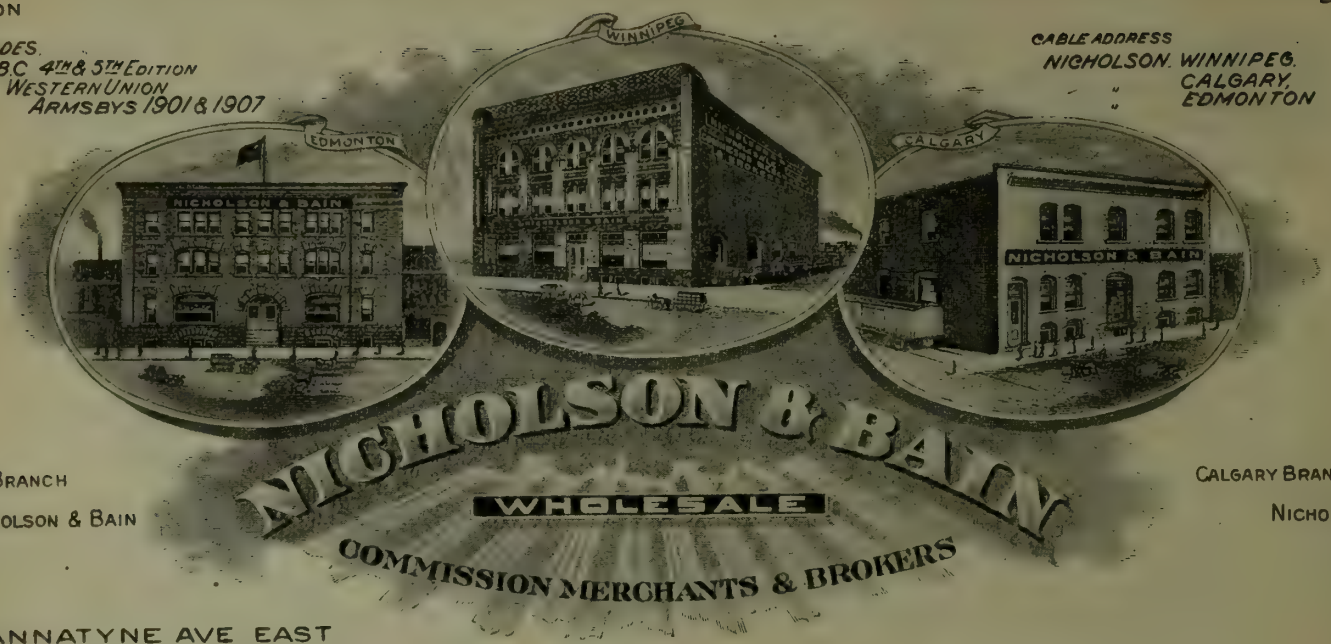
J. L. Mathieu Co., Sherbrooke, P.Q.
Proprietors
L. Chaput, Fils & Cie, Wholesale Depot, Montreal

E NICHOLSON

D H BAIN

CODES
A.B.C. 4th & 5th EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
" CALGARY.
" EDMONTON



EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

THE CONSTANT GROWTH

Of Western Canada, makes it an exceptionally desirable place for the introduction of new lines of reliable merchandise.

There is a chance here, for progressive manufacturers, to develop a trade that will increase from year to year.

You can do it, and we can help you.

We have been selling merchandise, throughout this territory, for a quarter of a century. We know the needs of the people and how to reach them.

We could take your products on a commission basis, store, sell and distribute them, and see that you got your share of the business.

Write us. We shall be glad to discuss details with you.

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise also cars distributed at Winnipeg, Calgary and Edmonton.

TO THE TRADE:

Of course YOU know that

CEYLON TEA

makes the

Best Iced Tea

But Do You Impress that Fact Upon Customers?

Its Lemony Flavor

Just Suits Hot Weather Thirsts, and Its

Full Bodied Quality

Prevents Ice from Impairing Its Tonic Values

CORKS AND CAPSULES

Unless they are the very best, the corks and capsules you use, Mr. Manufacturer, are likely to do you more harm than you can imagine. Avoid the creation of bad impressions of your lines by using **Ewing's Corks and Capsules.** Always uniform, reliable and otherwise perfect.

PRICES GLADLY FURNISHED

S. H. EWING & SONS

MONTREAL and TORONTO

Modernity

means up-to-dateness—the relegation of old, unsanitary pickling and preserving methods to the limbo of forgotten things. It is Modernity in its highest sense, that has produced Ozo Pickles and Ozo Jams and Preserves. If you could only walk through our factory; watch our fruits and vegetables growing from the seed in our own gardens; see our own make of vinegar maturing in our own vats; you would say it is no wonder that Ozo products have taken the lead in the trade. Modernity in our establishment leads to Uniform High Quality; and in your establishment, High Quality means Good Business.

Specify "OZO" when ordering from your jobber.

The OZO CO., LIMITED
MONTREAL

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

ABSORBINE

Removes Bursal Enlargements, Thickened Tissues, Infiltrated Parts, and any Puff or Swelling, Cures Lameness, Allays Pain without laying the horse up. **Does not blister,** stain or remove the hair. $2.00 a bottle, delivered. Pamphlet 1-C free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Synovitis, Weeping Sinew, Strains, Gouty or Rheumatic Deposits, reduces Varicose Veins, Varicocele, Hydrocele. Allays pain. Book free. Genuine mfd. only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents, LYMAN SONS & CO., Montreal.

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY
TORONTO MONTREAL

Tartan BRAND

SIGN OF PURITY

"The reason you should buy TARTAN BRAND Canned Goods"

Letter below from a gentleman we do not know but which speaks volumes. Book your Canned Goods with us and get the BEST.

Phone 596 free to buyer.

Messrs. Balfour, Smye & Co.,
Hamilton, Ont.

Dear Sirs,—

I wish to say I have tried most all the different brands of Canned Fruit on the market but have found none equal to your Tartan Brand. You have put up the best I have ever used including B. C. and California fruit. Your Canned Red Raspberries are O.K. I do not see how you can sell your brand as cheap poor low grade quality of goods.

Wishing you much success in your business, I remain,

Yours respectfully,
Malcolm W. McLeod,
Cherring, Vic., Wolseley, Sask.

A Prairie Rancher.

BALFOUR, SMYE & CO.

Wholesale Grocers. - - HAMILTON

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Experience Teaches

But it is a hard master. It is advisable, and in your own interests, that you should not experiment with your maple syrup business, but use

Pride of Canada

the brand with an established reputation for purity, known all over Canada and appreciated by all. A ready seller.

IT PAYS

The Maple Tree Producers' Association, Ltd.,

Waterloo, Quebec

Your Vinegar Trade is Important to You

Your customers demand the best for table use and pickling purposes.

Imperial White Wine Vinegar

HAS NO EQUAL

Order now for later requirements, and make sure of the best.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

The season is approaching when Granulated Sugar will be in active demand for preserving and canning purposes. When ordering supplies ask for

Redpath

the BRAND approved for over fifty years and to-day the STANDARD OF EXCELLENCE.

Made from PURE CANE Sugar by

The Canada Sugar Refining Co., Limited

MONTREAL

QUAKER SALMON

TRADE MARK

M

SONS

ESTABLISHED 1834.

There is talk of a short pack of salmon on the Pacific Coast. The yield will be small this year without a doubt.

To ensure your customers securing salmon that will be absolutely first class, order **Quaker Brand.** Highest grade Sockeye Salmon from Frazer and Skeena Rivers. The package is the finest on the Canadian market.

OUR PRICES:

QUAKER SALMON, flats, - -	$2.05
QUAKER SALMON, talls, - -	1.90

ORDER AT ONCE

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

ROYAL APPOINTMENTS

LIPTON

TEA MERCHANT BY SPECIAL APPOINTMENT TO

H.M. King Edward VII

H.I.M. King of Prussia—German Emperor

H.M. King of Spain

T.M. King and Queen of Italy

The Tea of Kings **The King of Teas**

LIPTON'S TEA

THOMAS J. LIPTON, - - 75 Front Street East, TORONTO

THE WORLD'S STANDARD **WHITTEMORE'S POLISHES** ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World

QUICK WHITE
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY & EASILY APPLIED.
ALSO CLEANS ALL ARTICLES MADE FROM WHITE CANVAS

Dirty Canvas Shoes

made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust No rubbing off. A Sponge in every package, so always ready for use.

Large size, per gross,
10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Largest quantity; finest quality. Its use saves time, labor and brushes, as it

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . .

OIL PASTE

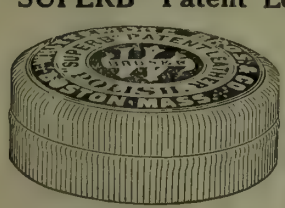
for ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold **double** any of the Ola's.

Price per gross . . . . . .

Excellent for old rubbers.

"SUPERB" Patent Leather Paste



For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. ½ lb. boxes
Per doz. ¼ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . . . .

Also in Russet and Ox Blood

"ELITE Combination"

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The **only** polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . . .

"BABY ELITE" Combination

10c. size per gross .

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross .

Star Russet Combination

10c. size per gross .

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . .

Elite, Ox Blood and Brown Pastes same sizes and prices

If interested in CANADIAN PRICES, write for

WHITTEMORE BROS. & CO., 20-22-24-26 ALBANY STREET CAMBRIDGE, MASS., U. S. A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.

CANNED SALMON

Finest Sockeye and Red Spring, ½s. to retail profitably at 10c. See our travellers

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

THE PEOPLE NEED H.P.

Bright, "live" aggressive Canadian advertising will send the people to the stores for H.P. Sauce—England's most popular condiment. Stock melts like snow. The people are beginning to appreciate the world's best Sauce, so don't run short of H.P. Our advertising will send the customers; do your part; be ready to supply them, and a large and permanent trade is yours.

"Tasting" bottle with quotation (full ordinary size) on application to our Canadian Agents:

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
The Codville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

PURE
ANNAPOLIS VALLEY

Cyder

"Land of Evangeline" Brand

Guaranteed absolutely free from chemical preservatives.

Will keep SWEET, CLEAR and SPARKLING in any climate.

The pure juice of the finest Nova Scotian apples manufactured and bottled by secret process, under direct supervision of a member of the most celebrated English Cyder makers—H. Whiteway & Co. Ltd., whose patrons include H. M. King Edward VII, H. M. Alfonso of Spain.

Bottled in champagne quart, pint or half-pint bottles; also supplied in casks.

For Prices and Particulars Address
R. S. McIndoe, - - Toronto.
S. W. Shackell, - - Montreal.
J. S. Creed, - - - Halifax.

ANNAPOLIS VALLEY CYDER CO.
LIMITED
BRIDGETOWN, - NOVA SCOTIA

I AM ABLE TO QUOTE

very sharp c.i.f. prices on

Med and Seed Prl and Flake Taploca

For prompt and future shipment.
The market is in your favor; BUY NOW.

ANDREW WATSON
91 Place d'Youville
Tel. Main 4409 **Montreal**

CAPSTAN Brand
High-Grade Tomato Catsup

Put up in 10, 16 and 20 oz., bottles of a new design and is very attractive. This catsup is far superior to many others and is giving perfect satisfaction.

Sold By all Wholesale Dealers.
Once Sold Always Asked For.

THE CAPSTAN MFG. CO.
TORONTO, CANADA

NONE QUITE SO GOOD

2 Necessary points to be considered in buying **BULK TEAS.**

FIRST: Quality that will bring the customer back for more.

SECOND: Prices so low that you can compete with inferior grades and yet make a handsome profit.

An order placed with us will bring these results.

YOU run no risk in ordering our famous package **TEA**

MELAGAMA

It sells itself. Money in every package. Order on a 60 or 100 lb. box.

MINTO BROS., - TORONTO

Wagstaffe's

New Season's Strawberry Jams and Sealed Fruits are now ready, **order at once,** quality **cannot be beaten.**

Wagstaffe Limited

THE PURE FRUIT PRESERVERS

Hamilton

Two Pound Cans for the Pea Pack

Immediate shipment.
Any quantity.

Telegraphic inquiries solicited.

THE

Norton Manufacturing Co.

HAMILTON

AVOID LOSS!

Keep track of every article sold, the person who bought it, and the clerk who sold it. Our

"DUPLEX"

COUNTER CHECK BOOK

simple and easy to keep, will save you lots of money, and prevent friction with customers.

Write and let us tell you about it!

The Carter-Crume Company Limited,

Toronto and Montreal

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable *Satisfaction Guaranteed*

Wiseman-Ashley Co.,

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East **WINNIPEG, MAN.**

There's one thing certain about the selling of Condensed Milk and that is, it has to be PERFECTLY PURE and like fresh cow's milk—

Borden's Brands

"Eagle Brand" Condensed Milk and
"Peerless Brand" Evaporated Cream
are perfect Milk—

(Unsweetened)

FOR SALE BY ALL JOBBERS

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Vancouver and Victoria, B.C.

CLEAN METHODS

are essential to the production of really high-grade canned goods. And one of the points we are proudest of about

RIVERDALE BRAND

Canned Fruits and Vegetables

is that our canning methods are unequalled in cleanliness.

The Lakeside Canning Co., Ltd. - Wellington, Ont.

NATION'S

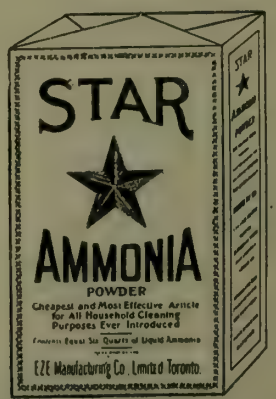
SIMPLY DELICIOUS

In Packets and 4-oz., 8-oz. and 16-oz. Tins

Agents: **GREEN & CO.**, 25 Front St., E. Toronto

CARMAN-ESCOTT CO., 141 Bannatyne St. WINNIPEG

Manufactory—BRISTOL - ENGLAND


STAR
AMMONIA
POWDER
Cheapest and Most Effective Article for All Household Cleaning Purposes Ever Introduced
E.E. Manufacturing Co., Limited Toronto.

Star Ammonia thoroughly cleans and disinfects without leaving the slightest odor. It's a great labor saver.

Don't Want 25c. Tea

People don't want 25c. tea when they find they can get tea of so much better quality for only five cents per pound more.

A large number of requests have been made to my travellers in different sections of the country asking the privilege of exchanging the 25c. Red Rose Tea they had for Crimson Label, which shows the consumer wants better goods and readily recognizes that the quality of our 30c. tea is well worth the difference in the price.

Sell one package of 30c. Red Rose to your customers and they will not ask you for 25c. tea again.

You make more profit, and, what is more important, you please your customers, and will be sure to increase your tea business.

If you have not stocked Red Rose 30c. tea yet, it would pay you to do so when my traveller calls, or your order by mail will have our prompt attention.

Branches:— **TORONTO, 3 Wellington E.**
WINNIPEG, 315 William Ave.

T. H. ESTABROOKS
ST. JOHN, N.B.

As Pure as Windsor Salt

$1.00 Sold $25 Worth of Groceries

It was a thirty mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident - its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

Windsor Salt

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.

L.H. PACKARD, PRESIDENT. ED. PACKARD, VICE-PRES. F.W. WADSWORTH, SEC'Y-TREAS.

L. H. Packard & Co. Limited.

AMERICAN SHOE FINDINGS.

PACKARD'S "SPECIAL" SHOE DRESSINGS. "GEM" LAMBS WOOL SOLES.

SHOE STORE SUPPLIES.

"IMPERIAL" SOFT SOLE SHOES OVERGAITERS & LEGGINGS.

PACKARD BUILDING, 9 TO 17 ST. ANTOINE ST.

Montreal, June 4/08.

Messrs. The Canadian Grocer,

Montreal, Que.

Gentlemen,-

We must compliment you on the fine appearance of the Spring & Export number of your Journal, which we think is a credit to Canadian enterprise.

At the same time it gives us pleasure to recommend your publication to all parties, who wish to reach the Grocery and General Store trade of Canada.

We are well pleased with the results we have had from our ad in your paper, and can recommend it to others who wish to reach the above trade.

Yours truly,

L. H. PACKARD & CO.LTD.

DICT.J.W.S.

Canned Goods Futures

We have the most interesting proposition to lay before our friends, in reference to Canned Fruits and Vegetables, our travellers have full particulars.

We recommend booking now.

James Turner & Co., Limited

Hamilton, Ontario

INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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Advertising for the Retail Grocer

Persistency a Very Essential Feature—Reasons for No Results—Salesmanship and Advertising Intimately Related—Price an Important Factor—Criticism of Ads Submitted and Suggestions for Improvement, by W. F. Ralph.

The essence of good advertising is persistency. Spasmodic advertising is all right for a man in a spasmodic business. It would be next to useless for the iceman to advertise his cool commodity in December, which is probably why so many icemen become coalmen in the winter. But for a man in the hardware business, which is essentially an all-the-year-round business, all-the-year-round advertising is the thing that pays.

This is a fact that is fast becoming recognized by the business world. Future generations of merchants—or at least those who go into business with downright seriousness of purpose—will reckon on so much capital as being requisite for advertising as naturally as they will for so much capital to provide fixtures and stock. The small merchant, no less than the great manufacturer, will then set aside his yearly "appropriation" in advance.

In these days, to evince a doubt as to whether advertising pays or not, is to label oneself as a "back number." One has only to look at the leaders of any line of business—yes, and the leaders of private life—to become convinced of the fact that advertising pays as surely as the sun rises and sets.

Persistency Essential.

All kinds of arguments can easily be brought to prove that persistent advertising is essential to success in business; but the greatest of them all is the indisputable fact that the leaders of commerce, the captains of industry, the men in the forefront of the learned professions, and those on the band-wagon of politics, are everlastingly persistent in some one or other of the various methods of advertising.

Non-advertisers are usually found congregated on the bottom rungs of the ladder of success in company with a scattering of men who have got soured through advertising the wrong way.

Among these latter the majority are those who "tried out" advertising, but quit too soon. They lacked the element of persistency without which they might as well have stayed among the hand-to-mouthers of the commercial world and not advertised at all.

Reasons for Failure.

Among the scattering of soured ex-advertisers on the bottom rungs are other kinds than those who lacked in persistence. There is, for instance, the dishonest advertiser; the man who considered that advertising meant bunco. Then there is the man who tried the wrong method or who didn't discriminate between mediums. Again there is the man who bought space in good mediums, but didn't spend any time getting up his "copy."

If you have salable goods, buy space in a newspaper which gets to the consumer and spend a little time in persistently filling that space with sane, seasonable, truthful offerings of good value, your advertising will unfailingly increase your sales.

Advertising and Salesmanship.

Harvey R. Young, during a recent address delivered at the Pacific Coast Advertising Men's Association meeting at Portland, Oregon, said: It must be admitted that in this age of business energy and activity it is absolutely indispensable that the merchant, the manufacturer, the banker, the broker, in short all engaged in industrial pursuits shall by some efficient means be kept constantly before the public eye.

Experience has taught the business world that the most effective and economical way is by advertising in our great daily newspapers and periodicals. I have spent considerable time watching how stores arrange and display merchandise—how advertised sales are conducted and how salespeople receive and wait upon the trade; and some of my experiences lead me to believe that there is much truth in the statement of Manly M. Gilliam, who is quoted as saying, "If all retailers were to give the same slip-shod attention to the advertising that many do to store management and salesmanship, the poor houses of America would be the retiring homes of a great many of them."

The many failures among retailers are, I believe, partly due to the fact that so few really understand the principles upon which a successful business is built. Nathanial Fowler, of national fame, says the five points of trade are as follows:

"1st—Something to sell.

"2nd—A place to sell it.

"3rd—Proper business management and sufficient working capital.

"4th—Good salesmanship, and efficient courteous employes.

"5th—ADVERTISING.

"And the strength of the whole is in the harmony of the parts."

Advertising only brings people into contact with the goods and there its power ends—salesmanship begins.

If the advertising is good, the probability of a sale is begun.

If the reputation of the firm is one of reliability, the shopper advances a step toward the purchasing point.

If the goods are as represented still another advance is made.

The final step in the consummation of the sale is controlled by the salesman, and an incompetent salesman can ruin the work of the highest priced advertising manager in America. In the making of a sale there is almost as much importance in the way a prospective customer is received and treated as there is the goods offered for his selection.

When you enter some stores you are met at the door by a sour-faced, cross-voiced man, who says, "What do you want?" with the rising inflection which makes the question sound as if he meant, "What business have you here?" When you are drawn to such a store by an alluring, coaxing advertisement, and receive such a greeting, at once without buying, you feel like leaving, never to go there again.

There is no doubt but that in a great majority of the stores in this country such conditions exist—yet when the business doesn't pay, the advertising usually and unjustly receives the blame.

Price an Important Factor.

Henry Siegle, of the Siegle-Cooper stores, assures us that out of the ninety million people in the United States the largest majority of them are interested in the price of everything wanted. Price counts and will count as long as money is used.

In a few cases it might be advisable for the salesman to be the first price teller, but as a rule, whether the prospective customer is a poor man, or one in comfortable circumstances, or wealthy, invariably the first question asked of the salesman is, "How much is it?" Then why not advertise the price, place it on the goods in the display window and in the store, and thereby shorten the business transaction?

The Look of Prosperity.

Look and talk prosperity. The store that looks as if it were doing business, is the store that will do business. The one that looks dead and dull can be depended upon to be all that it looks. Never talk discouragingly to a customer.

Montreal, 1st June, 1908.

Canadian Grocer,
Toronto.

Dear Sirs—Acting on your suggestions as contained in a criticism of my style of advertisements, I have made a change and the enclosed is a result of getting copy a day in advance. Minute directions were given the compositor and in my opinion he worked out a neat job. This ad. appeared in "The Montreal Star," the most expensive advertising medium in Montreal, but yet the cheapest in the end.

The advertisement was a pronounced success.

Yours truly,
CO-OPERATIVE GROCERY CO.
293 St. Antoine St.,
(Sgd.) A. Girard, Jr.

Not over sixty days ago I had the proprietor of one of the largest furniture houses in Ohio relate to me that he had a personal lesson that would last him forever. A prosperous farmer and his wife had selected furniture amounting to over five hundred dollars. The proprietor himself, who chanced to be waiting on him, remarked that he was so pleased to make the sale as it was the first large one for some time, and that business was dull and money tight. This started discussion of the financial conditions existing which resulted in the buyer turning to his wife and saying, "Mary, I guess we had better not take these goods to-day."

Some Hints and Criticism.

"All things come to those who wait,
But it's not the thing to do;
Use Southon's goods and you'll find that fate
Will bring success to you."

With this little song C. Southon & Sons, Lakeport, Ont., general merchants head the ad. which is reproduced on this page. Although the assertion and advice contained in the first two lines convey an obvious meaning, in the last two lines the meaning is not so apparent. It is to be presumed, however, that the saving which a buyer will effect in purchasing goods from Southon & Sons, no less than the good humor he will derive from their quality, will enable him to more easily achieve success. But it is not at all likely that the customers of Southon & Sons will go deeply into the matter, rather accepting it as a pleasant enough little rhyme. Having done this it will have served its purpose of attracting the reader's attention.

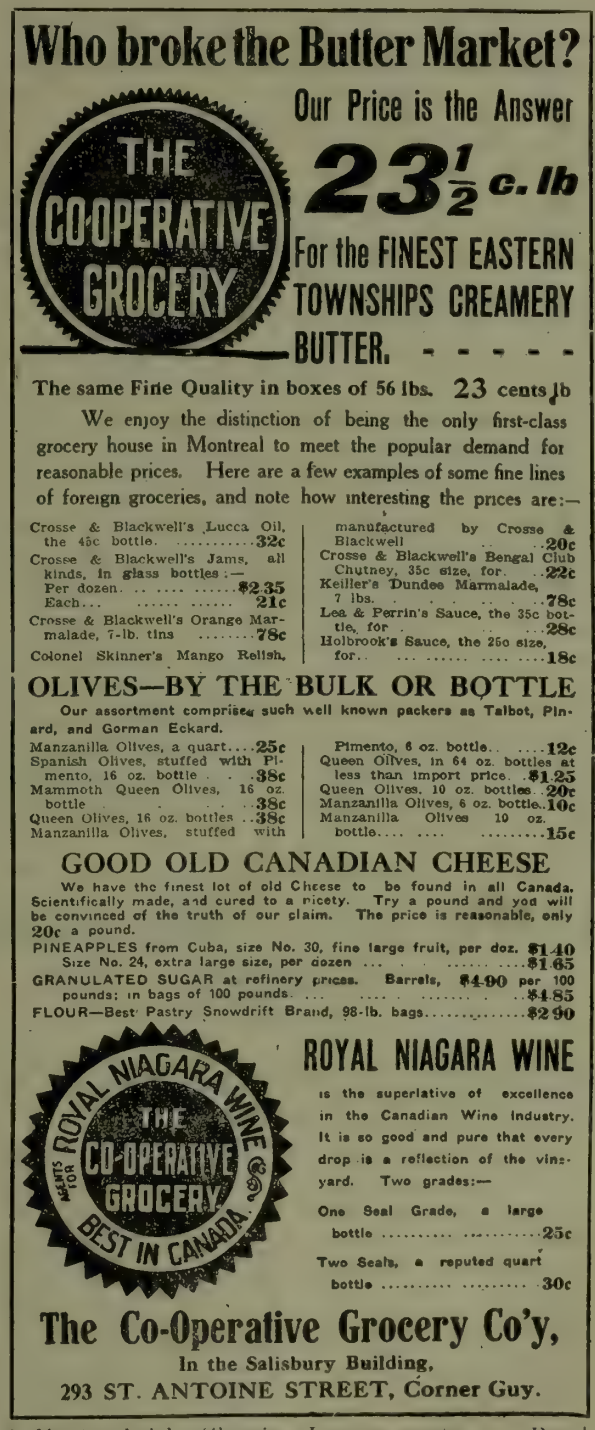
The constituency of a general store situated in a small hamlet or village differs somewhat from that of retailers situated in a small town or city. Consequently the advertising problem of a general merchant whose store is situated in a very small place and whose customers are almost entirely rural must be faced from a different point of view to that adopted in criticizing the ads. of retailers in larger places.

The ad. referred to has all through it the very desirable element of brightness. The two lines: "Hot weather expected soon, but our straw hats are here now," and "The New Century washer beats them all," are exceedingly brightly put. Yet it seems to us that this neat little ad. lacks force. There is nothing in it to concentrate the buyer's attention in a definite direction. Unless any or all of the priced items given are lower than is ordinarily the case, all the items are of so indefinite and general nature that they fail to bring home to a farmer or his wife any special reason why he should buy any of them. There is no leader which would draw the buyer into the store because of its extra good value and give the proprietors and salesmen the opportunity of improving the occasion by making sales of other lines.

We are not prepared to say that an ad. like this is not a good one; but we will go so far as to say that it could be considerably improved.

For instance, let us take the items of screen doors, window blinds and lace curtains. Let us occupy most of the available space with an offer of these goods in something of a special way, either leaving the other items out altogether or merely mentioning them in a restricted space. At the time the ad peared—some time in May—these goods would be eminently seasonable, the screen doors because of the approach of the fly season, and the window blinds and lace curtains because of the recent termination of house-cleaning. They would, therefore, be likely to attract a number of people whose needs in those directions were more or less pertinent. The special price, together with breezy descriptions of their seasonableness and quality, would sustain the interest of the housekeeper who needed them, and, more than likely, bring them into the store to personally inspect the merits of the goods offered.

Something in the nature of a special offer as that above referred to often has the effect of deciding a housekeeper on a purchase when she is not sure that the old articles won't last out another season. A bargain has its attraction at all times and in all places. Whereas the mere statement of the fact that certain goods are to be had at a certain place contains no argument in favor of a purchase being made now; which, after all, is what a good retail ad. should accomplish in some degree.


Who broke the Butter Market?
THE CO-OPERATIVE GROCERY
Our Price is the Answer
23½ c. lb
For the FINEST EASTERN TOWNSHIPS CREAMERY BUTTER. - - - - -
The same Fine Quality in boxes of 56 lbs. 23 cents lb
We enjoy the distinction of being the only first-class grocery house in Montreal to meet the popular demand for reasonable prices. Here are a few examples of some fine lines of foreign groceries, and note how interesting the prices are:—
Crosse & Blackwell's Lucca Oil, the 45c bottle. 32c
Crosse & Blackwell's Jams, all kinds, in glass bottles:—
Per dozen. $2.35
Each... .... 21c
Crosse & Blackwell's Orange Marmalade, 7-lb. tins 78c
Colonel Skinner's Mango Relish, manufactured by Crosse & Blackwell 20c
Crosse & Blackwell's Bengal Club Chutney, 35c size, for. ..22c
Keiller's Dundee Marmalade, 7 lbs. 78c
Lea & Perrin's Sauce, the 35c bottle, for 28c
Holbrook's Sauce, the 25c size, for.. ... .18c
OLIVES—BY THE BULK OR BOTTLE
Our assortment comprises such well known packers as Talbot, Pinard, and Gorman Eckard.
Manzanilla Olives, a quart....25c
Spanish Olives, stuffed with Pimento, 16 oz. bottle . . .38c
Mammoth Queen Olives, 16 oz. bottle . ..38c
Queen Olives, 16 oz. bottles ..38c
Manzanilla Olives, stuffed with Pimento, 6 oz. bottle.. ....12c
Queen Olives, in 64 oz. bottles at less than import price. .$1.25
Queen Olives, 10 oz. bottles..20c
Manzanilla Olives, 6 oz. bottle..10c
Manzanilla Olives 10 oz. bottle.... ....15c
GOOD OLD CANADIAN CHEESE
We have the finest lot of old Cheese to be found in all Canada. Scientifically made, and cured to a nicety. Try a pound and you will be convinced of the truth of our claim. The price is reasonable, only 20c a pound.
PINEAPPLES from Cuba, size No. 30, fine large fruit, per doz. $1.40
Size No. 24, extra large size, per dozen $1.65
GRANULATED SUGAR at refinery prices. Barrels, $4.90 per 100 pounds; in bags of 100 pounds. $4.85
FLOUR—Best Pastry Snowdrift Brand, 98-lb. bags.....$2.90
ROYAL NIAGARA WINE
THE CO-OPERATIVE GROCERY
MADE FOR ROYAL NIAGARA WINE CO. BEST IN CANADA
ROYAL NIAGARA WINE
is the superlative of excellence in the Canadian Wine Industry. It is so good and pure that every drop is a reflection of the vineyard. Two grades:—
One Seal Grade, a large bottle 25c
Two Seals, a reputed quart bottle 30c
The Co-Operative Grocery Co'y,
In the Salisbury Building,
293 ST. ANTOINE STREET, Corner Guy.

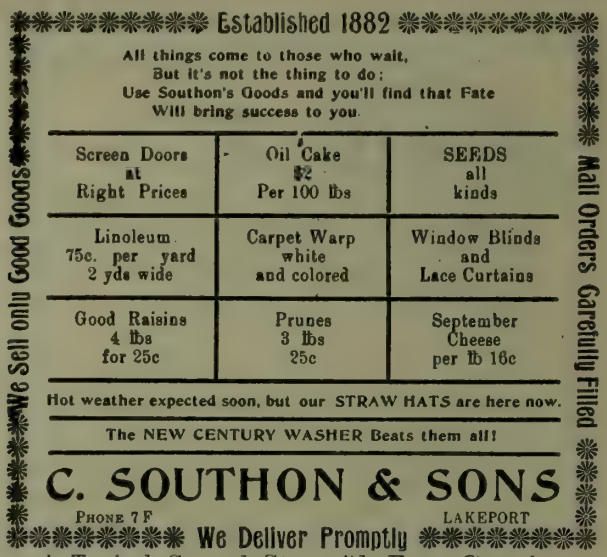
A Montreal Ad., Showing Improvement as a Result of The Grocer's Suggestions.

A Gratifying Result.

Some weeks ago, reference was made in these columns to an ad. of the Co-Operative Grocery Co., Montreal. The

suggestion was made that the composition of the ad. was somewhat defective owing to the crowded and illegible effect produced because of the great length of some lines of small type. As a remedy it was suggested that a lighter and more attractive effect could be produced by the simple expedient of breaking the small type items into two columns, the headlines being carried right across to lend force.

The suggestions were made use of and the gratifying result is shown in the letter from the company reproduced in connection with this article. The advertisement in question is also reproduced in somewhat reduced form.


Established 1882
All things come to those who wait,
But it's not the thing to do;
Use Southon's Goods and you'll find that Fate
Will bring success to you.
We Sell only Good Goods
Mail Orders Carefully Filled
Screen Doors at Right Prices
Oil Cake $2 Per 100 lbs
SEEDS all kinds
Linoleum 75c. per yard 2 yds wide
Carpet Warp white and colored
Window Blinds and Lace Curtains
Good Raisins 4 lbs for 25c
Prunes 3 lbs 25c
September Cheese per lb 16c
Hot weather expected soon, but our STRAW HATS are here now.
The NEW CENTURY WASHER Beats them all!
C. SOUTHON & SONS
PHONE 7 F
LAKEPORT
We Deliver Promptly
A Typical General Store Ad. From Ontario.

SOME JOLLY VISITORS.

United States Advertising Men Playing Golf in Toronto.

The American Golf Association of Advertising Interests has been holding a tourney this week at the links of the Lambton Club, near Toronto, and the members have been a good deal in the public eye during their visit. On Tuesday evening a moonlight excursion was tendered by the Mayor and the corporation on board the Macassa, at which the members showed their jolly spirit. One of the happiest of the members present was E. F. Olmstead, advertising manager of the H. O. Company, of Buffalo. It was a cool night and Mr. Olmstead was a particularly striking character in a crimson silk raincoat of a feminine variety and a merry widow hat.

The association was tendered a luncheon at Scarboro Beach by the Toronto Golf Club on Wednesday evening and are generally enjoying themselves.

DEATH OF CHRISTOPHER MOORE.

Was Prominent Merchant and Citizen of Orillia.

Christopher Moore, for upwards of 40 years a prominent citizen and active business man, in Orillia, passed away on Sunday, July 5, in his 72nd year. Some years ago he established a large general business, which is still carried on by two of his sons. He had been in the Old Country for about a year and returned home six weeks ago. He was taken ill on the way home, and after reaching Orillia was never again able to leave his bed. Mr. Moore had been a town councillor and had otherwise taken a prominent part in public affairs.

A NEW TOBACCO COMPANY.

The Imperial Co. of Canada Absorbs the American and Empire Cos.

Circulars have been distributed to the grocery and tobacco trade in Canada indicating the change in the American Tobacco Co., of Canada and the Empire Tobacco Co., which firms have been absorbed under the name of the Imperial Tobacco Co. of Canada.

The new firm will continue the business along the same lines as laid down by their predecessors and no change in the brands of their tobaccos or in any other way is contemplated.

PROGRAMME MARITIME BOARD OF TRADE

Some of the Good Things to be Enjoyed by Delegates to the Meeting in Halifax, August 16 to 23.

Maritime Board of Trade delegates who attend the annual meeting which assembles at Halifax on August 19th, are promised an interesting week.

On Wednesday morning, the 19th, at 10.30 o'clock, the visitors will have an opportunity to attend the function to be held at the province building to celebrate the 150th year of representative government in this province. In connection with this celebration there will no doubt be a parade of the troops, the firing of a salute, and addresses by His Honor the Lieutenant-Governor and other prominent men.

On Wednesday afternoon at 2.30 o'clock the active business of the convention will begin, and the president will present his report.

On Wednesday evening there will be no meeting, but the delegates will attend a band concert in the Halifax public gardens.

Thursday morning and afternoon will be devoted strictly to business, but in the evening there will be a grand illumination, pyrotechnic display and parade of decorated boats at the northwest arm. This promises to be the greatest night of the week, and if the arrangements are as well carried out as they were at the time of the visit of His Excellency the Governor-General last year, the visitors will see something quite unique in the Maritime Provinces, and perchance in America.

Friday morning will see the closing exercises of the convention and in the afternoon it is proposed to further entertain the visitors with an excursion on the harbor and a business men's picnic at McNab's Island. Those who remain over until Saturday will probably witness a regatta at the northwest arm, and it may be of interest to delegates who think of bringing their wives or daughters to know that the Eudist Fathers will hold a monster bazaar at the Arena rink during every afternoon and evening of the whole week that the Board of Trade meets.

TRADE NOTES.

A. L. Hay, of Hay & Co., Windsor, manufacturers of salad dressings and grocers' specialties, was a caller upon the Toronto jobbing trade this week.

Geo. H. Campbell, manager of the Toronto branch of Red Rose Tea, was in Montreal a few days during the week.

J. F. Eby, of Eby-Blain, Toronto, is luring the bass and the 'lunge from the hidden lairs of Havelock. There must be good fishing around Havelock as Mr. Eby never fails to take a few days off every year to test his skill with the rod.

A disastrous fire which started as the result of an explosion of celluloid, in the large building at 18-24 Sheppard St., Toronto on Wednesday, and caused approximately $60,000 damage, caused serious loss to Jones Bros., show case manufacturers. Their loss on the building was $10,000 with large insurance, and on contents and stock $20,000, with $14,000 insurance.

A NEW ASPECT OF PRICE-CUTTING

How the Public "Smell the Rat" and the Cut Reflects on the Cutter—Written Specially for the Grocer.

"Funny thing happened the other day in one of your western Ontario towns," remarked the fat drummer, meditatively. "Just goes to show that the public are prone now-a-days to smell a rat—often a non-existent rat, too."

That a non-existent rat possessed any smell whatever was an unique suggestion; that the public could and did smell it was an assertion so daring that it drew to the fat drummer an interested audience of half a dozen in the twinkling of an eye.

"There was a grocer down in—well, we'll call the place B—," the fat drummer pursued, after a pause. "He took a yellow streak the other day, as even the best grocers sometimes do, and started in to build up his business by cutting prices. His fellow grocers didn't take kindly to it. A few of them went so far as to remonstrate personally, and point out the folly of his course. It didn't do any good, however; the price-cutter merely rejoined that business was business, and went on cutting.

Started on Biscuits.

"One of the items he selected for the cutting process was a high-class biscuit—a variety that has always sold on its merits at the regular price. Our grocer knocked off three cents a box, and advertised this along with his other cuts, quite extensively.

"I wasn't there to see the finish of the cutting war; but when I dropped off at B— the other day, I found that the biscuits were selling at regular prices once more, and that everything else was back in statu quo. I congratulated my man on his return to common sense—of course, I put it tactfully. He took it all pretty quietly for a while; then he burst forth:

"'Cut it out, old man. Cut it out. I did it because I had to do it.'

A Dire Result.

"'It was just killing my business. You know, for one thing, I started to cut on those biscuits. Lopped off three cents from every box, and advertised it broadcast—a penny saved is a penny earned, and all the rest of it. Advertised it every day for a week, and how many boxes do you think I sold?'

"'A couple of hundred,' I suggested.

"'Eight,' he said. 'Eight boxes in a week, where I used to sell dozens. And then, when I was wondering why the people didn't come with a rush, my wife went to a picnic and accidentally discovered something. A couple of ladies were talking, and one of them chanced to mention my cut in biscuits.

"'Yes,' said the other. 'I guess it's some old stock he's had in his cellar for years, or he wouldn't want to get rid of it so cheap.'"

Another Example.

The drummer's story recalls another one. A young druggist had just taken hold of an old established business, and wanted to draw the crowds. In the stock list were several thousand boxes of a stock herb tonic, put up for the old firm. The young man was prepared to make some sacrifices to draw trade; and the tonic was one of them. It was, as I recall it, a mild, harmless assortment of grandmother's herbs, which, taken with a certain proportion of hot water and a certain other proportion of whiskey, had a tendency to make you fell better, especially if you already felt pretty good.

The young druggist planned his grand coup for the next Saturday, and for days ahead occupied double advertising space in several city dailies with the annoucement that on Saturday he would give away, absolutely free, one regular fifty-cent box of Grandmother's Grand Guaranteed Herb and Root Tonic to every person making a twenty-five cent purchase at the Blue Jay drug store.

"What will we do when the supply runs out," remarked one of his assistants.

"Order more, and tell them to come again next Saturday," rejoined the enterprising merchant.

The announcement was widely advertised—one regular fifty-cent box of Grandmother's Guaranteed with every twenty-five-cent purchase at the Blue Jay drug store next Saturday. Newspaper space was used freely, dodgers were scattered broadcast, card coupons were distributed on the crowded market and left at every door in town. The young merchant waited expectantly for the crowd to come, to carry away the two thousand free boxes of Grandmother's Guaranteed in their joyful possession.

But alas—they didn't.

Saturday came and went. Just two people handed in coupons. Just two free boxes of the grand and glorious tonic passed over the counter.

It was the old, old story, The public scented a rat. When they saw the merchant giving away something for nothing, they immediately commenced to question the quality of the something. The verdict was "Guilty." That young man shut down on price-cutting right then and there, and proceeded to run his business on legitimate lines. He doubled it in two years by "quality advertising." As for the tonic—well, it was a dead issue.

Drawing a Conclusion.

The moral of all this stands right out on the face of things. I have witnessed the incident, time and again, the same in all its salient forms. I have heard dozens of housewives pass judgment in precisely the same words. A decade and more of scientific advertising, skilfully planned has educated a multitude of people into the firm belief that quality is an essential, that the cheapest is not always the best, but that, on the contrary, the best is always the cheapest. The fake bargain has ceased to deceive; and furthermore, the real bargain has fortunately come to share its opprobrium. Cry "Bargain" from the housetops, and a multitude of people will hear you say "Bluff," and, like the priest and the Levite, will pass by on the other side. The public grows daily more and more suspicious of mere cheapness, and scents behind it the cellar mildew and the gnawing rat—even if the mildew and the rat are mere products of the imagination.—Lauriston, of Ekildna.

HAMILTON CORRESPONDENCE.

Hamilton, July 6.—The trade in this city has brightened up considerably in the last two weeks and everybody hopes now that the worst of the hard times are over.

The fruit season has opened favorably. Strawberries are very nearly done. The price this year has been low and consumers have snapped them up freely for preserving. Sugar and glass jars have figured largely on the grocery orders, and most grocers have made a fair profit on these goods. Cherries and raspberries are now coming in, and as there are bumper crops of both, the prices are low enough to please almost any one. The butter market has ruled very firm and high during the past week, the present price being 4c per pound higher than a week ago. The extreme price of 25c for June butter is caused, mostly by the large number of farmers who now either sell their milk or send it to the cheese factories. The present outlook is that we will see 30c butter by the 1st of August. Eggs are also advancing, new laid now bringing 25c a dozen over the grocery counter.

Grocers generally were highly pleased at the full report given by The Canadian Grocer of the Retail Merchants' convention at Galt, and regret is expressed that there is not more interest taken in association matters in this city. No doubt Adam Ballantine, the newly-elected Vice-President, will make an effort to stir things up—as he is a man of excellent executive ability, and is able to spare a good deal of time. The association looks to him to make things boom here.

The regular monthly meeting of the Hamilton Retail Grocers' Association was held in the Board of Trade rooms on Thursday evening, July 2. After the regular business picnic matters were discussed. Everything is now in readiness for the big excursion to Niagara Falls on July 15. The Refreshment Committee reports, besides all the hot tea and coffee and ice cold milk, 200 gallons of ice cold lemonade will be given free. The Amusement Committee reports that, besides the Thirteenth Regiment Band, Italian Trio, Darktown Quartette, the Secretary is in communication with the Bridge Jumper, and trying to make arrangements to have him kill himself during the day. The list of games is greater than ever. On the American side that day one of the greatest parades Niagara Falls has ever witnessed will take place—5,000 members in uniform of the I.O.O.F.—a sight of a lifetime. Hamilton's uniform rank will compete for the $100 prize. The Masonic Grand Lodge also meets on the Canadian side on July 15.

Frank Sloan, of John Sloan Co. Toronto, returned on Saturday from his trip to Great Britain and the continent.

OUR TRAVELERS' PAGE

The Story of a Successful Montreal Salesman—The Work of the City Salesman With Some Hints on Methods.

A quiet, unassuming man, the friend of hundreds of grocers throughout eastern Canada, Leslie R. Buzzell has been going the rounds for Mathewson's Sons to their entire satisfaction for twenty-one years.

That kind of a traveler one sees exemplified in the "old guard"—a man who possesses the implicit confidence of his employers and of his customers, it is not surprising that Mr. Buzzell should be known so favorably to such a large number of grocers and general storekeepers in the district he covers.

He is a Quebec boy, having been born in Abbotsford, near Farnham, and he is to-day in the early forties, in the prime of his manhood.

When he first began traveling for Mathewson's Sons, then J. A. Mathewson & Co., he covered what is known among the travelers as "the French country," the district in which Sorel and other small French-Canadian towns are located.

For many years past he has been traveling between Montreal and Toronto, and calling upon the trade in the chief towns and villages in the Ottawa Valley, up toward Pembroke, especially. In these fields he is known probably as well as any commercial man on the road to-day. Being absolutely straight and square, and having some regard for his customers other than the mere desire to sell them a bill of goods every time he sees them, he has succeeded in making most of the business men with whom he has dealings his personal friends.

The Buzzell family have not been strangers to the "grip," his father before him and other members of the family having had the same fever as that which attracted Leslie R. to the fascinating occupation. And the family has always kept up a connection with groceries, even to-day being known in retail realms in Quebec—two of his brothers conducting a general store in Cowansville, under the style of Buzzell Bros.

Mr. Buzzell is an all-round man, and he can sell anything from peanuts to molasses in hogsheads—provided he knows the article is up to the standard, but he is a crackerjack on selling Japan teas. He has made a particular study of them and knows pretty near all there is to be learned about them up to the present day, but he says he is still finding out new features and good points about Japans.

He is the senior man on the traveling staff of Mathewson's Sons, and, needless to say, he is an ardent supporter of the Dominion Commercial Travelers' Association.

As for recreation—well, he knows a whole lot about baseball and during the season, when he is in a town possessing any kind of a team he will usually be found on a Saturday afternoon at the baseball park, oblivious to everything but the man at the bat. He follows hockey closely, too.

THE CITY SALESMAN'S WORK.

The daily commercial life of a large city is exceedingly well systematized.

LESLIE R. BUZZELL.

One evidence of this is the increasing number of city salesmen who help swell the enormous patronage of the large jobbing houses, and indirectly keep the wheels of factories humming. These city salesmen carry to the city retailers the same message of progress as the traveling salesmen convey to the dealers in the smaller cities and country towns.

City salesmen are an important part of the every-day commercial activity. The majority are not mere order-takers, for if their services were entirely dispensed with the city sales would heavily decline in volume. On the contrary, city salesmen stimulate the consumption of goods by showing retailers how to increase their sales. With the introduction of some new specialty, city salesmen very frequently act as demonstrators, and at the same time instruct the clerks in the store how to sell the article. At other times, city salesmen are saying the encouraging word just at the time when the retailers may feel a little despondent. When settlements are slow, it is the city salesman who speaks a good word to the credit department for the delinquent customer. It is the city salesman who sympathizes with the retailer when in trouble and congratulates him when good fortune has beamed on him. It is also the city salesman who tells the retailer of choice locations and drops a suggestion now and then whereby the goods may be more attractively displayed or a saving made in operating expense.

In turn, what does the city salesman receive for his well-intentioned work? Too often he is made to wait unnecessarily by the retailers; too often he is avoided, and many times discourteously treated. Yet with all the slights and indifferences he bravely continues at his mission of good-will and service.

That word service is the keynote of success for city salesmen. Service may not at all times be appreciated, but in the long run it will be rewarded with orders—and orders delight the hearts of salesmen. Usually, the greater the measure of service a city salesman gives the greater will be his total of orders. So city salesmen should acquire the habit of service. Where competition is keen, the accommodating salesman will get the largest share of orders, and order-takers will only get them as they stumble over them by accident.

City salesmen, as a rule, average a large number of calls, but the proportion of orders taken as compared with the number of calls made, is small. To thoroughly cover a city territory demands a perfected system. The habit of calling on retailers who buy regularly and omit the other dealers who seldom have an order, is a common fault. It is sometimes called the revolving habit. The salesman moves along the line of the least resistance, and where he knows that he will receive a welcome. Some salesmen in the morning will reason thusly: "Jones will probably have an order for me, so I will see him first. Smith—well, I ought to call on him, but he is so slow and seldom orders, so I will pass him by to another day." So a city salesman without a system to govern his calls is a good deal like a ship at sea without a rudder. He roams aimlessly around, missing here and there possibilities for development of additional business. It is customary to allot each city salesman a certain territory or district. It may be advantageous in some districts to take a block at a time, calling on all the dealers in one block, before going to the next; in others, to go down one

side of the street and return on the opposite side. Large or small, all buyers of a line should be visited.

Of course, it pays best to cultivate the acquaintance of the big buyers, and this may be done without slighting the small dealers. Time spent with the small buyers may be limited, so that much longer time may be devoted to the interests of the big concerns. The small buyer may soon become the big purchaser, and for the reason of possible future trade should not be neglected. I have known small retailers who, suddenly inheriting money, to branch out on a large scale, and naturally gave preference to the salesman with whom they were best acquainted. Small dealers very often sell their business, and join into partnership in larger enterprises. Small buyers also have a way of gossiping freely about trade matters, more so than decisive, big buyers, and very productive pointers of new concerns starting in business are obtained while calling in the small shops. On the very day a city salesman decides to omit calling on the out-of-the-way small dealer an order may be waiting for him, only to be taken by a competitor who happens to call before the next regular round. It pays to cultivate the small trade and grow with it, but not at the expense of sacrificing the large and more profitable business.—W. W. Hiscox in the Sample Case.

NEW BREAD REGULATIONS IN FORCE.

Ontario Bakers Must Provide "Standard" Loaf of Pound and a Half.

The new regulations passed at the last session of the Ontario Legislature to provide a loaf of standard weight, came into effect on July 1 and some interest has been manifested throughout the province as to how the matter will work out.

By the new regulations the bakers must supply a "standard" or pound and a half loaf. Three weights of loaves may be sold, namely pound, pound and a quarter, and pound and a half, the latter the standard. The two lighter loaves must be marked with the weight but this is not called for with the standard loaf. The act will not materially affect the bakers as the price of the three styles of bread is the same, the difference in weight being balanced by the kind of ingredients. The bakers say that the pound loaf and the standard are equally palatable, but the former is more nutritious on account of the sugar and shortening used in it, and for this reason it is not likely that the standard loaf will have a very heavy sale, for people have grown accustomed to a smaller loaf, instead of the big plain loaf of bygone days.

Bakers at several points in the province claim that they have not as yet received any official notification of the change, although inspection is being carried on.

Park & Thompson, wholesale and retail pork and provision merchants in the east wing of St. Lawrence market, Toronto, are renovating the premises to the west of the main entrance to the market preparatory to opening with a full line of groceries. The provision business will be conducted as usual in the old store.

GOOD PROSPECTS FOR FRUIT CROP

Summary of Monthly Bulletin From Agricultural Department—Conditions Altogether Not so Encouraging as Last Month, But Prospects Are Very Fair.

The summary of the Agricultural Department's Fruit Crop Report for June, which has just come to hand, cites prospects scarcely so favorable as a month ago. While the outlook is encouraging, and in some fruits away above the average, the general promise this month seems to be somewhat behind the magnificent fruit crops we have been led to expect by reports from various sources.

Favorable Weather Conditions.

Regarding weather conditions, the summary says: "Conditions throughout the Dominion for the past month have been generally favorable for fruit. The first three weeks were exceptionally dry in the fruit districts of Ontario, but occasional showers after the 20th have prevented serious injury, except that the samples of strawberries in some cases are not so large as usual. Light frosts on the 15th did only a very slight damage. Nova Scotia and Prince Edward Island have had exceptionally favorable weather. In British Columbia though the weather was cool and wet till the early part of June, conditions were not seriously affected. During the latter part of the month the temperature has been higher with occasional showers."

A Fair Crop of Apples.

The report on apples is not exceedingly favorable; "Prospects are not so good this month as last. The "set" of fruit was not as good as was expected, and the dry weather has probably increased the June "drop." A fair estimate of the present conditions would be an average or slightly above the average crop of early and fall apples, with winter apples somewhat below a medium crop. The districts producing the larger quantity of fruit in Ontario, such as the counties of Hastings, Durham and Northumberland, have rather a light crop of winter apples. Speaking generally for the whole apple belt, Spies, Baldwins and Kings will be light or very light; Russets a medium crop; Ben Davis nearly a full crop; Greenings a medium crop; the Fameuse above the average almost everywhere, and at least an average crop of fairly clean, good-sized fruit in the Ottawa and St. Lawrence valleys. In Nova Scotia the prospects for the apple crop as a whole are particularly good, this being a bearing year for the Gravenstein. There are no unfavorable conditions in British Columbia, the prospects showing a medium crop."

Pears, Plums and Peaches.

"The prospects for pears and plums are only medium," says the report. "Bartletts and Kieffers have the best showing. Early varieties of peaches will be fairly abundant, somewhat above the average; late varieties a medium crop. In the early varieties, Alexander, Early Rivers and Triumph are reported bearing full crops. Of the latter varieties, St. John will be only a medium crop, the Early Crawford light, Smocks and Elbertas show for something over a medium crop. The Elbertas are bearing heavily where they were sprayed for curl leaf; those not sprayed have in many cases a very light crop.

"The prospects for tomatoes are excellent. Should there be plenty of moisture during July, there seems nothing in the way of a full crop this year.

"Sweet cherries will be somewhat scarce, sour cherries more plentiful. Grapes look well and promise a full crop.

"With a moderate amount of rain, small fruits will likely give a large crop. The conditions are so favorable over all the fruit producing sections that the aggregate of the crop will likely be very large."

"Insects are not more prevalent than at this time last year and fungous diseases are not specially in evidence. Up to the present time most injury has been done by the cigar case bearer, the bud moth, canker worm, green fruit worm and oyster shell bark louse."

Foreign Conditions.

"The United States will have only an average crop, but very generally distributed over the apple growing districts. The prospects for stock suitable for marketing during the winter months would indicate about an average crop or somewhat less. The prospects for apples in Great Britain and for the fruit crop generally are particularly good and there are no serious adverse conditions reported from the continent."

COFFEE-GROWING IN QUEENSLAND.

British traders will soon be able to inspect and test coffee grown in the Colony of Queensland, says the Grocers' Journal. At Pialba, in the Maryborough district of Queensland, a successful grower was requested by the Government to prepare an exhibit for the Franco-British exhibition in London, and attractive samples of Queensland coffee from its parchment condition to its roasted and ground state are being displayed there. There is no dispute about the excellence of the coffee grown in Queensland, and the industry will soon be developed sufficiently to supply all Australia, and an export trade be created. The labor question is not an insurmountable difficulty. It is mainly in the picking season that extra hands are required, and these are generally obtained by employing youths from adjoining townships, or, as in the case of the extreme north, Halays and the native blacks are frequently employed. The work of hulling, curing, and roasting is principally done by machinery, and for this white labor is employed. A small plantation that can be worked mainly by the owner and his family, or a group of small plantations combined, generally ensure the most profit. A well-worked plantation may bring in over £30 to the acre. At Mount Jukes, about 25 miles from Mackay, an ideal spot for coffee-growing, the plantations there are reported to be in a most flourishing condition, and the crop may average over 1,000 lbs. to the acre.

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DIRECT LINE TO FRANCE.

Business men in Canada and France are awaiting with interest the decision of the French Government in the matter of the Franco-Canadian treaty now before them. If the treaty is passed in its present, or a slightly modified form, there is the almost assured prospect of a new line of steamers between Canada and France, connecting Marseilles and Montreal. At the present time Canada and France are connected by a service to Havre from Montreal. This is not considered by business men, of Marseilles particularly, as being sufficient, as the service, while fortnightly, and at times during the season, weekly, is not direct, boats calling only on the way to and from London.

When in Marseilles in March G. W. Stephens, chairman of the harbor commissioners of Montreal, conferred with the business men of that French city on the matter and found them most enthusiastic. All of them were willing and eager to further the project, and the matter was thoroughly discussed. Nothing definite was arrived at, however, as the interested parties felt that it would not be policy to decide upon anything until the Government had given its ruling upon the treaty.

But it seems to be an assured fact that the project will be carried out if the treaty gets through.

Such a service would be of untold benefit to both countries. That it would pay there seems to be no doubt whatever, with trade increasing between Canada and France annually. The field is a broad one and the possibilities are unlimited, as the projectors would not be obliged to confine their efforts to Marseilles or France alone, but might tap all central Europe. It would open up a splendid new field, A few years ago the Canadian Grocer advocated such a service.

Canadians have not yet fully realized the possibilities for trade development that lie in Europe. It is the establishment of a direct line of steamers to a port like Marseilles which would bring home to them the fact that manufacturers here can profitably cultivate not alone France, Italy and Spain, but also Switzerland, Austria and other inland countries not presently very much to the fore, but which would be brought into touch with Canada by the establishment of a direct line to the Dominion from a live port like Marseilles.

There is not a business man who has the interests of his country at heart but who recognizes the advantages to be derived from a direct service to Marseilles, but the lack of united effort for the starting of the project has kept the matter from coming to a head.

Now is the time, and here is the opportunity, to do something. With interested parties at both ends working intelligently for the establishment of a service something can be done, provided the treaty is settled satisfactorily, but there must be united and energetic action.

Everything possible will be done by the Montreal harbor commissioners to further the project, and if under the guidance of such a resourceful and hard-working leader as Chairman Stephens, nothing can be accomplished, it is surprising indeed.

ARE YOU DOING YOUR SHARE?

The picnic season is here with a vengeance and the opportunity for a day's outing and a trip to some other town or to a watering place is being taken advantage of by associations and trade organizations of all kinds all over Canada. Already a large number of grocers' associations have held their annual outing, and next week with the host of picnics arranged, as noted on another page, promises to see thousands of grocers enjoying themselves.

And this is only as it should be. The picnic or excursion of the trade organization is a mighty valuable institution, even if it only happens once a year and lasts only one day. It promotes not only the spirit of good fellowship, but it also gets the members of the trade in a town better acquainted. The merchant who has been hearing stories about the crooked things his opposition around the corner has been doing during the year, and has been letting them sink in, gets acquainted again with this brother in the trade, and usually finds him a better fellow than he thought. Often they compare notes and find that it is an unscrupulous customer who has been carrying the stories and that neither merchant is at fault.

The trade picnic, too, allows a merchant to get acquainted with the wives and families of his fellow tradesmen in a way that he could not do even through association meetings. In another way too, it is of benefit, by taking the business man away from his town to new scenes and making him forget, for the time, at least, his business worries. There are many other beneficial features.

When these picnics are over, however, there is in almost every case the feeling on the part of two or three who shouldered the responsibility and did most of the work that they do not want to undertake such an affair again. It is a very common thing to let all the work of such an outing rest on the hands of two or three active spirits who are known to be of a character to see the thing through. And it is rather disheartening to these pushers, we may call them, not only to carry the big load of the work, but worse than that, see several members of the association who take no interest whatever in the affair, even refusing to enjoy the excursion or outing.

Such ought not to be. If a trade organization is worth while belonging to it is worth while supporting and worth while being loyal to. Every business man interested should support the picnic or excursion that has been arranged in his town.

What does it matter if the store is closed for a day? In all probability the majority of your customers are off with the excursionists. They would think a good deal more of you, anyway, even if they were put to a little inconvenience if they knew you were off on your trade excursion. It will pay over a hundred per cent. profit indirectly not only for the local merchant to take part in local trade enterprises but also to do his whole duty toward them.

ARE YOU GETTING RESULTS?

The manager of a large retail store in Montreal some weeks ago sent in a couple of the ads that had appeared over the firm's name in the local papers for criticism in connection with The Grocer's Good Advertising Department. The ads were given due attention and the criticism made in these pages was taken advantage of by the manager in preparing his next advertising.

A letter on another page of this issue is an evidence of the satisfactory result—as is also the first-class ad reproduced along with the letter.

We are aiming to make this department of particular service to grocers in all parts of Canada. We have been trying to tell why to advertise, how to advertise and how to make more money by advertising. A great aid in doing this is to receive ads from which we may make hints and suggestions. If your advertising is not bringing the results you think it ought to, write us about it and let us try to find out what is the matter. In any event, send in your ads and see if we can't make some suggestions which would improve them.

VISIT OTHER DISTRICTS.

The holiday season provides an opportunity for the merchant and business man to get away from the worries of business, to pick up new ideas and to get acquainted with sections of the country which he does not already know. These are opportunities which should not be let slip. A busy man may think he cannot spare the time for a holiday, even for a couple of weeks, but in so doing he makes a serious mistake. The old story about "Jack" and the results of "all work, etc.," apply just as well to the modern business man. A holiday, when it has been well earned, always pays for itself.

In taking a holiday trip, nothing will pay so well as visiting other sections of the country where new ideas may be picked up, new friends made, and a general knowledge of conditions prevailing there gained. Ontaio merchants, for instance, should attempt to take a trip to the Maritime Provinces, where the sea breezes and the natural beauties will offer added attractions to those found in different business conditions, or to Western Canada, where an idea may be gained as in no other way of the development and resources of Canada's new country. The Eastern man, in turn, should visit Ontario and the West, and the Western man come East to get acquainted with conditions existent here.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Winnipeg Correspondent.

The end of June special crop reports are to hand and are even more favorable than anticipated. There has been no damage to barley or oats from the light June frosts, and only in the most isolated cases has there been too much rain. A hot July, with a good stiff breeze, and there will be considerable wheat-cutting the first week in August, as the end of this week finds an excellent percentage in the shot blade, and considerable areas in southern Manitoba headed, while large areas of early barley are in head. By the last day of June practically all the early barley will be headed. It is, of course, possible for the crop to be ruined even now, but every passing day renders the possibility more remote.

The markets are interesting just now, particularly the oat situation, the crop of which has apparently been shifted from July 1st to 15th, and for the last days of June buyers were forced to pay a premium of 1c over the price of No. 2 oats for rejected. The man with all the oats claims that he had demand for them and was shipping them to Montreal at 46c, which is 44c afloat Fort William. Certain heavy shipments of oats have been made to the port of Montreal recently. Big exporting houses, on the other hand, claim that the highest bids they can get are 35c and 36c afloat Montreal, and between the two statements there is a great gulf fixed, and only time and the demand can settle the vexed question.

There continues to be an excellent demand for Winnipeg October wheat, and the price holds very well. There are breaks, of course, from time to time, and exporters will only buy on a pretty good margin, but there has been more trading in October wheat in June, 1908, than there has been any June for many years.

The argument at Ottawa as to whether or not Hon. Mr. Fielding's coming to the rescue of the banks did or did not help the crop movement is one of those things of which public men ought to be ashamed. It is quite true there was no startling advance in prices immediately the announcement was made of more funds available, for the very simple reason that there had been a very serious break about that time in the American market, and nothing that could have been done could have kept the Winnipeg market without some slight break, but the real thing was that from the very day after the announcement that additional funds would be available there was an increased activity in low-grade wheats. The movement of the low grades was the big crux of the situation so far as the Canadian west was concerned, and up to that time stocks had increased at Fort William abnormally for the season. No boats were being chartered and shipments were away below those of the same period in 1906. Following this announcement came an immediate increase in activity and a greater demand for low-grade wheat. It must be remembered that all along the banks maintained stoutly they did not need more money to move the crop, that they were furnishing all that was necessary; while the grain men just as stoutly maintained that their lines of credit had been cut to such a point that with the very high prices of wheat it was impossible to do business in any large way. To back up their argument was the undeniable fact that the wheat was not moving and that within a few days of Hon. Mr. Fielding's announcement, if you asked a grain man as to the financial stringency he would say, "Oh, things are loosening up a little, my banker does not need any more money, you know, but," (with a knowing wink) "he remembers where I live and sends for me now." After going over the situation carefully it looks to your correspondent as if the Fielding action saved the country at least a million dollars on the crop, and had the banks admitted their need, when they should have done it, would have been a saving of over $1,500,000.

The movement of live stock is becoming increasingly active and the quality of cattle going forward quite remarkable for size and finish. The Creswell Cattle Co., from south of Medicine Hat, sold 2,000 head to Gordon, Ironside & Fares at better than 4½c Waldeck Station, and these cattle averaged 1,350, weighed off cars Winnipeg, and were just as smooth as silk.—H.

CONSUMING PRODUCTS AT HOME.

J. A. Ruddick, Dominion Dairy Commissioner, gave evidence before the Committee on Agriculture on Wednesday regarding the progress made by the dairying industry of the Dominion. He explained that the reduction in exports of dairy produce was attributable to the largely increased home consumption. Mr. Ruddick gave figures furnished by the census department to show that between 1900 and 1907 the value of creamery butter, cheese, milk and condensed milk produced in Canada grew from $29,200,000 to $35,450,000. The annual value to the country of all Canadian dairy products was about $94,000,000. Ten years ago there was no condensed milk produced in Canada; now there are several factories with an output valued at nearly one million dollars.

SUDBURY SENDS GREETINGS.

The interest Sudbury merchants are taking in the opening of the new C.N.O. line from Toronto to that town, and incidentally their interest in the MacLean papers, is shown by the following telegram received on the eve of the opening of the new line:

"Col. J. B. MacLean,

MacLean Newspapers, Toronto:

"Sudbury merchants are to-night celebrating the opening of the Canadian Northern Railway from Toronto to Sudbury and congratulate McKenzie & Mann on the building of their competitive line, bringing these two cities closer together. The Board of Trade sends greetings to the readers of your paper.

JAS. PURVIS,
Pres. Board of Trade."

Grocery News From Coast to Coast

Quebec and Eastern Province Notes.

Montreal Retailers Preparing for Picnic on July 15—Halifax Grocer Retires After 54 Years of Business—Notes of the St. John Fish Market.

MONTREAL.

July 6.—The week has been a good one for the grocery trade. During the spring the trade has displayed some features which are not characteristic in regard to the unseasonableness of certain demands and on the other hand there has been activity in some quarters which could not be said to be seasonable. Whether these changes of the market and the demand have been the result of the generally unstable condition of business affairs or not it is difficult to say.

Irving Knight, for many years of the firm of Parker & Knight, East Hatley, Que., is staying in the city for a couple of months, attending to varied business engagements. Mr. Knight, who owns an extensive cattle ranch in the west, is very optimistic regarding the outlook in the west, where a magnificent crop seems to be assured.

In cities especially, and in the country in a certain measure, grocery stores are congested owing to a lack of room and all inventions which will provide more room are eagerly sought for. A grocer in this city has an idea in his store which saves some shelf room, or rather gives him additional shelf room, and that is a complete elimination of the standards or partitions which support one shelf above the other. This is accomplished by means of brackets, which support each shelf independently of the other and in this way goods may be arranged along a shelf of this description in an unbroken line.

The last meeting of the Retail Grocers' Association previous to their picnic, was held Monday evening in their headquarters on St. Catherine St. The final arrangements for the picnic on July 15 were made and now everything is in readiness for a good time.

HALIFAX.

July 6.—Activity prevails in the grocery markets, business being reported good in all lines. Stocks of canned goods are getting pretty well cleaned up, but there is still sufficient on hand to fill all orders. Now that the preserving season is near at hand the demand for sugar is increasing. Some of the jobbers have been looking for a drop in the price, but thus far there is no indication of such.

Butter is in good supply, but the price keeps up. Good dairy in small tubs is quoted at 22c, and creamery from 24c to 26c. There is a fair demand for eggs. The receipts of Nova Scotia stock are rather light. They are quoted at 17c. Prince Edward Island stock can be bought on the island for 15c.

The receipts of strawberries last week were quite heavy, and as a result the price dropped to 10c per box. As many as 100 crates arrived in one day. Local dealers are making large imports of tomatoes, cukes and cabbages from Boston.

Principal Cumming of the Agricultural College at Truro, has just returned from a tour of the province, and speaks glowingly of the crop outlook. The fields were never in better condition, and the farmers are jubilant over the prospects. Clover is in abundance, and as a result live stock of all kinds are thriving unusually well, and dairy cows are giving a record flow of milk. Butter and cheese will be more abundantly produced than for some years. Potatoes have started unusually well, and turnips and mangles and other hoed crops also give excellent promise. As to fruit, the outlook, except in local areas, where the canker worm has been making ravages on the apple trees, is more promising than for many a year. The canker worm has, however, over-run some of the best orchards in Wolfville and almost completely stripped many of the best trees.

Strawberries will be a record crop and all small fruits will be unusually abundant. Wild strawberries, raspberries and gooseberries will also be very plentiful.

The steamer Manchester Shipper which arrived at Charlottetown, P.E.I., this week, is landing 16,000 bags of salt for merchants of that city.

After being 54 years in the grocery business, Robert Urquhart has retired for a well-earned rest. Mr. Urquhart is probably the veteran groceryman of this city. Starting in a small way on Spring Garden Road, he built up a fine trade, enlarged the premises many years ago, and was very successful. Owing to his advanced age, and the recent death of his son, Alexander, who was associated with him in business, Mr. Urquhart has retired from behind the counter and disposed of his stock last week at public auction.

FAT AND PROSPEROUS.

The following paragraph, which appeared in a recent issue of the Maritime Merchant, shows how one of our Canadian contemporaries regards us:

"The Special Export Number of the Canadian Grocer came to hand as fat, as prosperous and full of good things as in previous years. This special edition has a large circulation abroad, and should be most helpful to the Canadian exporter and producer who is looking for a larger measure of foreign trade."

ST. JOHN.

July 6.—Business continues fairly good for the time of year. There were practically no changes in the local markets during the past week.

Strawberries are coming in quite plentifully and are selling at 10 cents a box wholesale. Butter is a little easier and eggs have also gone down a few cents. New vegetables are beginning to come in in small quantities.

The lobster and gaspereaux fishing season closed on June 30. The catch made during the open season was only fair and hardly up to the average. Arrangements have been made with the Department of Marine and Fisheries for extending the clam fishing season, which under ordinary circumstances, closes on July 1 to July 15. The Department of Marine and Fisheries has agreed to appoint a commission to investigate the conditions which surround that important industry and it is possible that the season may open earlier in the fall. North shore fishermen are greatly pleased over the extension in time granted

Salmon has been rather scarce this season. The bay fishermen are not making very big catches. The retail prices are 17c, 22c and 25c a pound, according to the cut. A. S. Swim, fish dealer, Clark's Harbor, says the local catch of codfish this June is five times what it was last June. On Friday, June 26, the fishing fleet there came in with 100,000 pounds, the fruits of a few hours' fishing.

The incorporation meeting of the stockholders in H. W. DeForest & Co., wholesale tea merchants, was held in the offices of the company, Mill Street, June 25, for the purpose of electing directors. The following were elected:—Harry W. DeForest, president; Charles H. Howell, vice-president; Noel F. Sheridon, secretary-treasurer; George McKean and Harold Stetson. The capital of the company is $99,000. It is understood there are about seventeen stockholders

Charles Moffett, general merchant, at McAdam Junction, has assigned to a St. Stephen barrister.

Fire at Campbellton, June 29, did about $2,000 damage to the stocks of A. G. Adams & Co., and A. Marcus' general stores on Water Street. The stores are in the same building. There was $11,000 insurance on Adams' stock and $2,000 on Marcus' stock. The building was also covered by insurance.

There was a drop in flour one day last week when a street car and one of Hall & Fairweather's big teams collided. The wagon was loaded with barrels of flour and for a time it looked like a snowstorm with the bursting barrels. The wagon was badly smashed.

GEORGETOWN, P.E.I.

July 2.—Business during the past week has shown a marked improvement. Collections, however, are only fair. Now

is the time to make a strenuous effort to square up all outstanding accounts.

The demand, owing to the excessive heat, for soda water and fruit, has been exceptional. Grocers report splendid sales of chocolates and high class confectionery.

In the cities they report smaller sales and less business in the summer; here it is the reverse. Our best season is the good old summer time.

A. Maclean & Co. have adopted the cash system. The opening paragraph of their announcement reads: "After careful consideration of the possible results, we have decided to conduct our business on a strictly cash basis on and after July 2nd—absolutely no exception to this rule." This is the first experiment here and the result will be watched with interest.

News From the Coast

Mexican Salt for British Columbia—Burglars in Vancouver Grocery—Markets Kept Brisk With Summer Business.

VANCOUVER.

July 4.—No prominent feature marks the local market. This week we have the first real summer weather, and the warm wave will precipitate the end of the strawberry crop, and bring on the raspberries. Three weeks ago, it got nicely warm, but since then it has been cool, until now it is the good old summer time. The effect of the cool weather has been to allow berries, cherries and such like to attain a fullness, and with plenty of sun now they will have everything that goes to make good fruit. All crops are of the best, and it looks as if this will be a banner year in the industry. Maxwell Smith, Dominion fruit inspector, is now on a trip in the interior, and will return with a statement as to how the various crops are in the different localities. With a bountiful yield and a largely increased acreage, there should be a good supply for the market.

Increasing interest is being taken in the Vancouver market, and the promoters are very much encouraged. Applications for stalls are more numerous, and what is better, there is a fine attendance of buyers. Last Saturday, all the supplies were sold out, and if the demand continues as strong the market will be a big success. It will put the farmer and the consumer in close touch, and will give the former a market which he has not heretofore possessed. With the great improvement in suburban transportation, electric lines running to all parts and small steamers in operation, the growers are able to reach Vancouver at a minimum of cost. By bringing their produce to market, they are not so completely at the mercy of the buyer who goes around the country, and, moreover, much stuff will find a ready sale that has heretofore not been bothered about. Vancouver merchants also expect results in that ranchers coming to the city with produce and receiving money therefor will spend here before returning. In fact, one of the earliest promoters of the market, six or seven years ago, when there was little substantial support, was Charles Woodward, whose store has since grown to very large proportions, and who has not been able to attend to his project of late because of the demands on his time by business. He and others have always recognized the benefit that would accrue from a market, and it looks now as if their hopes were about to be realized.

Thomas Cunningham, provincial inspector of fruit pests, has returned from Agassiz, where he went to see what could be done to prevent the ravages of the flea beetle that is doing such damage to the hops. He declares that this insect is the most difficult pest to exterminate or even check that has made its appearance in British Columbia, and the loss this year will be close on to $50,000. All kinds of mixtures for the destruction of pests have been tried on the flea beetle but without the slightest effect, and it was hoped that some parasitical insect would attack the ravager. Up to the present, however, it has been more destructive than ever, except in the Okanagan valley. The only remedy of any effect is a solution that is most repulsive and the vines and hop poles are covered with it. This has to be brought from Kentucky, and valuable time will be lost before it arrives.

Grocery stores in the outskirts of the city are often easy victims of the burglar, because of their remoteness from the path of the police. W. Y. Blackhall's, in Mount Pleasant, was entered the other night, and though the robbers got the safe open they secured little, as the cash had been banked that afternoon. Experts carried out the job, using nitro-glycerine. It is not often that Vancouver has these people around in the middle of summer, as they generally come in when things slacken up in the fall. That they are on hand now is a sign that dealers in outside places should be careful, as these generally suffer first before attack is made on the larger stores down town.

Nineteen hundred tons of salt are en route to British Columbia from Carmen Island in foreign bottoms, a Kosmos liner bringing 1,000 tons, and the Havila 900 tons. Discharge of cargo will be made at both Victoria and Vancouver, the two main points of distribution.

The Norwegian steamer Tricolor is en route from Cheribon, Java, with a cargo of raw sugar for the B. C. Sugar Refining Company here. This firm obtains its raw material both from Java and the Fiji, a large subsidiary company owning a plantation in the latter islands.

Interesting Ontario Items

Hamilton Grocers Preparing for Big Excursion on 15th — Ottawa Merchants Closing Early on Saturday—Fruit Jars Scarce in London.

LONDON.

July 6.—Col. A. M. Smith, of A. M. Smith & Co., wholesale grocers, has been confined to his room for some days through illness.

Cyril Hays, secretary of the Retail Grocers' Association, is around on crutches, the result of a second accident this season while playing baseball.

Frank Smythe, who for a few years has conducted on Richmond St. North one of the most attractive grocery stores in the city, has made an assignment to Alfred Robinson.

The strawberry season, which has been very brief this year, owing to the hot weather, is succeeded by raspberries, which on Saturday sold in the market at 15c per box. The last has been seen of pineapples for this year.

Local retail grocers are up in arms over the wholesalers' new cash terms, and will hold a meeting next week and invite the wholesale men to discuss the matter with them. Retailers who are prepared to pay cash feel that the new terms bear particularly hard on them.

Dairy produce keeps scarce and pretty high. Dairy butter retails at 24c to 25c per lb., and creamery a cent above that price. New cheese sells at 12c wholesale and old at 15c. Eggs are also scarce, the ruling price being 19c to 20c.

Retailers complain of a scarcity of fruit jars. The factories closed done on June 1st for the season, manufacturers being content to fill January orders. Since then the price has gone up $1 per gross, and it is difficult to get a supply even at the advance.

The new law regulating the sale of bread, which went into force on the 1st inst., does not appear to have made any difference to local bakers. Some of them interviewed, declared that the standard loaf (1½ lbs.) would have a cheaper grade of flour put into it than the fancy loaf, as many in the trade pay $1 and $1.50 per barrel more for the flour used in the latter than for that used for plain loaves. The price of bread in London now is 4c per pound, which citizens consider is quite enough.

OTTAWA.

July 7.—Last Saturday was the first day in July that the early Saturday closing for the summer months goes into effect in all the firms that close earlier than the law provides. As far as can be learned, only a few firms have this year volunteered for the early-closing on Saturday, but those who closed early last year will continue to do so this season. The civic by-law provides that merchants cannot keep their stores open after nine o'clock on Saturday night. Amongst the grocers who are inaugurating the six o'clock closing on Saturdays, the Bryson, Graham & Co., O'Connor St., and Bate & Co., Sparks St. Nearly all the wholesale grocers close at one o'clock on Saturdays. There

is a disposition among some of the business men to close early if an agreement could be come to with the others in their lines of business, but it is not probable that the retail grocers will make any efforts towards early-closing on Saturday, as Saturday is one of the busiest days of the week in the grocery business. A good scheme proposed by one of the business men of this city is to let the clerks work till nine on Saturdays, and let them have a half holiday during the week, one or two clerks getting each afternoon off.

Thomas Reynolds, of The Quaker Oats Company, was in the city during the week calling on the local trade.

Local ice men seem agreed that they will not sell single blocks of ice, even at ten cents apiece. If householders want it they must give a regular supply order. This seems hard and entails some inconvenience and suffering. Many worthy citizens look on ice as a luxurious necessity; they get it when they are compelled. The hot week end particularly is dreaded where the family is large and means are limited. If the poor family gets a cake of ice it is considered by the naughty iceman as a favor. There is room for explanation on the question of the ice supply of Ottawa. A good idea would be for the grocer to take a good supply from the iceman, and sell it at ten cents apiece, clearing a good profit. There is some talk of having a municipal ice supply and delivering the ice free of charge to the poor families, which would certainly be welcomed by the poorer class of this city.

There has been a good demand recently for summer goods owing to the prevailing warm weather. The city trade in fruit and groceries has been active, and collections fair. Country collections continue slow, and orders not more than fair. The yield of butter and cheese, it is stated, will be affected by shortage of cattle.

The market Saturday was one of the best of the season. Everyone was there and everyone wanted to buy something if he could get it at all reasonably; while the prices were not exorbitant. Two prominent features of the offering were onions and radishes. Butter was about the same in price and there was little or no change in eggs at 18 to 20 cents a dozen.

GUELPH.

July 6.—The butter question has been the most interesting of any in Guelph this week in grocery circles. No doubt you are aware the chief of police was fined $6 in the Division Court for illegal seizure of butter under weight, on the Guelph market. The farmers evidently think he is wrong. But not so, he acted under the city by-law, and it ought to be up to the city to pay his fine. There is room for argument on both sides. But to get at the fair way, to my mind, is to use a little common sense. I do not believe that the majority of farmers try to cheat on the weight, nor do I think the chief was trying to take advantage of the farmer. The judge deciding the case found fault with the by-law. If we could all just study human nature enough and not think everybody is a rogue, we would have less of these mixups. We all have our faults. Go easy and use good judgment, and when these mistakes do occur, don't think you are always right. Give the other fellow a chance. Take a look at the question from his standpoint. I know of one farmer who regularly brings in his butter from 2 ozs. to ¼ lb. overweight just to avoid trouble. Now that is not fair to him. There are others that come underweight regularly, but if a record was kept of these cases by the same gentleman who keeps track of our bad accounts and when a man was found to dodge from one store to another and to continue to do this, he should punish him. There would need to be no sympathy for either side.

This is the first full week in July and, sorry to relate, the half-holiday question is still undecided. The clerks have fought a fair honest fight with those merchants who said last winter they could not have it, and they are not through yet. Will you make one more effort? It is you that is needed. Only one more grocer does it. Will you be that one, or if you have already signed the petition, use your influence?

Will some other correspondent give us his opinion on those questions about which the Ingersoll correspondent so kindly wrote this week? Come out with the facts as you see them.

You have all heard of the city girl and the bee, but the busiest lot of bees are already humming "Come home to Guelph the first week in August, Old Home Week." There is something doing. Are you coming?

The market Saturday was all O.K., and business was good. The fruit is the main thing at present and while old potatoes are higher, the new ones are already here so don't worry over the old. Cherries at 90c. a basket were good sellers, while strawberries were a favorite with raspberries a good second.

PETERBORO.

July 7.—The Quaker Oat Company's employes intend holding their annual excursion this year to Cobourg on Saturday, July 11. The committee in charge expect to have an attendance of about 800. Athletic events, a baseball game and a guessing contest will be included in the program of events.

The window of White & Gillespie's grocery store is attracting considerable attention these days. This firm deals in twine, as well as groceries, and to advertise this article they have constructed a spider's web out of binder twine and arranged artificial flies among the meshes. At night a Chinese lantern containing an electric light lends a pleasing aspect to the decoration scheme.

City grocerymen report business somewhat dull these times and attribute this to the fact that so many citizens have left for Stony Lake and other summer resorts for the hot season. The farmers are busy with their hay harvesting and do not get many opportunities to get to the city.

Roland M. Boswell, the Elora groceryman who absented himself from his own wedding in Toronto last week spent a day in Peterboro at the home of his uncle. The wedding was to have been solemnized on Thursday afternoon, June 30th. Boswell did not appear, but came here and was spending a pleasant time while his prospective bride, family, friends and the minister awaited his presence. He checked his baggage at the C.P.R. station for the steamship Virginian and left with the Cuthbert party. Montreal reports, however, state he was not on board and nothing since has been heard of him here.

GALT.

July 6.—Business in Galt the past week has been exceptionally good. The different manufactories, with a couple of exceptions report that orders are pouring in, and additional men are being employed. As a result of these conditions the grocery trade had picked up considerably and the merchants are now firm in their belief that a resumption of the old time big business is at hand.

"The strawberry season is about over, thank Providence," said a Galt grocer this morning. "Contrary to general opinion, the strawberry season does not mean a rich harvest for the grocer. What with the worry and trouble regarding this fruit, I sometimes think that I will refuse to handle it another year. But then, there is the possibility of losing customers. Strawberries spoil very easily and this season has been particularly hard in this respect. The sultry weather has made it almost impossible for us to keep berries over night. Were it not for the sugar sold for preserving purposes, the sale of the berries would be entirely without profit." Several other grocers were interviewed regarding the remarks of the above grocer, and one and all expressed the same opinion.

Is there a combine at the Galt market? Indications would point that way. A case in point was observed last Saturday morning, when a farmer arrived with a load of produce. "How much is your butter?" he was asked. "Just a moment," was the response. The farmer then held a confidential conversation with several other farmers, and returning, announced that butter was 22 cents per pound. It would seem that the average farmer is not capable of figuring out just what his product is worth. Another farmer, who evidently had figured out the cost of production, thought that his butter was worth 22 cents per pound. Twenty cents was the ruling price however, and he was finally obliged to accept that figure. There was a big market and prices remained unchanged.

President T. A. Rutherford, of the local Retail Merchants Association, says that the committee appointed to look into the finances of the Provincial Association, will shortly get busy. "We have a task of some magnitude, but we anticipate that when our labors are finished, the Association will start out with a thorough understanding of just how it stands financially."

A local grocer with sporting proclivities offered to wager a large bottle of olives recently that not one of the

dozens of private picnics which left Galt every week, was without a bottle of the same goods. It is astonishing, he said, how the olive has grown in favor with picnic parties. Not so very long ago it was regarded as a luxury to be used by only those of means. Now, however, it is an indispensable picnic accessory.

TORONTO.

July 8.—The Retail Grocers' Association are expecting a big day next Wednesday, July 15, when their 23rd annual picnic to Buffalo and Niagara Falls will be held. Considerable interest is being taken in the trip by city grocers generally and prospects are that the excursion, always exceedingly popular, will be a record one, so far as attendance is concerned. Posters have been out all over the city for some time announcing event and everything points to a most enjoyable day's outing.

There was a jolly time up in High Park on the afternoon of July 1st, when the Toronto Retail Grocery Clerks' Benefit Association held a well-attended picnic. Grocery clerks, with their friends, their wives and their sweethearts, were present to the number of about two hundred, and everybody was full of life and fun. The feature of the afternoon's sports was a baseball match between teams captained by the president, E. Matthews, and the vice-president, Lou Hyzie. The vice-president's team won with a score which could hardly be contained in the score book. Running races, jumping contests, quoiting, etc., were heartily entered into for a number of prizes generously donated by the manufacturing and jobbing firms of the city, and at the close of the afternoon the crowd sat down to a bountiful luncheon. The afternoon was enjoyably spent by all.

West Toronto grocers took a good crowd of citizens to Berlin with them this morning on their annual picnic. The day will be spent in the usual way and a good programme of games has been arranged, with prizes donated by Toronto grocery firms.

The new regulations regarding bread d at the last session of the Ontario Legislature, went into force last Wednesday. Grocers are not much interested, for they expect to sell very few of the new standard loaves. Inspectors Awde and Vance have been going the rounds of the bakeries and have reported: "They have inspected eleven factories altogether, and in most of them the bread was satisfactory, only two places being out of accord with the regulations. One of these two bakeshops is a new one, both oven and machinery only having been recently installed. The other place was a small bakeshop that caters for the foreign trade with a special kind of bread. A number of light loaves were found there, and the proprietor thought he had the right to bake a forty-ounce loaf. It is not intended to prosecute in either of these cases, as the matter will likely be settled out of court.

Through the courtesy of Toronto Parks Co., Toronto grocers and their friends and customers are enjoying an afternoon's holiday at Scarboro Beach to-day, this being the regular Wednesday half-holiday. Quite a crowd took advantage of the opportunity and it is whispered that the committee through whom the event was arranged "did" every one of the shows at the park and then were scarcely satisfied.

Miss Madeline Ewing, the young lady who was drowned in the canoeing accident with Frank J. Farley in Humber Bay on Sunday evening, was bookkeeper in the grocery of R. Higgins & Son, 802 Yonge Street. Miss Ewing was a young lady of excellent qualities and the accident is sincerely regretted by her fellow employes and Mr. Higgins. She had been employed in the store about a year.

Henry Norris, in business in Toronto for the past 35 years, died on Friday, July 3, at his home 65 Bleecker St., in his 70th year. Death resulted after an illness of two months. At the time of his death, and for ten years previous, Mr. Norris kept a butcher, meat and provision store at the corner of Shuter and George Streets. Before moving to that locality he did business for 25 years at 333 Yonge Street. Deceased was a member of St. John's Lodge, Knights of Maccabees; Capital Lodge, No. 5, A.O.U.W., and of Court Rose, No. 18, Canadian Order of Foresters, of which he was one of the founders. He is survived by four sons, Frank H., Sydney H., Herbert P. and Garnet.

CHATHAM.

July 6.—The Dominion Day celebration here was a great success. The programme included a trades procession in the morning, field and aquatic sports in the afternoon, calithumpian and torchlight procession and band concert in the evening, besides other attractions. A noteworthy feature was the electric illumination of King Street. The demonstration committee has turned these lights over to the city as a permanent institution, and they are to be lit every Saturday night henceforth. A striking feature of the trades profession was the float put on by N. A. McGeachy & Sons, milk dealers. E. C. Gammage and W. J. Radley were grocers in line. The success of the demonstration was largely due to the hearty co-operation of the merchants. After all expenses were paid, there was a surplus of $60 which was set aside for a demonstration next year, a permanent committee being appointed to take charge.

Last Friday night Wallaceburg was visited by a disastrous fire, in which the seed and feed store and chopping mill of Armstrong & Son, James St., were burned to the ground, with a loss of about $10,000. The groceries of Geo. Taylor and Peter Forbes were both threatened at one time, but were saved, though Mr. Taylor's loss through damage by water will be considerable.

The Bell Telephone Company will have competition when they apply next August for a renewal of their franchise. The Blenheim & Harwich independent company intend asking a franchise and offer greatly reduced rates for the service. The city at present received $400 a year from the Bell Company. The matter will likely be discussed at the next regular meeting of the retailers on July 14, when it is expected that a definite recommendation will be made. Retailers comprise upwards of 50 per cent. of the phone users, and their views should carry weight. While two competitive systems would not be welcomed, nevertheless an improved service is earnestly desired.

That cigar leaf tobacco can be grown in Essex and Kent better than is grown in Quebec, is the strong statement made by Ernest Bailey, the Kingsville tobacco buyer. He states that buyers of Zimmer Spanish pay from three to four cents more per pound for the Essex product than for the Quebec product. An excise officer is also quoted as saying of Essex samples: "The sample I consider a perfect leaf, with better color, aroma, burning qualities and flavor, than any imported for cigar making in Canada." Mr. Bailey has opened a factory in Kingsville for the manufacture of the Canadian-grown product. While the recent drop in prices has hit the Burley tobacco a bad blow, it is claimed that growers of cigar leaf have never had any difficulty in disposing of their product at satisfactory prices. Farmers who formerly grew tobacco have, however, gone largely into sugar beets, which, though they do not yield as large profits in good tobacco years, nevertheless give surer returns.

W. S. Eberle has sold out his bakery business in Highgate and intends moving to Blenheim, where he will go into business.

Wm. Cook, Park Avenue, passed away on Sunday afternoon after two weeks' illness from pneumonia. Mr. Cook, who was 66 years of age, has for 15 years conducted a grocery on the avenue. Mrs. Cook survives.

The death occurred at Palmyra on June 26 of Samuel E. Bell, who has for six years past conducted a general store in that village. Mr. Bell was about 37 years of age, and leaves a wife and two daughters.

Forty-three business men of Aylmer have signed an agreement to close their places of business on Wednesday afternoons during July and August.

The "candy counter" is a recognized feature in at least two Maple City groceries. H. Malcolmson has always featured a stock of choice confectionery; one of his two large show windows being always devoted to a tasty candy display. Mr. Anderson is also making a feature of his candy department.

The King Edward Grocery, conducted by Northwood & Bartlett, has always featured the handling of early fruits. Their advertising has been devoted almost wholly to this line of business, and the announcement of the first cherries, the first strawberries, the first new potatoes, attached to the name of the King Edward Grocery, is a familiar one to newspaper readers.

LARGE CALIFORNIA FIG CROP.

Reports from California indicate that this year's fig crop, although it will not be harvested for several months yet, will be of large size. It is too early as yet to state anything definitely concerning its quality. The signs, however point to one of the largest second crops in years. The first crop of figs is hardly ever very heavy, inasmuch as the early frosts, and especially those occuring in February and March of this year, damaged the buds before they had set on to any extent. The prospects for black figs are also reported to be very good.

EFFECTIVE WINDOW DRESSING

Some Advice on How to Make the Store Window Pay Dividends—A Novel Window From a Montreal Grocery.

The show window, rightly used, is one of the strongest factors for attracting trade in the modern retail business world. To make the window pay, to make it a vital force in enlarging a business by constantly drawing new customers into the store, requires time and labor, and the exercise of good taste and judgment. If a merchant buys advertising space in a newspaper or elsewhere he devotes considerable thought to filling it with attractive matter. He makes frequent changes, so that his advertisements are always new and fresh and suited to the varying needs of the buying public. The show window is a valuable advertising space which costs the merchant something in rent and other expenses. He has it on his hands and can turn it to good account or he

An Animal Food Window in a Montreal Store.

can neglect it, letting it remain a constant bill of expense from which he derives no benefit.

An Index to the Store.

The slovenly show window knocks business. It drives away trade. It deters many from entering who fear to find the interior as poorly managed as the exterior. The show window is an index to the store. A neat, tasty display, with goods shown to their best advantage, indicates a well-kept, business-like establishment. The customer who enters and finds that the interior bears out the promises made by the window display goes away satisfied and is sure to return. Constant changes in the window will keep the world informed of the changes going on within the store, the new bargains, the beginning of special sales and the arrival of new goods.

The desire for possession is one of the strongest human characteristics. The man or woman who sees a good article tastily put on view, if it is seasonable and suited to their needs, will long to own it. They may purchase it at once, or make a mental note of the store and return later. The man who can exhibit goods so that those who see them want them for their own, is the man who becomes a successful window trimmer and who draws trade to his establishment. Display seasonable goods, for which there is a demand or soon will be. Set your goods in attractive surroundings. A beautiful easy chair, marked with a low price, but shown n the middle of a meadow, would not tempt anyone to buy it. But place the same chair, marked with the same price, in a cosy corner, beside a grate fire, with pipe racks on the wall, and a table with magazines, or workbox, close at hand, and that chair will possess attractions on a fall and winter day which many a man or woman will find it impossible to resist.

The Object of Window Dressing.

The object of all good window trimming is first to draw spectators to the window, then to hold their attention, and finally induce them to enter the store. For this reason every trim should have some novel feature, unique in itself and belonging peculiarly to the exhibit of which it is a part. Any unusual arrangements of the goods in hand will attract attention. The massive style, in which a large number of the same articles are grouped in a window, or at a particular spot, is often effective. For variety use the light, delicate style, in which a few objects are grouped in a graceful, artistic fashion which compels attention and admiration. Set pieces, in which various objects are used to create outdoor scenes or other pictorial effects can be used in thousands of varieties and to good advantage. Articles in motion will invariably draw spectators to a window. A flag waving in a breeze created by a concealed electric fan, a windmill operated by motor, or mechanically moving lights, are commonly used to good purpose. The idea can be employed in a thousand different ways. Special exhibits, such as cooking, the making of shoes or weaving of rugs, in which the construction or use of the article advertised is shown in actual operation, are sure means of obtaining publicity if not used too often.

One or more show cards should be frequently used in the grocer's window. If neatly and artistically made they add a touch of color to a display and give all necessary information. By saying enough, but not too much, the show card leads the customer into the store for fuller information, a sale is made and the card writer has played his part in making the show window pay.

A NOVEL MONTREAL WINDOW.

Display of Animal Foods at Time of Dog Show Attracts Attention.

The photograph reproduced herewith illustrates a display recently made in the window of John Robertson & Son, St. Catherine St., Montreal, and is interesting from the fact that it shows how a wide range of varieties of foods for domestic animals may be displayed with advantage.

This display was especially opportune, as it occurred during the dog show in Montreal. The display contains various forms of food for dogs, cats, birds, poultry and fish, in fact, covers the diet list of all domestic and pet animals.

Bench shows are each year becoming more popular, and as a result more attention is being paid to the breeding and care of animals. All this goes to demonstrate the fact that more scientifically prepared animal food will be sold, and as this line comes within the natural sphere of the grocer's trade it will be sure to open up a new source of revenue to him. In any case its prospects are well worth investigating. The window in this case was built up with the products of Spratt's Patent, Limited, of London, Eng., who are represented in Canada by Fred Hughes & Co., Montreal. While the window is rather too plentifully filled to give the best effect the plan followed in its arrangement bears some marks of the good window dresser.

Hot weather is a poor excuse for neglecting to change your window display these days.

Complaining is waste of energy—the ALL of which is needed for that doing something which alone can change conditions for the better.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Sugar—Advancement in primary markets.
Provisions—Advanced.
Fish—Advanced.
Eggs—Remain steady.
Cheese—Declined.

Montreal, July 9.

Trade has been fairly good during the week. Sugar has been furnishing a field for speculation owing to the turbulent condition of the primary markets. The increased number of enquiries which are arriving daily from Europen points regarding Canadian bacon has had its effect by stiffening up prices on this side. The export of cheese has fallen off somewhat during the week, due to high prices asked in the country last week, which put it beyond the export basis.

SUGAR—The expected good demand which generally prevails at this time of the year has arrived, owing to use in preserving fruits. Primary markets are in an unsteady condition. Some New York refineries have increased their prices. Three Java cargoes have been destroyed by fire, and this fact, coupled with other reasons, points to an advancing market.

Granulated, bbls	$4 90
" ½-bbls	5 05
" bags	4 85
Paris lump, boxes, 100 lbs	5 70
" 50 lbs	5 80
" 25 lbs	6 00
Extra ground, bbls	5 25
" " 50-lb. boxes	5 45
" " 25-lb. boxes	5 65
Powdered, bbls	5 05
" 50-lb. boxes	5 25
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 50
No. 1 " bags	4 45

SYRUPS AND MOLASSES—Good demand for Barbadoes is evident. Other lines are somewhat neglected. Prices remain the same.

Barbadoes, in puncheons	0 31 0 35
" in barrels	0 33½ 0 35
" in half-barrels	0 34½ 0 36½
" fancy	0 34
" extra fancy	0 36½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03½
" ½-bbls	0 03½
" ½ lb pails	1 75
" 2½ lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—This market is very quiet and prices are unchanged.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 07½ 0 08½
Pure syrup, 8½ lb. tin	0 60 0 65

Tea—Latest cable despatches from Japan indicate a higher marpet than last year, especially in low grades, and U.S. Government standard quality is firm at about 18½ to 19c. Ceylons and Indians are fairly active; no changes in prices.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 30
Medium	0 22 0 23
Good common	0 21 0 22
Common	0 20 0 21
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 19 0 20
Pekoe Souchongs	0 19 0 20
India—Pekoe Souchongs	0 17½ 0 18
Ceylon greens—Young Hysons	0 19 0 25½
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEES—The coffee market continues good, although the character of the buying tends to small lots rather than large. There is no change in prices.

Jamaica	0 16 0 20
Java	0 20 0 30
Mocha	0 18½ 0 26
Rio, No. 7	0 09 0 11
Santos	0 11½
Maracaibo	0 14 0 19
Roasted and ground 20 per cent. additional.	

DRIED FRUITS—There is a good demand for currants and fairly good demand for raisins. Prunes are hardly in fair demand. Other lines are neglected. Prices remain the same.

Currants—	
Filiatras, uncleaned, barrels	0 06 0 06½
Fine Filiatras, per lb., in cases	0 06 0 06½
" " cleaned	0 06½ 0 07
" " in 1-lb. cartons	0 07 0 07½
Finest Vostizzas "	0 07 0 08
Amalias "	0 05½ 0 06½
" 1 lb. packages	0 07½
Sultana Raisins—	
Sultana raisins, per lb	0 10 0 11
" " 1-lb cartons	0 14
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 07½ 0 11
Four crown, fancy, 10-lb. boxes	0 08
Three crown	0 07 0 08
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs, " " box	0 25 0 30
Valencia Raisins—	
Fine off-stalk, per lb.	0 04½ 0 05
Selected, per lb	0 06½
Layers, "	0 06 0 06½
Dates—	
Hallowees, per lb	0 04 0 05
Sairs, per lb	0 03½ 0 04
Packages "	0 06½ 0 06½
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 40
" ½-box	1 00
"Royal Buckingham Clusters," ½-boxes	1 37½
" boxes	
"Excelsior Windsor Clusters "	3 50
" ½'s	1 50
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 10 0 11
Choice seeded, 1-lb. pkgs	0 09 0 10
Loose muscatels 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb.	0 31
Peaches, "	0 16
Pears, "	0 16

Prunes—	per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 08½ 0 09½
" " " 50-60s	0 08 0 08½
" " " 60-70s	0 09
" " " 70-80s	0 07½ 0 08
" " " 90-100s	0 06½ 0 07

SPICES—Small lots and demand good with prices unchanged expresses the week's history of this market.

	Per lb.
Peppers, black	0 14 0 20
" white	0 18 0 27
Ginger, whole	0 16 0 20
" Coohin	0 17 0 20
Cloves, whole	0 17 0 30
Cloves, ground	0 25
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 25 0 60

RICE AND TAPIOCA—The rice market is continuing active, owing to the excess of hot weather. The same reason may be responsible for the increased demand for tapioca. Prices remain the same as at the last quotation.

B rice in 10 bag lots	$ 20
B rice, less than 10 bags	$ 30
C O rice, in 10 bag lots	$ 00
C O rice in less than 10 bag lots	$ 10
Tapioca, medium pearl	0 05½ 0 06

BEANS—Firmness of the market is the chief characteristic of this market. Supplies are short. Local trade is good. The minimum price is five cents higher than at last quotation.

Choice prime beans	2 15 2 25

EVAPORATED APPLES—The demand for evaporated apples is only fair. Prices are unchanged.

Evaporated apples	0 07 0 07½

CANNED GOODS

PRICES, 1907 PACK.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

VEGETABLES.	Group No. 1	Group No. 2
Asparagus—		
2½'s, tips, California	3 80	3 77½
Beets—		
2's, sliced, sugar and blood red		1 12½
2's, whole, " "		1 02½
3's, sliced, " "		1 37½
3's, whole, " "		1 27½
Beans—		
2's, golden wax	0 95	0 92½
3's " "	1 40	1 37½
Gals. " "	4 05	4 02½
2's, refugee or valentine (green)	0 95	0 92½
2's, crystal wax	1 05	1 02½
Red kidney, 2's	1 10	1 07½
Lima 2's	1 35	1 32½
Corn—		
2's	1 00	0 97½
Gal., on cob		4 92½
Carrots—		
2's	1 00	0 97½
3's	1 10	1 07½
Turnips—		
3's	1 10	1 07½
Cabbage—		
3's	0 95	0 92½
Cauliflower—		
2's	1 50	1 47½
3's	1 90	1 87½
Succotash—		
2's	1 30	1 27½
Parsnips—		
2's	1 00	0 97½
3's	1 10	1 07½
Peas—		
1's, extra fine sifted	1 10	1 07½
2's, standard	0 95	0 92½
2's, early June	1 05	1 02½
2's, sweet wrinkled	1 10	1 07½
2's extra fine sifted	1 40	1 37½
Gals., No. 4	3 75	3 72½
Pumpkins, 3's		0 95
" Gal.	3 05	3 02½
Spinach—		
2's	1 55	1 52½
3's	2 05	2 02½
Gals	5 20	5 17½
Squash—		
3's	1 22½	1 20
Gal.	3 55	3 52½
Tomatoes—		
2's	1 10	1 07½
3's, all kinds	1 30	1 27½
Gals, all kinds	3 80	3 77½

Baked Beans—	Per doz.
1's baked beans, plain, 4 doz	$0 50
1's " in tomato sauce, 4 doz	0 50
1's " in Chili sauce, 4 doz	0 50
2's " plain	0 80
2's " in tomatoe sauce	0 80
3's " in Chili sauce	0 80
3's " plain	1 00
3's " in tomato sauce	1 00
3's " in Chili sauce	1 00

Brands—Red Cross, Little Chief, Log Cabin, Aylmer Delhi, Simcoe, Clark's, etc.

Catsup—	
2's tomato catsup, tins, Red Cross	0 75
2's " " Delhi	0 85
Gal. " " Aylmer	5 00
Gals. " " (screw tops)	5 50
Gal. " " Tiger	4 50
Gal. " kegs (10 gals.), per gal	0 45
Gal. " jugs	3 00
½ p's " Delhi "New Process"	1 00
" " Aylmer, "Canada First"	1 00
" " Simcoe, "Lynn Valley"	1 00
" " Lalor, "Monarch"	1 00
" " Delhi, "Epicure"	1 20
Pts. " Delhi, "Epicure"	1 90
Pts. " Red Seal	1 50
Qts. " Delhi, "Epicure"	3 00
" " Red Seal	3 00
" " Delhi "New Process"	3 00
" " Aylmer, "Canada First"	3 00
" " Simcoe "Lynn Valley"	00
" " Lalor, "Monarch"	3 00
" " Tiger	1 75

FRUITS.

Apples, standard, 3's	1 22½	1 20
" preserved, 3's	1 45	1 42½
" standard, gal	3 30	3 27½
" preserved, gal	4 00	3 97½
Blueberries—		
2's, standard	1 20	1 17½
2's, preserved	1 70	1 67½
Gals., standard	5 20	5 17½
Grapes—		
2's Preserved	1 55	1 52½
Gals. Standard	3 80	3 77½
Cherries—		
2's, red, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
Gals., red pitted	....	8 92½
" " not pitted	....	7 42½
2's, black, pitted	2 30	2 27½
2's, " not pitted	1 80	1 42½
2's, white, pitted	2 45	2 92½
2's, " not pitted	1 95	1 77½
Currants—		
Gals., red, solid pack	....	7 65
Gals., red, standard	....	5 40
2's, red preserved	2 15	2 12½
2's, red, H.S.	1 95	1 92½
2's, black, H.S.	2 05	2 02½
2's, black, preserved	2 27½	2 25
Gals., black, standard	....	5 92½
Gals. " solid pack	....	8 42½
Gooseberries—		
2's, H. S.	2 30	2 27½
2's, preserved	2 52½	2 50
Gals., standard	....	6 77½
Gals., solid pack	....	8 77½
Lawtonberries—		
2's, H.S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals. standard	7 80	7 77½
Peaches—		
1½'s, yellow (flats)	2 20	2 17½
2's, yellow	2 40	2 37½
2½'s, yellow	3 30	3 27½
3's, yellow	3 65	3 62½
3's, yellow (whole)	3 05	3 02½
2's, white	2 35	2 32½
2½'s, white	3 25	3 22½
3's, white	3 60	3 57½
3's, not peeled	1 80	1 77½
Gal., pie, peeled	7 55	7 52½
Gal., pie, not peeled	5 55	5 52½
Pears—		
2's, Flemish Beauty	1 95	1 92½
2½'s, Flemish Beauty	2 30	2 27½
3's, Flemish Beauty	2 45	2 42½
2's, Bartlett	2 15	2 12½
2½'s, Bartlett	2 50	2 47½
3's, Bartlett	2 65	2 62½
3's, pie	1 50	1 47½
Gal., pie, peeled	4 55	4 52½
Gal., pie, not peeled	3 80	3 77½
2's, light syrup's	....	1 49½
3's, " "	....	1 97½
Pineapple—		
2's, sliced		
2's, grated	2 05	
whole	2 15	
Plums, Damson—		
2's, light syrup	1 35	1 32
3's, light syrup	1 90	1 87½
2's, heavy syrup	1 50	1 42
2½'s, heavy syrup	1 85	1 82
3's, heavy syrup	2 15	2 12
Gal., standard	3 65	3 62
Plums, Lombard—		
2's, light syrup	1 40	1 37½
3's, light syrup	1 92½	1 9 /
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 15	2 12½
Gal., standard	3 85	3 82½
Plums, greengage—		
2's, light syrup	1 45	1 42½
2's, heavy syrup	1 60	1 57½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 17½	2 15
Gal., standard	4 15	4 12½
Plums, egg—		
2's, heavy syrup	1 87½	1 85
2½'s, heavy syrup	2 17½	2 15
3's, heavy syrup	2 50	2 47½
Rhubarb—		
2's, preserved	1 80	1 77½
3's "	2 55	2 52½
Gal., standard	3 55	3 52½
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 15	2 12½
2's, H. S.	2 30	2 2.½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Raspberries, Black—		
2's, black, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Strawberries—		
2's, heavy syrup	2 30	2 27½
2's " preserved	2 55	2 52½
Gals. " standard	7 80	7 77½
Gals. " solid pack	10 55	10 52½

MONTREAL—Good demand for canned vegetables, also fairly good demand for canned fruits and canned meats. Canned fish are in good demand, especially salmon. Dealers are buying last year's pack in expectation of higher prices on the new pack. Fair demand for sardines and imported herrings, other lines somewhat dull.

TORONTO—Business is rather dull in 1907 pack goods, and retailers seem to be holding off also on futures. Despite this some firms report orders booked for future goods ahead of last year.

The Canadian Canners have announced a special offer on Middlesex brand goods, 1908 pack, to apply only to Ontario; of tomatoes, 85c; corn, 75c; and peas, 65c; with a small discount. It is said that only 25 per cent. of orders are guaranteed to be filled.

ONTARIO MARKETS.

POINTERS—

Sugars—Firmer.
Beans—Continue stiff.
Hides—Higher.
Collections—Fair.

Toronto, July 9, 1908.

Reports from wholesale houses and travelers show considerably more brightness this week and matters generally seem to be coming to a better basis. While business generally is improving the financial side is still showing some stiffness and collections are rather more stiff than they ought to be, considering general conditions.

While there are features of interest and a firmer feeling in the fruit and provision markets the grocery markets proper show scarcely any change. Business continues on all lines on the same careful basis, with perhaps an added stimulus in a few lines on account of special summer demand.

Sugar—The market has assumed a very firm position during the week, and indications point strongly to the possibility of an advance shortly. Willett & Gray, in their summary of general conditions in the raw markets, say :—"The reaction which took place, as noticed last week, proved to be the needed stimulus which the market required to put itself on the former level of prosperity. Following the reaction, all markets turned strong and give promise of continued strength for some time to come. Europe is helped out of its inactivity by a renewed American demand, which took one of the steamer cargoes of beet afloat at 11s 4½d c.f.i., the parity of 4.28c landed for centrifugals, the buyers being the Federal refinery, followed by purchases of at least 25,000 tons beet-root sugar by other refiners for shipment, at equal to 4.31c duty paid for 96 degrees test centrifugals. Intermediate purchases during the week of Porto Rico centrifugals (96 degrees test) at 4.31c and Cubas at 2 15-16c c. & f., 95 degrees test, equal to 4.33c landed for 96 degrees test, put the market again on a firm basis at .08c advance for the week, with buyers at 1-32c further advance and holders asking still higher prices. Crop news is favorable from all countries by our reports, although other reports of European beet crops modify the favorable condition a little by fears of drought.

"European markets declined to 10s 9¾d for beet, but quickly reacted, recovering more than was lost and closing at 11s 5¼d for July, being the parity of 4.42c for centrifugals, with new crop at 10s 3¾d for October-December delivery, the parity of centrifugals at 1.18c. Cane sugar advanced 4½d on the London market. No recent business is reported in Javas, which may be more scarce for early arrivals than anticipated. It is said that three cargoes are being shipped to Egypt and that a cargo now loading at Java is on fire.

"Figures, just obtainable, showing the distribution of the domestic beet sugar crop, together with the statistics of the American seaports, enable us to publish this week the details of consumption of sugar in the United States for the first six months of this year, which has proved to be unexpectedly large, being 1,586,889 tons, an increase of 112,595 tons, or 7.63 per cent. over the consumption for the same time last year. With the greater part of the domestic sugar crops disposed of and the fruit crop reports being unusually favorable, the indications point to heavy demand for the product of the seaboard refineries during the remainder of the year, even if the actual consumption meanwhile should possibly show a slight falling off."

Locally, some increased demand is felt as a result of the opening of the preserving season and stocks are held firmly.

There has been no great demand as yet for the new brands, Beaver and Imperial, put on the market by the Montreal refiners last week. Most of the local jobbers have secured small stocks, but are not pushing the sale. The fact that these brands can only be sold west of Toronto gives affirmation to the idea held generally that they have been put on for purposes of competition.

Prices are unchanged as follows :

Paris Lump, in 25-lb. boxes	6 45
" lumps, in 50-lb. boxes	5 95
" in 100-lb. "	5 85
Paris lumps, in 20, 5-lb. boxes	7 00
St. Lawrence granulated, barrels	5 00
St. Lawrence Beaver	4 75
Redpath's granulated	5 00
Redpath's Imperial	4 75
Acadia granulated, (bags and barrels)	4 90
Berlin granulated	4 90
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 "	4 70
No. 1 "	4 60

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES—Little interest is manifest in these goods with the advent of the warm weather.

Syrups—		
Dark	0 30	0 35
Medium	0 36	
Bright		
	Per case	
2 lb. Tins, 2 doz. in case	2 40	
5 " " "	2 75	
10 " " "	2 65	
20 " " " "	2 80½	
Barrels	0 03½	
Half Barrels	0 03½	
Quarter "	0 03	
Pails, 38½ lbs. each	1 75	
" 25 " "	1 25	
Maple syrup—		
Gallons, 6 to case	4 50	
½ " 12 "	4 80	
Quarts, 24 "	4 80	
Pints, 24 "	2 50	
Molasses—		
New Orleans, medium	0 30	0 35
" bbls.	0 28	0 30
Barbadoes, extra fancy	0 37	0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 35

DRIED FRUITS—Business continues of a hand-to-mouth variety, with no striking features. Advices from Malaga regarding raisins received this week by local brokers state that the vines look sound and are in excellent condition, and they expect quality and size will be good, unless the weather should prove unfavorable.

Advices from Patras regarding currants note excellent prospects and a probable total yield of 170,000 tons, in which case a retention of 35 per cent. would be enforced, which means the withdrawal of 45,000 tons from amount available for export, leaving just about

what is required for annual consumption. Prices are expected to be normal, say somewhat less than last year's. First shipments will take place on 24th August.

Reports from primary markets regarding Sultana raisins anticipate a large crop with prices materially lower than last year.

Prunes, Santa Clara—	Per lb			Per lb.	
100-120s	0 06		30-40,25's, 56-lb. boxes	0 07½	
90-100s,50-lb boxes	0 06	0 07	70-80s "	0 08	
80-90s "	0 07½	0 08	60-70s, 50-lb boxes	0 07½	0 80
" " "			40-50 "	0 09	

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—					
Lemon	0 11	0 11½	Citron	0 21	0 22
Orange	0 11	0 12			
Peaches, "				0 18	0 20
Figs—					
Elemes, per lb				0 08	0 15
Tapnets, "				0 03½	0 04
Bag Figs				0 04½	0 05
Currants—					
Fine Filiatras	0 06½	0 07	Vostizzas	0 09	0 09½
Patras	0 08	0 08½			

Uncleaned, ½c less.

Raisins—					
Sultana				0 08½	0 13
" Fancy				0 11	0 12½
" Extra fancy				0 14	0 15
Valencias, new				0 08	0 08½
Seeded, 1-lb packets, fancy					0 11½
" 16 oz. packets, choice					0 11
" 12 oz. "					0 09
Dates—					
Hallowees	0 05½	0 05½	Fards choicest	0 08	0 09
Sairs	0 04½	....	" choice		0 06½

NUTS—Reports from the growers state that there have been rain storms in many districts, but state that so far the Bordeaux and Marbot walnut crops have not suffered at all. There has been comparative absence from any damage from hail this year; which usually causes spotted and bruised shells, good average crops are expected and good reports on Grenoble walnuts state that the outlook of crop continues good, and advices from Spain regarding the almond crop say it promises to be large.

TEA—Buying has been somewhat more heavy in the local market the past week or so than for some time past, as a result of the somewhat easier prices which seem to be prevailing temporarily.

Gow, Wilson & Stanton summarize the situation in the London market as follows:

"With the statistical position on a sound basis, there seems little reason for the gradually quieter tone, and, generally speaking, reduction in values that has taken place during the last few weeks. Duty payments of all tea continue on a good scale for the time of year, and show an advance of more than half a million lbs. from 1st June to date, when compared with same period 1907. With little of last season's crop now to be disposed of, the combined amount of Indian and Ceylon tea offering during the next few weeks should be quite moderate. No doubt the unattractive quality from Ceylon which has ruled lately, and the rather indifferent assortment in the Indian sales, has helped to lower quotations, buyers only acting for their immediate requirements. Offerings of the new crop up to the present have been somewhat disappointing. The few Assams have been of poor quality, and those from the Darjeeling district have only possessed average flavor. From recent musters seen, however, better teas will shortly be arriving; these should meet with a good reception, the market during the last couple of months having become very bare of this class."

COFFEE—Local business continues very fair with no noticeable change in prices.

Willett & Gray summarize the general situation as follows: "At the commencement of the new crop it is important to compare prices with a year ago.

"A year ago the world's visible supply was 16,399,954 bags and has decreased to 14,100,000 bags, a shrinkage of over 2¼ million bags in the crop year and in a period when buying has been restricted to the utmost; and so with the ensuing crop, about the same size as the one just closed, a further reduction of the stocks of the world must take place during the present crop season. The interior supplies or invisible stocks, both here and in Europe have undoubtedly undergone a further decrease, and it is ascertained that some large roasters in this country admit a decrease of something like 200,000 bags from their invisible stocks. It is all-important for the New York options that the present 1908-1909 crop in Rio is supposed to be the smallest since 1887-1888, because the option values in New York are regulated now by the value of Rios and not Santos, it being a fact that to-day Santos coffees are 150 to 200 points above the option market. A potential factor for the new crop year is the continued hand-to-mouth buying on the part of the trade everywhere, which has lasted quite a long time, and it therefore insures a steady demand in the coming season."

RICE AND TAPIOCA—Demand is fairly good, with no changes.

		lb.
Rice, stand. B	0 03½	
B rice, 5 bag lots, delivered		3 05
Rangoon	0 03½	0 03¾
Patna	0 35½	0 05¾
Japan	0 05½	0 06¼
Java	0 06	0 07
Sago	0 05½	0 06½
Seed tapioca		0 06
Tapioca, medium pearl	0 05½	0 06

SPICES—Business continues fair, with some demand in preparation for the picnicing season. Prices are unchanged.

Peppers, blk p re	0 18	0 20
" whi pure	0 25	0 30
" whole, black		0 18
" whole, white		0 28
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 45	0 50
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice		0 19
" whole	0 17	0 20
Mace ground	0 50	0 90
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25

BEANS—Though some further stocks have been brought out of unexpected corners during the past week or so, and the article is not quite so scarce, the prices still remain stiff. Little interest, however, is manifest.

Beans, hand picked, per bush	2 10	2 25
" prime No. 1 "	2 00	2 10
" Lima, per lb		0 07

EVAPORATED APPLES—There is little doing in these goods at this season. Prices are unchanged.

Evaporated apples	0 08	0 08½

HIDES AND WOOL—The hide market is a cent higher on account of local scarcity. Little interest is manifest in wool. Revised prices are as follows:

Hides, inspected, cows and steers, No. 1		0 08½
" " " No 2		0 07½
Country hides	0 06	0 06½
City Calf skins		0 12
Country Calf skins		0 10
Dekins		0 75
Sheep skins	0 80	0 90
Horse hides, No. 1		2 5
Rendered tallow, per lb	0 04½	0 05½
Horse hair, per lb		0 26
Wool, unwashed	0 07	0 08
" washed	0 13	0 14
Rejects		0 10

A HALF-CENTURY OF BUSINESS.

The Edwardsburg Starch Co. is celebrating this month, the 50th anniversary of the establishment of the business, which was begun at Cardinal in 1858. A handsome calendar is being issued to commemorate the event. The card bears in attractive lithographed form engravings showing the old and new factories, a photograph of the late W. T. Benson, founder of the business and also colored reproductions of the firm's products. Those of our readers who have not already received one of these calendars may secure one by addressing the Edwardsburg Starch Co. and mentioning this paper.

W. H. Millman, of Millman & Sons, Toronto, with Mrs. Millman, is spending a week in Western Ontario visiting Windsor, Walkerville and Detroit.

Mr. Groceryman

¶ You are in a favorable position to take advantage of the offer of the Orange Meat people.

¶ They are advertising a series of Cash Prizes to the parties sending in the largest number of Carton bottoms taken from their Orange Meat packages.

¶ These prizes range from one dollar each up to a single Cash Prize of Seven Hundred Dollars, or an annuity of Fifty-two dollars every year during the life time of the Winner. Begin immediately. Full particulars on Card found in every package.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, July 9, 1908.)

POINTERS—

Package Oats Several brands reduced. Cheese—Manitoba cheese scarce. Prices advancing.

Not for many months has the business outlook been so bright as it is at the present time. From every part of the west come the most encouraging reports as to the growing crops. Geo. H. Shaw, traffic manager of the Canadian Northern, estimates the wheat crop at 120,000,000 bushels, by far the largest in the history of the west. While money is still scarce and business is consequently somewhat hampered, there is now a much better feeling among the trade and business is showing very considerable improvement. The wholesale grocery business has been affected the least by the late depression, but it is recovering rapidly.

CANNED GOODS—There is some disposition to reduce prices in fruits and vegetables for present delivery as wholesalers want to get rid of old stocks before the new are on the market, at reduced prices.

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27½	2 25
Cherries New—		
2's, red, pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black " "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's lobe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 12½	2 10
2's black, heavy syrup "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40
Strawberries (new), per case	4 05	4 00
Raspberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
44-oz "		4 75
5-lb tins, each		0 59
7-lb. "		0 80

—1908 Pack for Delivery Later—

Apples—3's standard per case	2.44	2.34
" Gallons, standard "	1.55	1.52½
Cherries—Red pitted 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	9.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4,58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie unpeeled gallons	2.42½	2.40
" pie peeled gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe l. s. 2's		2.78
" Globe l. s. 3's		4.14
Plums—Damson l. s. 2's	2.28	2.18
" Lombard l. s. 2's	2.28	2.18
" Greengage l. s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red gallons	3.80	3.77½
" black 2's	4.18	4.08
" black gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Beans (new) per dozen—		
golden wax, "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per case		7 78
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 63

1908 Pack for Delivery Later.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.98
Peas—		
No. 4 standards 2's	1.88	1.78
Early June 2's	1.98	1.88
Sweet Wrinkle 2's	2.18	2.08
Extra fine sifted 2's	3.08	2.98
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.34
Tomatoes—2's	2.08	1.98

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili " "	2 50
" 2 " " " "	1 90
" 3 " " " "	2 50
Soups, per doz	1 25
Corned beef " 2's per doz.	3 10
" " " 1's "	1 65
Roast beef	
" 1's, per doz	1 65
" 2's, "	3 10
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb., "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

SUGAR—

Montreal and B.C. granulated, in bbls	5 40
" " in sacks	5 35
" yellow, in bbls	5 00
" in sacks	4 95
Wallaceburg, in bbls	5 30
" in sacks	5 35
Berlin, granulated in bbls	5 20
" " sacks	5 25
B.C. qunnies granulated, 5-18's to bale, per cwt	5 45
" " 5-2's " "	5 45
" hard pressed lump, 25's, per cwt	6 55
" " half bbls., per cwt	6 90
" icing	6 20
" bar sugar	6 90
Icing sugar in bbls	6 00
" " in boxes	6 20
" " in small quantities	6 50
Powdered sugar, in bbls	5 70
" " in boxes	6 00
" " in small quantities	6 05
Lump, hard, in bbls	6 35
" " in ½-bbls	6 35
" " in 100-lb cases	6 35

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 45
" " 5-lb tins, per 1 "	2 85
" " 10-lb tins, per ½ "	2 70
" " 20-lb tins, per ¼ "	2 75
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½ bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" " ½ "	0 33
" ½ gal. bats., each	2 25

ROLLED OATS—Several brands of package oats have been reduced in price in sympathy with the decline in bulk oats. Quotations continue as follows :

Rolled oats, 80 lb sacks, per 80 lbs	2 65
" 40 " " 80	2 70
" 20 " " 80	2 80
" 8 " " 80	3 10

CORNMEAL—The price is advancing and local quotations are now as follows :

Cornmeal, per sack	2 05
" per ½ sack	1 05
" per bale (10, 10's)	2 40

BEANS—White beans are advancing in price and some houses are now asking $2.50 per bushel for hand-picked, and $2.35 for 3-lb. pickers.

POT AND PEARL BARLEY—Pot barley, $2.80 per sack. Pearl barley has declined and quotations now are $4.05 per sack and $2.10 per half sack.

MAPLE PRODUCTS—

Sugar, 2 lb. boxes, ¼s. and ½s	3 00
Syrup gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ½ " 2 doz. to case "	6 55

FOREIGN DRIED FRUITS—New quotations are given below on dried peaches and pears. Prunes are firm at present prices and an advance is expected. We quote :

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 10
Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10¾
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	3 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 00
" " " 14's	1 05
" " selects " 28's	2 20
" " " 14's	1 15
" " layers " 28's	2 15
" " " 14's	1 20
California raisins, choice seeded in ½-lb. packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 08
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 08
" ¼ " "	0 04½
Prunes 90-100 per lb	0 05½
" 80-90 "	0 06
" 70-80 "	0 06½
" 60-70 "	0 07
" 50-60 "	0 08
" 40-50 "	0 08½
" 30-40 "	0 08½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 07
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Uncleaned vostizzas, per lb	
Wet cleaned "	
Pears, per lb	0 12½
Peaches, per lb	0 12

EVAPORATED APPLES—Quoted at 8¾c per pound.

GOES TO MINISTER OF JUSTICE.

The Co-operative Bill, which has been lying before the Senate for several months, was pushed forward a step on Tuesday, July 7, when, on motion of Sir Mackenzie Bowell, it was referred to the Minister of Justice for his opinion on the question as to whether it was within federal or provincial jurisdiction. Hon. Mr. Scott gave notice that he would drop the section confining the operations of the companies to a single electoral division.

"Men Who Sell Things"

The Sky-rocket Versus the Wear-well Type of Salesman—The Sales Manager Accepts a Large Amount of Responsibility—A Story of the Calming Down of One "Sky-rocket" Man—Learn to Know Yourself as Well as Your Business.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publi hing Co. from the publishers, A. McClurg & Co., Chicago.

(CHAPTER VIII—Continued.)

"Not by the force of capital, but by having money drawer and counting desk and counter and shelves all full of good temper, they rose in society, until today Merryman & Warmgrasp have one of the largest stores, and the most elegant show windows, and the finest carriages, and the prettiest wives in all the town of Shuttleford."

Many a salesman has gone down under his temper. They usually begin by pluming themselves with the idea that their firm does not expect its men to make doormats of themselves for crusty customers to wipe their feet on. That is a greatly overworked idea with those who have a short hold on their tempers. They end with kicking themselves out of that very firm and the good graces of their trade, because they are continually going about with chips on their shoulders, looking for trouble.

How the Tide Comes in.

People who have never seen the tide come in at the ocean beach do not understand it.

Like the development of a bad temper, the waves creep slowly up at first and then recede. "The tide is going out," says one; "the sea is going down." Ere it is gone another wave comes. This time it reaches a higher point; but it recedes again, and he says: "Surely the tide is going out, and the sea is going down." Again a wave rolls in; this time it comes higher, and presently the tide is full.

So with the advance of an ungoverned temper—its baneful influence engulfs and destroys every chance the salesman ever had to become a power in his profession.

Someone has said, "A melancholy musician may compose a Dead March, and make harp weep and organ wail; but he will not master a Battle March, or with that grand instrument, the organ, storm the castles of the soul as with flying artillery of light and love and joy, until the organ pipes seem filled with a thousand hosannas."

When a salesman boils over quickly, you soon find out what is in him.

Show courtesy to others, not because they are gentlemen, but because you are one.

CHAPTER IX.

The Sky-Rocket Salesman.

A salesman who seeks to establish himself on a good footing by unfair means is soon spotted by his trade and by his fellow-salesmen. He loses the confidence of the first and the friendship of the latter. He is not a salesman, but a bribe-giver, or something worse.

Nearly every phase of salesmanship has been made an exhaustive subject of discussion at some time or other, but all too little has been said or written concerning the wear-well salesman. Just here, however, while we are attempting a description of the negative types, the sky-rocket looms up as the opposite of the wear-well class, those who serve as beacon-lights along the shore of salesmanship.

The mariner attempting to guide his ship safely into harbor on a dark and stormy night would become hopelessly lost in his bearings with nothing but sky-rockets to beckon him into naven. The steady glare of the trusty light on the rocky point is his one hope.

Sky-rockets are used at sea as signals of distress to attract the attention of passing ships or of the life-saving station, to their helpless condition.

The sky-rocket salesman is ever a signal of distress, causing much concern to the unfortunate house with which he is connected, A flash in the pan ; a streak of light ; an outburst of sparks ; a thin line of smoke marking its meteoric course ; a smell as of something burning—and all is over but the drop of the stick ; and who can predict where that will alight ?

With a crash and a thud his presence is announced among the list of "also rans," whose breakdown on the course prevented his finishing the race. Happily this type of salesman is gradually disappearing, thanks to the exacting business methods of the present strenuous day.

But the occasional flash of the sky-rocket on the horizon of professional salesmanship is sufficient cause for reflection to the sales manager, suggesting the necessity of pointing out the true way to ultimate success, which is possible only by sure-footed methods, infinite patience, undaunted courage, and unblemished integrity.

Even when a salesman understands his line thoroughly and knows how trade conditions stand, much depends on the personal qualities he brings into play when interviewing people.

Selling goods of even the highest class is arduous work. The salesman must see that he brings to his task the necessary strength of character. In no other line of business is a man so quickly reduced to his right level as in salesmanship. He cannot live for long on a false plane.

Correct Estimate Necessary.

In brief, salesmanship is a profession that finds room for all kinds of minds. But a man ought not to rate himself too highly at first. When he succeeds in a small way, he assuredly will be asked to fill more important positions.

It is rarely the case that the sky-rocket salesman is designedly unprofessional in his methods. He is by nature oftener imprudent, or unacquainted with the characteristics of the finished salesman, which are produced only in the school of human endeavor taught by master results.

Again, he may be the victim of bad training, the result of unrestricted latitude in business-getting.

It is a regrettable fact that some employers are not very scrupulous and exacting as to the ways and means employed by their salesmen, so long as orders are forthcoming.

They wink at the means, satisfying their consciences with the fallacious saying that, fair or foul, it is justified by the end.

Houses that tolerate such methods, though they do not actually encourage them, generally find themselves victimized by their own men Sooner or later either the sheriff or the receiver takes charge, leaving the unfortunate salesman to drift into other pursuits, or perchance find his way into the sales force of a competitive institution, where for the first time in his career he is given a real introduction to legitimate, high-grade selling and merchandising methods.

Here the work of the resourceful sales manager is put to a true test. If the subject over which he labors possesses in any degree the rudiments necessary to the making of a successful salesman, the make-over process of true selling education, based on knowledge, character, and honesty, begins.

The reward for time thus expended affords a peculiar sense of gratification to the manager and his house ; and to the salesman unbounded happiness and true-blue loyalty on being won over to a sphere of genuine usefulness to himself and others.

The disaster that may be expected to result from bad training in salesmen is exemplified in the experience of a competitor of our firm. The proprietor of that house was a pioneer in the business, and made considerable money in his day. Being an old man, however, he could not adjust himself to modern methods. Competition became too strong for him, and he was finally forced into bankruptcy. The business was taken over by his son, who secured enough money from his wife's people to settle his father's indebtedness at about 25 cents on the dollar. The younger man possessed some of his father's peculiarities, which bordered on the lack of principle. His remaining assets were in the nature of a college education that he did not seem to know what to do with, and a skimmed-milk knowledge of the business.

Office Chair Management.

In spite of these handicaps, he surrounded himself with a fairly capable staff of salesmen, and he really had a working chance to make a success of his undertaking. He started in to manage his business from an office chair, and that kind of management soon runs its course. Like the foolish man who

turns on the light to look for a burglar, he stood out boldly in the glare of his unpractical methods, while his salesmen worked out his ruin, doing about as they pleased, secure in the shadow of their graft. Those of the men who had been upright soon lapsed into careless indifference, Others robbed their employer under his very nose, with little fear of prosecution, because he was in such bad financial straits that he did not dare to make a move. In three years ruin and disgrace fell upon that house, and it was again forced out of business, this time for good.

By no means are all sky-rocket salesmen worth the effort to save them, but this can be determined only by giving each a fair chance.

The trying-out process will usually demonstrate that they possess marked salesmanship ability, which is susceptible of high culture under the right tutorage.

To harness their enthusiasm with judgment, create in them singleness of purpose, inpregnate their selling-talk with logical, honest arguments, and endow them with wear-well qualities requires patience ; but all this is possible of accomplishment under a firm hand.

Is it worth while ?

Certainly. The best salesmen any house ever employed are secured in this way ; but there must be a good foundation to build on. The trouble is, many employers will not be bothered with this class. As soon as they discover their weaknesses, out the weaklings go. And what comes then ? Order-takers, perhaps, to fill their places.

Give me enthusiasm—even though perverted—rather than indolence.

Now, let us see how it works out.

A sky-rocket salesman once secured a position with my house on the recommendation of one of our old travelers who knew him by reputation as being a good man. And right here let me emphasize the fact that there is a vast difference between reputation and ability or character. "Character is what a man is ; reputation is what he seemeth to be."

We fixed up a territory for our new man and started him out with our hopes keyed up to the last peg.

Our confidence was shaken by a letter received before he had been out a week. He advised us, on making a certain town, that the only merchant to whom we would pass credit was trading at a neighboring house, concluding his statement with a request to send the merchant a letter under plain envelope, addressed in care of our competitor, inviting him to call and inspect our line while in the city.

We replied that we considered his request a breach of business ethics, and that our policy did not countenance such procedure adding a few side-lights on legitimate, clean-cut, above-board selling methods.

His first trip ended with a gratifying showing in sales as indicated on the surface, and our hopes in him seemed in a fair way to be realized.

"Sky-rocket' Methods.

A little later, however, goods were returned from every section of his territory, with the statements, "Not ordered," or "Ordered on approval ; if not satisfactory to be returned." These claims for credit were accompanied by claims for express charges, extra discounts and all manner of things not quite consistent with fixed deals. Mr. Sky-rocket had promised to do thus and so, his customers wrote, but investigation of the order sheets sent in failed in every instance to discover any record of these special arrangements. We were continually being placed in the embarrassing position of pitting the word of our salesman against that of his customers.

We began to realize that our prize package contained a sky-rocket, but, on the whole, enough goods "stuck" to convince us that we really had a good man provided he could be made over to do business our way. We lost no opportunity of taking him vigorously to task. We gave him to understand how we wished him to govern himself in the discharge of our affairs.

Gradually a little improvement was noticed. Complaints became less frequent and his sales continued to increase ; but at best he was nervous. He got mad at little "cropy" customers because they did not buy enough goods to suit him ; then he would vary the programme by writing in that this or that line was not up to the standard. When he had exhausted his regular line of specialties, he would wrangle about his expense account. He was always "out" in making a settlement to the house, notwithstanding that it was expressly understood from the beginning that his daily allowance was not to exceed a stipulated amount.

Training that man was more like an experience in fitting two lengths of stove-pipe than anything I have ever undertaken. As soon as one side was nicely adjusted it would bulge out on the other. If you have ever done any stove-pipe fitting, you know that it is the most exasperating work that man was ever engaged in. Finally, with the aid of many heart-to-heart talks, we convinced him that there was but one way in which he could ever hope to build a safe and sound career ; that he would never again have so good a chance to make the best of his opportunities in life ; that if he failed to make good with us, the crisis in his business career would have been reached, then would come the re-action in a down-grade pace that all the influence in the world could not check.

The turning-point came at last, and with it the admission from Mr. Sky-rocket that it was indeed a revelation to him to see the manner in which our business was conducted, his great regret being that he had been deprived of such training earlier in life.

His territory, which was generally hated, was in "the enemy's country." Under the new life that our made-over salesman gave it, however, it developed into one of the best selling-assets of the house.

The salesman who secures patronage for the moment by over-colored propositions and loosely fixed principles does no lasting harm to either his trade or his house. He merely fools himself.

If Mr. Sky-rocket will stop cheating himself and look honestly into his career he can read there pretty accurately what is going to happen to him.

And best of all, not only can he foretell his own business fortune, but he can control it, if he will be guided and warned by the weaknesses written on the pages of his own personality.

Don't say, "I'm just as good a salesman as So-and-so." I know lots of people who might well investigate their own characters. When you retire for the night look into your own methods, study your own weaknesses. Tell yourself truthfully just where you fell down on this or that transaction, and follow along the lines of your misconduct to the inevitable end. If you are the least bit of a philosopher, you can see that the end will be failure and discharge, unless you are sincere, and mean to be guided by what you see in your character study.

Make a new and determined effort to put yourself under the sort of control that leads to riches and honor.

The young man going out on the road for the first time, if he is made of the right stuff, will soon learn the importance of knowing what not to do to insure his ultimate success.

A well-known authority on salesmanship says :

"The reason why there is no work in the world like that of the traveling salesman, where a man's actions will so quickly determine his success or failure, is because perhaps that in no other vocation is a man put so absolutely upon his own honor and ability to work out his own salvation."

The realization of this does not come with the first trip. A salesman gets to know it only after he has been packing and unpacking trunks for several years. The best the salesman can attain to is what he learnd by the "rubbing" process, taught only through bitter lessons in the school of experience.

(To be continued).

PREJUDICE VANQUISHED!

A wholesale house that has, during the last few years, been advertising steadily in one of the MacLean Newspapers, has recently got back an old customer in St. Catharines whom they lost nearly 20 years ago. For years they tried every plan to get him back. He was not only indignant, but he was bitter, and even a couple of visits from the head of the firm failed to move him. For the last 8 or 9 years he has not been called on at all. One day, to the amazement of the head of the firm, our St. Catharines friend walked in, shook hands with him, and said he would like bygones to be bygones. "The fact is," said he, "I have been reading your announcements the last few years in The ———, and I feel as if I were losing business by not dealing with you. I would like to look through the warehouse now and would ask you to have your travelers call on me regularly in future."

This is a case where that bane of a traveler's existence, Prejudice, was overcome by constant, progressive advertising. In a similar manner, good advertising in trade newspapers, will turn indifference into interest, and will dispel ignorance. No traveler will deny that an unprejudiced customer, equipped with a knowledge of a firm's standing in the trade, and interested in their advertised values, is a much easier prospect for a traveler to negotiate with, than is a prospect who is Prejudiced, Indifferent, or Ignorant.

LEA'S

The Pickle with the Home-made Flavor

The travellers will soon be showing our new line, the Tid-Bit. We claim this to be the finest pickle ever offered to the Canadian trade for the money. When the traveller has them around take a good look at them, you will be surprised.

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Western Representatives: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

delivery boys, in the driver's seat, made a splendid showing, and carried off second in the lighter class.

SOME B.C. DELIVERY OUTFITS.

It will be interesting to compare the type of outfit used in Toronto with that used in British Columbia. The photo reproduced herewith shows part of the parade of a similar show held some time ago in Victoria, B.C. The two outfits at the head of the procession are the property of Dixi H. Ross & Co., of that city, and carried off first and second prizes on that occasion.

AN ATTRACTIVE ONTARIO STORE.

A Well-arranged and Clean Interior From St. Thomas.

One of the brightest and cleanest groceries in St. Thomas, Ont., is that of J. F. Pelan, on Talbot St. The interior of the store, with several of its attractive features is shown in the accompanying engraving. Unfortunately the photo does not show a neat office in the rear which has just been completed. This was part of recent renovations to the whole premises.

Mr. Pelan is a thorough grocer, a hard worker, a good buyer, and has a host of friends in the city. Mrs. Pelan, too, spends a good deal of time in the store and gives her husband a great deal of assistance in looking after the books. Two clerks are employed and they are generally kept busy.

The illustration will show just how beautifully the stock in this store is kept. And the store every day, those who know say, presents just such a picture of neatness and good arrangement as is shown here. The display of canned and bottled goods is such as would tend to induce a customer to buy a grist of things that were never thought of when entering the store. Mr. Pelan is an appreciative Grocer subscriber and values considerably the hints he gets from the paper.

ATTRACTIVE INTERIOR OF THE STORE OF J. F. PELAN, ST. THOMAS.

A HOST OF PICNICS.

Here's hoping the weather man will be kind enough to provide a bright and balmy day next Wednesday, July 15, to assure the enjoyment of the thousands of grocers and their friends in different parts of Canada, who will be taking advantage of the various outings arranged by the grocers' organizations in several towns.

How they all came to pick on July 15 for the date is rather a mystery, but they did and grocers from Montreal, Toronto, Hamilton, Brantford, London, and other points will forget about stores and troubles that day and journey off to new scenes for their annual outing with their brothers in the trade.

The Montreal Retail Grocers' Association take their annual excursion to Highgate Springs, Vermont, and have made large plans for an enjoyable trip.

The Toronto Retail Grocers go to the old favorite spot, Buffalo and Niagara Falls, this year, by the Niagara Navigation Co.'s boats to Queenston and thence in the International Railway Co.'s observation cars up the Canadian side to Niagara Falls, across the bridge and on to Buffalo. Special plans have been made for the entertainment of the visiting grocers in Buffalo, and the trip is certain to be a delightful one.

The Hamilton Grocers' Association annual excursion to Niagara Falls, is one of the big events of the year in the city under the mountain. For several years now, the excursion has been growing in popularity, until now a goodly section of the city's inhabitants pile on the special trains and journey down to the Falls to spend the day with the good brethren of the scales and scoop. This year the crowd promises to be bigger than ever and the day's event to be better than ever. Special arrangements have been made to comfortably transport the host of excursionists and a special and unique programme is being arranged as one of the features of the day.

Some of the London grocers who did not take in the recent excursion to Detroit have arranged an outing for the same day. They will travel to Niagara Falls and an enjoyable time is expected.

The Grocer's good wishes go with all these excursions and as many of its representatives as can be spared will also be along.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

All grocers should carry a full stock of Royal Baking Powder.

It gives the greatest satisfaction to customers and pays the grocer a greater profit, pound for pound, than any other baking powder he sells

ROYAL BAKING POWDER CO., NEW YORK

O'MARA'S BACON

I GUARANTEE FIRST-CLASS GOODS & PROMPT SHIPMENT

HERE IS A LETTER JUST TO HAND:

Ottawa, June 6th, 1908

Dear Sir:

"I have received the goods and you have received the money, and I thank you for prompt delivery and good quality."

Yours very truly,

F. SCHILLING.

QUOTATIONS CHEERFULLY GIVEN

JOSEPH O'MARA

PORK PACKER

PALMERSTON, - - ONT.

COOKED HAMS

Just the weather for Cooked Meats. Your customers do not want to be bothered with hot fires. Sell them Cooked Meats and make a good profit. And get your Cooked Meats from us.

F. W. Fearman Co.

Limited

Hamilton, Ont.

Sell the Best

"Canada First" Brands Evaporated Cream and Condensed Milk

Prepared in Modern Sanitary Factory.

Manufactured and Guaranteed by

The Aylmer Condensed Milk Co.

Limited

Factory, Aylmer, Ont.

Sales Office, 39 James St. South, Hamilton, Ont.

Cheapest and Best

RYAN'S SHORT ROLL BACON

This meat is of extra good quality, made from carefully fed young hogs, mild-cured, tender and juicy.

PRICES ARE VERY CLOSE
ASK US FOR THEM.

The WM. RYAN CO.

LIMITED

70-72 Front Street East

TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, July 9, 1908.

The whip-sawing conditions which succeed one another in the cheese trade is d scouraging to those who wish to see a good healthy trade maintained between this country and England. The week before last our export trade was beginning to assume respectable proportions and then suddenly the country prices soared away above anything which could be looked at from an export point of view. This condition brought about a small demand, as exporters could not get rid of their supplies on the local market. This week prices have declined owing to these conditions and in all probability the export enquiries will again begin to arrive, although at the present prices are not any too roseate on the other side. The production continues large owing to the continued favorable natural conditions existing in the country. Receipts for the week ending July 4, 1908, were 106,682 boxes, as against 112.843 boxes for the corresponding week of last year.

The receipts for the season up to date continue to display a deficit as compared with the season for 1907. The returns compare as follows: For 1908 up to date, 493,864 boxes, as compared with 578,411 boxes for the same period of 1907. The shipments of cheese from Montreal for last week amounted to 81,480 boxes, as compared with 95,393 boxes for the previous week, and 89,842 boxes for the corresponding week of last year.

The total exports since May 1 were 166,178 boxes, as compared with 531,666 boxes for the corresponding period of last year. Prices for export purposes range from 11¼c to 11⅜c.

The butter market has made marked increase in its export aspect. The receipts for last week were 26,575 packages, against 24,208 packages for the same period of last year, and the season's record up to date stands, 126,088 packages, against 132,509 packages for the same period of 1907. It will be seen by this that if the present good conditions persist in the country the butter market will eclipse its last year's record. Exports for the week show a large increase, amounting to 14,698 packages, as compared with 8,181 packages for the previous week, and 4,465 packages for the corresponding week of last year. The export price was 22½c.

THE PROVISION SITUATION

Toronto, July 9, 1908.

The brighter conditions in the Canadian packing industry chronicled last week are continuing in good measure and packers generally are feeling a good deal more satisfied with the situation, and with factories running, many of them to full capacity, after months of enforced light business, this is no surprise.

The English market continues on the 60 shilling basis, and the demand for Canadian bacon is quite active. There is always a corner on the British market which seems to demand Canadian products, but during the previous several months Canadian packers have done so little export business, as a result of the unsatisfactory market basis, that the supply of Canadian bacon was practically nil on the British market. When prices did permit a shipping business the appetites of a considerable section of the British public seemed to turn towards the Canadian goods with their superior quality, and the packers are feeling better in consequence.

There is some talk, too, of unsatisfactory shipments from Denmark, and this fact, too, may reflect to the benefit of the Canadian packer. With the system of Government inspection in operation in Canada, it is now scarcely possible for anything but perfect goods to reach foreign markets.

Other advices state that the Danes will shortly be entering into extensive harvest operations and that this is likely to materially affect their "killings" for some time. Another fact which will help the Canadian industry.

The United States packers have been fairly active during the week, but a good demand from the home field is absorbing the greater part of their product and shipments abroad have been comparatively light.

Deliveries of hogs to Canadian factories have been only fair and the situation, to a great extent, rests on the farmers. With the much improved export demand and a brisk call locally for pork products the packers can make use of a pretty good supply of porkers.

The prices offered this week, too, ought to be a good inducement to the farmers. On account of the light deliveries prices have been forced up about half a dollar, quite a material jump, and with $6.75 f.o.b. and $7.05 for hogs off cars at the factories the farmer is getting more for his hogs than he has realized for some months. These prices should suffice to bring out a pretty generous supply.

Conditions prevailing in the United States markets are summarized in the following paragraphs from the New York Journal of Commerce:

"The past week has witnessed very little change and a light business in hog products though packers or some mythical persons, according to the bulls, have been buying 'for investment,' notwithstanding the packers have been sellers on all strong spots, acting as if they preferred to reduce, or at least keep down, their holdings to the present liberal supplies. The improved cash demand for the previous two weeks has nearly subsided at the advanced prices, both in meats and lard, yet prices have not been let back by the packers, but the trade shows no disposition to buy further ahead of legitimate wants. Exporters have been almost entirely out of the market, even on lard, and have taken no meats since last week. Prices of city bellies had been advanced early this week on a pretty general cleaning up of stocks last week, but at the advance now asked trade is halting, as well as in western hams, yet offerings of no products have been heavy enough to cause any re-action so far. The hog movement has increased moderately at most points, although still behind a year ago, and the weights still lighter, due to the high price of, and possible scarcity of corn, rather than to the close marketing of hogs, yet prices have gone up very materially, advancing ½c a day in the New York market this week, until packers are cutting as few as possible to supply their retail trade, as there is little, if any, profit now in packing at present prices of hogs in the country, and the bull talk is regarded as hardly warranted with the present light consumption."

PROVISION MARKETS

MONTREAL.

PROVISIONS—The undertone of the market in live hogs is higher, which is due to enquiries from European sources for the Canadian product. The market all around shows signs of more strength. There have been small increases of fractions of a cent during the week.

Lard, pure tierces		0 12
"	56-lb. tubs	0 12½
"	20-lb. pails, wood	0 12½
"	cases, 10-lb. tins, 60 lbs. in case	0 12½
"	" 5-lb. "	0 12⅝
"	" 3-lb "	0 12⅝
Lard, compound, tierces, per lb	0 09	0 09½
" " tubs	0 08¾	0 09⅜
" " 20-lb. pails, wood		0 09½
" " 20-lb. pails, tin		0 09½
" " cases, 10-lb. tins, 60 lbs. in case	0 09¾	0 10
" " " 5-lb. "	0 08¾	0 10
" " " 3-lb. "		0 10
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork		22 50
Canadian short cut clear	21 50	22 00
Very heavy clear fat back	22 00	22 50
Breakfast bacon, per lb	0 14½	0 16
Hams	0 12	0 14½
Extra plate beef, per bbl		17 [illegible]

CHEESE—Production continues large and prices in country are lower, owing to poor prices obtainable in Old Country. Prices in country range around 11⅜c to 11⅝c. Local price steady.

Cheese, new, large	0 12½
" " twins	0 12½
" old	0 1 [illegible]

BUTTER—The butter market is lower owing to lack of export demand. Boards on Saturday sold at 22½c to 23⅜c. Dairy continues in good supply with no change in prices.

Fresh Creamery, solids, l	0 22
" " prints, l	0 22½
Dairy, tubs, l	0 20 [illegible] 21

HONEY—This market remains dull. Prices unchanged.

White clover comb honey	0 13½ 0 14½
Buckwheat, extracted	0 10 0 11
Clover, strained, bulk	0 11 0 13

EGGS—Supplies have fallen off somewhat, but sufficient are coming forward to supply the demand locally. Prices are unchanged. The receipts of eggs have been in excess of last year's record, according to Board of Trade returns. Prices remain the same.

New laids	0 19 – 0 20
Selected	0 18 – 0 18½
Ordinary candled	0 17 – 0 17½
No. 2 Eggs	0 15½ – 0 15½

TORONTO.

PROVISIONS—With a continued brisk export trade and good local demand business continues excellent in pork products, and the market is firm. There have been one or two small advances during the week in lines of bacon and lard has stepped up ½c. Prices ruling at time of writing are as follows.

Long clear bacon, per lb	0 11 – 0 11½
Smoked breakfast bacon, per lb	0 14 – 0 15
Roll bacon, per lb	– 0 11
Light hams, per lb	– 0 14
Medium hams, per lb	– 0 14
Large hams per lb	0 12 – 0 12½
Shoulder hams, per lb	0 09½ – 0 10
Backs, plain, per lb	– 0 16½
" pea meal	– 0 17
Heavy mess pork, per bbl	18 50 – 19 00
Short cut, per bbl	– 22 50
Lard, tierces, per lb	– 0 12
" tubs "	– 0 12½
" pails "	– 0 13½
" compounds, per lb	0 8½ – 0 09½
Plate beef, per 200-lb. bbl	15 50 – 16 00
Dressed hogs	0 8½ – 0 09½

EGGS—The supply coming in continues scarce and price have gone up a couple of cents in consequence. New laids, when they can be gotten, are sold at about 24, choice at 22, and ordinary at 20.

CHEESE—A slight advance is noted in both old and new cheese, though supplies of the former are practically nil. Prices ruling are:

Cheese, large, prime old	0 14½ – 0 15½
" " " new	0 12½ – 0 13
" twins, new	0 13 – 0 13½

BUTTER—Butter, too, is climbing in price, under continued short supplies. The demand continues excellent and with the condition of the markets now in evidence there seems to be no hope for much easier prices for some time at least. Prices are from a cent to two cents above quotations given last week.

	Per lb.
Creamery prints	0 24 – 0 25
Creamery solids	– 0 24
Farmers' separator butter	0 22 – 0 23
Dairy prints, choice	0 21 – 0 22
" ordinary	0 18 – 0 19
" tubs, choice	0 20 – 0 21
Bakers' butter	0 18 – 0 19

POULTRY—Business continues very quiet with some small arrivals of fowl. Ducks are more plentiful and prices are a little lower, otherwise prices are unchanged.

Spring chickens, per lb	0 20 – 0 25
Hens per lb	0 08 – 0 10
Young Ducks, per lb	0 12 – 0 14
Turkeys, per lb	0 13 – 0 14

WINNIPEG.

BUTTER—For round lots produce houses are paying 16c to 16½c per lb. f.o.b. Winnipeg: for No. 1, 17c to 17½c, and for No. 2, 15c to 15½c f.o.b. Winnipeg.

EGGS—Price paid is 15c f.o.b. Winnipeg, subject to candling.

CHEESE—Price is advancing and quotations are:

Manitoba, per lb	0 13½
Ontario	0 14

WRAPPERS AND FLAVOR.

Interesting Information Regarding the Strength and Make of Cigars.

There is a popular notion, says the Epicure, that dark-colored cigars are strong cigars, whereas light-colored cigars are mild. There is absolutely no reason for this prejudice.

The filler of the cigar, which determines its strength, is the same, no matter what the color of the wrapper. For instance, if you take a black cigar, which you pronounce strong, and send it out to a manufacturer with the request that he place a light wrapper upon it, will it come back to you a mild cigar? We have an impression that the idea of color, as indicative of the degree of mildness or strength, has come about through the paucity of our language. A man originally may have asked for a light cigar, meaning one mild in potency, and, as time went on, the consumer probably used the word "light" without thought or reason, to mean both light in color and in strength when, as a matter of fact, there is no connection between the two uses of the word. There is, however, a real difference due to the wrapper in favor of the dark cigar. The wrapper is cut from the finest selected tobacco, and, to a certain extent, gives the fine flavor to an exceptionally good cigar. On the other hand, the very light wrapper may contribute a bitter taste, because the leaf, which is straw-colored, is apt to be over or under ripe.

The consumer will ask, "Why should this mere film of tobacco, which you say does not affect the strength, have any relation to the flavor?" For answer, let us suggest that the experiment be tried of passing a fine human hair through the length of a good cigar and then investigating the flavor. An extremely small amount of fine tobacco, such as is represented by the wrappers, will favorably or unfavorably affect the flavor, but will not make any appreciable difference in the strength.

Dark tobacco is sometimes strong, but this is not universally so, for cigars which are kept in Havana for any length of time will grow dark in color, and yet will become milder as time goes on, without loss of flavor. The same is true of leaf tobacco stored in Cuba.

Some tobacco planters, in order to cater to the popular prejudice in favor of light-colored cigars, have grown the leaf under shade, by the use of cheesecloth canopies. They have produced the most beautiful, silky light-colored wrappers imaginable, but they have not improved upon nature, for cigars covered by these wrappers have a flavor similar to those which are made with Sumatra wrappers.

A RECORD SAP PRODUCER.

Three hundred quarts of maple sugar sap in twenty-four hours—such is the record of an enormous maple tree in the town of West Leyden, Mass.

Although this wonderful tree is two or three centuries old, it still surpasses all of its competitors, and furnishes every year more sap than any other four trees in the grove where it is situated, put together.

The tree measures fourteen feet in circumference four feet from the base, and fourteen buckets are hung around it. When the sap is running well it is necessary to empty these buckets every few hours. There seems no reason why this fine old maple should not go on producing record amounts of sugar for many decades.—Exchange.

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Get highest **CASH** prices on the
REGINA MARKET
(and prompt returns) for your
BUTTER, EGGS and POULTRY
by shipping direct to
THE REGINA FRUIT AND PRODUCE CO.,
ROSE ST. REGINA, SASK.
Trial orders and correspondence solicited

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E. Toronto

We Want Butter!
Dairy Tubs, Creamery Solids
We will buy f.o.b. your station, in large or small quantities.
Write or phone us with best quotations.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

USE OVAL WOODEN BUTTER DISHES.
THOMAS BROS., St. Thomas, Ont.

Save Money!

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National Cash Register

OUR new prices leave no excuse for any merchant being without one.

Price $40, new.

Guaranteed new National Detail Adders, $30.00, $40 00 and $50.00. Other kinds generally sold by jobbers, like the Detroit, Victory, Western, Peninsular, etc., $25 00 each, new.

We guarantee the public to sell a better Cash Register for less money than any other concern in the world. We st ind uncontradicted. Investigate for yourself.

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The National Cash Register Co.

F. E. MUTTON, Canadian Manager

129 West King St. - TORONTO, ONT

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has been made for 35 years. Last year's sale was largest. It is easy to tell why; holds old friends and makes new ones. It's the old story of quality and merit. The finest stores throughout the country furnish to their finest trade **ROYAL SALAD DRESSING.** Manufactured in Canada only by

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CLARK'S SPECIAL OX-TONGUE CAMPAIGN

in all leading newspapers from coast to coast is now running.

Over 1,000,000 people will read these advertisements.

Be prepared for the demand this will create.

Send in your orders now for Clark's Ox Tongue. Specify 2s as that is the size which is pushed.

WM. CLARK

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There is only

One

BOVRIL

Do not load your shelves with inferior imitations These when sold will not please your customers.

BOVRIL will always do you credit.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
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Protect Your Profit

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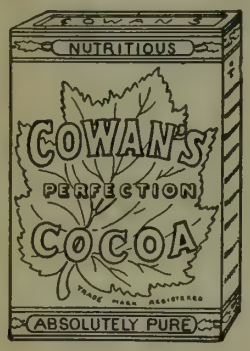
Cocoa and Chocolate

are unequalled in purity and flavor.



From a small beginning we have attained the highest place through giving the trade really good value.

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By Royal Letters Patent

Nelson's Gelatine

Opaque, Brilliant, Isinglass, Leaf, and Powdered

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

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(SIX VARIETIES)

Solé Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
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CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Nothing commends itself to the wise housekeeper so much as the assurance that what she buys is right and pure

Mott's

"Diamond" and "Elite"

brands of

Chocolate

have for more than a quarter of a century held her confidence.

FOR SALE BY ALL JOBBERS IN CANADA.

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FORCE

"is the idea"

People think of "FORCE" first because it was the first flaked food. Everybody knows it, eats it, wants to buy it from you. Heavy advertising keeps your customers acquainted with "FORCE" Its quality does the rest and we give you a decent living profit.

THE H-O MILLS
HAMILTON, - CANADA

THE FLOUR AND CEREAL MARKETS

Business Dull with Fair Demand in Several Lines—Scattered Export Trade with Great Britain.

Quiet business is the report from millers and cereal manufacturers all round this week. The summer dullness has set in and while local demand is as heavy as can naturally be expected at this season of the year, the amount of business passing generally is light.

The corner in the oat market in Winnipeg and its consequent break-up provided about the only feature of interest during the week. While this did not affect eastern markets to any extent it showed clearly the position of affairs in the grain markets in the west, and some millers are predicting some interesting operations in wheat within a short time.

Some shipments of flour are being made to different points in Great Britain and Europe, but this business is mostly in small lots and is not of any great volume.

Farmers are bringing in supplies just about as fast as the market demands.

MONTREAL.

FLOUR—Considerable dullness prevails in this market. Trade as in other lines, consists chiefly of small orders. Prices are the same as at last quotation.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 10
Glenora		5 50
Manitoba spring wheat patents		6 10
" strong bakers		5 50
Five Roses		6 10
Harvest Queen		5 50

ROLLED OATS—The demand for rolled oats has been slightly better during the week. There is no change as regards prices.

Fine oatmeal, bags		3 05
Standard oatmeal, bags		3 05
Granulated "		3 05
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 70
Rolled oats, 90-lb. bags		2 90
" 80-lb. bags	2 60	2 85
" bbls	5 75	5 90

FEED—The volume of business is only fair and consists chiefly of small stocking orders of the hand-to-mouth variety. No change in prices.

Ontario bran	23 00	24 00
Ontario shorts	25 00	27 00
Manitoba shorts	25 00	26 00
" bran		22 00
Moullie, milled	27 00	31 00
" straight grained	27 00	33 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—The situation presents no new features. Millers are working easily on light local demand and are doing some export business in small shipments. Prices are unchanged.

Manitoba Wheat.		
90 per cent. patents		5 30
85 " "		5 00
Strong bakers		4 80
Winter Wheat.		
Straight roller	3 70	3 80
Patents		4 60
Blended		4 20

CEREALS—Business, though somewhat quiet, is pretty fair for the summer season. Supplies coming in are quite sufficient to supply manufacturers' needs and oats are rather more free. Local demand is moderate and prices are unchanged.

Rolled wheat in barrels, 100 lbs	3 00
" oats in bags, per bag 90 lbs	2 60
Oatmeal, standard and granulated, in bags 98 lbs	2 80

BRINGING SUGAR FROM JAVA.

Cargo of Raws Coming for B.C. Factory.

Advices from Vancouver state that the Norwegian steamer Tricolor is now on the way to the B. C. Sugar Refinery from Java with a cargo of raw sugar.

The cargo was placed on board at Cheribon and the loading process was slow, as it was brought to the ship in lighters and heaved aboard in rattan baskets.

Part of it was taken on at Samarang and Sowrabaya. These Dutch ports also export teak wood, coffee and indigo.

PERSONAL NOTES.

Fred Perry, traveling representative for Comfort Soap in the Province of Quebec, was in Toronto for a few days during the week.

S. W. Ewing, of S. H. Ewing & Son, Montreal, spent Saturday and Monday last in Toronto. Mr. Ewing was up in connection with C.M.A. business.

R. Smeall, representing D. McL. Brophy, Montreal, was a caller at the Toronto office of The Grocer this week. Mr. Small was also in Hamilton in the interests of his firm. "Dick" is an old friend and admirer of The Grocer and his visit was very welcome.

W. A. W. Melville, general American representative of Thos. J. Lipton, paid a visit to the Canadian branch in Toronto last week and also favored The Grocer with a call. Mr. Melville's optimism and hard work are proverbial and encouraging to his staff.

TRADE NOTES.

The Buffalo branch of the F. F. Dalley Co., are to-day entertaining the Leather Finders' Association of the United States at Niagara Falls.

The employes of the Ingersoll Packing Co., Ingersoll, ran a large excursion to Port Stanley, Ont., on Wednesday, July 8, which proved a big success. Games of various kinds were indulged in and with the pleasant surroundings the day was spent most enjoyably. One of the means of advertising the picnic was exceedingly novel. A few days before a balloon was liberated, attached to which was a ticket for the excursion. The finder of the slip was entitled to a free trip with the excursionists.

Turnover

is what counts. Nothing is more to the merchant's interest than to buy goods of a quality which assures **quick sales.** The experience of scores of grocers is that

Mooney's Perfection Cream Sodas

are quick sellers. Their quality is so good that customers use them up quickly and send in repeat orders. Just taste a Mooney Perfection cracker yourself—it's a most convincing argument of quality!

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply

COX'S GELATINE

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EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

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NUTMEGS AT FIRST-HAND. To wholesale only

C. H. BINKS & CO., MONTREAL

DON'T FAIL
To send for catalog showing our line of
PEANUT ROASTERS, CORN POPPERS, &c.
LIBERAL TERMS.
KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati O

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

The Uniform
High Grade
Quality of

Ridgways TEA

will keep your customers and build up your tea trade.
Our extensive advertising will create and maintain a steady demand, a demand in which you should participate.

CANADIAN OFFICE, - VANCOUVER, B.C.

Agents—Richards & Brown, 34 Notre Dame Street, Winnipeg, Man.

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

WESTERN FACTORY TO IMPORT RAWS.

That the demand for sugar in the west is growing with the increase in population is shown by an item of interesting news from Raymond, Alta., this week. The Knight Sugar Co., of that town, which heretofore has been operating on local grown beets, is not able to supply the demand and has decided to branch out into the importation of raw beet sugar. Arrangements have been made for a considerable supply from Germany, and it is stated that a large shipment is already on the way.

The quantity of beets supplied by farmers in the district has only been sufficient to keep the factory running for a few weeks. The new move will enable it to be operated for a considerably longer time each year.

PATRAS CURRANT RETENTION

Advices from Patras, Greece, regarding the currant situation, say :

"Although there are some complaints about the damage done to the new crop in some of the provinces, owing to the warm weather prevailing the last ten days, we do not know that the damage has amounted to much up to the present time. Supposing the new crop is safely secured and the yield reaches 170,000 tons net, the quantity which is considered probably as a maximum, it is certain that the retention will be fixed at 35 per cent. in kind for the entire quantity that is expected during the season 1908-09. In the period 1907-08 exports averaged 122,000 tons net. Taking as a basis a yearly export of 117,000 tons net and deducting from a crop of 170,000 tons net the 35 p.c. retention in kind, say, 42,000 tons net, would leave a balance of 128,000 tons net to be exported, or a matter of 6,000 in excess of last season."

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Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.
C. A. PARADIS, Quebec

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
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SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.

Est. 1857, - MONTREAL

Canadian Agents.

Your Percentage of Profit

on our lines is such that you will find those dainty chocolates—

CHOCOLATS MEURISSE

the most satisfactory confectionery to handle. These goods are the result of 62 years experience and are as nearly perfect as it is possible to make them.

Chocolats Meurisse

J. A. HERREBOUDT, Manager

22 Lemoine Street, - - MONTREAL

Agents:
Mathewson's Sons, Montreal; T. E. Charest, St. Gabriel St., Quebec
W. C. Scott, 76 Queen St., Ottawa.

WHITE MOSS COCOANUT

HAS BEEN so many years on the market, and its quality has been so long uniformly excellent, that it is now regarded as a staple, and it is in your interest to have it in stock.

Prices on Request

The Canadian Cocoanut Co., = Montreal

A Dish of Ice Cream

Is welcome any time during the warm weather. Your customers will find it very easy to make a delicious freeze of it at any time with

MACE'S

Original Ice Cream Powder

by simply adding boiling milk. Have you a stock to supply their wants? If not write us to-day.

A. H. MACE & CO.

746 Notre Dame St. West, - MONTREAL

THE DOMINION WAFER CO.,

44 St. Vincent Street, MONTREAL

BISCUIT CUPS

A SPECIALTY.

ICE PIES,
ICE CORNETS,
Etc., Etc.

Dealers in Choice Ice Cream.

Telephone Main 1310.

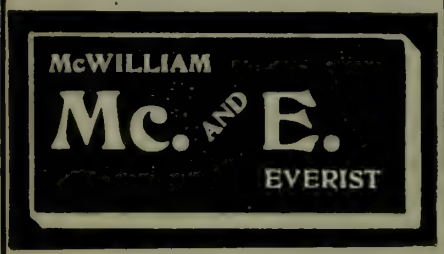
Raspberries

Will be coming in fast this week. We look for prices to range about 10c. box.

Canadian Red Cooking Cherries, $1.00; Gooseberries, $1.00 to $1.25 Basket; Eating Cherries, $1.25 to $1.50 basket.

In Imported Fruits **Late Valencia Oranges** are now at their best. **Bananas** are some easier in price, **California Plums** and **Peaches** are good.

Elberta Peaches, both Texas and Georgia are now arriving in fine shape.



25-27 Church St., TORONTO

TEA;
Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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TECHNICAL BOOK DEPARTMENT

The Maclean Publishing Co.,

10 Front St. East, - - TORONTO, CAN.

FRUITS, VEGETABLES AND FISH

Canadian Orchard and Garden Products are Filling the Markets —Potatoes Scarce and High—Fish Steady with Good Business.

With Canadian fruit coming in in magnificent quantities and in various lines the imported lines are being forced out of business and little attention is being paid to them. Strawberries are still coming, though in curtailed quantities and in qualities that the dealers are not so proud of. But their place is being taken. Raspberries, cherries, gooseberries and red currants are beginning to arrive and will soon be plentiful. Though the fruit is plentiful, it is being rapidly snapped up and business during the week has been exceedingly good.

The feature of the vegetable market is the high prices of potatoes. New ones are coming forward slowly and supplies of old ones are pretty short. This, with a good brisk demand, means a strong market. Canadian tomatoes are coming in rather more freely and a good crop is looked for. Green beans are also in better supply.

The fish markets remained fairly steady during the week though business is reported good for this season of the year. Little shipping, of course, is being done to the outside towns and this cuts down the aggregate considerably.

MONTREAL.

GREEN FRUITS—Bananas have been in good demand. A local dealer, in speaking of this fruit, remarked on its increasing sale due to a wider appreciation of its dietetic qualities. Valencia oranges are a little easier now, being quoted at $4 to $4.75.

Bananas, fine stalk	1 95	2 10
Cocoanuts, new, per bag		4 00
Lemons	1 60	3 50
Porto Rico oranges, box		2 50
Valencia oranges	4 00	4 75
Pineapples, case	3 10	3 75
Strawberries, Canadian	0 09	0 10
Apples	3 75	6 00
Sorrento oranges	2 50	2 75
Apricots, 4 basket crate	1 50	1 75
Peaches, " "	1 50	2 00
Plums, " "	2 00	3 00
Pears, boxes	3 00	4 00
Tomatoes	1 10	1 25

FISH—In some lines there is a tendency to advancement in price, although slight. Haddock is quoted at 5c, as well as 4c. Halibut is being quoted a cent higher for best quality. The same may be remarked of steak cod and pike. Salmon continue plentiful and price is low, but brook trout are still scarce. Haddock plentiful. Lake trout are becoming scarce, as is usual during July. Steak cod are in only fair demand. Season for lobsters closed July 1st and in future prices will be higher.

Fresh and Frozen Fish.

Brook trout, lb		0 20
Haddock, per lb	0 04	0 05
Fresh halibut	0 09	0 10
Mackerel, "		0 10
Dore, "	0 10	0 12
Steak cod		0 07
Pike, lb		0 08
Whitefish, lb		0 10
Shad, each		0 25
Striped Bass, lb		0 12
B.C. salmon, lb		0 12
Qualla Salmon, lb		0 09
Gaspe Salmon		0 14
Lake trout		0 10
Smoked and Salted—		
Haddies, boxes, per lb	0 07	0 08
Kippered Herring, 50 in box		1 00
Yarmouth Bloaters, per box		1 10
Prepared and dried—		
Shredded cod, box of 2 dozen cartons		1 80
Skinless cod, 100 lb. cases		5 50
Strictly boneless pure cod, boxes	0 08	0 18
Boneless cod, 20 lb. boxes		0 08½
Boneless fish, 20-lb. boxes, blocks		0 06½
Boneless fish, 25-lb., boxes, per lb		0 06¼
English strip cod, 30 lb boxes, per lb		0 09
Cod bits, 3 lb. boxes, per lb		0 07
Oysters and Lobsters—		
Malpeques, bbl		5 00
Standards, bulk, per imp. gal		1 50
Standards, quart tins, sealed		0 40
Paper pails, 100, pint size		1 10
" 100, quart size		1 80
Pickled fish—		
No. 1 Mackerel, 20-lb. kitts		1 75
Green cod, large, lb		0 04
Green cod, 1 lb		0 03
Labrador Salmon, ½-bbls		3 50

TORONTO.

GREEN FRUITS—The Scott Street market has been a busy spot during the week with the large number of cars coming in daily and the hosts of retailers in attendance hunting up fancy goods. The run of strawberries is about ended. Early in the week they were scarce and higher. Now they are nearly done. The quality, too, has been rather poor all week. Raspberries are coming in somewhat freely, however, to take their place as are cherries, gooseberries, red currants and some blueberries. Not much attention is being paid to imported fruits, prices of which remain pretty steady, and with the larger supplies of the Canadian varieties two or three lines of these are cut out.

Oranges, late Valencias, California, cases	4 50	4 75
" Bahamas	2 00	3 50
" Mediterranean sweets, box	3 50	4 00
" Paterno Ovals, "	2 00	2 25
" Blood, half boxes		1 00
Lemons, California, November cut	3 00	3 75
" Messinas, new crop	2 25	3 00
" Bahamas, 80's, 96's, 112's, box	2 00	2 50
Apples, No. 1 winter fruit, fancy spies		5 00
" " " extra		5 50
" No. 2 " "	2 25	3 00
" imported, hamper		2 75
Bananas Jamaicas, eights	1 25	1 65
" Jamaica firsts, per bunch	1 75	2 25
" jumbo bunches	2 00	2 25
Pineapples, Florida	2 75	3 50
Strawberries, qts., Canadian and imported	0 07	0 10
Gooseberries, Canadian, large baskets	0 75	1 00
Red currants	0 85	1 00
Raspberries per box	0 11	0 13
Blueberries, per basket		1 75
Rhubarb, Canadian per doz	0 15	0 25
Cocoanuts, per sack		4 50
Cherries, Canadian, basket	1 50	1 75
Watermelons	0 35	0 45
Limes, per case		1 25
Cantaloupes, California, crate	5 00	5 50
Grape fruit, Bahama, box	3 50	4 00
" California, box	4 50	4 75
" Florida, box	4 50	5 00
Plums, "	1 25	2 00
Peaches, "		1 25
" Georgia	2 00	2 50

VEGETABLES—A brisk demand for potatoes, with short stocks of old and very few new ones offering is shoving up local prices. Canadian tomatoes are coming in quite freely, as are cukes and cabbages.

Lettuce, Canadian, doz	0 25	0 40
Cucumbers, Canadian, per basket		1 15
Tomatoes, Tennessee, per crate		1 25
" Canadian, per basket	1 50	1 75
Mushrooms, per lb		0 60
Radishes per doz., Canadian		0 15
Spinach, Canadian, bush	0 50	0 75
Beets, Canadian, half-dozen bch		0 15
Egg plant, each	0 20	0 25
Beans, wax, per hamper		1 25
Peas, new, basket		0 40
New Brunswick Delawares, per bag		1 40
Potatoes, Canadian, per bag		1 40
" new, Canadian, per bbl		4 50
" new, bbl., Virginia	4 25	4 50
Sweet Potatoes (Jersey), per bbl	3 00	4 00
Onions, Bermudas, per 50 lb. crate	1 25	1 50
" per bag	1 40	1 50
" green, per doz., Canadian		0 15
" Egyptian, per sack	2 40	3 00
Carrots, new, per half doz. bunches		0 12½
Parsley, per doz	0 20	0 30
Watercress, doz		0 40

FISH—The markets continue pretty steady with prices practically unchanged. Business is reported fairly good for the season of the year. Some arrivals of sea salmon of good quality were an interesting feature.

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07
White fish, Georgian Bay, per lb		0 09
Herring, medium, per lb		0 05
Whitefish, Lake Erie		0 10
Cod, fresh		0 08
Finnan Haddie	0 07	0 08
Trout, fresh, per lb		0 09
Halibut, fresh caught		0 10
Shredded cod, per doz		0 90
Live lobsters		0 18
Bluefins, small white, per lb		0 07
Haddock, fresh		0 08
Lake Herrings, ½ bbl		3 00
Sturgeon, per lb	0 12	0 18
Sea salmon	0 18	0 20

SALMON FISHING IN FULL SWING.

Sockeye and Spring Salmon Both Running on British Columbia River.

Fishing is in full swing on the Naas and Skeena and on Rivers Inlet, according to information brought by the steamship Vadso, which returned to port last evening.

On the Naas the sockeye and spring salmon are both running, the catch being 15 to the boat, and the same figure is recorded on the Skeena. Only sockeye are running in Rivers Inlet, where the catch is about 10 to the boat. Chinese and Indian cannery hands have been making their way to the canneries for the past three weeks, and the river and inlet concerns are ready for packing.—Victoria, B.C., Times.

CANNED GOODS TO UNITED KINGDOM

Imports Show Material Increases Over Former Season.

Exporters will be interested in the following statistics of canned goods imports into the United Kingdom during the five months ended May 31, as compared with the same period in 1907 :

	1908	1907
In May—		
Condensed milk	159,587	133,751
Lobsters	8,445	7,291
Salmon	142,933	42,161
Sardines	15,701	26,001
California fruits	12,215	54,848
Canned apples	6,692	750
Singapore pines	34,120	22,809
Tomatoes, American	2,000	1,000
Tomatoes, French	599	763
Tomatoes, Italian	25,853	15,925
Five months ending May 31—		
Condensed milk	841,808	959,360
Lobsters	16,543	14,209
Salmon	494,496	281,175
Sardines	106,588	167,879
California fruits	179,562	174,589
Canned apples	57,164	79,913
Singapore pines	149,173	225,589
Tomatoes, American	4,253	2,056
Tomatoes, French	5,890	3,886
Tomatoes, Italian	150,112	102,422

Georgia Peaches

We have been appointed distributors for several large Peach Associations in Georgia. This delicious fruit will be sold in ***6 basket carriers*** at very moderate prices to encourage distribution and liberal consumption. Also we will sell this week several cars ***Californian Plums and Bartlett Pears, Tomatoes, Oranges,*** etc.

WHITE & CO., Limited

Wholesale Fruit and Produce

Branch at Hamilton **Toronto**

LEMON INTELLIGENCE

Means "Wake me early" to the fact that Hot Weather is lemon weather—don't let your supply run out. It pays to have a supply of what the people want when they want it. The best brands on the market are ***"St. Nicholas"*** and ***"Home Guard"*** that's more Lemon Intelligence.

W. B. Stringer & Co., Sole Agents, Toronto

Seasonable Goods

Canadian Strawberries
Florida Water Melons
California Late Valencia Oranges
(Celebrated Golden Orange Brand)
Fancy Ripe Bananas
Texas and Canadian Ripe Tomatoes
Southern and Canadian Cabbage and Cucumbers

HUGH WALKER & SON
GUELPH, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion,	1 year.....	$30 00
"	"	"	6 months...	17 00
"	"	"	3 months...	10 00
50	"	"	1 year.....	17 00
"	"	"	6 months...	10 00
25	"	"	1 year.....	10 00

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

FOR SALE

ONE GENERAL STORE, consisting of dry goods, groceries, glassware, china, flour and feed, &c., hardware, hay and oats. Stock worth about $3,000. Size of building, 20 ft. by 48; lean-to building, 16 by 20; 6 rooms upstairs over store. Buildings worth between five and six hundred dollars if sold with stock. If buildings are sold separate the cost will be a little extra for buildings and situation. 1 cook stove, 1 coal stove, 1 box and 1 parlor stove. Size of lots, 40 ft. by 150, on Main Street in Tomstown. Three lots and a storehouse 24 by 30 ft. and 2 stables. Post office in connection. Apply Mrs. J. Clark, Tomstown, Ontario.

A BUSINESS FOR SALE in a prosperous town of about 2000 population; two railroads as convenience, one being direct to the Northwest. The town is about 60 miles north of Toronto. The best reasons for selling out. Yearly sales $9000 to $10,000 on a $2,500 stock. All further particulars on application. Address P. O. Box 288, Alliston, Ont. (28)

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

PERIODICALS.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

WANTED.

WE WANT MANUFACTURERS to send carloads of goods to St. John, N.B., to distribute to Maritime Province points. We warehouse, distribute and sell anything. J. S. Gibbon & Co., St. John, N.B. [28]

WANTED—Grocery traveller for Counties of Simcoe, Dufferin, Grey, Bruce and Huron. None but experienced men, with connection, need apply. Box No. 204. (28)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (tf6)

NATIONAL AID—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register. F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

CHERRIES SHIPPED TO ANY ADDRESS. Correspond with W. T. Riddell, Auburn.

APPRENTICES

can Bank **Money** in a few weeks.

Work will take but a few hours a week.

You Need no Money because we provide the capital.

We will start you in business by sending you your first stock without charge. The money from the sales of these will be used in buying new stock.

If you will try it, we will send supplies at once. Your profits are large.

IN ADDITION

there are bonus prizes: a watch is one of these bonuses.

Some boys and youths are earning a large sum each week as extra money.

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The MacLean Pub. Company

10 Front St. E., TORONTO

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Canadian Grocer.

Ship your

DRIED APPLES

before warm weather sets in

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

California Fruits Watermelons

THE DAWSON COMMISSION CO., TORONTO

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand
Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED
TORONTO and KINGSTON

Brunswick Brand Unequalled

Grocers have found by experience that the best canned fish comes from the home of the industry in New Brunswick. They have also found that

Brunswick Brand

is always first—ever to be relied upon. This famous brand ensures you getting absolutely the best

Sardines, Clams, Scallops, Herring in Tomato Sauce, Finnan Haddies and Kippered Herring

New Pack Herring in Tomato Sauce, and Sardines, now obtainable. All kinds. Undoubtedly the best.

Connors Bros., Limited
Black's Harbor, N.B.

Dominion Fruit Exchange
52 Nicholas St., - - - OTTAWA, CANADA

We want your shipments of Strawberries and all other kinds of Fruits and Vegetables.

Remember we handle all Fruits and Vegetables for the Dominion Government, grown at Experimental Farm here.

You will certainly make money by corresponding with us when you are open to buy or sell anything in our line.

We also make returns promptly, charging ten per cent. commission and no more.

Don't forget that we operate the largest Fruit auction rooms in Canada.

We also have G.T.R. siding, so that there is no cartage at this end.

OUR REFERENCE:
Crown Bank, or any mercantile agency.

AUCTION SALES
Monday, Wednesday and Friday, at 2 p.m.
Also every morning at eight o'clock during berry season.

WILSON'S FLY PADS

Are fast sellers during the summer months, and pay the retailer from 66 per cent. to 90 per cent., according to the quantity purchased.

ADVERTISED THROUGHOUT CANADA

REFRIGERATORS
FOR BUTCHERS AND GROCERS
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

FACTS ABOUT GROCERIES

Truffles.

The word truffle is from the Latin tubor (signifying a swelling).

Truffles are an edible fungi, and may be called underground mushrooms—or, rather, vegetable tubers, possessing an animal rather than a vegetable flavor.

They seem to share the capricious nature of the mushroom in regard to cultivation, and are seldom found twice in the same place. A piece of ground that may yield a great quantity one year may be quite fruitless the next. They are, however, mostly found in loose soil about a foot deep, under or near old oak, birch or walnut trees, and are of irregular size, round shape, and dark brown color outside, while the insides may be brown, grey or white.

Those from the south of France are the most highly prized, but truffles are also pretty abundant in Italy, Spain and Holland.

In appearance the ordinary truffle is about the size of a walnut, with a rough brown warty surface closely akin to the potato, which it likewise resembles in consistency, though not in color.

They seem to grow in clusters, without roots, five or six inches below the surface of the earth, and, not yielding to cultivation, they must be sought for in chance places, from November to March.

In some parts of Italy the domestic pig is commonly driven out to the woods with a cord attached to the hind leg, and the holder of it observes where it begins to root; indeed, if not sharply watched, the animal devours the prize before he can be stopped.

Washing Powders.

These comprise cleansing crystals, dry soaps, extracts of soap, and soap powders. They are generally made up of 90 parts of soda crystals ground to powder, and then mixed with a small percentage of soap, and about two parts of either starch powder or borax.

The best of them have soda ash as their chief basis. Sometimes it is reduced to a coarse powder and stirred up with liquid size or a decoction of linseed, Irish moss or British gum, after which the compound is dried and finally recrushed and powdered.

Zante Currants.

The dried fruit, sometimes called Corinthian raisins, produced from small grapes of the variety Corinthiaca, about the size of peas, and which grow in clusters about three inches long.

Large quantities of this description are cultivated in Morea, Corfu, and other islands of Greece, as well as in Zante.

In the latter the fruit is grown on an immense plain, under the shelter of the mountains on the shore side of the island, where the sun has great power and quickly brings them to maturity.

When gathered and dried by the sun and air, on mats, the currants are conveyed to magazines, heaped together, and left to cake until ready for shipment. They are then dug out with iron crowbars, trodden into casks, and exported.—American Grocer.

AN EXPENSIVE DELIVERY.

It cost the grocery firm of Walton Bros. of Blaine, Wash., a little town near the western Canadian boundary, $488 to deliver an order of groceries valued at 40s the other day. A woman living just over the line in Canada sent to Blaine for two cakes of soap and a pound of butter. The United States town is but a few miles away, while the nearest grocery on the Canadian side is 15 miles distant.

The Waltons sent their wagon across the line to deliver the goods. Sharp-eyed Canadian customs inspectors caught them in the act and promptly confiscated the team and wagon, while the driver managed to escape over the fence to Uncle Sam's dominion.

The customs authorities tried the case against the absent defendants, ordered the team, valued at $300, and the wagon and other goods confiscated, and imposed a fine of $90. The Waltons, rather than lose their team and wagon, paid the whole amount. And the worst of it was, the woman who ordered the stuff called up the grocery and made a kick because she failed to get her goods. She was sent the money value.—American Grocer.

IS SERVING ROYALTY.

Thomas J. Lipton has recently received the high honor of special appointment as tea merchant to H. I. M. King of Prussia, the German Emperor, H. M. the King of Spain, and T. M. the King and Queen of Italy. This is in addition to the honor held for many years past as merchant to H. M. King Edward VII.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

CLAY PIPES
Those made by McDOUGALL are peerless. Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scot.

ATTENTION.
JOS. COTE, Importer of and Wholesale Dealer in Tobacco
QUEBEC
invites the merchants of the Dominion, who intend to come to Quebec on the occasion of the Tercentenary Celebrations, to visit his establishment.
This house carries the most varied and best selected stock in the Dominion and offers to receive all parcels which visitors hand to them to be transmitted immediately to their addresses without charge.
Office and Sample Room: 186-188 Rue St. Paul; Phone 1272. Warehouse: 119 Rue St. Andre; Phone 1272. Branch Office: 179 Rue St. Joseph: Phone 2097.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

IF INTERESTED IN STORE FIXTURES

IN VIEW OF PRESENT OR FUTURE NEEDS, BE SURE AND SEE OUR

WALKER BIN DISPLAY

AT

THE DOMINION FAIR, CALGARY

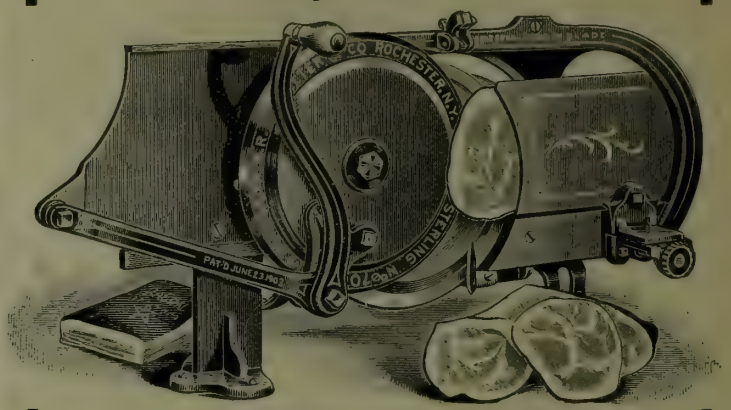
OUR REPRESENTATIVES IN ATTENDANCE WILL BE PLEASED TO SUBMIT DESIGNS, PLANS AND ESTIMATES FOR THE COMPLETE FURNISHING OF YOUR STORE.

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Ends of the Meat Will Pay for It



THE STERLING SLICER

Cuts perfectly Bacon, Boiled Ham and Boneless Meats of all descriptions. It is equal to any one hundred dollar slicer on the market and has the additional advantage of being able to slice the ends.

A High Grade Slicer at a Low Price

Write us for illustrated booklet containing testimonials from prominent grocers and butchers who are using it.

HOWARD BROS. **Brantford**
CANADIAN AGENTS

Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.
Toronto

TRY A

Condensed Ad.

IN THE

Canadian Grocer

A PIECE OF CHALK

Time was when a piece of chalk was the accountant's most approved instrument. When a charge was made it was "chalked up." When it was paid it was rubbed out and there you are. Easy enough, but

Allison Coupon Books

are just as simple. And ten thousand merchants in America and foreign countries consider them better.

Give them a trial. Begin in a small way if you like, but TRY THEM and see for yourself how much better they are than any other method of accounting.

The Plan:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by

Allison Coupon Co.
INDIANAPOLIS, IND.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto

Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency
313 New York Life Building - MONTREAL

When writing advertisers kindly mention having seen the advertisement in this paper.

GROCERS and BUTCHERS
At YOUR Service.

With the following special lines, discounts for cash or easy terms net.

THE TOLEDO AUTOMATIC SCALES
THE EUREKA REFRIGERATORS
THE CLIMAX CHEESE CUTTER
THE STERLING MEAT SLICER
THE CLIMAX AUTOMATIC SLICER
THE WESTERN CASH REGISTER

Office and Store Fixtures, Counters, Shelving, etc.
Butcher Supplies in General.

Don't hesitate to write, call, or phone us for further information.

THE UPTON & REED SPECIALTY CO.
Phone Main 5399. 149 QUEEN ST. W., TORONTO, ONT.

General Stores

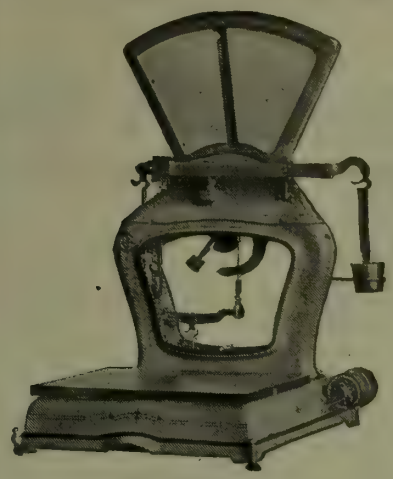
All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited
MONTREAL TORONTO WINNIPEG



BEFORE YOU BUY A COMPUTING SCALE

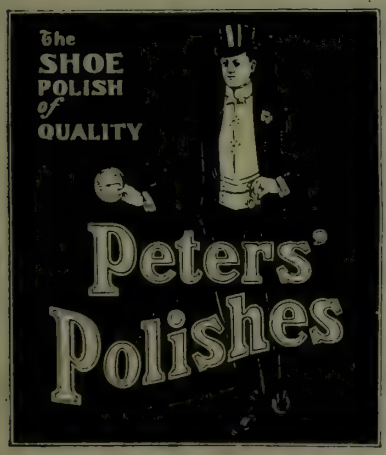
NO.170 MODEL

Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle **all** your business.

A post card sent us will bring complete information or a call from a representative.

STIMPSON COMPUTING SCALE CO.
DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.
" 15 Court House Block, Robson St., VANCOUVER, B.C.
A. L. DENT, - - - WOODSTOCK, ONT.



PETERS' POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St, West
Toronto

The
Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

PAYS FOR ITSELF EVERY 90 DAYS

LASTS A LIFETIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it.

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton. Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA
18 and 20 Mary St., HAMILTON, Ont.

We make a specialty of
COUNTER CHECK BOOKS
for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.

We manufacture
SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

Blame It On the Grocer

That's what people do when their grocer sells them inferior Canned goods. The surest way to lose money is to alienate customers by selling them an inferior line of canned goods. On the other hand, nothing so improves a grocer's business as a reputation for selling thoroughly reliable goods. That's why so many of the most successful grocers handle only

FARMER BRAND

Canned Fruits and Vegetables They Are Absolutely Reliable

Three thousand highly cultivated acres of Canada's garden country—Prince Edward County—yield up the delicious fruits and vegetables used in FARMER BRAND. And the most improved canning methods preserve every atom of their uncomparable, appetizing flavor.

The Farmers' Canning Co.
Limited

Bloomfield, - Ontario

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

July 10, 1908

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 85
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

Nelson's—	Per doz.
Fansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" 7-lb. cotton bags, per bag	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

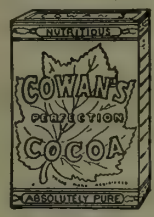
THE COWAN CO., LIMITED.

Cocoa—

Perfection 1-lb. tins per doz	$4 50
Perfection, ½-lb., per doz	2 40
" ¼ lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes	0 40
" ½-lb. " "	0 40



Sweet Chocolate—

Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	$ 35
Parisian 8s, lb.	$0 30

Royal Navy ½'s ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.	
Chocolate—	
Maple buds, 5-lb. boxes, lb	0 35
Vanilla wafers, "	0 35
" " nonpareils, 5-lb. box	0 35
" " 2's, 5-lb. boxes lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co, Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
¼ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'s,

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ¼'s (for cooking), doz	0 90
Prepared cocoa, ½'s	0 32
Prepared ½'s	0 30

Mott's breakfast cocoa, ½'s	0 42
" " " ¼'s	0 42
" No. 1 chocolate, ½'s	0 36
" Navy " ½'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ lb. packages assorted	0 26½
½ and ¼ lb. " "	0 27½
¼ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

	In 15 lb. boxes.	15 lb. pails Tins.	and 10, 25 and 50 lb. Pails.	Bbls.
White Moss, fine strip.	0 19	0 21		0 17
Best Shredded	0 18			0 16
Special Shred	0 17			0 15
Ribbon	0 19			0 17
Macaroon	0 17			0 15
Desiccated	0 16			0 14

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 25	1 35
"Challenge" brand (4 doz)	4 30	1 10
Evaporated Cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case 4 doz.)	$4 85
"Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb.

Mocca	$0 32
Damascus	0 28½
Cairo	0 20½
Sirdar	0 17½
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb	
Mo Ja, ½-lb. tins 30c. lb.	
Mo-Ja, 1-lb. tins 28c. lb.	
Mo-Ja, 2-lb. tins 28c. lb.	

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —Imperial

Large size jars, per doz	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	1 40
Small size, "	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box,	1 35
" 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

CANADIAN BOOKS—ALLISON'S.

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemin & Fils, Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1,000 books	03

For numbering over and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

THOMAS J. LIPTON

Prices on application.

Assorted Case,	Contains 2 doz. $2.50
Chocolate (Straight)	Contains 2 doz. $2.50
Vanilla (Straight)	Contains 2 doz. $2.50
Strawberry (Straight)	Contains 2 doz. $2.50
Lemon (Straight)	Contains 2 doz. $2.50
Unfavored (Straight)	Contains 2 doz. $2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley	½-lb. tins		$1 25
" "	1-lb. tins		2 25
" groats	½-lb. tins		1 25
" "	1-lb. tins		2 25

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors)	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application.

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

MORSE BROS., Props. - Canton, Mass., U.S.A.

ROWLEY'S

Finest Selected Valencia Raisins

Place your open orders early and ensure the best brands and EARLY DELIVERY.

Rowley's Valencia Shelled Almonds

Specially Selected for the Canadian market in 14 lb. and 28 lb. boxes.

Rowley's Seedless Valencias ARE Seedless.

UNDERWOOD and CRICHTON,

London, England **Valencia, Spain** **Denia, Spain**

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N. S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

Cables—BOYD, TRINIDAD — All Codes Used

BOYD & CO., TRINIDAD, B.W.I.

Late Watson, Boyd & Co.

General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Cocoanuts and other Produce.
Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited. **London and New York, Frame & Co.**

ARE YOU.

HOT

AND

THIRSTY

?

SO IS EVERYBODY

Your customers will be asking for

"A NICE DRINK"

BATGER'S

LIME JUICE CORDIAL

is a delicious and refreshing Summer Beverage already sweetened, just add cold water.

ORDER FROM YOUR JOBBER

AGENTS:

ROSE & LAFLAMME, LIMITED

MONTREAL

Shelled Almonds

Valencias and Jordans

Cluster Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails ..... "	0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 80

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited

GENESEE PURE FOOD CO

Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG
White Swan, 15 flavors.
1 doz. in handsome counter carton, per doz., 90c.

List price
"Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 10	
½-bbls. 0 10½	
Tubs, 80 lbs. 0 10½	
20-lb. Pails. 2 10	
20-lb. tins.. 2 00	
Cases 3-lb.. 0 11	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box...	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz....	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Marmalade.

W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb.	glass	jars.
Pineapple	" 1	"	"
Green Fig	" 1	"	"
Green Fig and Ginger	" 1	"	"
Lemon	" 1	"	"
Grape Fruit	" 1	"	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—		
1-lb. glass, doz...	1 55	
2-lb. " " ..	2 80	
4-lb. tins, " .	4 65	
7-lb. " " ..	7 35	
"Shredded"—		
1-lb. glass, doz.....	1 90	
2-lb. " "	3 10	
7-lb. tins, "	8 25	

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins..... .....per doz.	$1 40
" ½-lb. tins ..... "	2 50
1-lb. tins ..... "	5 00
Durham 4-lo. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F. D ½-lb. tins .....per doz.	0 85
" 1-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.

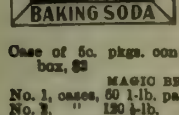
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	$ 90
Pint " 3 doz....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.



Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $2

MAGIC BRAND. Per case

No. 1, cases, 50	1-lb. packages		$2 75
No. 2, "	120 ½-lb.	"	2 75
No. 3, "	{30 1-lb. / 60 ½-lb.	" }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2 25
5 cases..... 2 75

Concentrate Your Energies

ESTABLISHED 1879

Down through the ages comes this warning:

"Do not talk a little on many subjects, but much on a few."

In some instances you needn't talk at all. Our brands are "a few," but they are inarticulate, and yet "do their own talking."

The only necessary preliminary is the introduction by the grocer to the consumer of

WOOD'S COFFEES

each selection by its name, and "the rest is easy."

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	13 00
Straw hat polish	"	18 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton	0
No. 1 " " 8-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel...per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 8½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

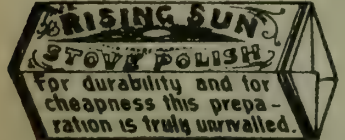
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
6-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 07½
Kegs, 100 lb.	0 06
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 6 in case	0 08
6-lb. enameled tin canisters, 6 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

pkgs, cases 5 doz., per case	4 75

Stove Polish.

	Per gross.
Rising Sun, 5-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "
Plain tins, with label—	Per doz.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ per lb.
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb " 3 " "	2 60

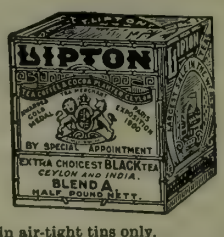
Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$ 25	$ 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½s, ¼'s and ⅛'s	0 30	0 [illegible]
Red Label, 1's and ½s	0 35	0 50
Gold Label, ½'s	0 44	0 60

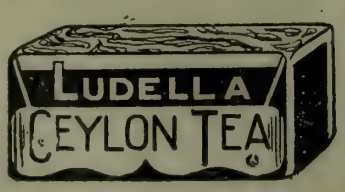
LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.



Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70



Blue Label, 1's	$0 20	$0 25
Blue Label, ½'s	0 21	0 26
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—

Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19

Ceylon Green Teas—Japan style—

Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., TORONTO.

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 30
Red Label 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 07	1 00

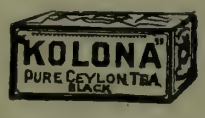
	Wholesale	Retail
Pink Label 1's and ½'s	30c	40c.
Gold Label 1's and ½s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs. ½s	0 30	0 40
" " ¼s		0 32
" " ½s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 20
" ½-lb., " "		0 21
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 30
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 55

R. DOWAY'S.

London, Vancouver, Winnipeg and Ceylon.

	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 45	0 60
H M B, 1's and ½s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 48
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

WARNING!

Crescent BM&Co TRADE MARK. Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

INFORMATION

about every conceivable subject finds its way into the newspapers. The function of THE CANADIAN PRESS CLIPPING BUREAU is to collect all the items of information appearing in Canadian newspapers about any subject you are interested in. Our service is thorough. We don't miss an item. If you want all the current information about a pet subject, we can supply it at the lowest cost. By using our service you can keep posted on any subject.

Write for our free booklet.

THE CANADIAN
PRESS CLIPPING BUREAU

232 McGill Street, MONTREAL — 10 Front St. East, TORONTO

ONE CENT PER WORD

You can talk across the continent for one cent per word in a Canadian Grocer Want Ad.

SALT

Lump and
Crushed Rock

Dairy and General Purpose.

VERRET, STEWART & CO.
LIMITED
MONTREAL

We have a few spot goods to offer

Write us for prices.

Wax Beans 2's	White Peaches H.S. 2's
Whole Beets 3's	Gallon Apples
Sliced Beets 3's	Bartlett Pears 2's and 3's Heavy Syrup
Squash 3's	
Pumpkin 3's	Damson Plums 2's H.S.
Red Cherries H.S., 2's	Lombard " " "
Yellow Peaches H.S. 2's	Greengage " " "

Lawton Berries (light syrup) 2's

J. H. WETHEY, LIMITED
ST. CATHARINES, CANADA

Millions of People Use Gillett's Lye.

The fact that Gillett's Lye is so favorably known and well advertised makes it the best cleaner to sell.

GILLETT'S LYE EATS DIRT!

It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It is a fine disinfectant.

E.W.GILLETT
COMPANY LIMITED
CHICAGO ILL. TORONTO, ONT. LONDON, ENG.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, JULY 17, 1908. NO. 29.

It's a wise saying:

"Never change horses while crossing a stream."—
Applied commercially it is especially true as regards

Keen's Oxford Blue

Don't ask your customers to change to another brand—It's too risky—Stick to Keen's Oxford Blue.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion **Montreal.**

CANADA'S STARCH STANDARDS

For Cooking Purposes

Benson's "Prepared" Corn

(THE ORIGINAL YELLOW PACKAGE)

For Laundry Purposes

Edwardsburg "Silver Gloss" Starch

The merits of these two brands have been acknowledged unequalled by any other makes for nearly fifty years.

FOR SALE BY ALL JOBBERS

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St., East TORONTO, Ont. | Works, CARDINAL, Ont. | 164 St. James Street MONTREAL, P.Q.

MACARONI

Mezzani Vermicelli Spaghetti

Produced from true selected

Russian Wheat

at the world's most model factory by

F. S. SCARAMILLI FILS et CIE.

Care, skill, cleanliness and selection of the raw material make this the premier brand.

The consumer appreciates good quality in Macaroni.

GENERAL AGENT

MacLAREN IMPERIAL CHEESE CO., Limited
Toronto

A Safe Investment That Pays !

The "gold basis" is just as important in the grocery business as in banking. Something solid—of certain value and standard quality.

Griffin & Skelly Co.

SEEDED RAISINS **CANNED GOODS**

Peaches **Apricots** **Pears**

FANCY PRUNES

(Sterilized)

are always the highest standard and the best value.

A SAFE INVESTMENT

ORDER NOW

All Griffin and Skelly Brands bear their name.

ARTHUR P. TIPPET & CO., Agents

MONTREAL

Beware of "Bargain Sale" fruit.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

EDMONTON.

F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HOWARD BLIGH & SONS
HALIFAX N.S.
Importers, Exporters and General Commission Merchants.
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.
Domestic and Foreign Agencies Solicited.
Highest References.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

MONTREAL

ONE OR TWO
more agencies will be well looked after by the undersigned. Just able to take proper care of one or two more only. Excellent connections in Montreal and Quebec Province, and highest references.
Communicate at once.
C. A. Morin
Room 35, Alliance Bldg.
107 St. James St. - Montreal

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

FRASER & AISTHORPE
Manufacturers Agents and Distributors.
AGENCIES SOLICITED
107½ VICTORIA ST. - TORONTO

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

TORONTO.

TAPIOCA
ON SPOT
Medium and Seed
Quotations on Application
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

Dominion Storage & Forwarding Co., Ltd.
43 Colborne Street, TORONTO
Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.
TELEPHONE MAIN 5661

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

ON THE SPOT
Valencia Raisins
White Beans
LOWEST PRICES
W. H. MILLMAN & SONS
TORONTO

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

(Continued on page 4.)

We are making a leader of

Remember especially
"ANCHOR" Brand
FANCY FRASER RIVER
RED SOCKEYES

Canned SALMON

½s & 1s

SOCKEYES—COHOES—PINKS

Our quotations make it well worth your while to buy NOW.—

EBY-BLAIN, Limited

TORONTO

Wholesale Grocers

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you You sell at	30c per lb. 40c per lb.
GOLD LABEL	1s and ½s	Costs you You sell at	35c per lb. 50c per lb.
LAVENDER LABEL	1s and ½s	Costs you You sell at	42c per lb. 60c per lb.
GREEN LABEL	1s and ½s	Costs you You sell at	50c per lb. 75c per lb.

CANISTERS

GOLD Tins	5s	Costs you You sell at	35c per lb.—$1 75 50c per lb.— 2 50
GOLD Tins	3s	Costs you You sell at	35c per lb.— 1 05 50c per lb.— 1 50
GOLD Tins	1s	Costs you You sell at	36c each 50c each
GOLD LABEL	½s	Costs you You sell at	18c each—36c per lb. 25c each—50c per lb.
RED Tins	½s	Costs you You sell at	35c each—70c per lb. 50c each—$1.00 per lb.
RED Tins	¼s	Costs you You sell at	18c each—72c per lb. 25c each—$1.00 per lb.

Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

Manufacturers' Agents—Continued.

TORONTO.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

MOOSE JAW

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

QUEBEC

J. P. THOMAS
WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
Correspondence invited
25 ST. PETER STREET, - - QUEBEC

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Wholesale Grocery Brokers, Commission Merchants.
First-class connection with the trade. Established 1895. First-class references.
Your correspondence and business solicited.
GEORGE ADAM & CO.
430½ Main St. W.

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CARMAN BROKERAGE CO., Ltd.,
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
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141 Bannatyne Ave. WINNIPEG, MAN.

W. H. ESCOTT
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When writing to advertisers, kindly mention having seen the advertisement in this paper.

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F. G. EVANS & CO.
Grocery Brokers and Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

EXPORT TRADE DEPARTMENT.
Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

Freight is no more on full strength
MAPLE SYRUP
containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.
Canada Maple Exchange, Limited, Montreal
Small's
TRADE MARK.
Small's

Try a business card in The Canadian Grocer.

NOXIE-KOLA

Canada's most popular temperance beverage.

The drink that everybody likes

Brewed from healthful Roots and Barks and is absolutely free from alcohol.

No first-class Grocer should be without it to supply his family trade by case or bottle.

Send to-day for prices.

Advertising matter free with first order.

Correspondence Solicited from Jobbers where agencies are not as yet established. Made by

Crystal Spring Bottling Works
WATERLOO, QUE.
Bauld Bros. Ltd., Halifax, N.S., Agents for NOVA SCOTIA and Bermuda Islands.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Isn't It True?

that it's mighty poor business to sell **poor quality** at any price?

Take Canned Goods for example. You have to **trust absolutely** to the **reputation** of the **packer**. Therefore, it's a shortsighted policy to buy unknown brands of inexperienced packers, when **you can obtain** the **very best brands** at a **slight advance**.

Isn't it very satisfactory to **know**, that when you buy **Canadian Canners' Brands** you **are guaranteed** as to quality?

Isn't it **satisfactory to know** that **you are buying Canadian Canners' Brands** at the same price as your neighbor?

If you buy other brands how do you know that your neighbor is not in a position to undersell you with the same brands?

Isn't it satisfactory to know that **you buy Canadian Canners' Brands** at the **same price** as the largest Departmental Stores in the country?

Did you ever notice that the Retail Grocers who cater to the **best class** of **trade** always **handle Canadian Canners' Brands?**

Remember the brands!—(Aylmer) "Canada First," "Little Chief," "Log Cabin," (Bowlby) "Horseshoe," (Canadian Canners) "Auto," "Kent," (Simcoe) "Lynnvalley," (Delhi) "Maple Leaf," (Boulter) "Lion." "Thistle," (Lalor) "Grand River," (Lakeport) "White Rose."

Consider the Quality!

That's what counts most with your customers. They are unacquainted with the packers and they hold YOU responsible for the quality of the goods you sell.

OLD HOMESTEAD BRAND

Is the Highest in Quality

The profitable results achieved by scores of Canada's most progressive grocers prove that Old Homestead Brand draws customers by its supreme quality. Our policy of using only the finest grades of fruits and vegetables, and of packing in the most approved of up-to-date methods, is a protection which it pays YOU to take advantage of.

THE LEADING JOBBERS are handling Old Homestead Brand.

Ask your Jobber for Prices.

The Old Homestead Canning Co.

Picton, Ontario

QUALITY TALKS

QUALITY TELLS

"RESULTS"

are often spoken of in a boastful way, but confirmation of the claims made is frequently lacking. The history of "SALADA," the figures of our increases published in this paper from time to time, contain sufficient tangible proof of our claims. "SALADA" has stood the test of time, the test of the severest competition and, above all, the SALES TEST, tests which have won for thousands of grocers a large and profitable tea trade, to the detriment of the tea peddler, a fact which says more for "SALADA" quality than anything we can say.

Does any other tea you are selling possess such qualities?

Will they stand the test?

THE TIME TO SELL "SALADA" IS WHEN YOU WANT MORE BUSINESS. TRY IT. NOW.

The "SALADA" Tea Co., Toronto

PICKLING SPICE

We are offering exceptional values in high-grade Pickling Spice. Each of the varieties is specially selected with a view to the best results, so that it can be recommended to the most fastidious trade.

Sold either in bulk or packages.

Our "White Swan," glass front, ¼-lb. package is unequalled as a 10c. line. 4 doz. in a case.

The Robert Greig Co., Limited.

WHITE SWAN MILLS

TORONTO

STOCK THE BEST. "KIT"

COFFEE

IS

BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St.; Ontario, A.E. Bowron 18 King William St., Hamilton; Winnipeg, Mason & Hickey 108 Princess St.

Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
and a complete line of **LOZENGES, ETC.**
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N. Y.

Toronto Sales Agent—
R. S. McINDOE, 120 Church Street.
Montreal Sales Agent—
J. M. BRAYLEY, 55 St. Paul Street.
Winnipeg Sales Agency—
Wiseman-Ashley Company.
St. John Sales Agent—
H. S. Daly.
Vancouver Sales Agency—
J. F. Mowat & Company.

Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve).

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis,	Quebec	Carman Escott Co.,	Winnipeg.
C. DeCarteret,	Kingston.	R. G. Bedlington & Co.,	Calgary
Jas. N. McIntosh,	Ottawa	Tees & Peerse,	Edmonton.
Geo. Musson & Co.,	Toronto.	Wilson & McIntosh,	Vancouver
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Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

BATGER'S

WAIT TO SEE OUR NEW LINES

Before Ordering

XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
ETC., ETC.

We are showing a very fine assortment of English Confectionery — manufactured by Batger & Co., London.

IF YOU CAN'T AWAIT OUR CALL, WRITE FOR PARTICULARS.

Rose & Laflamme, Limited
Montreal and Toronto.

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT. WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER MITCHELL & Co. COFFEE IMPORTERS TORONTO

We help the grocer **SELL JELL-O**

Advertising matter for store display and recipe books to give to customers sent prepaid on request. This offer applies also to

JELL-O ICE CREAM POWDER

JELL-O FLAVORS—Lemon, Orange, Raspberry, Strawberry, Chocolate, Peach, Cherry. Retails 10c. per package } 90c a doz.

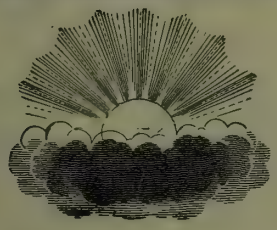
JELL-O ICE CREAM POWDER FLAVORS

Chocolate, Vanilla, Strawberry, Lemon and Unflavored. $1.25 a doz.

Retails 15c. a package

If your jobber does not handle these products, write us and we will tell you how to get them.

THE GENESEE PURE FOOD CO., Bridgeburg, Canada and LeRoy, N.Y.



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

"Salad, Edible and Cooking Oils"

WINTER PRESSED

—Highly recommended.
—Guaranteed under the Pure Food Act.
—A substitute for Lard.
—The Quality of these Oils is their recommendation.
—Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M. 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL ST., - - MONTREAL

Brooke Bond's Tea.

—o—

Agents for Western Canada:

Messrs. Hamblin & Brereton,

Corner of Notre Dame & Victoria Streets

WINNIPEG, MANITOBA.

—o—

This Packet Tea is sold by 30,000 Agents in Great Britain; 2,000,000 people drink it daily.

This fact is the best proof of its value.

Write for particulars to the address above.

GEO. E. BRISTOL

TRAVELLERS' HOLIDAYS

commence Monday, July 20th, and last two weeks.

Send us your orders.

'Phone or wire us at our expense or write us.

Quick shipment promised.

All prices guaranteed.

4 free 'phones.

Empire Brand

LUCAS, STEELE & BRISTOL,

Wholesale Grocers,

HAMILTON, - - - - ONTARIO

Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato,** not the **Tomato** to the size of the **Opening.**

Pack **Whole Tomatoes,** not Crushed Fruit.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Max Ame Patents

ROYAL APPOINTMENTS

LIPTON

TEA MERCHANT BY SPECIAL APPOINTMENT TO

H.M. King Edward VII

H.I.M. King of Prussia—German Emperor

H.M. King of Spain

T.M. King and Queen of Italy

The Tea of Kings
The King of Teas

LIPTON'S TEA

THOMAS J. LIPTON, - - 75 Front Street East, TORONTO

IT PAYS BEST TO SELL

Shirriff's Jelly Powders

They produce that pure, sparkling, full-flavored Jelly which delights the dainty housewife.

IMPERIAL EXTRACT CO., 18-22 Church St., Toronto

About 3ft. Long

Make Money out of Flies

It's time to even things up, because you've been losing money on them by spoilage of goods and annoyance to customers.

Brown's Famous "Fly Coil"

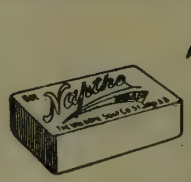
has nearly three feet of fly-catching tape, and the flies crowd on to it by the hundred and STAY. Hang up two or three and rid your store of the dirty pests; then just tell your customers what they are, and see how fast you can sell the Coils. They do more good than "fly paper," and sell faster.

To be obtained from

The Wingate Chemical Co., Notre Dame St., Montreal

or direct from

The Brown Manufacturing Co., Ltd., Bury, Eng.



Naptha SOAP

MADE IN CANADA

MAKE

NAPTHO SOAP

YOUR LEADER

The result will be —satisfied customers — satisfactory profits.

The Welcome Soap Co.
Limited
St John, - N.B.

New Japan Teas

are fine and delicious. We have them now on spot for our Canadian Jobbers. Please write for samples.

S. T. NISHIMURA & CO., Sole Agents, - 55 St. Francois Xavier Street, **Montreal**

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

The Purest Jams and Jellies

sold in Canada are

E. D. S. Brand

An impartial analysis conducted by government experts has proved this beyond the shadow of a doubt.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER

Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, ONT.

We have a special offer on

Strawberry Jam, 1 lb. glass

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

The Glass Vases
of
POTTED MEATS
and FISH

THE AUTO VASE

—appeal to many customers who prefer them to the tinned package.

Contents are all of equally high quality.

The inviting appearance of the glass vase makes sales easy.

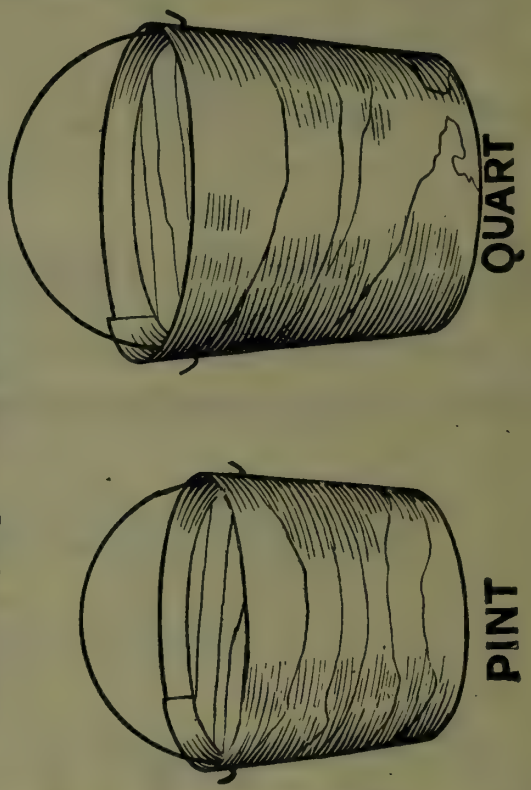
MANY VARIETIES.

Cunningham & DeFourier Co. Ltd.
Glencairn Works: LONDON, E.

Canadian Agents:
ROSE & LAFLAMME, LIMITED, Montreal

Walter Woods & Co.

GROCERS' VENEER PAILS



Hamilton and Winnipeg

Satisfaction

That is what you want to get and give.

James Dome Black Lead

A Stove Polish that gives satisfaction to every householder. It contains no dirt or grit, it's all lead, gives a quick brilliant lasting shine, always in use, always a chance to please. Sort up your stock. All jobbers carry it.

W. G. A. LAMBE & CO., Canadian Agents

Cheap Pulp

We have about 300 barrels Tomato and 100 barrels Apple Pulp. A1 quality. Will accept half what it is worth to clear immediately and get back our empty barrels. Make us an offer!

The Tilbury Canning Co., Ltd.
Tilbury, Ont.

Quality or Premiums

In buying Soap or Washing Powder, do you want

Premiums

or do you want to buy articles of

Quality?

PURITY

"The Soap Without a Rival"

Needs no further inducement to sell, other than its quality. What others spend in Premiums we put in the Value and Merit of this Best of Laundry Soaps.

MADE BY

THE YOUNG-THOMAS SOAP CO., LTD.,
Regina, Canada.

Timely Lines for Every Grocer

Here's mention of goods that are on steady call these summer days:

—"Sterling" Brand Pickles and Relishes. In large demand for picnic hampers.

—Lytle's Famous Lime Fruit Juice for Summer drinks.

—Lytle's Raspberry Vinegar—very popular.

Order from your jobber or direct.

THE T. A. LYTLE CO. LTD.
Sterling Road, Toronto, Canada

How About Mathieu's Nervine Powders

For the coming season? Do not forget to stock up with these "quick-as-lightning" sellers. They are one of the little things that tend to make your store the chief distributing point in your locality. Send us an order please!

Mathieu's Syrup of Tar and Cod Liver Oil sells throughout the summer—don't run short.

J. L. Mathieu Co., Sherbrooke, P.Q.
Proprietors
L. Chaput, Fils & Cie, Wholesale Depot, Montreal

E NICHOLSON

D H BAIN

CODES
A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON, WINNIPEG.
CALGARY,
EDMONTON

NICHOLSON & BAIN

WHOLESALE

COMMISSION MERCHANTS & BROKERS

EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

THE CONSTANT GROWTH

Of Western Canada, makes it an exceptionally desirable place for the introduction of new lines of reliable merchandise.

There is a chance here, for progressive manufacturers, to develop a trade that will increase from year to year.

You can do it, and we can help you.

We have been selling merchandise, throughout this territory, for a quarter of a century. We know the needs of the people and how to reach them,

We could take your products on a commission basis, store, sell and distribute them, and see that you got your share of the business.

Write us. We shall be glad to discuss details with you.

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise also cars distributed at Winnipeg, Calgary and Edmonton.

TO THE TRADE:

Of course YOU know that

CEYLON TEA

makes the

Best Iced Tea

But Do You Impress that Fact Upon Customers?

Its Lemony Flavor

Just Suits Hot Weather Thirsts, and Its

Full Bodied Quality

Prevents Ice from Impairing Its Tonic Values

MR. MANUFACTURER :

First-class corks and capsules carry out the impression of quality you are anxious to convey to users of your bottled goods. The most uniform and reliable are

EWING'S CORKS AND CAPSULES

PRICES ON REQUEST

S. H. EWING & SONS

MONTREAL and TORONTO

Kops' Ale & Kops' Stout

(Non-Alcoholic)

Ideal Summer Beverages

Scientifically brewed from the finest Kentish Hops, retaining the healthful bitter principle derived from Hops only. They are, nevertheless, non-alcoholic and non-intoxicating.

There are no more wholesome, salutary, palatable beverages than these.

Possess distinct tonic and stimulating properties.

If you did not try them last Summer we should like to make arrangements to supply a sample lot.

The Best for Your Trade

KOPS' BREWERIES, - London, S.W., England

CANADIAN AGENTS—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldg., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, Nfld.

Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL TORONTO WINNIPEG

Tartan BRAND

SIGN OF PURITY

"The reason you should buy TARTAN BRAND Canned Goods"

Letter below from a gentleman we do not know but which speaks volumes. Book your Canned Goods with us and get the BEST. Phone 596 free to buyer.

CHAS. BRYNTESON, Chairman. M. W. McLEOD, Sec-Treas.

LOCAL IMPROVEMENT DISTRICT 7 E 2.

Messrs. Balfour, Smye & Co., Chering, Sask., June 29, 1908
Hamilton, Ont.

Dear Sirs,—

I wish to say I have tried most all the different brands of Canned Fruit on the market but have found none equal to your Tartan Brand. You have put up the best I have ever used including B. C. and California fruit. Your Canned Red Raspberries are O.K. I do not see how you can sell your brand as cheap as poor low grade quality of goods.

Wishing you much success in your business, I remain,
Yours respectfully,
Malcolm W. McLeod,
Chering, Vic., Wolseley, Sask.

A Prairie Rancher.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

BE SURE

That the Maple Syrup you sell is absolutely pure and genuine. Thus will you hold your trade.

Pride of Canada

Maple Syrup has earned the reputation of being the purest and truest on the market.

STOCK IT

The Maple Tree Producers' Association, Ltd.,

Waterloo, Quebec

Your Vinegar Trade is Important to You

Your customers demand the best for table use and pickling purposes.

Imperial White Wine Vinegar

HAS NO EQUAL

Order now for later requirements, and make sure of the best.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

The season is approaching when Granulated Sugar will be in active demand for preserving and canning purposes. When ordering supplies ask for

Redpath

the BRAND approved for over fifty years and to-day the STANDARD OF EXCELLENCE.

Made from PURE CANE Sugar by

The

Canada Sugar Refining Co., Limited

MONTREAL

QUAKER SALMON

TRADE MARK

M

SONS

ESTABLISHED 1834.

There is talk of a short pack of salmon on the Pacific Coast. The yield will be small this year without a doubt.

To ensure your customers securing salmon that will be absolutely first class, order **Quaker Brand.** Highest grade Sockeye Salmon from Frazer and Skeena Rivers. The package is the finest on the Canadian market.

OUR PRICES:

QUAKER SALMON, flats, - -	$2.05
QUAKER SALMON, talls, - -	1.00

ORDER AT ONCE

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

Pushing Agents Wanted

FOR

DR TIBBLES' Vi-Cocoa

The World Renowned Food Beverage

THE BRITISH PUBLIC SAY:

"THERE IS MERIT IN IT,"

And

THE TRADE SAY:

"THERE IS MONEY, PLENTY OF MONEY, IN IT."

Our representative is now in Canada fixing our Agents for the Dominion.

WRITE HIM

"VI-COCOA," 303 Frank Street, OTTAWA

THE WORLD'S STANDARD

WHITTEMORE'S POLISHES

ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World

WHITTEMORE'S QUICK WHITE
QUICK WHITE
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY—EASILY APPLIED
ALSO CLEANS ALL ARTICLES MADE OF WHITE CANVAS
WHITTEMORE BROS. CO. BOSTON, MASS. U.S.A.

Dirty Canvas Shoes

made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust No rubbing off. A Sponge in every package, so always ready for use.

Large size, per gross,
10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

OIL PASTE

for ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold **double** any of the Ola's.

Price per gross . . . . . .

Excellent for old rubbers.

"ELITE Combination"

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . .

BOX CALF PASTE
FOR BOX CALF VICI KID PATENT AND ENAMEL LEATHERS
WHITTEMORE'S "ELITE" ELITE POLISH
BOX CALF
VICI KID AND ALL BLACK CALF LEATHERS
WHITTEMORE BROS. & CO.
BOSTON

"BABY ELITE" Combination

10c. size per gross .

"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. **Largest quantity; finest quality.** Its use saves time, labor and brushes, as it

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . .

"SUPERB" Patent Leather Paste

For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. ½ lb. boxes
Per doz. ½ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . . . .

Also in Russet and Ox Blood

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross .

Star Russet Combination

10c. size per gross .

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . .

Elite, Ox Blood and Brown Pastes same sizes and prices

If interested write for CANADIAN PRICES.

WHITTEMORE BROS. & CO., 20-22-24-26 ALBANY STREET CAMBRIDGE, MASS., U. S. A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.

A REAL LIVE SELLING LINE

Is what you want. H.P. Sauce is what you are looking for.

It has all the necessary qualifications for a leading line.

It is extensively advertised, and sells freely. Customers are delighted with it. It is the Sauce of the 20th century.

Write our agents for samples and prices. Try it on your own table and you will see why it has caught on.

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R. B. Seeton & Co., Halifax, N.S.
The Codville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd , Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

PURE
ANNAPOLIS VALLEY

Cyder

"Land of Evangeline" Brand

Guaranteed absolutely free from chemical preservatives.

Will keep SWEET, CLEAR and SPARKLING in any climate.

The pure juice of the finest Nova Scotian apples manufactured and bottled by secret process, under direct supervision of a member of the most celebrated English Cyder makers—H. Whiteway & Co. Ltd., whose patrons include H. M. King Edward VII, H. M. Alfonso of Spain.

Bottled in champagne quart, pint or half-pint bottles; also supplied in casks.

For Prices and Particulars Address
R. S. McIndoe, - - Toronto.
S. W. Shackell, - - Montreal.
J. S. Creed, - - - Halifax.

ANNAPOLIS VALLEY CYDER CO.
LIMITED
BRIDGETOWN, - NOVA SCOTIA

I AM ABLE TO QUOTE

very sharp c.i.f. prices on

Med and Seed Prl and Flake Tapioca

For prompt and future shipment.
The market is in your favor; BUY NOW.

ANDREW WATSON
91 Place d'Youville
Tel. Main 4409 Montreal

CAPSTAN Brand
High-Grade Tomato Catsup

Put up in 10, 16 and 20 oz., bottles of a new design and is very attractive. This catsup is far superior to many others and is giving perfect satisfaction.

Sold By all Wholesale Dealers.
Once Sold Always Asked For.

THE CAPSTAN MFG. CO.
TORONTO, CANADA.

Hot Weather Sells

SNAP

The only hand cleaner sold strictly through the trade.

Owing to perspiration, dirty jobs are dirtier in the hot weather. For cleaning dirty hands, SNAP has got soap and everything else beaten to a standstill. Are you handling it?

There's An Excellent Profit

Order a case from your jobber to-day just for a trial. Rapid sales will bring you repeat orders soon.

Snap Company,
Limited
Montreal, - - Quebec

CHAMPION'S VINEGAR

Commands a Preference Over All Others.

WORKS : Tower Bridge Road, LONDON, ENGLAND

ESTABLISHED OVER 200 YEARS

Agents now being appointed throughout the Dominion and will be shortly announced in this paper.

Wagstaffe's

New Season's Strawberry Jams and Sealed Fruits are now ready, **order at once**, quality **cannot be beaten.**

Wagstaffe Limited

THE PURE FRUIT PRESERVERS

Hamilton

Two Pound Cans for the Pea Pack

Immediate shipment.
Any quantity.

Telegraphic inquiries solicited.

THE

Norton Manufacturing Co.

HAMILTON

The Need Supplied

Many grocers have felt the need for a check book that had a white paper and a colored paper—one for originals, the other for duplicates. The

"Duplex" Counter Check Book

Is just that kind of book. It is made in various sizes too. You will find the book of much service to you.

Write and secure sample, free.

The Carter-Crume Company Limited,

Toronto and Montreal

PUSH YOUR WESTERN BUSINESS

Mr. Manufacturer, this is the time to push your sales in the West. The big crop will mean prosperity here for at least another year.

Are you represented in Winnipeg ?

If not it will pay you to write to us. We can sell your goods if your goods are right.

We have excellent storage and track facilities.

R. B. Wiseman & Co.,

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

More and better attention is being paid to the Milk Question by the health authorities of Canadian cities and towns. Notes of warning are sounded throughout the land especially during the hot season.

MR. GROCER—Your interests and those of your customers are safe in recommending and selling

Borden's Brand of Condensed Milk

"Eagle Brand" and "Peerless Brand" Evaporated Cream.

(Unsweetened)

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. ***Shallcross, Macauley & Co., Vancouver and Victoria, B.C.***

INCREASING PROFITS

is the happy lot of the grocer who specializes on the best of all canned fruits and vegetables—

RIVERDALE BRAND

He finds that his reputation as a dealer in goods of sound quality increases with every sale of Riverdale Brand. Be a Riverdale Brand buyer for 1908!

The Lakeside Canning Co., Ltd. - Wellington, Ont.

MESSRS. EBY-BLAIN Limited, Ontario Agents.

AT LAST

NATION'S TON-NIK

LEMONADE POWDER

Non-intoxicating but a "pick-me-up."

Always ready in ½ lb. tins

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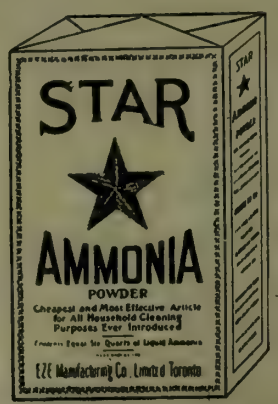
CARMAN-ESCOTT CO., 141 Bannatyne St. WINNIPEG

Manufactory—BRISTOL - ENGLAND


STAR
AMMONIA
POWDER
Cheapest and Most Effective Article for All Household Cleaning Purposes Ever Introduced
E.E. Manufacturing Co. Limited Toronto

The most profitable household cleaning powder you ever handled.

EASY! VERY EASY!

To account for the success of Red Rose Tea is **easy, very easy.**

FIRST,—The tea **is good** and has always been good honest value, better than most people have been accustomed to.

SECOND,—The Retail Grocers and their Clerks have always taken the most friendly interest in Red Rose Tea,—perhaps because I have the most cordial, friendly feeling toward them and am always glad of an opportunity to express it.

What rubbish to talk of "forcing a merchant to sell your goods." The merchant that can be forced is not worthy of the name. His influence with his customers is greater than that of any advertising, but the right kind of advertising will help the friendly merchant and clerk toward greater success.

This is where Red Rose Tea and Red Rose advertising come in. They help the merchant increase his business.

If you are not handling this tea will you write me a friendly note of inquiry?

Branches:— **TORONTO, 3 Wellington E.**
WINNIPEG, 315 William Ave.

T. H. ESTABROOKS
ST. JOHN, N.B.

Busy Man's Magazine

¶ Designed to meet the requirements of the busiest busy man or woman. It reproduces from the current magazines and periodicals the most timely, instructive and entertaining articles.

It is a magazine that arouses your interest on the first page and keeps it up till you reach the back cover. Not a dull page in it. Many articles to entertain you, as many more for your sober consideration. One hundred and fifty pages ably illustrated.

$2.00 per year. 20 cents a copy.

THE BUSY MAN'S MAGAZINE - - TORONTO

Book your orders now for regular supply of

BLUEBERRIES

with the

PLAYFAIR, PRESTON CO., Limited,
MIDLAND, - ONTARIO

THOS. McCREADY & SON, Ltd.
Bonded Vinegar and Pickle Manufacturers
Est. 1883 *ST. JOHN, N.B.*

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand
Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

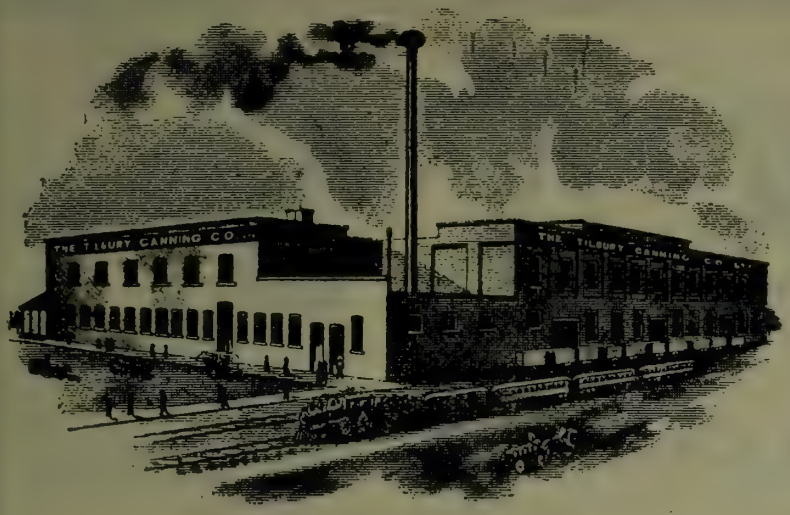
WARREN BROS. & CO., - LIMITED
TORONTO and KINGSTON

FREIGHT SAVED YOU

is just the same as so much extra profit. That is why—**Eastern Township Grocers**—we know you will be profitably interested in having our travellers call upon you. We can supply all your grocery wants below Montreal or Quebec prices.

T. A. Bourque & Co., Reg., Sherbrooke, Que.

Wholesale Grocers



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

Get our prices for immediate and future delivery.

The Tilbury Canning Company, Limited, Tilbury, Ont.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.

Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

Are You an Up-to-date Grocer?

If you are, you are selling lots of

2 in 1

the world's best

SHOE POLISH

Our advertising helps you immensely; and the supreme quality of 2 in 1 helps you still more.

The F. F. Dalley Co, Ltd.

Hamilton, Canada, Buffalo, N.Y., U.S.A.

LEA'S

The Pickle with the Home-made Flavor

The travellers will soon be showing our new line, the Tid-Bit. We claim this to be the finest pickle ever offered to the Canadian trade for the money. When the traveller has them around take a good look at them, you will be surprised.

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Western Representatives: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

Superior Quality **Canada First Brands**

Evaporated Cream and Condensed Milk

Orders promptly attended to. **Every Can Absolutely Guaranteed.**

PREPARED IN MODERN SANITARY FACTORY

AYLMER CONDENSED MILK CO., LIMITED

Factory: Aylmer, Ont. **Sales Office:** 39 James St. South, Hamilton

Pickle-ology

means the science of making pickles. The idea that pickle making can be done in a hap-hazard sort of way is responsible for the mass of poor pickles which floods the market, and the idea that pickle-making should be conducted along scientific lines is responsible for OZO PICKLES. It would take a volume to adequately describe the Ozo Pickling Process, and another one to describe the Ozo Jam Making and Preserving Process. But in each case they are a really **scientific process** wherein handling is reduced to a minimum and uniform flavor and purity absolutely assured.

ASK YOUR JOBBER

for OZO BRAND next time you're buying Jam or Pickles. A trial order is convincing.

The OZO CO., LIMITED

MONTREAL

SCHRAM JARS

are

PERFECT SEALERS

Wholesale Agents

The Davidson & Hay

Toronto Limited

To Agents:

Three Good Things

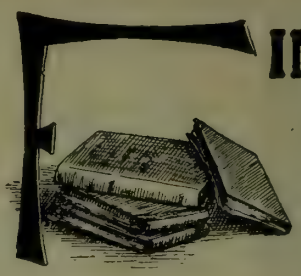
Branson's
Pure Coffee Extract

Branson's
"Shereef Coffee"
A CHEAPER ARTICLE

Branson's
Coffee and Milk in Tins

OUR REPRESENTATIVE
is now in Canada, arranging agencies for the sale of our specialties throughout the Dominion

Apply to
"BRANSON" 303 Frank St. Ottawa, Ont.



FINE ORDERS BOOKED

We have already booked a large number of orders for

Old Homestead Canned Goods

from our customers who have handled these in former YEARS.

See that you place your order early with us.

GET OUR PRICES.

S. J. CARTER & CO.
58 McGill Street, - MONTREAL

Tacks

We cannot say a great deal about **Carpet Tacks**, they are such a common, every day necessity.

"Pigs is Pigs" and "Carpet Tacks is Carpet Tacks."

What we want to tell you, though, is that the little **Bank Package** above is filled with our excellent tacks, and it assists sales wonderfully, retailing at 5 cents.

With these on hand you can actually feature tacks.

Drop us a line for a trial lot. It's a pleasure to give you further information.

The Bazin Manufacturing Co.
94 Arago St., QUEBEC

We again find it necessary to add to our buildings shown in above cut and we are erecting an addition to accommodate our Handle Plant in order to make room for other machinery. We are bound to maintain our standing as having the most complete Brush and Broom Plant in Canada.

Stevens-Hepner Company
Limited
Port Elgin, - Ontario

Canned Fruits and Vegetables

Buy only goods canned by the Canadian Canners, Ltd.

Triangle and Red Feather are our private brands, put up for us by the Canadian Canners, Ltd., and in buying these goods you get goods that have the quality, are well filled, guaranteed against swells, leaks and decline in price, packed by the best improved methods. When you are asked to buy private brands, these points are worth considering when placing your order.

James Turner & Co., Limited

Hamilton, Ontario

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Grocery News From Coast to Coast

Quebec and Eastern Province Notes.

First New Potatoes in St. John—Marke t Notes From Prince Edward Island—Window Dressing Hi nts From Montreal.

ST. JOHN.

July 13.—Business, as is usual at this time of year, is rather quiet, and probably will be so for the remainder of the month. There is not much change in the markets. Sugar looks firmer in New York, but is unchanged here, as yet. Flour is expected to remain at present figures for a time. Molasses is likely to advance, as stocks are small and dealers are asking pretty stiff prices. Lard is up a quarter cent.

The first new potatoes of the New Brunswick crop were received last week, also the first consignment of blueberries. Strawberries are coming in plentifully and have been selling as low as 4 and 5 cents a box wholesale. The crop has been a very good one.

Chas. H. Peters, G. E. Barbour, S. A. Jones and W. C. Cross, of St. John, and A. A. Sterling, of Fredericton, were in Halifax on July 8 attending a meeting of the Maritime Wholesale Grocers' Exchange. The meeting was held in the Board of Trade rooms, and was very interesting. The members feel that an advance has been made in the past year, and all are optimistic for the future. The next meeting will be held in St. John. The following are the new officers: President, L. M. Smith, Halifax; Vice-President, Geo. E. Barbour, St. John; Second Vice-President, W. H. Aitken, Charlottetown; Secretary, A. C. Pyke, Dartmouth.

Letters are being sent out to the members of the Board of Trade advising them of the annual meeting of the Maritime Board of Trade, which will be held in Halifax on August 19th, and asking for suggestions as to subjects which the St. John Board would offer for discussion at that meeting, and also asking for the names of members who will be able to attend the meeting as delegates from the St. John Board. No effort is being spared by the committee in charge of the matter, to have a large and influential delegation go from St. John as questions are certain to come up at the meeting which will be of great importance to St. John and New Brunswick, and the St. John Board will need all the assistance it can get from its members as delegates.

Mayor Bullock has received word from Hon. Mr. Pugsley, Minister of Public Works, that it is too late to do anything this session with the bill to place St. John harbor properties in commission. This has been a disappointment to aldermen and members of the Board of Trade who have been deeply interested in the proposal.

Merchants here are much pleased over the announcement that the increase of 25 cents per hundred dollars, charged by the insurance companies, pending the extension of the water system to Loch Lomond, will now be removed, as tests have shown an increase in the water pressure almost double what it was under the old system. The reduction will date from June 30.

Fire at Perth Junction on July 7 destroyed the store and dwelling owned by Mrs. Mallory. The loss is placed at $8,000, with insurance at less than half.

At a meeting of the Charlotte County Weir Owners and Weir Fishermen's Union, held in St. George on July 7, it was decided that unless the packers agree to take fish from the union weirs at union prices, on or before July 13, steps would be taken to protect themselves. George J. Clarke, M.P.P., a member from District No. 1, tendered his resignation, which was accepted.

MONTREAL.

July 13.—A grocer recently returned from the West reports the trade as good out there, but adds that he thinks in most cases the chances for a man in the grocery business are as good in the East as there. There was a time when the sections of a country which were being opened up presented unusual facilities for the trader, owing to its distance and difficulty of transportation and communication with the more settled portions of a country. Nowadays, no sooner is a new country discovered than we have the railway and the telegraph connecting it with the great centres, therefore comparative isolation avails nothing and outside competition is soon felt.

In conversation with a grocer who has met with considerable success in his window displays, he expressed the idea that to obtain the best results it was necessary to make the display as simple as possible. He states it is a mistake to fill the window with a promiscuous collection of stock with no indication of a definite idea or scheme. He also drew attention to the necessity of displaying strictly seasonable goods as they are sure to command attention and bring sales.

W. J. Brown, corner of St. Catherine and St. Mark Streets, is spending his holidays at Rawdon, Que. A. C. Sargent is in charge during his absence.

S. Carsley & Co. have installed a new coffee grinder which will prove a valuable addition to the coffee department. This new machine can be adjusted to grind the coffee in seven different sizes from a very fine to a very coarse grain.

J. A. Beaudry, Secretary Retail Grocers' Association, attended the picnic of the association at Joliette on Wednesday, July 8th.

GEORGETOWN, P.E.I.

July 11.—The country is crying for rain. For three weeks we have had none, and this is one of the hottest summers on record. The splendid start the crops got, however, is saving the situation. If the rain does not hold off too long the island will be blessed with another bumper crop.

Strawberries are now flooding the market and the quality has never been better. The price is 10c per box or three for a quarter. In conversation with some of the largest fruit growers in the province, The Grocer learns that all indications point to a very large yield, indeed.

Business is very good, although it can hardly be said to be up to last year's record. Collections for July are so far very good, and customers are paying more cash and charging less. The signs of the times indicate that the days of credit are passing.

Butter is coming in quite plentifully. The price ranges from 18c to 22c. Eggs are selling at 14c. Potatoes have dropped to 25c.

Say, Mr. Grocer, it's hot. Take a week or two or a month off. Come down here and enjoy the pleasures of a vacation on Prince Edward Island, where the nights are always cool, where the sea air makes you feel like a new man. Enjoy sea bathing and have the exciting experience of landing some sporty sea trout. You'll go back to your counter or desk and make things hum. Come along and we'll treat you well.

SUMMER POULTRY PACKING.

The following instructions have been given by a prominent poultry concern for packing poultry in warm weather: Leave heads on and entrails in. Strong, sound barrels (sugar barrels preferred) are best for the packing, and the ice should be washed before using. Place a good layer of broken ice in the bottom of the barrel and then a layer of poultry, commencing in the middle and packing in a circle, with heads down, backs up and feet toward the centre. Then alternate layers of ice and poultry, filling the barrel to within six inches of the top, taking care to have ice between the poultry and the staves of the barrel. Top off with large pieces of ice and cover the barrel with bagging. This insures its being kept right side up.

If shipped from any considerable distance, put an extra large piece of ice on top, and if properly packed the poultry can be on the road fifty hours without injury. If heavily iced and shipped in a refrigerator car, it can safely be four or five days in transit.—National Provisioner.

News From Western Canada

Brandon Enjoying Weekly Half-holiday—Alberta Butter in British Columbia —May Subsidize Australian S. S. Line.

VANCOUVER.

July 10.—Butter from the creameries of the Provincial Government in Alberta is being jobbed here at 26½ cents, as compared with the local creamery at 30 cents. The Alberta butter is of very good quality, but does not hold exactly the same place as a table article as the local product. It is in fair demand, however. It comes in one-pound prints.

The advantage of packing fruit well is seen in the cherries that are now on the local market. The local varieties are not packed with that care which is noticed with the cherries from California. The result is that even now when the locals are offered in large quantities, there is still a good demand for those from the South, although there is a difference of a couple of cents in the price. Californias are $1.10 for the regulation ten-pound box, while locals are 7c and 8c.

There is a scarcity of tomatoes here this week, and those who have had the hot house variety from Victoria have taken advantage of it and raised the price from $2.50 to $3. This occurs frequently, and the wholesalers profit thereby. Retailers have had to order ahead to get a supply. The Mexican tomatoes have all been sold, and there may be no more until the next steamer arrives.

Peaches and apricots have began to come in from the South, and are going at $1.25 per case. These boxes are supposed to contain 20 pounds of fruit, but they net 17 or 18. The quality is excellent.

During the month of June, the Nanaimo creamery produced the largest amount of butter of any month since it has been in existence, namely, 9,390 pounds. This butter finds a ready sale, especially in Nanaimo, where it takes precedence, because it is placed on sale in the stores before it is many hours old. Consumers are thus able to get it very fresh.

Effort is now being made by the Board of Trade of this city to have the Government of Canada grant the subsidy to the Australian line of steamers for a period of years instead of from year to year as has been the case for the past seven years. If this were done, the Union Steamship Co., which operates on this line, would put on faster and better steamers. It would mean a considerable expansion in trade, especially in cold storage articles. The cold storage capacity is now all used, and if there were more, fresh salmon and such like would be shipped from this side to Australia. Boats with cold storage are also wanted for the New Zealand route. The boats now running to New Zealand have no cold storage, and if these could be secured before next winter, that country would be a factor in the late winter butter trade, and would export here. Last winter a shipment was sent via Liverpool, and though a long time on the way arrived here in good condition. If it were to come direct, the West would have a good butter, in addition to the Australian, at a time when it needs it the most.

L. M. Hagar, who is in charge of the fruit distribution at Revelstoke, was in the city the other day, on his way to Mission Junction to organize the fruit shippers of that district and bring their shipments into the regular channels of distribution from the British Columbia producing fields. He said that six cars had been sent East already this season, and through the clearing house organization, better prices have been realized for fruit this year than could have been obtained in any other way. The last shipment of interior fruit, Mr. Hagar said, netted $2 per crate, while the Victoria shipment will realize $1.85 to the shipper. The careful methods of shipment and the concessions granted by the Dominion Express Company, together with the arrangements conceded by the C.P.R., make this possible. Special attention is being given to packing, and gradually the shippers of the Province are combining to place fruit shipments on a basis that will add materially to the fame of British Columbia as a producer of the luxuries that are so much in demand in the prairie country.

Roy C. Brock, Secretary of the Kootenay Fruit Growers' Association, is impressing upon those who grow berries for export, the need of cultivating the harder varieties. He says: "The soft variety is often the best for the immediate table use. It will often stand being sold locally. But, after all, the great market for our ranches is the Northwest, and the needs of that market must be taken into account. I have found during the last week or so that I have been among the ranchers that from six to a dozen and a half varieties, most of them soft, are being cultivated. It is quite possible, though not necessarily so, that the soft varieties are the sweetest, and from one point of view the best. Notwithstanding this, there is really only one point of view, and that is the selling of the berry to the best advantage. And the point of best advantage is the market in the Northwest, where soft berries cannot be shipped to." It is because the berries from Hood River, Oregon, which arrive here just prior to the advent of the locals, are much firmer that they are preferred by many for preserving. They are the Clark's seedling, and even as a table berry sell well until out of the market. The Hood berry arrives here in good condition and keeps so, and its value may be seen in direct comparison with the softer varieties grown locally.

William A. Sundheimer, representing the Ardath Tobacco Company, was in the city this week. He is here in pursuance of an extensive and aggressive advertising campaign, and the company will place its goods on sale here. This is an English fim, but is American in its advertising methods. Its chief brands are the State Express cigarettes, Quo Vadis Egyptian cigarettes and Ardath smoking mixture. Mr. Sundheimer's visit here shows the attention that is being paid to trade in the West.

W. A. Baker, of Lawson & Baker, grocers, Grand Forks, has entered the bonds of matrimony with Miss Mae Williams, of Republic.

B. A. Lawson, for many years accountant for C. B. Hume & Co., of Revelstoke, has been appointed city clerk of Revelstoke.

The death occurred at Victoria of Henry J. Brady, a member of the Brady-Houston Packing Company. He was a native of Hull, England, and for 23 years resided in Victoria. He is survived by a wife, three daughters and a son.

S. Shimamura, president of Dei Mara, of Yokohama, was in the city this week en route East, where he will study departmental store methods, preparatory to introducing a system in Japan.

Orders are now being taken here for Eastern canned goods, such as peas, corn, tomatoes, etc.

The fact that the Mooney Biscuit & Candy Co., of Stratford, continue to send in a car of their biscuits to Vancouver and Victoria every fortnight, is an evidence of the reputation this firm is winning and speaks well for the quality of the goods. This, too, when they only commenced selling their goods on the Pacific Coast a few months ago. They are not only doing well with sodas, but their sweet biscuits are also coming into favor. The fact that the goods come in in the Mooney Co.'s own private freight cars is one of added interest.

BRANDON.

July 11.—Business here is picking up considerably. Already the anticipations of a big harvest, "the best ever," are maving even the bluest of our merchants feel optimistic. Reports from the neighborhood received from farmers by your correspondent are very rosy. North of here the crops are very good; south, they are better. Barley is headed out and wheat is in the shot blade and although one hears of restricted areas where a few have been hailed, yet the total result will not be much affected.

The grocers have all signed an agreement to close for a weekly half-holiday during July and August. It was very gratifying to see them so unanimous and it looks as if this is to be an annual fixture not requiring the formality of getting signatures. Quite a number of the most influential would have signed for it to be continued throughout the year, were the clerks anxious for it. They are not. They would be more than satisfied if they had this boon for June, July and August and it is to be hoped that the first will be added to the other two next year. The grocers are all working harmoniously in other

ways just now, but the fruit season will soon be in full swing and then no doubt we will see profits on plums, peaches, etc., sacrificed as heretofore.

It costs as much to sell these goods as to sell anything else, and we ought to get 25 per cent., at least, on perishable goods such as these. It is to be hoped common sense will dictate procedure this year and that we will get a fair remuneration for our labor these hot, sultry days.

Our stores are taking on quite a metropolitan appearance. The latest to put in Walker bins and fixtures is Wm. Dowling, one of the livest grocers of this province. The whole layout of the interior of his store would do credit to Toronto or Montreal.

The credit system among retail grocers here is not dead, but we believe it is "scotched" and the "long time," which used to be the terms, is now a thing of the past. Merchants can sleep better and look the grip-man in the eye with greater confidence than ever. Why not as a body adopt a cash basis?

Interesting Ontario Items

Several Jolly Picnics From Toronto—Barrel vs. Bag Sugar in Guelph—Business Men's Excursion From Peterboro.

PETERBORO.

July 14.—Saturday was one of the best days for business the local grocers have ever had. Monday, the 13th, was celebrated by the Orangemen from four counties, in addition to Peterboro county, and with 15,000 visitors to feed, as well as the same number of citizens, the hotels, boarding houses and temporary eating houses made big demands on the grocers. Saturday was, therefore, a great day for them. On Monday, however, it was different. There was nothing doing in the grocery line. Fruits sold exceedingly well.

The strawberry season in Peterboro is now passed. The sales were particularly brisk this year, the demand being a little better than the supply. Although there are considerable quantities of strawberries grown in this vicinity, the supply is altogether inadequate for local trade. One groceryman remarked that if the citizens of Peterboro had to depend on the supply here strawberries would have been 40c per box. Raspberries have taken their place. They are retailing at 15c per box and the price promises to be high this season. The crop is reported to be good, but the great demand all over the country will tend to maintain a steady high price. This, at any rate, is the opinion of local grocers.

James Eadie, assistant secretary of the Retail Merchants' Association of Canada, was in the city on Tuesday collecting the annual fees from the local members of the association. The Peterboro association has about 75 members.

A business men's excursion was held on Friday afternoon of last week to Idyl Wild, Rice Lake. Only men were on board the steamer, and among them were several grocerymen. The day was a beautiful one and a very pleasant time was spent.

HAMILTON.

July 15.—The prices for fruit on our local market have run pretty high. Good strawberries about $2 a crate of 24 boxes, and raspberries $3. Black currants $1.40 for 11-quart baskets, prices that are really better than shippers have got in Montreal and other outside points, showing that the local consumer has to pay more right at the place of growth than the same goods are sold for hundreds of miles away. Butter and eggs are very firm at 23c in wholesale quantities.

There has not been much discussion as yet in regard to the new terms of payment made by the Ontario wholesalers. Probably some of the retail grocers will make forcible expression of their feelings in regard to paying net for their goods, when they see their statements on the 1st of August. In the long run it may be all right, but it does not offer much encouragement to the man who pays his bills promptly. The saving of discounts is a great incentive to the man who has the money to pay and keeps him in touch with those larger wholesalers to whom he has been in the habit of giving most of his business. It seems to me that the new arrangement will tend to the dividing of accounts and will accrue largely to the benefit of specialty houses, who can give the best accounts from the old-established firms that carry the staple lines. We must accept the fact that this question must have been thoroughly discussed by the wholesalers before being adopted, and possibly they would not be averse to giving the retail trade some of the reasons for adopting such a radical change.

The Hamilton Retail Grocers' picnic at the Falls to-day was, of course, a success from the start. Chairman John Forth, with his urbane manner, proved to be the right man for the place. Everything that could be done to please the patrons was faithfully carried out and the picnic of 1908 has been voted as the best ever.

The local travelers are planning for the holidays and the best wishes of their retail friends are going with them on their annual outing.

GUELPH.

The peanut vendor at the post office corner this week can show a lot of the boys in the grocery stores how to tie up a parcel, and do it neatly without any string. Take a look at him.

The half-holiday question will at last be settled this week. Last Thursday morning at 10.30 it was settled that all the outside grocery stores and some of the Main street stores, would close at noon, and they did, leaving six grocery stores open on Wyndham street, four out of the six being in favor of closing. Those who kept open were rushed to death looking for trade. The chances look bright for the half-holiday. Those who had the holiday last week had a very pleasant afternoon and evening at the O.A.C. campus, it being ladies' day on the street cars. There has been a genuine feeling among the public that the stores should close, and public opinion should at least be considered. Thursday will settle it for good.

The same old complaints are again heard about granulated sugar in bags. Most grocers continue to use it in preference to barrels. There was considerable trade done in the new cane sugar against the beet, but for my part, give me the genuine Montreal granulated in barrels and no bags handled and I can show you a larger profit and a host of better satisfied customers every year than handling any bag sugar. I have been laughed at a good many times for insisting on barrels, but if any grocer will experiment for himself he will find his best results are from them. Even if your neighbor does seem to be sending out a lot of bags, don't worry about that. He finds lots of time to worry himself. Keep on selling the $1 worth and give the best and you have got him and no doubt will get his best trade. I asked a grocer the other day, who handles a lot of bags, how he liked it. He said: "Don't mention my name, but I never see a load of bags of sugar drive up to my warehouse door but I swear to myself that it will be my last. But I continue to buy just because So-and-So does." I asked hom how many grocery stores he thought So-and-So ran. A good many apparently.

"The flies are a whole lot worse this year than last," said a well-known grocer the other day. "Don't you find it so?" he said. I did not agree exactly with him, as I know last year he was keeping his attractions for flies a good deal cleaner and not handling one-half so many bananas, which are a specialty for flies when not properly looked after. Then, this year in Guelph the banana trade is all 5c and 10c bananas, and when the price is low the waste is larger and not half so well looked after. A nice, big, fat watermelon cut up into slices and not covered with netting, which nearly always used to be the case, but is seldom seen now, is another great fly special, and a poor trade special. So far this season Guelph grocers are not keeping up with, instead of ahead, of other years in the annual fight with one of the greatest stock destroyers—the fly. We use sticky fly paper cut in small strips for the windows, and also Wilson's fly pads at nights and Sundays, and find good results. But they are not enough. The netting is a good bluff, as well as a help, as the customers imagine when the netting is covering any article you are doing your best.

R. J. E. McCrea, of J. A. McCrea & Son, has arrived home from the glorious west, having had a pleasant two months' trip. He, like other grocers from Guelph, who have been out west, still thinks Guelph is good enough for him.

The newspaper stories of lots of strawberries at 5c a box did not pan out in Guelph. Three for 25c, 13 for $1, or $1.90 a crate was about the best for first-class stock, and a great many missed them waiting for those 5c berries. Cherries are a good crop, and so far 90c to $1 a basket has been the ruling price. We expect to see 75c the retail price this week. Raspberries at 2 for 25c are in and farmers report a lot of early

berries, but claim there are a few green ones to come on in the wild raspberries.

There is some talk of a grocers' picnic if the half-holiday is a go. Now, that is just what we need, and, after all this squabble over the half-holiday may bring the grocers into touch with one another and do some good yet. In other years it has not been the grocers, but a general merchants' picnic, with only here and there a grocery store represented. We have some of the best hustlers in the grocery business in Guelph at any kind of sports or picnics or anything else, bosses as well as clerks, and all they need is a little brushing up and we will be in the game with Brantford, Hamilton, Toronto, London and the rest of the picnickers. Now a hundred yard dash between Geo. Walker and Geo. Williams would draw a big crowd, with a few incidentals thrown in, such as an exhibition of going to sleep on third base by Bobbie Millar, and how the young ladies are trained out west, by Bobbie McCrea; how to drive a fast horse, by Messrs. Chittick, Worthington & Gow, and others too numerous to mention. We could put in one day all O.K.

OTTAWA.

July 14.—The Ottawa market last Thursday was one of the largest markets of the year. The recent rainfall has had a splendid effect on crops in general, and, as a consequence, the farmer hastened to make hay while the sun shone, and his produce was plentiful and in good condition. There was a very good fruit offering in evidence. Raspberries, gooseberries, and blueberries were there, while currants, cherries, plums and peaches were also a feature. Strawberries are dear again and scarce, this being, so The Grocer was assured, the last week they would be in season. Raspberries are selling at $1.10 a large pail, or two boxes for a quarter. Ten cents a quart was asked for gooseberries. Lemons have gone up in price, the average price last week being ten to fifteen cents. Vegetables were about the same prices as last week. Butter was a little dearer for the pail varieties, prices ranging from 23c to 25c a pound. Eggs are a little stiffer at 18c to 22c.

The movement for co-operative stores on the part of the National Trades and Labor Council is progressing favorably, and inside of a week or so it is expected that there will be a general meeting called to decide just what form the stores will take. It is possible that a general store may be started, or the plan may be confined to a grocery store, meat shop, or bakery, or the three. The various members of the National Labor Unions are being given an opportunity to subscribe for stock. The shares are placed at one dollar each, and there is a limit on the number of shares which will be sold to one party.

The clerks are again complaining that the early closing by-law is not being enforced strictly enough, and Commercial Union No. 1 has communicated with the Police Commissioners asking for an interview to lay their complaints before the Board. "We have interviewed the police before," said a grocery clerk to The Grocer representative last week, "and they told us something to the effect that if we laid the information they would prosecute. We think it is for the police themselves to see that the by-law is properly enforced."

At a meeting of the Allied Trades and Labor Association last Saturday night, a report from the executive was passed regarding the non-enforcement of the early closing by-law in the city. Some stores kept open until ten to televen o'clock on Saturday nights. It was decided to send a communication to the Police Commissioners asking them to have the city police strictly enforce the early closing by-law.

Thomas Reynolds, of the Quaker Oats Company, Peterboro, distinguished himself on Friday of last week. A party of young men had just returned from Aylmer in A. P. Johnston, the grocer's, launch, and had put the boat in slips at the pier at Britannia, when one of them, Chas. Buckley, tripped over the rope and fell underneath the float. Two other members of the party, Tom Reynolds, of the Quaker Oats Company, and Fiske, of Chicago, dived under the pier and brought their companion out. Their timely action extricated him from a very ticklish position.

Isaac A. Wackid, who for the past ten years has conducted a fruit and confectionery store at 187 and 195 Bank Street, died yesterday at his late residence, corner Bank and Gloucester Streets. Death was not wholly unexpected, the deceased having suffered from rheumatism for some time. Mr. Wackid was 43 years of age, and has lived in Ottawa for about 30 years. He leaves to mourn his loss a widow and a number of small children.

TORONTO.

July 15.—The employes of the Robert Greig Co. had a jolly time in High Park last Saturday afternoon, July 11, when their first annual picnic was held. About sixty were present and everybodv enjoyed what turned out to be something unique in the way of picnics.

The afternoon's sports were various, including a baseball match between the spicers and flakers.

A married ladies' race, a peanut rolling contest, for ladies only, a needle-threading contest, a wheelbarrow race, several other novelties, and last, as per programme, a "human race to lunch," open, with prizes for everybody.

The printed programmes, very unique in character, were one of the features of the afternoon. In outlining the afternoon's proceedings, a good deal of humor and many a personal pointer were worked in, which caused considerable amusement among those who knew. Badges were also distributed as a souvenir of the occasion. The picnic was well arranged in all its appointments and is to be continued the year following

The employes of Medland Bros., the Front St. wholesalers, played a rousing game of baseball with a team from Medlands, Ltd., the retail business, on Tuesday evening at Exhibition Park. The features of the game were made by the heads of the business, who joined in heartily. T. J. Medlands, in pitching for the losers, and John, in hammering a long home run out into the hay a mile or so beyond second base. The team from the wholesale house won, with a score of——, well, we promised not to tell it, though it's in the two-figure list. Now the other team are anxious for another chance, and another game will likely be played sometime in the near future.

The members of West Toronto Retail Merchants' Association, including a big representation of grocers, spent a glorious time in Victoria Park, Berlin, last Wednesday, July 8. The sports were particularly well conducted and were under the sanction of the C.A.A.U. One of the features was the committeemen's race, which resulted as follows: 1, F. A. Noden; 2, M. J. Tobin; 3, E. B. Wright; 4, W. Whetter; 5, Joe Gilbert. In the 100 yards dash, open to commercial travelers, E. F. Whittemore, of the Red Rose Tea Co., Toronto, took first, N. W. Williams, also of Red Rose, second, and L. McClure, of Armour's, Chicago, third. A large number of West Toronto citizens took advantage of the excursion and a very pleasant day was spent.

The Toronto Retail Grocers' Association took a host of people with them on their annual picnic to Niagara Falls and Buffalo by the Niagara Navigation Co.'s steamers this morning. A representative of The Grocer is along with them and the story of the outing will be given next week.

ELORA.

July 10.—The merchants of Elora set a good example to its sister towns on Dominion Day in having a monster trades procession, and never has a better turnout been given in a town the same size. Some fourteen of the business places were in line in the procession, the showing was indeed creditable to each, and being such a huge success, it has been decided to make it an annual event.

Several of the dry goods and manufacturing firms had very attractive floats, but the grocery trade was not behind.

Too much could not be said of Geo. Maben's grocery exhibit, which must have taken hours of study and work to prepare. His wagon displayed teas, coffees, spices, baking powders, breakfast foods, in fact, everything kept in the up-to-date grocery.

T. De Witt Mooney's float displayed to view four little niggers punishing to their heart's content "Neilson's ice cream." Sandy Kerr had a huge silent salesman filled with the choicest cuts of fresh meats, hams and bacon. Carswell Bros.' departmental store had a cariole filled with pretty little girls with streamers on each side bearing, "All Aboard for Carswell's Store."

The balance of the day the merchants devoted to sports, which were held in the Athletic Grounds, raising some four hundred dollars, which is being devoted to the band and the lacrosse team, two very creditable acquisitions to this enterprising village.

Owing to the press of a large quantity of other interesting matter this week, considerable correspondence which was late in arriving was necessarily held over.

Building Up a Cigar Business

The Story of the Remarkable Success of the Whelan Brothers in New York—A $3,000,000 Corporation of Tobacco Stores Built Up in Seven Years Through Determination and Unique Methods — A Hospital and Insurance System for Benefit of Clerks.

This is the story of the Whelan family, or rather of the seven Whelan brothers who in seven years have made the smokers and cigar dealers of New York City sit up and take notice.

Perhaps the most remarkable of the brothers is George J. Whelan, who is the head and principal brains of the great enterprise, and who, in spite of the most fervent prophecies of failure, has made a success of a scheme that on its face was visionary and impracticable.

The achievements of the brothers, it is admitted, are due to the facts, first, that they have ability, and, second, because all the others believe in George J. and are willing to follow where he leads.

Another remarkable thing about the Whelans is the striking family likeness. The brothers are all of about the same height, with similar characteristics and mannerisms, and any one might easily be mistaken for any other.

Most of the brothers are now high officials of the same company, but George J. Whelan is particularly interesting because, while the youngest but one, he is the president. He has very strong convictions and has evolved many of the theories that have brought the brothers to the positions that they now occupy. He is a great believer in advertising, and his company has spent $5,000 in a single day in New York City in advertising a card of thanks, without another word, to its customers, and yet he refuses to have his own photograph taken. A man who is himself the head of one of the greatest industrial corporations of the country has repeatedly expressed the opinion that George J. Whelan is the most capable business man in the United States.

A Commercial Romance.

Mr. Whelan's career is a commercial romance, tending to show the phenomenal possibilities that exist for those who are able to grasp them. Only about forty-two years old now, he invaded New York seven years ago with little except an idea, which had been rejected by the first men whom he sought to interest. The financial backing that he had was trivial. He began by opening a small store in Nassau Street, where the first day's receipts were $7.62. Now there is no lack of capital, his company has 405 retail stores, of which 183 are in the metropolitan district, and its sales were upward of $16,000,000 last year, when it was said to pay more rent than any other concern in New York.

While tending cigar counters up the State, Mr. Whelan came to the conclusion that the real opportunity in his line was in this city. He had prospered to a limited extent, but he had an idea; so he came to New York to test its merits. After a quick survey he was convinced that it would be profitable to scatter real cigar stores all over the city. He found that in some neighborhoods the only sources of supply for lovers of the weed were dirty little holes with a few cheap boxes in sight and other lines of trade in evidence.

Some were combination factories and homes, with babies running around the cigarmakers. Many were lounging places with gambling games going on day and night, and in a considerable proportion there was a profitable side line of lottery tickets, policy slips and hand books.

Worked on Original Lines.

His idea was to place attractive stores in every neighborhood and to appeal for trade upon a different basis. He spoke to veterans of the business, and they shook their heads and said: "It would do," so he went ahead upon his own lines.

The Whelans are eminently practical. The eldest, Michael, is looked upon by the others almost in the light of a father, as when they had nobody else to depend upon he took hold of them in turn, made business men of them and gave them a start. The surviving brothers are David, Joseph, John F., Charles A., George J. and Frederick A. Whelan. Frank Whelan died.

Michael as a boy enlisted in the navy during the Civil War. After his term had expired he went to Syracuse, N.Y., where, in the course of time, he became a member of a firm of cigar dealers and news vendors. Lewis has long been dead, but the firm name has been retained and every smoker in the Salt City is familiar with the "Captain Jinks" shop as it is called, on account of the wooden image outside, dating back to the period when wooden Indians, long the peculiar feature of tobacco stores, were giving way to other fancy designs, and when the song of "Captain Jinks" was at the height of its popularity.

When the boys became old enough to work they were started out to deliver newspapers long before daylight. The eldest brother made them go to bed at an hour when other boys were starting their fun. Afterward he took them behind his own counter and then he set them up outside. The only one who did not settle originally in the cigar business was Frederick A., who became an architect, and who subsequently, through having had a lot to do with the construction of the buildings for the Pan-American Exposition, settled in Buffalo.

Solicits Brother's Trade.

George J. Whelan obtained the cigar stand in the Vanderbilt Hotel, Syracuse. He was not satisfied to sell cigars to those who regularly frequented the hotel lobby and he began to solicit trade from the best customers of his brother's firm. Although Michael Whelan scolded him for his method of competition, he seemed gratified by his energy and helped him to obtain the cigar stand in the Globe Hotel, a very short distance from the Vanderbilt.

Under the name of the C. A. Whelan Company, George associated himself with one of his brothers and with Herbert S. Collins in the Syracuse Cigar Company to conduct two or three retail stores and a factory.

This company entered into competition with the jobbers of its section who were handling the products of the American Tobacco Company and who were bound together by what was known as the "factors' agreement." George J. went into the fight with ardor. It was the period of a mania for pin buttons with pictures on and he is said to have been the first to give buttons with every five cent package of cigarettes. He pushed a new brand with considerable success, cutting into the sales of the others in Syracuse.

Newspaper as a Venture.

In order to press his fight he began the publication of a newspaper, which he called "Mr. Puff," and which was devoted to bright paragraphs on general topics of the day, as well as to matters in which he was directly concerned. He then extended his business and opened stores in Watertown, Elmira, Troy and Utica.

George J. Whelan showed marked ability in handling real estate. Before he came to New York he had obtained stores in the very best locations in the cities where he was doing business. In order to obtain the places that he wanted it was often necessary for him to take leases a year or more ahead of the time that he could obtain possession of the property, and one of his early theories was that it was advisable to obtain leases of other property which he would not have occasion to use himself, but that he could sublet in order to keep out competitors.

New York looked "easy" to him when he opened his first store at No. 84 Nassau Street, in 1901. He and Mr. Collins tended the counter. Although

he had been known as an opponent of the American Tobacco Company, Mr. Whelan concluded to change his tactics and to fill his show window with goods of their manufacture. He called his new venture the United Cigar Stores Company. He is said to have had a backing of $50,000 from friends in Syracuse, the principal of them being the late William K. Niver, who afterward became president of the Reading Railroad.

Talked With the Curious.

At the outset he adopted the shield emblem which has since become well known, and the method of dressing the windows which is typical of the business to-day. While he had no doubt of success, he and Mr. Collins were so anxious to get customers that they waited about the doors to converse with any one who seemed interested in their window display. They did as well as they could have expected, and soon arranged to consolidate with two or three other stores, taking those owned by David Rosenfeld, now general superintendent of the company, and a factory on the east side owned by Louis Biel, now one of the vice-presidents.

As the business extended it attracted the attention of James B. Duke, president of the American Tobacco Company. He sent for George J. Whelan and when he saw him is said to have exclaimed: "Another red haired man! I might have known it." Mr. Duke became interested in the scheme and his company took fifty-one per cent. of the stock in the retail business, giving the capital which the Whelans had previously needed. As they expanded George J. Whelan found that one of his greatest difficulties was to cut up to the best advantage the stores that he rented. This work involved great expense and the results were often unsatisfactory. He then sent for his brother, Frederick A., the Buffalo architect, and made him superintendent of construction for the company, a position that he still holds as well as being a vice-president. John F. Whelan has become treasurer of the company and the capital has been increased to $3,000,000.

George J. Whelan says that he is not in business as a philanthropist, but he believes in a liberality that insures loyalty and that brings direct returns. He has recently put into effect in many of the retail stores a new system which gives the chief clerk real control, as though he were actually the owner. The company supplies the stock and pays for the rent and light, but the chief clerk receives a percentage beyond a certain figure and may fix his own salary as well as that of his assistants, with the stipulation that the second clerk must get at least half as much as the chief, this being in order to prevent one man from keeping everything for himself.

Clerks Used Generously.

One of the imperative rules laid down by George J. Whelan is that the clerks must show the utmost courtesy to customers and must always say "Thank you" after making a sale. His idea is that in order to succeed in business it is essential to make sales in a different manner from that by which tickets are sold on the elevated roads and subways. He has devised a system of insurance for all employes, with a death premium of $1,000.

Besides this he has opened a private hospital for the treatment of all who are ill and arranged with one of the larger hospitals to have any necessary operations performed on his men free of charge. As an illustration of his methods, it is said that when he read in the newspapers one morning recently on his way from his home in Plainfield, N.J., that a young clerk in one of his stores in Forty-second Street had been injured while protecting the cash from burglars, he immediately sent his check for $1,000 to the young man.

John F., Charles A. and Frederick A. Whelan have luncheon every day together at the Hoffman House. They are usually accompanied by Mr. Collins, who looks enough like them to be mistaken for a Whelan, and by Charles R. Sherlock, another of the company's officials, who came here from Syracuse.—New York Herald.

MARITIME WHOLESALERS MEET IN HALIFAX

"Exchange" of Eastern Provinces Elected Officers and Considered Matters of Business—L. M. Smith, of Halifax, the New President.

Halifax, July 11.—Representative wholesale grocers from all over the Maritime Provinces assembled in Halifax this week to attend the annual meeting of the Maritime Wholesale Grocers' Exchange. The meeting was held in the Board of Trade rooms, and the President, W. H. Cross, of Hall & Fairweather, St. John, occupied the chair.

The Halifax members present were as follows: L. M. Smith, of A. W. Smith & Co.; H. G. Bauld, of Bauld Bros.; R. M. Symons, of R. B. Seeton & Co.; L. K. Payzant, of Payzant & King; Charles H. Harvey; A. M. Bauld, of Bauld Bros.; A. C. Crowe, and H. Crowe, of J. Frank Crowe & Co.; C. P. Wood, of R. B. Seeton & Co.; and Arthur C. Pyke, of Pyke Bros.

Those present from outside of Halifax were: W. H. Cross, St. John; D. A. Morrison, Amherst; Robert Murray, New Glasgow; A. A. Sterling, Fredericton; W. C. Cross, St. John; S. A. Jones, Sackville; George E. Barbour, St. John; C. H. Peters, St. John; H. A. Wood, Sackville; W. H. Aitken, Charlottetown.

At the morning session trade matters occupied the attention of the delegates, one of the most important questions considered being that of terms. Another important matter was a change in the name, "Exchange" being substituted for that of "Guild." The "Exchange" was never in better condition than at the present time, both as regards membership and finances.

At the afternoon session, St. John was selected as the next place of meeting, and the following officers were elected: President, L. M. Smith, of A. W. Smith & Co., Halifax; Vice-President, G. E. Barbour, of G. E. Barbour & Co.; St. John; Second Vice-President, W. H. Aitken, of Carnell Bros., Charlottetown; Secretary, A. C. Pyke, of Pyke Bros. Halifax.

At the conclusion of the business the members and a number of guests went on an excursion on the harbor in the steamer Dufferin. After sailing up Bedford Basin, the Arm and the Eastern Passage, luncheon was served aboard, and the party returned to the city at eight o'clock. The outing was enjoyed by all, the day being fine and the water smooth.

SWEEPING THE STORE.

Sweeping and dusting are the principal causes of dust damage to the stock; yet there are plenty of merchants who entrust this work entirely to green clerks—oft-times mere boys, with little or no instructions as to how it should be done. There is no reason why a green clerk, or even a bright boy, should not do the sweeping and dusting, or at least the sweeping, providing he is told how to do it properly. But the average boy little realizes the injury to stocks that can be occasioned by dust, consequently he thinks only of getting the floor in a respectable looking condition and little cares where the dust and dirt go to.

There are various methods employed for sweeping a store floor and keeping the dust well down. Some employ the water sprinkler, merely sprinkling the floor without sweeping. While this will keep the dust down while sweeping, the water causes so much of the dust to adhere to the floor that a good job of sweeping cannot be done, and after the water dries the floor is far from clean, and the tramping of clerks and customers over a dry, dusty floor will cause much of the dust to rise and settle on the goods.

The best method is to use sawdust slightly moistened.

An attractive prize list has been issued for the Nova Scotia horticultural exhibition, which is to be held at Kentville on October 7, 8 9. The exhibition is being held under the direction of the Kentville Board of Trade, the municipality of King's county, and the town of Kentville. The list of prizes, aggregating $2,500, is wide and varied, and arrangements are being made for an excellent exhibition.

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CHANGING CONDITIONS IN HANDLING BUTTER.

A rather surprising situation is developing in the butter commission business in Ontario. Some few years ago it was the custom for farmers making their own butter to send their product to the general merchant in the nearest shopping centre or to some commission merchant in one of the larger cities. Now all this is changed, or rather is changing.

A resume of the butter situation during the past year will throw some light on the situation. The spring of 1907 was a late one, and when the weather did become a little seasonable there was very little rain. Especially was this so during June, the great butter month. As a consequence prices went up, but at that time there was no thought of the depression ahead. July and the following months were hot, and yet no rain. Nearly all grains were burned and when fall came there was hardly any feed for the cattle, and no money to buy fodder, even where that could be secured. Farmers, too, during the summer of 1907, attracted by the high prices prevailing for cheese the year before, turned much of their milk over to the cheese factories, and as a consequence the few who could and did make butter were well repaid for their trouble.

Now we come down to the present year of grace. All through last winter the retail grocer had to pay 30 cents and over for his butter supplies and the consumer grumbled at the grocer for the high price he was charged in turn, not taking into account the fact that the grocer was not to blame. There and then the consumer resolved he would not be bitten the next season. When summer again rolled round and prospects were bright, fields were green and the butter season came in, the farmers all took to making butter, hoping to reap the big profits missed the past year. The consumer, too, thinking of the past winter, went to the farmer to buy, instead of to his grocer and his commission merchant, who had been supplying his needs in the past, and thus a speculative situation developed. The farmer who had been sending his butter to the nearest general merchant or commission man, now sits at home, while the merchant, commission man, and consumer go to him to buy, and, in fact, compete, as to the highest price to be paid. All this time butter prices have been high, abnormally high, too high for export, and almost too high for packing. Some packing, however, is being done by the commission man, but what the consumer is doing to keep it is left to the readers' speculation.

And now comes the case for the country merchant. What is he doing to keep the trade which is his by right? He ought not to let this business filter through his fingers, but should strive to keep the trade which is properly his. There is one thing he can do. He can make his store attractive to the farmer (for rest assured the present situation is unusual and will not last) and should make it a convenient meeting place for the farmers' friends. He might have a little tea room attached to his store which would serve as a magnet to draw the farmer and butter-maker to his establishment. The farmer appreciates, as do the rest of us, visits to the place where he will meet his friends, and if he can combine business with these pleasant outings there is not much else to be desired. The country general merchant and the commission man have done much to relieve the farmer and butter-maker of their business worries in the past and they can do so again. Trade conditions are continually changing, but the merchant with his eyes open to business opportunities is always ready to meet changing conditions.

TOBACCO IN WESTERN ONTARIO.

The tobacco situation in the western counties of Kent and Essex has of late attracted much attention, particularly in view of the Dominion Government's legislation providing for the same stamp being used for both home grown and imported tobacco.

The consensus of opinion is that not for many years has so little tobacco been grown as in 1908. Last year there was a heavy production and the bottom dropped out of the market. This spring growers who had been holding their product for higher prices were glad to take 4c. or even 3c. a pound. This year farmers are growing tomatoes for the canning factories, or sugar beets for the Wallaceburg and Mount Clemens sugar companies. These crops, with contracts signed in advance, afford a certainty of returns. According to many growers, there is no certainty in tobacco.

Hitherto the tobacco grown in this district has been almost entirely for chewing purposes; by far the larger proportion has been Burley. Cigar leaf tobacco, successfully grown in Quebec, has been scarcely attempted here. Much of the growing has been unscientific and a quality of leaf poor even for Burley has resulted. There have been startling variations in price. In one year little tobacco would be grown except by those who made a profession of it, and therefore understood the growing and, more important still, the curing of the weed. As a consequence, the general quality would be excellent and prices high. High prices would tempt into the field an army of unskilful growers, who understood no more about tobacco growing than that there was money in it, and the ensuing year would see every farm and every garden dotted with tobacco patches. An overproduction of tobacco, much of it of poor quality, would result, and prices would drop almost instantaneously to the vanishing point. The third year only the professional growers would be in the field and prices would rise. This see-saw, big crop and small prices, small crops and big prices, has gone on for years, with little variation.

As a result, those growers who have kept on year after year, and have consequently learned the business thoroughly and scientifically have been in a minority. Reasonable stability of prices, so essential to the building up of a great industry, has been lacking. Unskilful growers, tempted into the business by high prices, with no notion that quality has also been an essential, have at times demoralized the market. As a result, the growth of the common Burley tobacco has received a hard blow.

The manifest remedy for this condition of affairs is the growth of a higher quality of tobacco, suitable for cigar manufacture. Spanish Zimmer is suggested, and samples already grown have been pronounced excellent, fully equal in quality to the imported leaf. The Essex peninsula—including part of Kent—seems to possess suitable soil and sufficiently favorable climatic conditions. Ernest Bailey, who has recently started a cigar factory in Kingsville, is authority for the statement that tobacco of the required grade can be successfully

grown here. This view is confirmed by Mr. Barlow, a London, England, tobacco man, who is now studying the field with a view to creating a trade with England in the Canadian grown product.

Lack of adequate knowledge as to the best methods of drying and curing the leaf has had a hampering effect on the industry in the past.

There seems every reason to believe that cigar leaf tobacco can be successfully grown here. What is needed is a greater willingness on the part of growers to experiment, and the application of scientific principles to a trade which, to be successful, must be treated as a science.

MONEY-MAKING DEPARTMENTS.

In another column a very interesting story is reproduced from the New York Herald. It tells how the seven Whelan brothers have built up 405 stores and a three million dollar business in seven years in New York City in cigars alone. From time to time during the last six or seven years, The Grocer has been educating the retail merchants, and particularly those in the smaller centres, to make a specialty of cigars. This shows that The Grocer has been working on the right lines. The experience of a number of retailers who have taken up our suggestion is a further proof. This is one department of work to which The Grocer in the last few years has been devoting attention—the adding of small departments and features to the regular business which will make money and draw custom. We Canadians are extremely conservative people. It takes a long time to move us, but The Grocer believes that every live retailer in the country will eventually put in this department.

Oddly enough, there is one subscriber who does not approve of our policy of suggesting plans by which more money can be made. He discontinued his subscription on this account. If he sold more goods, he would be helping the manufacturer. When questioned by our representative, he admitted it would also help himself. Fortunately there are few men like him. They are in the class with the man who was criticizing Rockefeller, and boasted that the oil king had made nothing out of him for he had used candles. His reply to his friends' remarks that Rockefeller made $30 every time the clock ticked was: "For heaven's sake stop the clock!" There are a good many men like the latter who, refusing to put forth effort themselves, are bitterly jealous when some hardworking business man attains success.

Some years ago The Grocer had a firm proposition from a merchant in Oakville to pay for a copy for every retailer in his town if we would agree not to send the paper to anyone but himself, because the information he secured would give him so great a business advantage over his competitors that he could well afford it. After a heart-to-heart talk with the editor he changed his mind and went away wanting every man to subscribe. By shutting out his competitors he would gain a temporary advantage, but he realized that in the long run the perusal of a good paper would make better business men of them; they would learn something about the cost of doing business; they would not be price cutters; they would conduct their affairs on sane lines to make money and they would become broader and better business men.

THE SUBSCRIPTION NUISANCE.

With the advent of midsummer and the picnic season, the grocer and merchant generally is pestered with continued requests for prizes, for cash subscriptions and for donations in goods to help eke out the success of local picnics and excursions. This is a nuisance which in some localities assumes a particularly troublesome form, and which is only endured because of the fear of offending a number of customers.

Suppose the Presbyterian Sunday School in K—— is organizing a picnic. Jim, the grocer, is approached and asked to donate a certain amount of cash or goods to buy prizes for the inevitable games. If Jim is a Presbyterian, and if his kiddies attend the Sunday School, this isn't so bad, but as likely as not, if he gives something, a couple of weeks afterward along come the Methodists with a similar request, and the Anglicans and Baptists and Congregationalists, and all the other denominations follow suit. If he gives to these, and he can't well help it, the local lacrosse and baseball teams will probably take advantage of his generosity and ask for something further.

And thus the trouble goes on from week to week during the summer months. The evil, and it is an evil, is one that ought not to be countenanced. Though in a few cases it may work out so as to put the grocer in a better light in the community it has become so common a thing that this scarcely applies. In any event, it is not good business and we thoroughly believe that the grocer who refuses politely, though firmly, to countenance such requests will be a good deal better off in the end.

The Retail Merchants' Association has a scheme in operation in some towns to avoid such things which is said to work well. In the stores of the members are placed cards to meet just such requests, referring the applicant to the local secretary of the association. Through him they are again referred to the general authorities in Toronto, and the matter is usually sidetracked without further trouble. This scheme, or a modification, might well be adopted in a town where the subscription or ticket-selling practice is troublesome.

THE SITUATION IN THE WEST.

The Western Viewpoint by our special correspondent.

Winnipeg, July 10.—The city is in the throes of the annual industrial exhibition and this year special interest attaches to it on account of the combined effort to be known to the world as "Trade Week." The exhibition has adopted colors, purple and white, and these will be lavishly used by all business houses in decorating their premises. Every business house in Winnipeg is sending out invitations to all its friends and customers in the country to come to Winnipeg for trade week. Handsome prizes are offered for the best decorated delivery rigs, the best decorated store front, the best decorated house, and the best decorated automobile, and $25 for the best motto to act as a slogan for Winnipeg. The spirit of camaraderie that is being developed among the business men of Winnipeg is not the least valuable result of this method of advertising the city.

All roads lead to Winnipeg this week and the merchants and business men generally are working shoulder to shoulder to see that people from outside travel those roads this week if they never did before, feeling sure that once they have been they will come again.

The situation of the growing crop is unchanged beyond the increase in reports of grain headed out which continue to come in from all parts of the country. The wheat situation as to market shows that wheat advanced just as far as it receded the previous week, mainly on a decrease in visible, bad weather in the winter wheat belt, and bad weather in Europe. A feature of the Winnipeg market is the continued fairly heavy receipts, which amount to about 75,000 bushels daily, and which go to show that there are easier things in life than estimating a short crop.

Already jobbing houses are beginning to feel the impetus of the prospect of a bountiful harvest and they in turn are stirring up the factories with orders. The general trend of wholesale trade at the present time, exceedingly encouraging for the end of the first period of the crop year, finds everything in very much brighter and more hopeful condition than last year, and business is increasing in proportion.

By the time the fair is closed in Winnipeg it will be possible to estimate to a great extent the conditions of trade for the coming fall and winter, but at present nothing could be more favorable for a very general revival in business of all kinds. The west has got its second wind and a good crop this season will have an effect that no single crop could have had in the past.—H.

THE GROCER OF THE GOLDEN WEST

How Western Business and Western Conditions Impress a Bright Young Ontario Grocer—Written Specially for The Canadian Grocer by Mack J. Ray.

Condie, Assa., July 9.—The land of vast priairie expanse, of golden sunsets, of beauteous scenery—the land of wheat, of push and energy—does this land produce the same brand of merchant as the far-off east?

Yes and no. It produces a man that has generally had the best training the east affords. It creates a man that unites this experience with the strength and vim the west gives, a man that stakes his all with this, his adopted country, and sinks or swims with it, generally manages to float anyway.

The western merchant has in the past so bound himself up with long credits that if the year is good he is in clover, if bad, in financial distress. Last year was admittedly poor, so slim that the storekeepers began to retrench, like the small boy who has burnt his fingers with a firecracker—he resolves never to do it again—till the next time. So with the westerner. Everywhere the cry is "Cash. Let us do a strictly cash business." But just as soon as the wheat yields bountifully, as it shows prospects now, then the farmer's desire to increase stock, land and implements, the merchant's desire for improvements, for enlargement, brings on the old condition of credit affairs. Cash, strictly cash, would hinder progress, and progress we must have out here, it's in the air. The very food we eat makes us restless, we've a full head of steam on and we must succeed or blow up.

I've never met a western man yet that didn't believe in either advertising or window dressing. In Winnipeg the Olympia Cafe, one of the finest there, which probably sells more fancy fruits than any other store, has a window-dressing scheme that could be profitably adopted by any grocer. They have wooden pyramids filled with shelves and boxes, and covered with an evergreen moss, which makes the fruits displayed always seem fresh and inviting. The piles are arranged so as to not interfere with the store lighting.

Electric signs are strong features in Winnipeg, Regina, Calgary and the larger western towns. A novel feature is an "every minute flash of forced lightning" pointing out an illuminated sign.

In small towns the grocer has to carry a departmental store as a "side line," and one thing I've noticed, they are thoroughly alive to the necessity of showing goods and getting fair profits. It's really astonishing to see in a little "cow town," stores fitted up with Walker bins, plate glass show cases, cash registers, computing scales, refrigerators etc., as fine as any eastern store. It bespeaks the merchants' confidence in the west.

The tourist trade is a big item with all western stores. The traveler generally has money and is quite willing to part with it freely if the curios please him.

Western merchants as a class are more cordial to a stranger, more willing to talk business, crops and politics, anxious to learn and willing to teach from their own experience.

It does not seem to me as if the west offers much to a man already well-established in the east. It's so vitally different it would be like transplanting a hot-house plant to the garden—the change could be made, but at a cost of much discomfort. True, prices are high out here—they don't use coppers—but then, all costs are away up. The climate and air are bracing, however, there are less home comforts. But to the young man with health and strength and sufficient common sense to guide him, the famous advice, "Go west, young man" rings true, and if he has capital enough to start, and starts in the right place, nothing can stop him but bad luck in the shape of poor crops.

Back east a man has to prove himself before he is accepted to one's confidence. Out here, they accept first and prove you afterwards. Of course, they are hard if you fail to make good, but mighty generous if you fulfill their expectations.

Certainly a young man with capital enough to start in business back east should consider well before he decides to come out here. Weigh it carefully. Perhaps out west here would be better. It's a growing country. Grow up with it. Boost it all you can. It's bound to take you up with it.

In conclusion, let me state that a trip west is a splendid business education. It will broaden you, make your ideas bigger, and fill out your chest. Cut out business for six or seven weeks and let your partner or head man run things for a while. You'll never regret the time spent on the great, expansive prairies, the days at Banff, the experiences in busy, bustling cities. It's all good, it's all healthy, and you'll go home a man with energy for two years' work.

Canadian Store Interiors—H. C. Harrington's Grocery, Sydney, C.B.

WRAPPING UP MEAT.

An exchange has the following to say about the wrapping of a neat package:

"If you work in a store where each salesman wraps the goods he sells, do by all means strive to make your packages the neatest. It is very embarrassing and disgusting to a customer to go on the streets with a package all mussed up in wrapping. Never take more paper than is necessary to cover the goods well, and in tying use only enough twine and don't place the ends of the string in your mouth to hold it; wrap it around one finger, and in wrapping, don't lift your package above the counter more than you can possibly help, neither get it down on the floor."

This advice is particularly adaptable to the provision shop where meat, which is a decidedly awkward thing to wrap up, is frequently carelessly thrown into a paper and given to the customers that way. The result is that the blood leaks through and makes a decidedly nasty mess of a customer's clothes, not to mention their temper. A little care and a good stout paper, with a bag to put the parcel in, will do away with any discontent on the part of the customer over a sloppily done up parcel. Even though the price of paper is high, it certainly will pay in the increased custom and satisfaction it will bring.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Sugar—Firm.
Beans—Continue stiff.
Tea—More activity.

Montreal, July 15, 1908.

Trade during the week has been only fair. Most of the people who intend leaving the city for the summer are away now, as the continued hot weather would exert a tendency to drive them to the country. Butter has gone too high to be an export product. Advices from the lobster fisheries report a small pack, therefore high prices in this commodity may be expected. Nothing of great importance has occurred during the week, which has been decidedly on the dull side.

TEA—A cable just to hand from Japan advises second crop teas are just about all taken up and also reports further advance of market owing to large increase in demand for home consumption, coupled with scarcity of suitable teas. Ceylon Pekoes have been in fairly good demand, likewise Indian Pekoe Souchongs. Some activity is recorded in gunpowders also.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25½
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—The demand has been good during the week, some of the better brands especially distinguishing themselves. There has been no change in the quotations since our last issue.

Jamaica	0 16	0 20
Java	0 20	0 30
Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos		0 11½
Maracaibo	0 14	0 19

Roasted and ground 20 per cent. additional.

SUGAR—There is an increased demand for refined sugar and as a result the market is firm. Conditions existing in the primary markets, in consumption and annual production, seem to indicate that sugar prices will be maintained at a high level for some time. Prices have not changed since last quotations.

Granulated, bbls	$4 90
" ½-bbls	5 05
" bags	4 8
Paris lump, boxes, 100 lbs	5 70
" " 50 lbs	5 80
" 25 lbs	6 00
Extra ground, bbls	5 15
" " 50-lb. boxes	5 40
" " 25-lb. boxes	5 65
Powdered, bbls	5 05
" 50-lb. boxes	5 25
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 50
No. 1 " bags	4 45

SYRUPS AND MOLASSES — There has been a fairly good demand for corn syrups during the week, but other lines have been somewhat neglected. The prices are unchanged.

Barbadoes, in puncheons	0 31 0 35
" in barrels	0 33½ 0 35
" in half-barrels	0 34½ 0 36½
" fancy	0 34
" extra fancy	0 36½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03½
" ¼-bbls	0 03½
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—A fair amount of trade only is passing in this market and prices are unchanged.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 07½ 0 08½
Pure syrup, 8½lb. tin	0 60 0 65

SPICES—Demand is fair for small lots and the market is steady. Peppers have shown a little more activity. The prices remain the same.

	Per lb.
Peppers, black	0 14 0 20
" white	0 18 0 27
Ginger, whole	0 16 0 20
" Cochin	0 17 0 20
Cloves, whole	0 17 0 30
Cloves, ground	0 25
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 25 0 60

DRIED FRUITS—There has been some demand for raisins and currants, with other lines somewhat neglected. Advices from California state that the greatest reduction in prices will be in apricots, of which there is a bountiful supply, and in fact everything is in good supply, except prunes, which will be considerably short of last year. It is felt that the prices will be much lower, but their exact stopping places are hard to determine, therefore, dealers are going cautiously in the matter of placing orders. There has been a futile attempt among the producers to boost prices, but it is thought prices will come to natural level based on the economic law of supply and demand.

Currants—	
Filiatras, uncleaned, barrels	0 06 0 06½
Fine Filiatras, per lb., in cases	0 06 0 06½
" " cleaned	0 06½ 0 07
" " in 1-lb. cartons	0 07 0 07½
Finest Vostizzas "	0 07 0 08
Amalias "	0 05½ 0 06½
" 1 lb. packages	0 07½
Sultana Raisins—	
Sultana raisins, per lb	0 10 0 11
" " 1-lb cartons	0 14
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 09½ 0 11
Four crown, fancy, 10-lb. boxes	0 08
Three crown	0 07 0 08
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs, " " box	0 25 0 30
Valencia Raisins—	
Fine off-stalk, per lb.	0 04½ 0 05
Selected, per lb.	0 06½
Layers, "	0 06 0 06½
Dates—	
Hallowees, per lb	0 04 0 05
Sairs, per lb	0 03½ 0 04
Packages "	0 05½ 0 06½
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 40
" " ½-box	1 00
"Royal Buckingham Clusters," ½-boxes	1 37½
" boxes	
"Excelsior Windsor Clusters "	5 50
" ¼s	1 50
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 10 0 11
Choice seeded, 1-lb. pkgs	0 09 0 10
Loose muscatels 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb.	0 31
Peaches, "	0 11
Pears, "	0 11

Prunes— per lb.

Oregon prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 08½ 0 09½
" " " 50-60s	0 08 0 08½
" " " 60-70s	0 09
" " " 70-80s	0 07½ 0 08
" " " 90-100s	0 06½ 0 07

RICE AND TAPIOCA—The local trade in rice has been fairly brisk during the week. Tapioca has been somewhat slower. An advance in the primary markets is anticipated in rice, although no definite cables have reached this side yet announcing this fact. Prices remain unchanged.

B rice, in 10 bag lots	3 20
B rice, less than 10 bags	3 30
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 05½ 0 06

BEANS—The bean market is firm and a good demand has been its chief characteristic during the week. The stringency in the market is due to the financial depression, when beans are regarded as a cheap and highly nutritious food by the poor. The price continues around $2.15 to $2.25 although some lots have been offered at $2.10, but are now exhausted at this price.

Choice prime beans	2 15 2 25

EVAPORATED APPLES — Demand has been dull and the price has not changed.

Evaporated apples	0 07 0 07½

CANNED GOODS

MONTREAL.—There is a good demand for canned fruits and vegetables. Canned fish has also been in fair demand. Canned meats have been somewhat neglected. The lobster pack for this year is smaller than last year, and it is thought high prices will prevail in this market.

TORONTO—Considerable more interest in futures has been manifest during the past week and a good many grocers are now buying somewhat freely. Last year's goods are going fairly well this week, particularly peas, corn and tomatoes. Tomatoes are said to be almost cleaned out, and the market will be pretty bare when the new pack goods come in.

NEW PRICES—1908 PACK.
VEGETABLES.

	Per doz Group 1.	Per doz Group 2
2's, sliced, br., "Simcoe"		.95
Beets—		
2's, sliced, b.r., Simcoe		.95
2's, whole, b.r., "Simcoe"		.95
2's, whole, br. "Rosebud"		1.15
3's, sliced, br., "Simcoe"		1.25
3's, whole, br., "Simcoe"		1.25
3's, whole, br., "Rosebud"		1.40
2's, golden wax, midget, "Auto"	1.25	
Beans—		
2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85

3's, ditto	1.40	1.35
2's. Refugee, midget, 'Auto'	1.25	.....
2's, Crystal Wax	1.00	.95
2's, Red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's corn	.90	.85
Gals., corn-on-cob	.....	4.50
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's cabbage	.95	.90
2's cauliflower	1.50	1.45
3's cauliflower	1.90	1.85
2's parsnips	1.00	.95
3's parsnips	1.10	1.05
Peas—		
1's, No. 1 extra fine sifted	1.10	1.05
2's. No. 4 standards	.80	.75
2's, No. 3 early June	.85	.80
2's, No. 2 Sweet Wrinkle	.95	.90
2's, No. 1 extra fine sifted	1.40	1.35
Gals., No. 4	3.75	3.70
3's pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's table spinach	1.30	1.25
3's table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's succotash	1.20	1.15
3's squash	1.15	1.10
Gals., squash	3.55	3.50
2's tomatoes	.90	.85
3's tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's turnips	1.00	,95

FRUITS.

3's apples, standard	1.00	.95
3's apples, preserved	1.45	1.40
Gals apples, standard	2.55	2.50
Gals, apples, preserved	4.00	3.95
Blueberries (Huckleberries)—		
2's standard	1.20	1.15
2's preserved	1.70	1.65
Gals, standard	5.05	5.00
Cherries—		
2's, red, pitted	1.95	1.90
2's red. not pitted	1.55	1.50
Gals. red, pitted	.....	8.00
Gals. red, not pitted	.....	6.50
2's black, pitted	1.95	1.90
2's, black, not pitted	1.55	1.50
2's white, pitted	2.05	2.00
2's white, not pitted	1.65	1.60
Currants—		
2's red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals. red, standard	.....	5.00
Gals. red, solid pack	.....	7.00
2's black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals. black, standard	.....	5.25
Gals. black, solid pack	.....	8.00
Gooseberries—		
2's, heavy syrup	2.15	2.10
2's, preserved	2.40	2.35
Gals., standards	.....	6.00
Gals., solid pack	.....	8.00
Grapes—		
2's white, Niagara, pres'd.	1.45	1.40
Gals., ditto., standards	3.55	3.50
Lawtonberries—		
2's, heavy syrup	1.95	1.90
2's, preserved	2.20	2.15
Gals., standards	7.55	7.50
Peaches—		
1½'s, yellow, (flats)	1.70	1.65
2's yellow	1.95	1.90
2½'s yellow	2.65	2.60
3's yellow	3.05	3.00
3's yellow (whole)	2.30	2.25
2's white	1.85	1.80
2½'s white	2.55	2.50
3's white	2.80	2.75
3's, pie, not peeled	1.45	1.40
Gals., pie, not peeled	4.30	4.25
Gals., pie, not peeled	6.05	6.00
Gals., assorted pie fruits (add 5 p.c.)		
Pears—		
2's Flemish Beauty	1.70	1.65
2½'s Flemish Beauty	2.00	1.95
3's Flemish Beauty	2.15	2.10
2's Bartletts	1.90	1.85
2½'s Bartletts	2.20	2.15
3's Bartletts	2.35	2.30
3's pie, not peeled	1.30	1.25
Gals., pie, peeled	4.05	4.00
Gals., pie, not peeled	3.55	3.50
2's, light syrup, "Globe"	.....	1.25
3's, ditto	.....	1.85
2's pineapple, sliced	1.95	1.90
2's, do., grated	1.95	1.90
2½'s, do., whole	2.45	2.40
Plums—		
2's, Damson, light syrup	1.00	.95
3's, ditto	1.40	1.35
2's Damson, heavy syrup	1.15	1.10
2½'s, ditto	1.80	1.75
3's ditto	1.90	1.85
Gals., Damson, standard	2.90	2.85
2's Lombard light syrup	1.00	.95
3's " "	1.45	1.40
2's " heavy syrup	1.20	1.15
2½'s " "	1.85	1.80
3's " "	1.95	1.90
Gals. " Standard	3.05	3.00
2's G. Gage, light syrup	1.40	1.35
2's " heavy syrup	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00
3's " light syrup	1.85	1.80
Gals. " Standard	4.05	4.00
2's Egg, heavy syrup	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00
Raspberries—		
2's, red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals., red, standard	7.05	7.00
Gals., red, solid pack	9.80	9.75
2's, black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals., black, standard	7.05	7.00
Gals., black, solid pack	9.80	9.75
2's, rhubarb, preserved	1.80	1.75
3's rhubarb. preserved	2.45	2.40
Gals., rhubarb. preserved	3.30	3.25
2's strawberries, heavy syrup	1.95	1.90
2's " preserved	2.20	2.15
Gals. " standards	7.05	7.00
Gals. " solid pack.	9.80	9.75

ONTARIO MARKETS.

POINTERS—

Sugar—Firm.

Beans—Stiff.

Future Canned Goods—Moving freely

Teas—New crop Indian offerings small.

Toronto, July 16, 1908.

Wholesalers report business this week as quiet, with few new features. The fact that farmers are busy with harvesting operations is probably having some effect on the situation, though some think everybody is waiting to see what will develop after the new crops are harvested. The next two weeks, with the grocery travelers off the road for holidays, will also be unusually light ones for the jobbers.

Local staple grocery markets are practically featureless this week. Beyond good business in sugar and rather better demand for teas there is little to note.

TEAS—Business locally is a little brighter than it has been for some months, and jobbers are buying in some quantities. In reporting the situation abroad, Thompson Bros.' weekly circular, dated July 3, says: "Although little change in prices has taken place during the week, the auctions have passed with a rather easier tone for the lowest priced descriptions while a somewhat firmer market may be noted for the better grades. The amount offered in the Indian sales during the past few weeks confirm our previous opinion that this crop would be closed nearly if not quite about the end of last month, so that supplies for the current month are likely to be less than the requirements. The offerings of the new season's Indian teas, though slightly increasing in volume each week, have been too small to warrant an opinion on the quality of the crop; but speaking broadly it seems fully equal to that of last year, and, judging from some musters received from Assam a few fine invoices at all events are being manufactured."

COFFEE—Business locally continues fairly good, with prices fairly steady.

SUGAR—With the brisk demand of the preserving season, business is very good. The jobbers have laid in supplies of the new brands, Imperial and Beaver, and sales of these are said to be quite free. The beet-sugar manufacturers also claim to be doing good business. Prices remain steady on local markets, though the position is firm. The situation in raws is outlined by Willett & Gray, as follows: "As regards the general condition of the raw market, all buyers are indifferent and inclined to leave the market quiet and steady at about current quotations. A good quantity of sugar altogether from the various countries, Cuba, Porto Rico, Java and Europe are available on the market when wanted at the basis of, say 3c c. & f. 95 degrees Centrifugals, equal to 4.39c per lb. duty paid 96 degrees test, which makes the offerings practically the same as spot quotations. Beet sugar opened and closed at 11s 5¼d and selling at 11s 6d in the meantime thus giving no special influence here. As regards the future of the raw market there is enough purchasing to be done the next 60 days to continue the market steady and firm, but not enough to cause any undue excitement. We reach this conclusion from an examination of the business to date and of last year to this time. Up till July 9th last year the refiners secured supplies in stock and afloat and bought for shipment approximately 562,000 tons, while requirements for melting for July-August-September were 555,000 tons, leaving for stock October 1st, 7,000 tons, plus whatever amounts were bought between those dates, which proved to be about 227,000 tons, inasmuch as the stocks on October 1st were 234,000 tons. It will be noted that the quantity of sugar secured for the United States early in July, 1907, was quite sufficient for the actual requirements for meltings, but not sufficient for the normal carrying stocks. Virtually the same condition exists now; the secured sugars in stock and afloat and bought for shipment are approximately 559,000 tons. With the same meltings as last year (555,000 tons) the surplus is 4,000 tons. Under present conditions, further purchases of 150,000 tons during the next two months would

seem to be sufficient to provide a carrying stock for October 1, 1908. Cuba can supply 100,000 tons of this if so disposed, and Europe and Java the rest; and inasmuch as these purchases must come into the present crop values of beet-sugar, and not into the new crop value at 1s less, there is good reason for our previous statement that the necessary business to September 1st will be sufficient to warrant firm and steady values and without unusual excitement. Crop reports from Cuba show visible crop to July 1st, 925,397 tons, indicating a final total of about 950,000 tons. The weather is favorable for the growing crop, of which no estimates are yet of value."

Paris lumps, in 25-lb. boxes	6 15
Paris lumps, in 50-lb. boxes	5 95
" in 100-lb. "	5 85
Paris lumps, in 20, 5-lb. boxes	7 00
St. Lawrence granulated, barrels	5 00
St. Lawrence Beaver	4 75
Redpath's granulated	5 00
Redpath's Imperial	4 75
Acadia granulated, (bags and barrels)	4 90
Berlin granulated	4 90
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 "	4 70
No. 1 "	4 60

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Business is dull, with no local changes. The following circular was sent to the wholesale grocery trade by the Dominion Molasses Co. last week: "Owing to the unexpected short crop of molasses at Barbadoes, due to the season having closed much sooner than was expected, as well as to the high prices which have prevailed there during the latter part of the crop, we find it necessary to advance the price of fancy Barbadoes molasses in puncheons to 35c per gallon from this date, subject to change without notice; small packages at the usual advance over puncheon prices." This has had no effect on the local situation as yet.

DRIED FRUITS—Little business is passing in these lines, all interest being centred in reports of new crop California fruit, which are expected to be considerably lower. Prices are steady.

Prunes, Santa Clara—	Per lb		Per lb.
100-120s	0 06	32-.0,25's, 50-lb. boxes	0 07½
90-100s, 50-lb boxes	0 06	70-80s "	0 08
80-90s "	0 07½ 0 08	60-70s, 50-lb boxes	0 07½ 0 90
" "		40-50 "	0 09

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 08 0 15
Tapnets, "			0 03½ 0 04
Bag Figs			0 04½ 0 05
Currants—			
Fine Filiatras	0 06½ 0 07	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		

Uncleaned, ½c less.

Raisins—	
Sultana	0 09½ 0 13
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias, new	0 03 0 06½
Seeded, 1-lb packets, fancy	0 11½
" 16 oz. packets, choice	0 11
" 12 oz. " "	0 09
Dates—	
Hallowees	0 05½ 0 05½
Sairs	0 04½
Fards choicest	0 08 0 09
" choice	0 08½

SPICES—Business is fair, with no new features.

Peppers, blk pure	0 16 0 20
" white pure	0 25 0 30
" whole, black	0 18
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 45 0 90
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 18
" whole	0 17 0 20
Mace ground	0 50 0 60
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

RICE AND TAPIOCA—Beyond a fair summer demand there is nothing new to note. Prices are as quoted.

	Per lb.
Rice, stand. B	0 03½ 0 03¾
B rice, 5 tag lots, delivered	3 05
Rangoon	0 03½ 0 03¾
Patna	0 05¼ 0 05½
Japan	0 05½ 0 06¼
Java	0 06 0 07
Sago	0 05½ 0 06½
Seed tapioca	0 06
Tapioca, medium pearl	0 05½ 0 06

BEANS—Little business is passing at the continued high prices. Demand is naturally rather light at this season.

Beans, hand picked, per bush	2 10 2 25
" prime No. 1, "	2 00 2 10
" Lima, per lb	0 07

EVAPORATED APPLES — Some business is being done, but demand is light.

Evaporated apples	0 07½ 0 08

HIDES AND WOOL—The hide market continues strong with small advances on offerings. Wool is steady with a slightly firmer feeling.

No. 1 inspected steers, 60 lbs. up	0 09
No. 2 " " "	0 08
No. 1 " cows	0 08½
No. 2 " "	0 07½
Country hides	0 06½ 0 07½
City Calf skins	0 12
Country Calf skins	0 10 0 12
Sheep skins	0 80 0 90
Horse hides, No. 1	2 50
Rendered tallow, per lb	0 05 0 06
Horse hair, per lb	0 27
Wool, unwashed	0 07 0 08
" washed	0 13 0 14
Rejects	0 10

TRAVELERS ON THEIR HOLIDAYS

The wholesale grocery business in Ontario will be comparatively quiet for the next two weeks and the retailers will be forced to get along without the calls of their genial friends, the grocery travelers. According to the arrangement made some time ago, the next two weeks, beginning July 20 the travelers of the Ontario wholesale grocery houses generally will take their holidays.

An interesting fact in connection with this is that the glorious old Drummers' Snack at Alton will be held on Friday and Saturday, July 31 and August 1 and that the travelers will thus all be able to attend.

CARMAN-ESCOTT CO. DISSOLVED.

By mutual agreement of the partners, the Carman-Escott Company, wholesale grocery brokers, Winnipeg, have dissolved partnership. The two former partners, Jos. Carman and W. H. Escott, each purpose continuing in the brokerage business independently. Mr. Carman is organizing the Carman Brokerage Co., and Mr. Escott is continuing in the business under his own name. Each is well known to the wholesale trade of Winnipeg.

Mr. Escott has worked up an excellent connection among the manufacturers and wholesalers of Winnipeg, being an experienced grocery salesman. Mr. Carman has been established in business in Winnipeg for a number of years. The Carman-Escott Co. has been a vigorous brokerage firm and many in the trade will be sorry to hear of the dissolution of the partnership formed in the early part of 1907.

WON "FLIGHT" IN GOLF FINALS.

Henry Wright, general manager of the MacLaren Imperial Cheese Co., distinguished himself as a golfer at the final games of the American Golf Association of Advertising Interests at the Lambton Club, Toronto, on Monday. Mr. Wright won the third flight in the finals from E. M. Hoopes, of Wilmington, Del., who, by the way, is quite a noted golfer, by 1 up.

After the game, when called on for a speech, Mr. Wright made quite a hit with humorous references. "I attribute my win," he said, "to three things. During the tournament I have breakfasted on Shredded Wheat Biscuit, polished my clubs with Bon Ami, and have drunk nothing but Scotch highballs (Spaldings). The references were received with a good deal of appreciation.

THANKSGIVING ON MONDAY.

Canadian travelers generally will welcome the news that was announced in the House of Commons on Tuesday regarding the setting of Thanksgiving Day. In reply to an enquiry by Mr. Kemp, of Toronto, the Prime Minister announced that Thanksgiving Day this year will be held on a Monday. Representations in favor of a change from Thursday to Monday have been made from various organizations, especially from commercial travelers, and the latter have been officially informed of the intended change this year.

W. B. STRINGER & CO. DISSOLVED.

It was learned with some surprise by the trade in Toronto this week that the wholesale fruit brokerage business, which W. B. Stringer and J. J. McCabe have carried on for some years under the name W. B. Stringer & Co., at 34 Church Street, was to be changed to some extent in that the partnership heretofore existing had been dissolved. The dissolution took place by mutual consent on July 10th.

As far as can be learned, W. B. Stringer will carry on the business, and Mr. McCabe will probably occupy himself with other interests.

PERSONAL NOTES.

Chas. Rishor, grocer, of Peterboro, was in Toronto on Saturday and made a pleasant call at The Grocer office.

A. V. Davey, formerly representing T. Kinnear & Co., in the Peterboro district, will hereafter represent Medland Bros., in the same territory.

HINTS TO BUYERS.

Reading notices under this heading will be accepted a 10 cents per agate line.

The trade is interested in requesting prices for molasses from the firm of Laporte, Martin & Co., Ltd., Montreal, before signing any orders. A word to the wise is sufficient.

The assortment of Canadian and imported canned goods carried by the firm of Laporte, Martin & Co., Ltd., Montreal, enables it to supply all wants. This firm is now booking its contracts for the new crop of canned goods. Its patrons can readily count upon the standard quality of the goods as much as on the advantageous prices quoted to all inquiring buyers.

CALGARY'S DOMINION EXHIBITION

Canada's Agricultural Progress Evidenced at Splendid Fair in Western City Last Week—Striking Exhibits from Various Districts.

Written for the Canadian Grocer by our Special Western Correspondent.

Calgary, July 7.—The Dominion Fair of 1908, held in this city, in the Province of Alberta, is now a matter of history. It is the sixth fair to be held under the direct auspices of the Dominion Government, and it is no reflection on those previously held to say that in many respects it was the best of them. On the face of it, it seemed impossible that a fair in any measure representative of the Dominion could be held so far from the Eastern Provinces, but the West is a country of magnificent courage, as well as magnificent distances, and Calgary Fair Board can now rest upon its laurels with the proud consciousness of having carried to a highly successful issue one of the most difficult propositions a Western town has ever tried to face.

Representative of Canada's Agriculture.

There were many things grown and made and bred in the great Dominion that were not on exhibition at this fair, but, speaking broadly, Canada is, and will be for many years to come, an agricultural country, and this phase of the great Dominion was well exemplified from coast to coast. There were herds of cattle, sheep and swine, from as far east as Quebec, and as far west as British Columbia. In fact, one of the strong features of the fair was the dairy and beef cattle from the East. In beef cattle the Province of Alberta was not as well represented as might have been expected, possibly because Alberta breeders have so recently gone in for finished herds, and this may have made them shy of running up against the satin-coated mammoths from the East, but in heavy horses, especially Clydesdales and Percherons, Alberta gave an excellent account of herself, and competition was very keen. Light horses, which were mainly confined to Alberta entries, were not strikingly good, as to a great extent Alberta has not yet gotten past the cow and polo pony stage. However, there was no evidence lacking that in the very near future Alberta will make a name for herself for both saddle and carriage horses.

Interesting District Exhibits.

Decidedly the most educational feature of the exhibition was the building devoted to District Exhibits. The exhibition offered prizes of $200, $150, $100, $75, $50 and $20 for the best exhibit made by any agricultural society or Board of Trade, setting forth the products and the advantages of any particular district. There were thirty competitors for these prizes, and their various exhibits filled from end to end one huge building. It was especially insisted on that exhibits must be grown or manufactured in the district exhibiting and must have been produced in 1907 or 1908. The districts were judged for wheat, oats, barley and other grains, native grasses, tame grasses, vegetables, fruit, manufactured articles, minerals and natural products, and also as to the artistic arrangement of the same. It would be indistinct to dwell upon the exhibits from each district, but that is hardly possible without taking up too much space. To old Westerners who thought they knew the country well, one of the great surprises was the number of points in both Saskatchewan and Alberta where timothy, clover and alfalfa are being produced, and that in large quantities. The number of districts growing peas was another surprise, while something like twenty-five out of thirty showed coal as one of their mineral products, and seventy-five per cent. of the districts showed brick and native building stone. Pincher Creek was the only district to show crude petroleum, and Moose Jaw, genuine fire brick. Medicine Hat had a large tank of natural gas which was operating a small steam engine, heating the furnace for a house and baking bread in an ordinary gas stove. In the evenings this exhibit was lighted with natural gas, and very effective use was made of Rudyard Kipling's story of "The Town That Was Born Lucky." Raymond made a fine exhibit of beets and beet sugar, while considering that so much has been said of the treeless prairies, it was surprising how many districts showed logs among their natural products and lumber among their manufactured articles. The following is a list of the competing districts in the order in which they were placed by the judges. Granum, Okotoks, Carstairs, Macleod, Red Deer, Cardston, Prince Albert, Pincher Creek, Leduc, Moose Jaw, Nanton, Didsbury, Raymond, Lethbridge, Innisfail, Ponoka, Claresholm, Olds, Vegreville, High River, Stettler, Regina, Vermilion.

Splendid Government Exhibits.

In addition to the district exhibits, three magnificent exhibits were put in by the Governments of Alberta, Saskatchewan and British Columbia. British Columbia not only displayed magnificent fruit and tomatoes, but also a fine collection of mounted specimens of deer, bear, mountain sheep, and of both salt water and fresh water fish. The mounted specimens of salmon were especially fine. Saskatchewan, in addition to a very fine display of grains and grasses, native timber and fur-bearing animals, had an exhibit that attracted almost universal attention. It was on one side a display of Indian work in beads and buckskin, such as we are all familiar with, and on the other a display of exquisite needle work in the shape of under garments, splendidly made boots and shoes, including a pair of patent leather tops for riding, wood carving and iron work, such as hinges, horse shoes and the like, the work of the Indian boys and girls of the File Hills Indian Industrial Schools. Alberta, however, presented the most striking display. The hanger of the Calgary Fair, showing the cowboy suddenly finding a trail stopped by a barbed wire fence, and a field of wheat has become familiar all over Canada, but at this exhibition the poster was reproduced in life, There was the actual field of wheat, the covey of startled prairie chickens fluttering above it, a badger darting for his hole in one corner, and back of all the startled cowboy reining back his steed from the barbed wire fence. The actual field of wheat was not more than twenty feet square, but with the help of mirrors the effect of endless vistas of wheat was produced.

The "Made in Calgary" Section.

The "Made in Calgary" part of the industrial building was intensely interesting, and showed how rapidly manufacturers are springing up here at the foot of the Rockies. Calgary manufactures flour, breakfast foods, soap, extracts, iron goods, buggies and busses, lumber and wood finishings and last and perhaps most becoming of the cattle country where no man goes afoot, saddlery and harness of all kinds. There were saddles on exhibition that sell for $1,000 apiece. They are perfect marvels of tooled leather, inlaid with silver, gold and mother of pearl.

There is only one harsh criticism to offer on the Calgary Fair and its managers. There are a great many United States citizens in the city and they have contributed not a little to the prosperity of Calgary and of Alberta, though as a matter of fact there is $100 of British capital to every dollar of United States money invested in Alberta. It so happened that the 4th of July fell within the dates of the fair, and the fair management with a desire no doubt to have as many days as possible with a record attendance, committed the very grave error of inviting the American association to hold a 4th of July celebration within the grounds of a Dominion Exhibition, apparently forgetting that while to the Americans the 4th of July represents the birthday of their nation, to every Briton it represents the loss of one of the fairest colonies ever attached to the British crown.

The fair management further made the mistake in their desire to do all honor to their American guests of hoisting the United States flag, even with the British, instead of below it, as is always the custom with an alien flag. They also wore exclusively American flags on that day instead of wearing the Jack above the Stars and Stripes. In fact at the celebration on the platform where all the officials and directors of the fair were gathered, with the officers of the American association and the United States Consul, the only man who wore a British flag was the president of the American association. It is not by such tactics as these that Canadians will earn or hold the respect of United States citizens, and it is hoped that the action of the Calgary Fair Board upon this occasion will never again be duplicated in Canada. H.

"Men Who Sell Things"

Salesmanship Not Altogether a Matter of Headwork—Sentiment and Heart-Promptings Are Important Factors—Dramatic Art Also Plays a Big Part—The Old-Timer and His Influence on the First-Tripper.

By Walter D. Moody Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER X.

The All-Head-and-no-Soul Salesman.

The riches of salesmanship depend as much upon what we sow as what we save.

The all-head man is like a sponge, absorbing everything and giving out nothing. There is neither much of sentiment nor of sympathy in his mental make-up.

We hear it said that the actions of one man proceed from his head, and those of another from his heart. This difference is usually pointed out by the man who prides himself on being "heady." It is well to be "heady," as the term goes, but there is such a thing as being too heady.

A salesman is too "heady" when he measures the value of every sale by mere head-work, and does not allow anything for the natural influence of the soul qualities; when he does not take into consideration the greater results which might have been attained through combining brain stuff with soul stuff.

On the other hand, a salesman is ruled too much by his heart when he disregards his head and either ignorantly or carelessly acts contrary to what sound experience has proven to be true.

Don't Neglect Heart Promptings.

Give heed to this, then: Use your head to make your plans and carry them out, but don't neglect the promptings of your heart, just because you meet with a few men who have more heart than common sense. Soul qualities, those which spring from the heart, give life to your plans and actions. Balance head action with heart action. I have known some very brainy men who were wretched salesmen, simply because they had neglected to develop soul qualities in gathering their mental equipment together. But you could not get them to see it.

The hardest kind of man to reach is the all-head man. "Stuff and nonsense," says he, when you talk about the soul playing any part in salesmanship. He waves you off with, "That will do for women and children, but don't talk it to me."

Strangely enough, failure is never humble.

That's because some one else is always to blame. We ourselves make our successes; the other fellow makes our failures. Failure, therefore, always thinks itself deserving of the success which it has not achieved.

The science of salesmanship involves the exercise of the positive qualities of the body, mind, and soul. The last is perhaps one of the most important factors in successful salesmanship. Practical psychology as a mighty motive power in business-getting is receiving marked attention on the part of intelligent commercial men everywhere. If traveling salesmen as a class were to set about the development of the powers and functions of the soul, such as faith, brotherly kindness, and reverence, and apply these in a practical way to the daily routine of their business life, the results of their work would be much enhanced.

On a certain occasion the sales manager of a large house called one of his salesmen to his office and said to him: "Mr. C——, you have represented us for two years in one of the best States in the Union. The results of your work have not been what we might expect. It is not our purpose to discourage you, but you have been two years planting seed down there—now for the harvest. We shall expect you to show largely increased sales during the next year.

"Now, let us examine the situation. You have an excellent territory, backed up by the strongest house in the world in our line; you have a personal asset in the way of general appearance that many men would give thousands to possess—a fine physique, a pleasing countenance, and a good knowledge of the business. But you lack one thing."

"One Quality Lacking."

"What is that?" asked the now thoroughly abashed but interested listener.

"Soul power, my boy. That's it. You remind me of a fine piece of sculpture I once saw in Rome. It was a statue of Moses by Michelangelo. The work was so lifelike and so perfect in every detail that the great artist was overcome, and in his excitement struck it a severe blow on the knee, as if to awaken it to life, and commanded, 'Speak, Moses!'

"Your work lacks life—life of a nature born of real interest in your customers. You must cultivate the qualities that will enable you to get close to people, permitting you to play upon the very harp-chords of the hearts of those with whom you come in contact. Learn to draw the sympathies of your trade to you, or you will never make your mark in salesmanship.

"Now it is an actual fact that men generally act more on feeling than judgment. If you make your customers feel like buying, they are pretty sure to buy, but if they do not feel like it they won't do it, even if they know they ought to. Your failure results from the fact that if there is no desire there is no possibility of doing business.

"Go out now and see if you cannot make your real power lie in your ability to awaken interest and create desire.

"Do not insist upon keeping yourself before your customer; bear in mind that he is not interested in you or your proposition. To make him care, begin as soon as possible by talking about his situation, never mentioning yourself. In short, show your customers that you are deeply interested in them."

Mr. C—— thanked his manager, and, departing, promised to act upon his advice.

The very first day of the following week recorded an order from him for five hundred dollars that he secured from an old "blue line" merchant on a line of goods that he had always bought in another market. He increased his sales that year twenty-seven per cent., and all other departments of his work showed a decided improvement. He continued right on the next year to grow in usefulness to himself and his house, in a way that he had not dreamed of.

The power to sway people is not altogether a gift, by any means. It can be cultivated. In most cases it merely requires an awakening of the soul faculties, as in the career of Mr. C——.

The great majority of salesmen have neglected this side of their education, either from ignorance of its tremendous power as a commercial and selling asset, or because they regarded it from an erroneous standpoint, believing it should be regarded as mere sentimentalism.

Similarity of Professions.

The work of the salesman differs little in character from that of the lawyer, the preacher, the actor, or the statesman. In each of these professions success depends on the power to draw and persuade people.

From a business standpoint, the most important self-knowledge is the discernment of one's powers and the possibilities of their development. One of the greatest of these is the power of attraction. Many a great statesman has attained political favors of the highest nature by his wonderful psychological powers.

Some men have the faculty of easily winning consent from the majority of their acquaintances; at least, to almost anything they propose. The essence of this quality is not in their logic—in the arguments and reasons with which they are equipped—but in rousing an impulse in the listener to agree to the proposition that has been advanced, before hearing all the evidence, which he would usually require before making up his mind.

Some years ago a remarkable demonstration along this line occurred in the city of Chicago, when from some previously unheard of western town there came William Jennings Bryan, an unknown Congressman, as a delegate to a national political convention. In him this power had reached a wonderful degree of development. It had an irresistible effect on most of the people who heard him. He did not have to force the acceptance of his views on the convention—the convention's acceptance was a matter of course so soon as he claimed its attention. The man from the west sprang into leadership by acclamation; he received the unanimous nomination for the presidency of the United States, putting all other candidates entirely out of the race.

Dramatic Art in a Salesman.

Psychology forms the very basis of dramatic art. It is that power developed to a marked degree in a minister of the Gospel that causes him to move and sway a great concourse of people, drawing them to himself as one man. Salesmen who have developed this quality, in relating experiences of certain transactions, often speak of having felt a peculiar power of persuasion that could not possibly result in anything but success. Let the salesman once taste it, and a peculiar longing to meet people and sell goods will fasten itself upon him, impelling him, like Alexander, to look for new worlds to conquer. He will then have come into full realization of what it means to exert the power of his soul functions to the fullest degree, and his success will be an assured fact.

Merchants will buy a bill from the purely "head" man now and then because he is surrounded with an atmosphere of seeming superiority, but they do not bestow on him large and continued favors. Somehow or other their sympathies are inclined toward the genial fellow who employs genuine wholeheartedness with his headiness.

One of the "headiest" salesmen in our establishment gloried in the boast of a twenty years' experience on the road. He was a past master at analyzing a proposition; a regular "stand patter" on system. He constantly held up his sleeve a dozen theories for the successful management of every branch of the business, from the shipping department to the office of the president.

He kept a watchful eye on every one about the place. For any one to make a mistake was with him an unpardonable sin. If an error occurred in any department, he went railing and fuming about, unmindful of the fact that his business was that of selling goods; forgetting in his uncharitableness, or rather, perhaps, never having known, that the man who never made a mistake never made a success of business.

"The Man Without Sunshine."

There was a certain geniality of facial expression about this mathematically correct stickler for precise business methods, but there was no sunshine in his soul. He never spoke a kind, helpful word to any one or about any one. He had no sympathy in common with his fellowmen, not the faintest conception of the life-giving precepts founded on the brotherhood of man.

While still a young man, in place of crowning each successive year with increasing sales, he became soured and embittered, on finding his annual sales falling off and his salary cut down. This same man might have been a power in his profession, had he but known and applied the A B C of practical psychology in the daily routine of his work.

The brand of salesmanship that pays is the sort that plants the seed of the brotherhood of man in the soul, cheeriness and gentleness in the voice and manner, charity toward others in the thoughts, and a sympathetic, wholesouled genuineness in the hand-shake. There is no better selling-asset on earth.

The all-head and no-soul salesman must learn to mix soul stuff with his "grey matter," if he ever expects to achieve lasting results.

CHAPTER XI.

The Old-Timer.

Don't get your headlight behind; reminiscence means stagnation.—Elbert Hubbard.

Next to being turned doen in his first town, the youthful first-tripper encounters no greater discouragement that that of his initial meeting with the professional pessimistic old-timer, with his perpetual grouch.

A few words with this grumbler cause the young man to feel the whole world of salesmanship is a dismal slough; that nowhere in the great desert of commercial life is there a single oasis where the dusty, travel-stained wayfarer may rest his tired limbs and take fresh hope with which to renew his arduous journey. Nothing in the wide, wide world is as good as it used to be; everything is on the highway to perdition. If some good genie could only come along and by a wave of the hand and a "Presto, change" turn the whole business world backward twenty-five or thirty years to where it was when he first took up his gripsack, then the traveling man would have a fair chance.

Troubles of the Pessimist.

Where is the commercial traveler who has not encountered him and given him a wide berth? He is to be seen in the hotel lobby, disputing his bill with the clerk because something or other went wrong. Next he is found quarreling with the baggage agent at the depot for charging too much excess on his trunks. In the smoking compartment of the train he is telling the boys—if he is fortunate enough to have any listeners—that business has gone to the dogs, and that a traveling man's life at best is nothing but a weary pilgrimage.

If he has a beaten path, he is soon singled out as a bore and left to himself. For the same reason he loses business, his customers finding pleasure in giving their favors to the man who approaches with a light step and a cheery smile.

Not all old-timers are of this class by any means, but there are enough of them to warrant a passing glance at the type. The best thing for any young man to do is to leave him severely alone to continue his grumbling where no harm may be done.

No character is more beautiful in the business world than the man's of advanced years who has come all the way down through the trials and uncertainties of a busy career and preserved a cheerful disposition and optimistic temperament, keeping step with all the changes that betoken progress in any line of industry.

You cannot go forward to any prize without leaving behind many things that seem desirable.

Pessimism dwarfs and dries up the soul; it kills ambition.

Honest admiration for progress is an incentive to good work; it develops and gives strength to all the ambitions.

Among commercial travelers there are many men of actual ability whose entire lives have been thrown away because of their bitter hatred for and constant opposition to progress of any sort. A habit of mind once formed is hardly ever lost; and there is no more common habit, unfortunately, among this class than that of envy and bitterness toward innovations. Among salesmen how many words are wasted in decrying the real worth of others! A successful salesman, old or young, is too busy to think of changing times or of what others are doing, unless it be to look occasionally with approval and admiration at the progressive and the successful and say, "I am glad that times are growing better," or "I am pleased he is doing so well. I shall try to improve also."

Do we not all know instinctively, as soon as we hear a man talk optimistically or praise another freely and highly, that the man who talks thus is himself on the right track? And do we not all know that the man criticizing, attacking and belittling real effort is small, and growing smaller?

Unless the heart is light, we cannot keep pace with the times.

"Bigotry puts blinders on the best of men."

The Value of Keeping Step.

The value of keeping step is humorously illustrated in a story I once heard Alexander H. Revell, a prominent Chicago merchant and public-spirited man, tell on himself.

In the year 1877 he joined a regiment of state militia. On a certain public occasion before Mr. Revell had graduated from the awkward squad, the regiment turned out on dress parade, he being given the end of a line in the march. He had a maiden aunt with soldier blood in her veins, inherited from colonial days. She, with others, had a prominent place in the store window facing the line of march. As the regiment appeared, her enthusiasm knew no bounds. The old-time spirit fired her blood, as she fairly glowed with satisfaction, commenting on each company as it passed. When the company arrived in which her nephew was marching, she was observed to wear an expression of perplexity, and was heard to remark: "Look! look at that company! Every single man is out of step except my nephew Alexander."

The trouble with every old-timer who is out of tune with the universe is that he thinks everything in it is out of step and out of harmony but himself.

While engaged in a special line of work in connection with the Chicago Commercial Association I once had occasion to call to arms a large number of business men in that city eligible to membership. Among the hundreds of replies received there was one from a man old enough to be my grandfather that set my red corpuscles to tingling. It is the best illustration of optimism in old age that I have ever encountered. In the hope that it may inspire every young man, as it did the author, I publish the letter verbatim.

"My Dear Sir:

"Your kind invitation to become one of the Bully, Busy, Brother Boosters is received, and I am exceedingly sorry to have to send regrets, only on account of my financial inability.

"Yes, I attended the Goodfellowship Supper and took great delight in the many good things that were said about Chicago, and to see the determination of that magnificent body of live men, live workers, showing they were all connected with a live wire, and would make

Chicago a good place to live. I first saw Chicago the year that Mr. Wacker said he was born—1856.

"My heart is with you, and what influence I have shall be used toward making Chicago a greater Chicago, and in doing what I can to improve the condition of my fellowmen.

"I have been closely associated with the wholesale grocery trade of Chicago and the entire Northwest for fifty years, and, though seventy-one years old, am an active, live broker, working every day in the year.

"The old man with the napkin in his hand, opposite the word 'ciation' in the lower left hand corner of your 'Appeal to join the Legion,' is me. I just got in by the skin of my face."

The last paragraph of this remarkable letter refers to his attendance at the Goodfellowship Supper.

Progress Through Forgetting.

Our progress is made by what we forget as well as by what we remember. Too many of us remember the wrong things. We need to learn what to forget. We all dislike to remember that we are sometimes wrong and need to be straightened out. It hurts to have the kinks taken out. Of course you have no kinks; but your neighbor has—we've heard you say so. Well, then, it's a good thing to get a picture of your neighbor. It will help you to learn how he can be straightened. That's a matter of vital importance.

Diplomacy above all other things should become more deep-seated with the salesman who has long served in the harness.

The salesman who is a born diplomat has much to thank the fates and his parents for; but what is still lacking in his princely heritage may be acquired, like many other valuable qualities; without it the salesman is like a ship without a rudder, caught in the trough of the sea of commercial competition.

Reduced to its lowest terms, diplomacy is just plain, good horse sense.

What Diplomacy Is.

A diplomat is a man who jumps from in front of a moving train. He does not put dynamite in his oven to dry. He has due respect for the hind quarters of a strange mule. He reins up on perceiving a red light in the centre of the road. He talks to the point when he addresses a brusque business man. He does not feed the animals at the circus. He believes in to-day, and that to-morrow is worth only twenty-four hours of uncertainty. He believes that human nature is the humanest thing on earth, and therefore makes his own deductions for egotism, grouchiness, reserve, penury, and woe; and he does not prod them with a sharp-pointed rod when to do so would bring only defeat.

Chicanery is not diplomacy, and policy is often deceit; both are bogus when measured by the standard of true tact.

It is mean to press an unfair advantage, but the man is a simpleton who refuses to recognize the advantage that is rightly his.

The born salesman, young or old, is the one who towers head and shoulders above his fellows in the science of reading human nature.

There should be no age limit for The Man Who Sells Things; provided he retains his youth in old age.

Hard Work Doesn't Kill.

"It is better to wear out than to rust out." Good hard work, performed with a cheerful disposition or temperament, never yet produced creeping paralysis under three-score years and ten, at least. Age does not disable a man, but inactivity, lack of progressive instinct, or a despondent disposition does.

If the salesman wants to preserve his usefulness and likewise his position, he must not become antiquated in his methods.

One of the most common and most fatal of mistakes made by many middle-aged salesmen is that when they have built up a good trade and are headed well up toward the top of the sales list of their firms, they seem content with the record they have made, and are inclined to rest on their oars. At the precise moment when energy and advancement no longer enter their calculations, decay sets in. The trade that has required years of patient, intelligent toil to establish will soon be gobbled up by energetic young fellows eager for the fray.

I well remember witnessing when a boy, a twenty-five-mile bicycle race. It was the championship race for the long-distance record of the world, and was participated in by two brothers, famous the country over for speed and power of endurance. They held all manner of medals and prizes for races won, and were quickly picked as the winners of the race on that day.

It was a beautiful day; the occasion was a gala one; the clear, crisp air was fraught with excitement in anticipation of the results that would determine the world's championship.

The two brothers were cheered again and again as they mounted their wheels and rode leisurely away to what was generally conceded to be another victory to be added to their already long list of conquests in the sport.

The first lap of six miles was finished with the contestants pretty well bunched as they passed the judges' stand. The friends of the favorites expressed surprise because the brothers had not left the others behind at the offset. Confidently, however, they believed that the finish of the half would see them well in the lead.

A great shout rent the air as the riders hove in sight on the second lap. As they came nearer it was observed that the brothers, although riding close together, were distanced several lengths by three others who seemed determined on keeping the lead. As they passed, they apparently were riding easily, with no thought of defeat; but their apparent confidence was not shared by the anxious crowd. A foreboding swept over the throng, not so much from the position of the riders as from that indefinable suspicion that all was not right.

Cries of dismay were quickly suppressed on the assurance of the over-confident ones that all good riders started that way—slowly and without effort—holding in reserve their speed and strength, increasing these as the race continued, and finishing with a burst of both.

Anxiously we waited for the finish of the three-quarters. A cloud of dust announced the leaders in the distance as they rounded the home-stretch. On they came, tearing like mad straight for the wire, where the crowd was thickest. Like a flash they were past—each man was bending lower and working like a Trojan. In a second they were out of sight again around the curve—but that second was all that was necessary to disclose the sickening fact that the distance between the brothers and the first rider had not been diminished. The confident ones still adhered to their first theory, which seemed to bring a measure of assurance, for at last the brothers were working with a determination that bordered on the supernatural.

The agony was soon over. The last half was finished in about half the time the others had required. As the riders again appeared in the home-stretch the vast crowd was on tip-toe, anxiously hoping for the best; which meant that the race must be won by the favorites. The rider who had held the lead all

CREATING A NEW CUSTOMER

How a Trade Newspaper Ad Brought a Traveler a New Account.

In a prosperous town of the central part of Ontario there is a merchant who, until recent years, had never included wall paper in his stock. One day, three or four years ago, he was thoughtfully turning over the pages of one of the MacLean trade newspapers when the advertisement of a prominent wall paper manufacturer caught and held his attention. "Why not handle wall paper?" thought he, "surely I can turn a few honest dollars that way, I'll try, anyway!" So he sat down and wrote to the wall paper manufacturer, who at once dispatched a traveler with a full line of samples. Later on, the smiling traveler left the store with a pretty fair order booked. In a couple of years that merchant had cleared several hundred dollars; and, needless to say, the traveler who followed up the first inquiry still gets the business. Really, there is no business-getting combination on earth superior to trade newspaper advertising and live travelers who appreciate its advantages!

along was a stranger, and naturally was regarded as an intruder.

All things must end some time, happily or otherwise, and that race was soon finished.

There is little else to tell that cannot easily be imagined; the brothers failed to regain the position lost on the start through over-confidence resultant from past achievements. When they came up to the judges' stand, willing but disappointed hands helped their almost lifeless forms from their wheels, and carried them away from the field of conquest, which, for them, had been turned into defeat. Past honors could not win a race that depended solely on present opportunity. With that defeat, their daring and skill seemed to desert them. Like the bird with the broken wing that never soars so high again, they were not heard much of after that in racing circles.

I have seen many such cases among salesmen in my business career.

Be Up-to-Date in Methods.

Don't become antiquated in your business methods; don't let your customers see that younger men are more energetic, more up-to-date than yourself.

If you want to hold old customers and make new ones every year—which is absolutely necessary—you must be progressive and aggressive.

March forward with the times. Then you will hold your place in the ranks of salesmen as well as any young man starting on the road to-day.

Close your eyes and think of the past, the present, and the future, and—

"Gather ye rosebuds while ye may,
Old Time is still a-flying,
And this same flower that smiles to-day,
To-morrow will be dying."

It is far better to be optimistic, even though we begin late in life.

"Drop a word of cheer and kindness—
just a flash, and it is gone,
But there's half a hundred ripples circling on, and on, and on,
Bearing hope, and joy, and comfort, on each splashing, dashing wave,
Till you wouldn't believe the volume of the one kind word you gave.

"Drop a word of cheer and kindness—
in a minute you forget,
But there's gladness still a-swelling, and there's joy a-circling yet;
And you've rolled a wave of comfort, whose sweet music can be heard
Over miles and miles of water, just by dropping a kind word."

"Hard licks make good luck."

The Baseball Game of Life.

Life is like a baseball game,
With Chance as pitcher: Fate,
Alert, determined, pitiless,
Stands just behind the plate.

Out in the field are Hopelessness,
Timidity, and all
Our other weaknesses prepared
To catch or stop the ball.

The stands are filled with many who
Accord us hoots and jeers,
And sprinkled with them, are a few
Who give us honest cheers.

And each man gets his chance to bat,
And many fan the air,
And now and then one makes a hit,
And wins out then and there.

Life is like a baseball game,
And bitterly we choose
To fasten all the blame on Luck,
The umpire, when we lose.

E. Kiser, in the Chicago Record-Herald.

(To be Continued.)

SELLING RIGHTS IN CANADA.

Benjamin Cook, of the Dodge Bottle Cap Co. has been at the Windsor Hotel, Montreal, for a couple of weeks arranging for the sale and manufacture in Canada of the Dodge Metallic Cap.

The English rights were disposed of last summer, to a large bottler of aerated waters, Schweppes & Company, of London. They anticipated using the Dodge Bottle Cap exclusively on their aerated mineral waters. The Dodge Cap is used for the means of covering preserves and for the sealing of jams, jellies and pickles, is being manufactured and sold in England by the Air Tight Sealing & Developing Syndicate.

Henry S. Wallis, who has been for a great many years a leading factor in the canned goods trade of England, is at the head of the English company, who manufacture the Dodge Cap. Many Canadian packers at the convention at Buffalo, held in 1907, where the cap was first introduced, and also the recent convention held in Cincinnati, last fall, were greatly interested in the Dodge Metallic Cap Company.

Canadian packers should appreciate the opportunity of securing the benefit of such an excellent low price closure, such as the packers are enjoying in the United States and England at the present time. Canada is packing tremendous quantities of her choice fruits and is one of the leading factors in the packing trade.

Mr. Cook will be pleased to make appointments with those who would be interested directly in the controlling of the Dodge patent in Canada.—Advt.

TOP-NOTCH HOG PRICES.

United States Markets Stiff and Packers Make Millions.

The New York Commercial of July 13, commenting on the provision situation, says: "Hogs reached the top rung of the quotation ladder to-day, registering at the $7.05 mark. There they stayed while the market experts cried loudly that the highest point of the year had been reached. Hogs have been on the rampage ever since March, when scarcity of corn also sent the price of beef up sharply. Gradually they advanced in price from 4 cents a pound live weight until the top notch was reached, when 100 pounds of hog brought $7.08. Stock yards packers who put in millions of pounds of pork at 4 cents last winter have made several million dollars out of the present market, experts say. The market ran up to $7 last year, but that was an artificial figure, brought about by nursing and there was an almost immediate break to $6. This year, however, experts declare, the figure will stay high and hogs will be few and high-priced for six months more."

The Uniform
High Grade
Quality of

Ridgways TEA

will keep your customers and build up your tea trade. Our extensive advertising will create and maintain a steady demand, a demand in which you should participate.

CANADIAN OFFICE. - VANCOUVER, B.C.

Agents—Richards & Brown, 34 Notre Dame Street, Winnipeg, Man.

Canadian Canned Fruits and Vegetables

Packers are now booking orders for canned goods under reserve as to the extent of the 1908 crop and without any guarantee as to delivery.

We are, however, in a position to guarantee full delivery of any order given us and we guarantee prices against decline to all who will send us orders before ten days.

Apples
Apricots
Cherries
Peaches
Pears
Pine Apples
Prunes
Raspberries
Strawberries

Tomatoes
Peas
Green Beans
Asparagus
Corn
Spinach
Pumpkins

The Celebrated Imported

"Soleil Brand" Canned Fruits and Vegetables

We are also booking orders for the always increasingly popular imported Canned Goods "Soleil Brand" whose quality is always maintained to the highest standard.

We guarantee prices against decline

Send us your order for fruits and vegetables of the 1908 canning.

Petits Pois
Giant Asparagus
Whole Asparagus Extra
Asparagus Tips
Beans
Artichoke Bottoms
Medleys of Vegetables
Cut Carrots
Celery Ribs
Whole Celery
Spinach
Soups of all kinds

FRUITS IN SYRUP

GLASS JARS

Apricots
Pine Apples
Strawberries
Peaches
Raspberries
Preserves and Jellies of all Kinds in Glass Jars

Canadian and ***Imported*** Canned Goods canning of 1907 in stock and ready for immediate delivery.

BARBADOES MOLASSES

Our third and last shipment of Barbadoes Molasses, "Choice" and "Fancy" brands will arrive here in a few days. Those who have not yet placed their orders please take notice.

For prices, quotations and further particulars, write, telephone or wire at our expense.

LAPORTE, MARTIN & CO., LIMITED

Wholesale Grocers and Wine Merchants

562-568 St. Paul St., - - - MONTREAL

SIX REASONS WHY YOU SHOULD STOCK

O'MARA'S BACON

1. It is in great demand by the public.
2. It allows you an excellent Profit
3. Your neighbors have it in stock.
4. Customers are pleased and come again.
5. It is made in an up-to-date inspected factory.
6. It is easily the best Bacon on the market.

TRY IT YOURSELF

JOSEPH O'MARA
PORK PACKER
PALMERSTON, - - ONT.

COOKED HAMS

Just the weather for Cooked Meats. Your customers do not want to be bothered with hot fires. Sell them Cooked Meats and make a good profit. And get your Cooked Meats from us.

F. W. Fearman Co.
Limited
Hamilton, Ont.

Brand New Goods from a Brand New Plant

THE NIAGARA FALLS CANNING COMPANY LIMITED has just commenced packing fruit in the most sanitary and best equipped plant in Ontario. A processor who is admittedly the best in New York State has also been secured.

New pack strawberries will be ready to offer the trade by June 20th.

ALL GOODS PACKED IN SANITARY ENAMEL-LINED CANS

This in itself is a strong assurance of excellence and purity.

The Niagara Falls Canning Company Limited
NIAGARA FALLS, ONT.
C. P. Boulter, Pres. F. H. Boulter, Gen. Manager
S. E. Boulter, Sec.-Treas.

The Best Bacon

on the market to-day, and the cheapest, too, is

RYAN'S SHORT ROLL BACON

It is mild-cured, delicious in flavor, made only from carefully fed young hogs.

ASK FOR PRICES.

The WM. RYAN CO.
LIMITED
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, July 17.

The pastures in the townships are suffering severely from the long-continued absence of rain. In some parts forest fires are raging and owing to the generally dried up condition of the country, they are working havoc, and what little grass there is is being burned over. All of this has curtailed the production of milk, and, as a result, the supplies arriving are smaller. In the country the prices are beginning to advance owing to the shortage of milk supply. Previous to the advent of this unfortunate circumstance it was thought by many that although up to the present, this year's yield was behind last year's, it would overtake last year's or even surpass it, but now even the most optimistic cannot make this seem a possibility without the occurrence of some unforeseen and extraordinary circumstance. The setback is regarded as too much for the prospect of this season's yield surpassing last year's. It is pointed out that drought is generally experienced at this time of the year, but, as a rule, is confined to certain districts, whereas this year this dry condition seems to be more general. Reports from England state that there is a firm market for the Canadian product, owing to limited character of the imports. Finest grades of Canadian cheese are commanding very good prices there, while some other makes display a tendency to weaken. There is a fairly good inquiry for old cheese in the London market. Continued hot weather has many disadvantages to the cheese and butter trade, principal among which is the possibility of spoiling and consequently sometimes buyers display more caution in buying than they would do when the weather conditions were normal. Shipments of cheese from Montreal last week amounted to 83,279 boxes, against 81,480 boxes for the previous week, and 94,586 boxes for the corresponding week of last year. There were shipped via Quebec 2,998 boxes, making total exports for the week 86,277 boxes. Total shipments from Montreal since May 1, 534,340 boxes, as compared with 615,102 boxes for the corresponding period of last year. Total shipments from Quebec since May 1, 18,115 boxes, as compared with 25,999 boxes for the corresponding period of last year. Total exports since May 1, 552,455 boxes, as compared with 641,101 boxes for the corresponding period of last year. Export price is 11c.

The butter market is higher and firm in its tone. The strengthened condition of the market is due to the curtailed milk supply, which, in turn, is due to poor pasturage. Prices since our last letter have advanced from one to two cents, and probably will go higher still. These high prices have put butter beyond the export basis, as there is very little inquiry at these advanced prices. Exports of butter last week amounted to 10,878 packages, as compared with 14,698 packages for the previous week and 3,300 packages for the corresponding week of last year. The total shipments since May 1, 37,493 packages, as compared with 11,337 packages for the corresponding period of last year. For export purposes, 22½ cents was obtained. In some quarters there is said to be an accumulation of the June make, in anticipation of a shortage. Although the English buyers want our stock, they are holding off for lower prices.

THE PROVISION SITUATION

Toronto, July 15, 1908.

The Canadian farmer must supply more hogs. It will pay him well and is one of the easiest matters around the farm to look after. This is the trend of the Canadian packers' thought and expression this week. With an excellent demand, both at home and abroad, enough to keep the factories running full time, the farmer and his hogs is the crux in the situation.

The British market continues to offer a strong demand for Canadian bacon, and has advanced about a shilling since last report, bringing the offering now to 61 shillings, a price which is making the packers' hearts glad and is attracting a considerable amount of the Canadian product.

The demand at home, however, both in the east and in western Canada, is exceptionally good, the summer's usual brisk business having gotten fully into swing. With all this the factories are kept pretty busy, or would be, if they had the hogs.

When deliveries were light for week after week some few months ago, it seemed as if the farmers were holding their hogs for a higher price. This seemed justified, too, when the supply was materially increased a couple of weeks ago at the considerably higher prices then offering. Prices, however, have gone up a notch further since then and this week the packers are complaining that the hogs are not forthcoming. Of course, the farmers are busy to some extent with harvest operations, but when they are offered $6.75 f.o.b., and $7.15 at the factory, without much prospect of any higher prices, it would seem as if this would bring out whatever was left in the country. And when the deliveries continue light, only one conclusion can be formed. What are being brought in are of pretty satisfactory quality, naturally a pleasing feature.

The firmness in the British market, which is working out to the advantage ol Canadian packers, seems to be due to a large extent to smaller shipments from Denmark and the United States. Denmark last week sent in an aggregate of 38,000, which is considerably below the average of the past few months. Cables from Europe received locally this week, report that the Danes, whose operations are practically the controlling feature in the market, are busily engaged in harvesting operations and that as a result their "killings" will probably drop off to from 25,000 to 30,000 for the next few weeks. This fact assures the continuance of the strong demand for the Canadian product.

The United States markets are strong, with higher prices on account of the continued light movement in hogs and good genuine demand, with large packing interests buying heavily. At the recent advance there was said to be considerable profit-taking, especially in lard.

PROVISION MARKETS

MONTREAL.

PROVISIONS—Live hogs have advanced 25 cents per 100 lbs., which is due to smaller offerings and a continued good demand from packers and others for supplies. Fresh killed dressed stock has also advanced 50c on the 100 lbs. Other prices remain the same as at last quotation, and the market is displaying considerable activity.

Lard, pure tierces		0 12
"	56-lb. tubs	0 12½
"	20-lb. pails, wood	0 12½
"	cases, 10-lb. tins, 60 lbs. in case	0 12½
"	" 5-lb. "	0 12½
"	" 3-lb. "	0 12½
Lard, compound, tierces, per lb.	0 09	0 09½
" " tubs	0 08½	0 09½
" " 20-lb. pails, wood		0 09½
" " 20-lb. pails, tin		0 09½
" " cases, 10-lb. tins, 60 lbs. in case	0 09½	0 10
" " " 5-lb. "	0 08½	0 10
" " " 3-lb. "		0 10
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork		22 50
Canadian short cut clear	21 50	22 00
Very heavy clear fat back	22 00	22 50
Breakfast bacon, per lb	0 14½	0 16
Hams	0 12	0 14½
Extra plate beef, per bbl.		17 50

BUTTER—Farmers are complaining of the dried up condition of the pastures and this fact is resulting in a curtailed milk supply. Prices in the country are higher and unless rain falls soon to improve the condition of the pasturage, the price will go higher still. At the present prices are beyond an export basis. Dairy butter is arriving in fairly free supply.

Fresh Creamery, solids, lb		0 23½
" prints, lb		0 24
Dairy, tubs, lb	0 19	0 21

EGGS—Lighter receipts have firmed up the market quite considerably, having gone forward from two to three cents. Some dealers contemplate a

GEO. W. PROUT
WINNIPEG and BRANDON, MAN.
Wholesale Produce
Always a Buyer and Seller
WRITE ME

Saskatchewan Merchants!!
Get highest CASH prices on the
REGINA MARKET
(and prompt returns) for your
BUTTER, EGGS and POULTRY
by shipping direct to
THE REGINA
FRUIT AND PRODUCE CO.,
ROSE ST. REGINA, SASK.
Trial orders and correspondence solicited

SALT
Car lots of Fine, Medium or Coarse,
in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
125 Adelaide Street E., Toronto

We Want Butter!
Dairy Tubs, Creamery Solids
We will buy f.o.b. your station, in large or small quantities.
Write or phone us with best quotations.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

USE OVAL WOODEN BUTTER DISHES
THOMAS BROS., St. Thomas, Ont.

When writing advertisers kindly mention having seen the advertisement in this paper.

scarcity in this product during harvest time. There is a good demand, especially for the first guaranteed stock.

New laids	0 20	0 21
Ordinary candled	0 18	0 19
No. 2 Eggs	0 14	0 16

CHEESE—The cheese market is steady and prices are unchanged. The export demand was much lighter during the week, owing to unattractive prices.

Cheese, new, large	0 12	0 12½
" " twins	0 12½	0 12½
" old	0 15	0 15½

HONEY—The demand continues slow for honey, and there is no change in prices.

White clover comb honey	0 13½	0 14
Buckwheat, extracted	0 10	0 11
Clover, strained, bulk	0 11	0 13½

TORONTO.

PROVISIONS—Excellent and improving business is being done this week, more especially in the cooked and smoked meats, and orders are keeping the men on the jump to fill them. One Toronto pork packer sent out eight cars of meat last week, and this was apart altogether from local trade. Prices are pretty much as a week ago, though hams have advanced a cent, and short cuts have gone up 50 cents per barrel. Lard is a very good seller just now at the high prices asked for butter.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb	0 14	0 15
Roll bacon, per lb		0 11
Light hams, per lb		0 14½
Medium hams, per lb		0 14½
Large hams per lb	0 12	0 12½
Shoulder hams, per lb	0 09½	0 10
Backs, plain, per lb		0 17
" pea meal		" 18
Heavy mess pork, per bbl	18 50	19 00
Short cut, per bbl	23 00	23 50
Lard, tierces, per lb		0 12
" " tubs		0 12½
" " pails		0 12½
" compounds, per lb	0 8½	0 09½
Plate beef, per 200-lb. bbl	15 50	16 00
Dressed hogs	0 8½	0 09½

EGGS—Small quantities of eggs are arriving and the demand, too, is light in the face of the better trade in meats. New laid eggs, extra choice, are at 24 cents, and good eggs range down to 21 cents.

CHEESE—Probably every house but one in Toronto is out of old cheese at the present time, and all told there are perhaps less than 200 in the whole city. Prices continue as at last quotations. Business is fair only. New cheese continues to arrive in normal quantities, but the demand is light.

Cheese, large, prime old	0 14½	0 15½
" " " new	0 13½	0 13
" twins, new	0 13	0 13½

BUTTER—Prices appear to be stationary at last quotations. Dealers do not anticipate any lowering. England took a little creamery a short while ago, but the high price asked was a little too much for continued export business. What butter was offering, however, was readily picked up, and so far as the consumer and retailer are concerned the situation remains unchanged.

	Per lb.	
Creamery prints	0 24	0 25
Creamery solids		0 24
Farmers' separator butter	0 22	0 23
Dairy prints, choice	0 21	0 22
" ordinary	0 18	0 19
" tubs, choice	0 20	0 21
Bakers' butter	0 18	0 19

POULTRY—Very quiet business is being done and supplies are infrequent and stocks low. Farmers are busy haying, and have allowed the poultry end of their business to ease up. Spring chickens and young ducks have declined in price about a cent per pound.

Spring chickens, per lb	0 18	0 23
Hens, per lb	0 09	0 10
Young ducks, per lb	0 11	0 13
Turkeys, per lb	0 13	0 14

REFEREE OF BUTTER AND CHEESE.

Official Appointed at Montreal by Agricultural Department.

A circular from the Department of Agriculture, just come to hand, reports the appointment of Joseph Burgess, a member of the dairy commissioners' staff, as official referee for butter and cheese at Montreal. His duties will permit him to examine on request shipments of butter and cheese over which there is a dispute as to quality. Examinations will be made and certificates given only when the request comes from both buyer and seller.

Mr. Burgess is well qualified to perform the duties of referee. He is an experienced cheese and butter maker, and has been on the Dominion dairy commissioner's staff since 1902. He was superintendent of the Government curing room at Woodstock, Ont., until it was closed in 1906. Since then he has been inspector for the dairy and cold storage branch in western Ontario.

AN INFLAMED TENDON
NEEDS COOLING.
ABSORBINE
Will do it and restore the circulation, assist nature to repair strained, ruptured ligaments more successfully than Firing. No blister, no hair gone, and you can use the horse. $2.00 per bottle, delivered. Book 2-C Free.
ABSORBINE, JR., for mankind, $1.00 bottle. Cures Strained Torn Ligaments, Varicose Veins, Varicocele, Hydrocele, enlarged Glands and Ulcers. Allays pain quickly
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents, LYMAN SONS & CO., Montreal.

BASKETS
You can make money as well as oblige your customers if you handle our
Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.
We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.
The Oakville Basket Co.,
OAKVILLE, ONT.

People who are Asking for Pure Malt Vinegar

generally want English Vinegar, good vinegar. Don't cause dissatisfaction amongst your customers by offering any but the best.

PURNELL'S

Vinegar Sauces Pickles

are of highest quality, made for appreciative people and all who want to be sure of purity, flavor and delicate piquancy.

The best never fails to please. Order to-day from our

AGENTS

Purnell & Panter, Ltd. Bristol, England

E. McMichael, - - - St. John N.B.
H. Haszard, - - Charlottetown, P.E.I
Erb & Rankin, - - - - Halifax, N.S.
C. S Harding, - Quebec & Montreal
Kyle & Hooper, - - - Toronto, Ont.
Bickle & Greening, - Hamilton, Ont
Carman Escott Co., - Winnipeg, Man.
C. E. Jarvis & Co., - Vancouver, B.C

Royal Salad Dressing

has been made for 35 years. Last year's sale was largest. It is easy to tell why; holds old friends and makes new ones. It's the old story of quality and merit. The finest stores throughout the country furnish to their finest trade **ROYAL SALAD DRESSING.** Manufactured in Canada only by

Horton-Cato Mfg. Co.
Windsor, Ont.

CLARK'S SPECIAL OX-TONGUE CAMPAIGN

in all leading newspapers from coast to coast is now running.

Over 1,000,000 people will read these advertisements.

Be prepared for the demand this will create.

Send in your orders now for Clark's Ox Tongue. Specify 2s as that is the size which is pushed.

WM. CLARK
Manufacturer
MONTREAL

There is only

One

BOVRIL

Do not load your shelves with inferior imitations These when sold will not please your customers.
BOVRIL will always do you credit.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street
A. B. MITCHELL - - - - - - - **HALIFAX, N.S.**
Mitchell's Wharf
R. S. McINDOE - - - - - - - - - **TORONTO**
120 Church Street
W. L. McKENZIE & CO. - - - - - - - **WINNIPEG**
306 Ross Avenue
A. C. URQUHART & CO. - - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

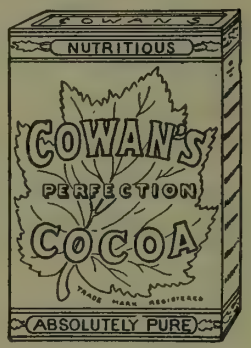
In Purity and Flavor

COWAN'S

Cocoa and Chocolate

is positively unequalled.

Are you handling Cowan's? Nothing like it in the trade as a steady and rapid seller.



Profits really excellent.

The Cowan Co., Ltd.

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice **Lozenges**

NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Your customers using

Mott's

"Diamond" and "Elite"
brands of

Chocolate

will never change to any other kind. The satisfaction they receive from its use makes them firm friends.

It will pay you to order **MOTT'S.**

John P. Mott & Co.,
Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

THE GROCER'S EAR

We want it for a few moments to tell him how much easier it is to sell

Shredded Wheat Biscuit

than it is to sell any other breakfast cereal. Here are a few of the "selling arguments" for Shredded Wheat:

1 Shredded Wheat is the whole wheat—nothing added, nothing taken away—cleaned, steam-cooked, shredded and baked.

2 The porous shreds are quickly penetrated by the digestive juices, making it more easily digested than mushy porridges or other breakfast foods.

3 Pound for pound, it contains more muscle-making, brain-building material than beef-steak or eggs, and costs much less.

4 Being in biscuit form, it has many more culinary uses than the ordinary breakfast cereal, forming delicious combinations with fruits, creamed vegetables or creamed meats.

5 It is the cleanest, purest cereal food in the world, and is made in the cleanest, finest, most hygienic food factory in this country or in any other country.

Cut this out, commit it to memory, and be "ready" for the next customer who asks you anything about breakfast cereals.

Shredded Wheat Makes Satisfied Customers

The Canadian Shredded Wheat Co., Ltd.

Niagara Falls, Ont.

THE FLOUR AND CEREAL MARKETS

Shortage of Wheat in the West Causes Firmer Feeling—New Ontario Wheat Coming Shortly—Ce reals Continue Dull.

The feature of the week in the flour and cereal markets is the stronger feeling and the probability of an early advance in flour. The Chicago wheat market has been steadily firming up during the week and the situation in Winnipeg has been to a large extent sympathetic. This caused a jump of 3 cents in Winnipeg wheat on Monday. The better demand from Britain at increasingly higher levels is for high-grade wheat, of which there is very little left in the country. Dealers are becoming rather anxious at the small stocks on hand, and are beginning to doubt whether they are sufficient to supply the domestic demand until the new crop is ready. All this is having a reflective effect on the flour situation, which is firmer than it has been for several weeks.

Some export continues to be done to British ports, though this business is mostly in small lots.

Business in cereals continues quiet, though dealers report demand quite as healthy as usual during the summer months.

MONTREAL.

FLOUR—So far the rumors which are reaching the East regarding the magnitude of the Western crop have not affected the prices, but this condition cannot last more than a month or six weeks, when the prices will come down if the crop is as large as anticipated. At present the demand is slow and consists of orders of the hand-to-mouth variety.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 10
Glenora		5 50
Manitoba spring wheat patents		6 10
" strong bakers		5 50
Five Roses		6 10
Harvest Queen		5 50

ROLLED OATS—Rolled oats in 80 and 90-lb. bags have eased off a little now, being quoted at $2.50 and $2.75 respectively. The market has been somewhat dull of late, small stocking orders being the rule.

Fine oatmeal, bags		3 05
Standard oatmeal, bags		3 05
Granulated " "		3 05
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 70
Rolled oats, 90-lb. bags		2 75
" 80-lb. bags	2 50	2 60
" bbls	5 75	5 90

FEED—Ontario bran has declined a couple of dollars, now being quoted at $21 to $22, instead of $23 and $24. Other lines remain the same. Business has been decidedly dull during the week, buyers are exercising considerable caution in their operations.

Ontario bran	21 00	22 00
Ontario shorts	25 00	27 00
Manitoba shorts	25 00	26 00
" bran		22 00
Moullie, milled	27 00	31 00
" straight grained	27 00	33 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—The stronger feeling in wheat is having its effect on the market here. While prices have not advanced, the feeling is materially firmer and a change may take place shortly. New Ontario wheat will be coming in in another week, and will relieve the situation to some extent locally.

Manitoba Wheat.

90 per cent. patents		5 30
85 " "		5 03
Strong bakers		4 80

Winter Wheat.

Straight roller	3 70	3 80
Patents		4 60
Blended		4 20

CEREALS—Business continues on the same dull basis, with local demand fair and supplies equal to manufacturers' demands. Prices are unchanged.

Rolled wheat in barrels, 100 lbs	3 00
" oats in bags, per bag 90 lbs	2 60
Oatmeal, standard and granulated, in bags 98 lbs.	2 80

GRAIN BILL PASSES SENATE.

Ottawa, July 9.—The Manitoba grain bill was finally passed by the Senate on Wednesday after a long debate on the amendment proposed by Senator Davis, to add a clause providing for the grading of scoured wheat. Sir Richard Cartwright declined to accept the amendment, on the ground that it might tend to injure the reputation of Canadian wheat in the British markets. The amendment was lost on division.

Senator Bernier offered an amendment to make a special grade for No. 1 rejected wheat, which would cover scoured wheat. This was also lost.

Senator Douglas gave notice of an amendment to provide grades for Nos. 1, 2 and 3 rejected wheat, which had been afterward scoured.

Sir Richard Cartwright promised to consider the suggestion, and if after a conference of grain men it was approved the amendment would be incorporated in the bill when it came before the Commons.

HOW MANY STOCKS HAVE YOU?

Many a merchant is really carrying three stocks of goods.

There's the stock in the store—the only stock the customer sees and buys from.

The second stock is that in the warehouse—waiting there for the "summons" to the store that in the case of many items "never comes."

The third stock is that on the merchant's books—those "graves" where every year some profits are buried.

Three stocks—two stagnant—only one active!

Ways and means of getting rid of one of your stagnant stocks are suggested by the article, "Credit to Cash" on the green pages in this catalogue.

And the sure way to get rid of the second of your stagnant stocks is to quit piling up unnecessarily big reserve quantities.—Butler Brothers' Drummer.

Mooney's Perfection Cream Sodas

are nationally popular. In all parts of Canada they are recognized as the Standard. It is no wonder, either, because they are positively unequalled for delicious and lasting crispness. They don't get soggy. They are made, baked and packed to **stay crisp.** The last cracker in the package is just as delicious in its crispness as the first one taken out. The shrewdest grocers are those who realize that nothing pays like quality; and they are the ones who handle Mooney's Perfection Cream Sodas.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

Canadian Agents

C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH

Mr. Groceryman

¶ You are in a favorable position to take advantage of the offer of the Orange Meat people.

¶ They are advertising a series of Cash Prizes to the parties sending in the largest number of Carton bottoms taken from their Orange Meat packages.

¶ These prizes range from one dollar each up to a single Cash Prize of Seven Hundred Dollars, or an annuity of Fifty-two dollars every year during the life time of the Winner. Begin immediately. Full particulars on Card found in every package.

BIG PROFITS IN CANTALOUPES.

"Cantaloupe growing is one of the most independent branches of farming," said the owner of a small ranch in the celebrated Rocky Ford district of Colorado. "And one of the easiest, too, for quite a considerable part of the year," according to the Detroit Free Press.

"Seed for the melon crop is planted from the first to the fifteenth of May, and after that, with the exception of a couple of weedings and two applications of water, your work is done until the time for picking begins, about the latter part of July or the first of August.

"When the melons begin to be ready for shipment the planter has only to inspect his patches from day to day and select those which are in condition. The cantaloupes are quick ripeners, and one might go through a patch one day and not find a single melon sufficiently advanced to be picked and yet the very next morning the same patch might show enough ripe melons to fill thirty or forty crates.

"The principal harvesting time for Rocky Fords is from the latter part of August until the first of October, all depending upon the frost. Exposure to frost puts an abrupt end to the existence of cantaloupes. The melons are picked in the morning, crated and then removed to the refrigerator cars or place of shipment in the cool of the evening. When picked for the Eastern market the melons are removed from the vines before they are fully ripe.

"While the Rocky Ford melons derive their name from the town of that name, yet, as a matter of fact, the melons are grown in many other sections of Otero County, irrigated by the waters of the Upper Arkansas River. The principal point of shipment, however, is at Rocky Ford, and at the height of the season—the latter part of August—from forty to fifty carloads daily are sent away."

PREJUDICE ALMOST ERADICATED

J. Ogden Armour, Chicago, who has just returned from Europe with his daughter, who was operated on several years ago by Dr. Loring, of Vienna, and who has almost recovered, says, regarding the financial situation, that he had found a disposition among all European countries to again buy American canned meats, and that there was but small doubt that the prejudice existing since the investigation had been almost eradicated.

FOR TERCENTENARY VISITORS.

Jos. Cote, the Quebec tobacco manufacturer and importer, is preparing to look after the comfort of any members of the tobacco trade who may be visiting the city during the Tercentenary Celebration. The firm's office will be at the disposal of visitors for the receipt of letters and parcels, and tobacco dealers may have their mail forwarded in the firm's care. Any parcels of articles purchased in the city may be sent to the warehouse at 186 St. Paul Street, and these will be forwarded to their destination.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No 38 Front Street, NEW YORK.

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

MEGS

NUTMEGS AT FIRST-HAND. To wholesale only

C. H. BINKS & CO., MONTREAL

TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES.

Satisfaction Guaranteed. Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.
Est. 1857, - MONTREAL
Canadian Agents.

WHITE MOSS COCOANUT

BECAUSE it is just a little bit better than all other makes, leads the market in Canada to day. Its sale is enormous, and increasing annually. Do YOU sell it?

The Canadian Cocoanut Co., = Montreal

During These Hot Days

It is very easy to sell a line such as ours, which is always in demand.

MACE'S
Original Ice Cream Powder

Makes a delicious ice cream by simply adding boiling milk. Secure a small trial stock. Packages retail at popular prices.

A. H. MACE & CO.
746 Notre Dame St. West, - MONTREAL

THE DOMINION WAFER CO.,
44 St. Vincent Street, MONTREAL

BISCUIT CUPS
A SPECIALTY.

ICE PIES,
ICE CORNETS,
Etc., Etc.

Dealers in Choice Ice Cream.
Telephone Main 1310.

The Million—are after the money—Here is a Proposition

CASSON'S

Worcestershire Sauce

is a money maker. Wholesalers and Retailers find the quality right—Prices right—

YOU write **JOHN CASSON CO.**
FRONT ST. E., TORONTO

Raspberries

Will be coming in fast this week. We look for prices to range about 10c. box.

Canadian Red Cooking Cherries, $1.00; Gooseberries, $1.00 to $1.25 Basket; Eating Cherries, $1.25 to $1.50 basket.

In Imported Fruits **Late Valencia Oranges** are now at their best. **Bananas** are some easier in price, **California Plums** and **Peaches** are good.

Elberta Peaches, both Texas and Georgia are now arriving in fine shape.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

QUEEN QUALITY PICKLES

Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

FRUITS, VEGETABLES AND FISH

Canadian Small Fruits Have the Call—Home-Grown Fruit and Vegetables Displacing Imported Lines—Good Fish Season—Successful Trial Importation of Soles.

Canadian fruit, especially the small varieties—red and black currants, gooseberries, cherries, blue berries and red raspberries—is still the leading line in the market this week. Raspberries are slow arrivals, and do not appear to be quite up to the standard as yet. Strawberries are off, and early green apples are making their appearance.

Carload lots of peaches and plums from both Georgia and California are daily arrivals, and some splendid specimens of bananas and pineapples, too, are being shown.

Among the vegetables, Canadian cabbage is displacing the imported variety, but imported tomatoes, being packed in fancy and attractive packages, still hold the fort in that particular line, although the season is almost over. Cucumbers are in steady demand and green peppers, now beginning to arrive, are much sought after. Potatoes are coming nearer home and are declining slowly in price, but the old Canadian varieties are firming up rapidly with the small lots offering.

MONTREAL.

GREEN FRUITS—Raspberries are being quoted this week at 12c per basket. Plums and peaches are lower. A carload of California cherries is expected to arrive this week. Sorrento oranges have gone forward 75c, likewise Valencia oranges. Porto Rico's are off the market. Bananas are at $2 for good stock. Dealers report demand in city dull, but country trade has been good.

Bananas, fine stalk	1 50	2 00
Cocoanuts, new, per bag	....	3 50
Lemons	1 60	3 50
California, late Valencia	4 50	5 00
Pineapples, case	3 25	3 75
Apples	3 75	6 00
Sorrento oranges	3 25	3 50
Apricots, 4 basket crate	1 50	1 75
Peaches, " "	....	1 50
Plums, " "	1 75	2 00
Pears, boxes	3 00	4 00
Tomatoes	1 10	1 25
Raspberries	....	0 12

VEGETABLES—New potatoes are being quoted at $4.50 per bbl. Lettuce, Spanish onions and cucumbers have declined. Other lines remain the same. The demand during the week has been decidedly good.

Parsley, per doz. bunches	....	0 35
Sage, per doz	....	0 60
Savory, per doz	....	0 60
Turnips, bag	0 75	0 90
Celery, doz	0 75	1 50
Water cress, large bunches, per doz	....	0 75
Spinach, bbl	3 00	3 25
Green peppers, crate	....	3 50
Montreal cucumbers	0 35	0 40
California asparagus, bunch	1 50	6 00
Sweet Potatoes, basket	....	3 25
Beets bag	0 75	1 00
Carrots, bag	0 60	0 75
Texas tomatoes, 4 basket crate	1 00	1 25
Tomatoes, hot house, per lb	....	0 35
Spanish onions, small crates	1 00	1 05
" " large crates	2 75	3 00
Canadian onions, lb	....	0 03
Egyptian onions	....	0 02½
Lettuce, per doz	....	0 20
Radishes, doz	....	0 30
Canadian parsley, doz	0 25	0 30
Mushrooms, per lb	....	0 75
Horse radish, per lb	....	0 10
Peas, green, basket	3 25	3 50
French beans, wax	6 25	6 50
Egg plant, doz	....	2 50
California cauliflowers, per crate of 16	....	4 00
New cabbage, crate	....	2 25
Florida Celery crate	2 75	3 00
New potatoes green mountain, bbl	....	4 50

FISH—Gaspe salmon has advanced a cent. Brook trout is higher now, being quoted at 25c. Lake fish, such as pike, dore and lake trout are becoming scarce, but whitefish are still in good supply. The season for Eastern salmon is nearly at an end. The demand during the week has been good. Prices with the exception of the above mentioned, remain the same.

Fresh and Frozen Fish.

Brook trout, lb	....	0 25
Haddock, per lb	0 04	0 05
Fresh halibut	0 09	0 10
Mackerel, "	....	0 10
Dore, "	0 10	0 12
Steak cod	....	0 07
Pike, lb	....	0 08
Whitefish, lb	....	0 10
Shad, each	....	0 25
Striped Bass, lb	....	0 12
B.C. salmon, lb	....	0 12
Qualla Salmon, lb	....	0 09
Gaspe Salmon	....	0 15
Lake trout	....	0 10
Smoked and Salted—		
Haddies, boxes, per lb	0 07	0 08
Kippered Herring, 50 in box	....	1 00
Yarmouth Bloaters, per box	....	1 10
Prepared and dried—		
Shredded cod, box of 2 dozen cartons	....	1 80
Skinless cod, 100 lb. cases	....	5 50
Strictly boneless pure cod, boxes	0 08	0 13
Boneless cod, 20 lb. boxes	....	0 05½
Boneless fish, 20-lb. boxes, blocks	....	0 06½
Boneless fish, 25-lb., boxes, per lb	....	0 04½
English strip cod 30 lb boxes per lb	....	0 09
Cod bits, 3 lb boxes, per lb	....	0 07
Oysters and Lobsters—		
Malpeques, bbl	....	5 00
Standards, bulk, per imp. gal	....	1 50
Standards quart tins, sealed	....	0 40
Paper pails, 100, pint size	....	1 10
100, quart size	....	1 50
Pickled fish—		
No. 1 Mackerel, 20-lb. kitts	....	1 75
Green cod, large lb	....	0 04
Green cod, 1 lb	....	0 03
Labrador Salmon, ½-bbls	....	8 50

TORONTO.

GREEN FRUITS—Canadian small fruits continue to be the leading line. Strawberries are off, only two crates being offered for sale in the whole market one day this week. Raspberries are very slow arriving. The hot wave of the past week has to a slight extent hurt them, as did the rain a month ago injure the strawberries. Huckleberries are coming in pretty freely from the north, and are sound and sweet. Cherries, too, keep up a steady supply. Red and black currants are being shown on all sides, especially the red variety, and some monster gooseberries attract much attention. Early Canadian apples by the basket are being sold rather slowly, as the fruit is small and berries and other lines still have the call. Bartlett pears from California are new and some few excellent specimens of pineapples from the South invited inquiries. Prices on almost everything have declined during the week.

Oranges, late Valencias, California, cases	3 50	4 75
" Mediterranean sweet, box	2 75	3 50
" Paterno Ovals, half boxes	....	1 50
" Blood, half boxes	....	1 50
Lemons, California, November cut	2 75	4 00
" Messinas, new crop	2 25	3 00
" Bah mas, 80's, 96's, 112's, box	2 00	2 50
Apples, early, basket	0 50	0 75

Bananas, Jamaicas, eights	1 50	1 65
" Jamaica firsts, per bunch	1 75	2 25
" jumbo bunches	1 85	2 25
Pineapples, Florida	2 75	3 50
Strawberries, qts., Canadian and imported	0 10	0 11
Gooseberries, Canadian, large baskets	0 60	1 25
Huckleberries		1 25
Red currants	0 85	1 00
Black currants basket		1 25
Raspberries per box	0 11	0 13
Blueberries, per basket		1 75
Rhubarb, Canadian per doz	0 15	0 25
Cocoanuts, per sack		4 50
Cherries, Canadian, basket	0 90	1 50
Watermelons	0 25	0 40
Limes, per case		1 25
Cantaloupes, California, crate	3 50	5 00
Grape fruit, Bahama, box	3 50	4 00
" California, box	4 00	4 75
" Florida, box	4 50	5 00
Plums, California	1 50	2 00
Peaches, California	1 25	1 50
" Georgia	2 25	2 75
Bartlett pears, box		4 00

VEGETABLES—Like fruits, much interest is shown in Canadian lines. Lettuce and spinach, although continued to be quoted, are practically done, and the same might apply to radishes. String beans, beets and carrots are offering more freely, and onions, too, are fairly plentiful. Imported tomatoes have taken another spurt, and are plentiful and good. They are put up in handy and neat packages which set them off to advantage. The cabbage offering this week is much superior to what was shown a week ago, some little of it is Canadian grown stock. Green peppers are new and are of fair quality. Potatoes, new and old, stimulate many inquiries. Canadian old potatoes are about done; very few are to be had, and these few have advanced 20 cents during the past ten days. The new potatoes from around Baltimore, Md., are coming in pretty freely, and have declined a little in price.

Lettuce, Canadian, doz	0 25	0 50
Cucumbers, Canadian, per basket	0 75	1 00
Tomatoes, Baltimore, per crate	2 25	3 50
" Canadian, per basket	1 00	1 75
" Georgia	1 00	1 25
Mushrooms, per lb		0 60
Radishes per doz., Canadian		0 15
Spinach, Canadian, bush	0 50	0 75
Beets, Canadian, dozen bch	0 25	0 50
Egg plant, each	0 20	0 25
Beans, wax, per basket	0 35	0 50
Peas, new, basket	0 35	0 40
New Brunswick Delawares, per bag		1 40
Potatoes, Canadian, per bag		1 60
" new, bbl., Virginia	4 00	4 50
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Bermudas, per 50 lb. crate	1 25	1 50
" per bag	1 45	1 50
" green, per doz., Canadian		0 15
" Egyptian, per sack	2 40	3 00
Carrots, new, per half doz. bunches		0 12½
Parsley, per doz	0 20	0 50
Watercress, doz		0 60
Green Peppers		0 75
Cabbage, imp	1 00	1 50
" Canadian	1 50	1 75

FISH—Splendid business is being done in all lines. Sea fish are coming in more plentifully, and in greater variety. Fresh water fish, though in good supply, is unable to meet the demand, especially is this so of whitefish and trout, which have advanced to 11c per pound in consequence. Live lobsters around 40c each are to be had, and sea salmon at from 15c to 18c are fairly plentiful, the Pacific fish at 15c and the Atlantic salmon at 18c. A couple of sole imported from England proved a novelty and sold as high as 75c a pound.

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07
White fish, Georgian Bay, per lb		0 11
Herring, medium, per lb		0 05
Whitefish, Lake Erie		0 11
Cod, fresh		0 08
Finnan Haddie	0 07	0 08
Trout, fresh, per lb		0 11
Halibut, fresh caught		0 10
Shredded cod, per doz		0 90
Live lobsters		0 40
Bluefins, small white, per lb		0 07
Haddock, fresh		0 08
Lake Herrings, ½ bbl		3 00
Sturgeon, per lb	0 12	0 18
Sea salmon	0 15	0 18

Georgia Peaches

We have been appointed distributors for several large Peach Associations in Georgia. This delicious fruit will be sold in ***6 basket carriers*** at very moderate prices to encourage distribution and liberal consumption. Also we will sell this week several cars ***Californian Plums and Bartlett Pears, Tomatoes, Oranges,*** etc.

WHITE & CO., Limited

Wholesale Fruit and Produce

Branch at Hamilton **Toronto**

Partnership Notice

Notice is hereby given that the partnership heretofore carried on by W. B. Stringer and J. J. McCabe as Wholesale Fruit Brokers, under the style of "W. B. Stringer & Co.," was on the 10th July, 1908, dissolved by mutual consent.

Seasonable Goods

Canadian Strawberries

Florida Water Melons

California Late Valencia Oranges

(Celebrated Golden Orange Brand)

Fancy Ripe Bananas

Texas and Canadian Ripe Tomatoes

Southern and Canadian Cabbage and Cucumbers

HUGH WALKER & SON

GUELPH, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion, 1 year.....	$30 00
"	"	6 months...	17 00
"	"	3 months...	10 00
50	"	1 year.....	17 00
"	"	6 months...	10 00
25	"	1 year.....	10 00

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

FOR SALE

A BUSINESS FOR SALE in a prosperous town of about 2000 population; two railroads as convenience, one being direct to the Northwest. The town is about 60 miles north of Toronto. The best reasons for selling out. Yearly sales $9000 to $10,000 on a $2,500 stock. All further particulars on application. Address P. O. Box 288, Alliston, Ont. (28)

SALESMEN WANTED.

SALES MANAGER.—Good position for energetic young man, not afraid of work. Good prospects for advancement. Must know both languages, be good correspondent and willing to learn details of business. Answer in own handwriting, stating age, business training and experience, and salary expected. All correspondence confidential. Box 206, CANADIAN GROCER, Toronto.

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (tf6)

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

CHERRIES SHIPPED TO ANY ADDRESS. Correspond with W. T. Riddell, Auburn.

AN EXTRA 1 PER CENT. PROFIT.—A National Cash Register will earn at least an extra 1 per cent. profit for any retail merchant. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Canadian Grocer.

A PIECE OF CHALK

Time was when a piece of chalk was the accountant's most approved instrument. When a charge was made it was "chalked up." When it was paid it was rubbed out and there you are. Easy enough, but—

Allison Coupon Books

are just as simple. And ten thousand merchants in America and foreign countries consider them better.

Give them a trial. Begin in a small way if you like, but TRY THEM and see for yourself how much better they are than any other method of accounting.

The Plan:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by

Allison Coupon Co.

INDIANAPOLIS, IND.

Ship your

DRIED APPLES

before warm weather sets in

O. E. ROBINSON & CO.

Established 1856

Ingersoll - Ontario

California Fruits Watermelons

THE DAWSON COMMISSION CO., TORONTO

The distinctly rich and appetizing flavor of

"King Oscar"

brand of Norwegian

Sardines

is due to the delicacy of the fish, the purity of the olive oil, the scrupulous care exercised in curing and packing.

Norwegian Sardines are preferred to French or Portuguese pack by the best connoisseurs.

You may never have handled any—if not, place an order with your jobber and insist particularly on getting

"KING OSCAR" BRAND.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

Pickles and Olives

This branch of your business can be made very profitable by placing before your customers such a highly reputed brand as

Rowat's

Since introduced to the Canadian Trade they have become the favorite brand throughout the land.

Quality guaranteed, well labelled and profitable to sell. Ask your jobber for Rowat's.

ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal
HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet
VANCOUVER—Jarvis & Co.

Brunswick Brand Unequalled

Grocers have found by experience that the best canned fish comes from the home of the industry in New Brunswick. They have also found that

Brunswick Brand

is always first—ever to be relied upon. This famous brand ensures you getting absolutely the best

Sardines, Clams, Scallops, Herring in Tomato Sauce, Finnan Haddies and Kippered Herring

New Pack Herring in Tomato Sauce, and Sardines, now obtainable. All kinds. Undoubtedly the best.

Connors Bros., Limited

Black's Harbor, N.B.

Dominion Fruit Exchange

52 Nicholas St., - - - OTTAWA, CANADA

We want your shipments of Strawberries and all other kinds of Fruits and Vegetables.

Remember we handle all Fruits and Vegetables for the Dominion Government, grown at Experimental Farm here.

You will certainly make money by corresponding with us when you are open to buy or sell anything in our line.

We also make returns promptly, charging ten per cent. commission and no more.

Don't forget that we operate the largest Fruit auction rooms in Canada.

We also have G.T.R. siding, so that there is no cartage at this end.

OUR REFERENCE:
Crown Bank, or any mercantile agency.

AUCTION SALES
Monday, Wednesday and Friday,
at 2 p.m.
Also every morning at eight o'clock during berry season.

There is only one

FLY PAD

That's **WILSON'S**

The best fly killer made

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Royal Sport and Hogen Mogen

CIGARS

have been so long on the market that they are known and appreciated everywhere, so that it is not difficult to sell them once you let your customers know you have them in stock.

FOR PRICES WRITE TO

The Sherbrooke Cigar Co., Sherbrooke, Que.

FACTS ABOUT GROCERIES

Information for Clerks and Merchants Regarding the Products They Sell—How Tapioca is Made.

The Manufacture of Tapioca.

The tapioca plant, Janipha Manihot, was originally introduced to the Straits Settlements from Brazil. Flake tapioca and Cassareep are produced from the root or tuber, which contain hydrocyanic acid, also manihotorin, known as sepsicolytin or fermentation hinderer, on account of its remarkable antiseptic properties. The hydrocyanic acid is very volatile and is expelled by a slight degree of heat; thus no trace of it is left after the process of drying is complete.

The method adopted on new land is extremely simple and inexpensive, and can be followed for three years without the application of manure. The jungle is felled and burnt, after which the land is allowed to weather for about six months before planting. Meanwhile the branches and boughs are lopped off, heaped and burnt. The soil is then scraped with the shankole and cleared of all growth. Slips cut six inches in length are taken from healthy matured plants and planted every five feet, in rows six feet apart. The second year the soil is disturbed to a depth of from four to six inches, and the distance of planting reduced to four feet by five feet. The third year the same method is followed except that the distance is further reduced three feet by five feet.

Three weedings are generally necessary, but this varies somewhat according to the condition of the land. The cultivation of old land—that is land from which three crops have already been taken—is arduous and expensive. After gathering the previous crop's sticks, the ground is first shankoled (hoed) to a depth of one foot, followed by a second operation in which the soil is thoroughly pulverized and weeds entirely removed. Suitable manure is then spread broadcast, after which banks are dug one and a half feet in depth and five feet in width. Planting is followed immediately, the slips being placed in a slanting position on the top of the banks, every two feet nine inches, and just below the surface.

Matures in Twelve to Fifteen Months.

On old land the plant takes twelve months to mature and on new land fifteen months. On old land the plant takes twelve months to cleanse them and removes the greater part of the outer skin, after which they are rasped to a pulp. The flour is washed out of the pulp in large cylinders covered with straining cloth and through the centre of which pass spray pipes for the necessary supply of water. The liquid thus obtained passes through the cloth and the fibre out of the opposite ends to which the machines are fed. After settling in shallow tanks three and a half hours, the water is run off, leaving the flour about half an inch in thickness. This is removed to deep vats, where it is thoroughly stirred and allowed to settle for seventeen hours. It is then dug up, and after all impurities have been carefully removed, the mass is pulverized in a machine and sifted. At this stage the flour is suitable for making either flake or pearl. The methods, however, are somewhat different.

Flake is formed by granulating in round pans heated by a fire to a temperature of 212 degrees. The material is then dried by fire heat on iron plates at a temperature of about 160 degrees. Finally it is sifted and packed for the market.

Pearl is formed by tossing the flour from end to end of a damp cloth cradle, suspended from the roof of the building and reciprocated with a jerky motion by a man at either end and one at the side to prevent the cradle rocking and spilling the flour. It is then sifted and the rest of the process is the same as for flake, except that the roasting pans are at a somewhat lower temperature.

AUSTRALIAN CONTRACT RENEWED.

Sir James Mills of New Zealand, head of the subsidized steamship line between Canada and Australia, arrived in Ottawa recently in connection with the company's contract with the government for a weekly service between Canada and the Antipodes. The government has made a temporary renewal of the contract until August, 1909. The company gets a total subsidy of £60,000 per year, of which Canada gives £37,090.

Handle
OLD CHUM
Cut Plug Smoking Tobacco
It's a Trade Bringer

CLAY PIPES
The best in the world are made by
McDOUGALLS
Insist upon this make
D. McDOUGALL & CO., Glasgow, Scotland.

ATTENTION.
JOS. COTE, Importer of and Wholesale Dealer in Tobacco
QUEBEC
invites the merchants of the Dominion, who intend to come to Quebec on the occasion of the Tercentenary Celebrations, to visit his establishment.
This house carries the most varied and best selected stock in the Dominion and offers to receive all parcels which visitors hand to them to be transmitted immediately to their addresses without charge.
Office and Sample Room: 186-188 Rue St. Paul; Phone 1272. Warehouse: 119 Rue St. Andre; Phone 1272. Branch Office: 179 Rue St. Joseph: Phone 2097.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

IF INTERESTED IN STORE FIXTURES

IN VIEW OF PRESENT OR FUTURE NEEDS, BE SURE AND SEE OUR

WALKER BIN DISPLAY

AT

WINNIPEG FAIR

OUR REPRESENTATIVES IN ATTENDANCE WILL BE PLEASED TO SUBMIT DESIGNS, PLANS AND ESTIMATES FOR THE COMPLETE FURNISHING OF YOUR STORE.

The Walker Bin & Store Fixture Co.,

BERLIN, ONT. Limited

Representatives

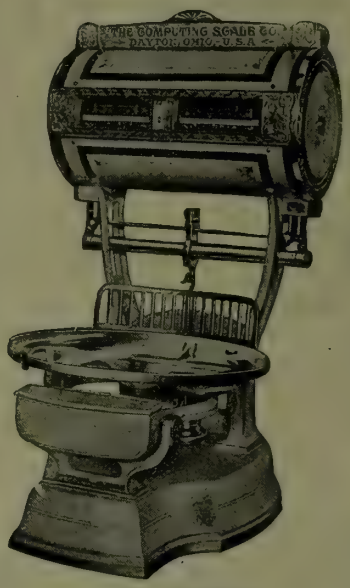
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

Montreal; Kenneth H. Munro, Coristine Bldg.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Boston Special

Absolutely Automatic



The Dayton

Over 210,000 Scales sold. Are you one of the users?

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

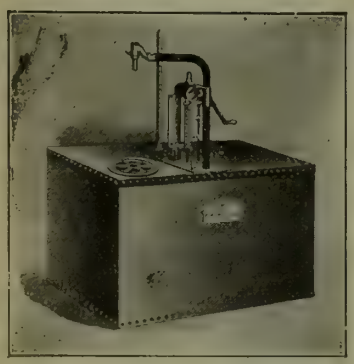
Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.



Cut 19—TYPE B.

All Metal Outfit.

If you even suspected that you were losing from $50.00 to $200.00 a year, wouldn't you try to stop it?

By retailing your oil and gasolene with ordinary tanks, you ARE losing that much or more.

Catalog B. shows you just how you are losing this money and illustrates Oil Tanks that will stop it.

S. F. BOWSER & CO. Limited

66-68 Frazer Ave., Toronto

If you have an old Self-Measuring Tank and want a new one, write for our liberal exchange offer.

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

FRANK H. BARNARD, PRINTER

246 Spadina Ave. Telephone Main 6357, Toronto

Ridgeway's Collecting Agency

11 St. Sacrament Street, Montreal

Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

You take no risk when you sell

BANNER BURNERS

Every Burner guaranteed. Orders solicited through the jobbing trade.

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

NO. 170 MODEL

BEFORE YOU BUY A COMPUTING SCALE

Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle all your business.

A post card sent us will bring complete information or a call from a representative.

STIMPSON COMPUTING SCALE CO.
DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.
" 15 Court House Block, Robson St., VANCOUVER, B.C.
A. L. DENT, - - - WOODSTOCK, ONT.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¾-lb.tins—3 doz. in case

The
Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

PAYS FOR ITSELF EVERY 90 DAYS

LASTS A LIFETIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it.

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton. Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA
18 and 20 Mary St., HAMILTON, Ont.

We make a specialty of

COUNTER CHECK BOOKS

for all kinds and makes of LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.

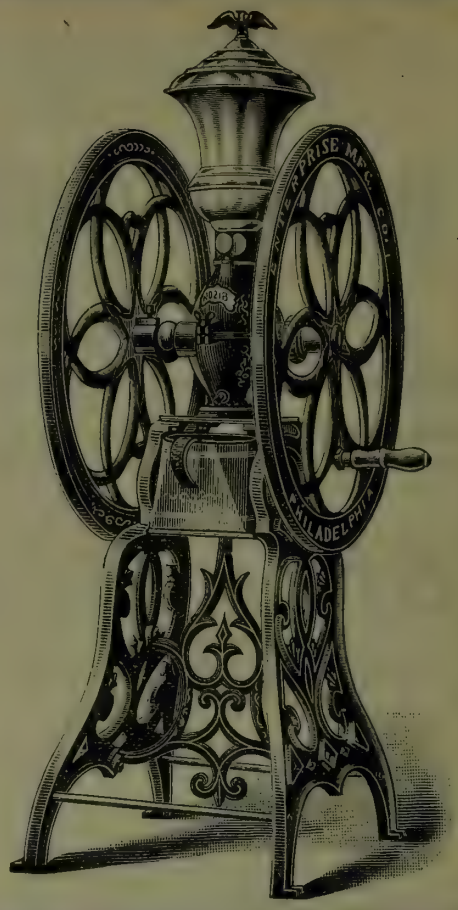
TORONTO - MONTREAL
Canada

MARKED "ENTERPRISE"

Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U.S.A.



BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

Here's the Reason Why

We are able to guarantee Farmer Brand quality. We grow our own fruits and vegetables on three thousand acres of the finest garden land in Canada. Thus we can **select** the right goods and **reject** the unfit.

FARMER BRAND
Canned Fruits and Vegetables

Are packed in a factory which is a model of up-to-date mechanical and sanitary perfection. It enables us to preserve every speck of the natural flavor of our home-grown fruits and vegetables.

FARMERS' CANNING CO., Limited
BLOOMFIELD, - ONTARIO

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyers to H.M. the King, Mayfair Works, Vauxhall, LONDON - ENG.
LIMITED

YOUR UNUSED FUNDS

should bear interest at the highest current rates. Amounts of $1.00 and upwards are received in the SAVINGS DEPARTMENT of THE METROPOLITAN BANK. Interest is allowed from date of deposit, and compounded every 3 months. No delay in withdrawal.

ALL DEPARTMENTS OF BANKING ARE CONDUCTED WITH ABSOLUTE SATISFACTION AND SECURITY.

The Metropolitan Bank

Capital Paid Up: - - - - - $1,000,000
Reserve Fund and Undivided Profits: - $1,241,532.26

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

THE TELEPHONE

Is a companion, friend and servant combined.

Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.

Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,
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Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - - - - $1,400,000.00
ASSETS - - - - - - - - - - 2,162,753.85
LOSSES PAID SINCE ORGANIZATION, 29,833,820.96

HOTEL DIRECTORY

TOWER HOTEL GEORGETOWN DEMERARA
BRITISH GUIANA.
This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

WINDSOR HOTEL
HAMILTON, BERMUDA
This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNICOL, Prop.

HALIFAX HOTEL
HALIFAX, N.S.

THE GRAND UNION
The most popular hotel in
OTTAWA, Ont. JAMES K. PAISLEY, Prop.

VICTORIA LODGE
HAMILTON, BERMUDA
Mrs. J. F. SMITH Proprietress.
Opposite Victoria Park and Cedar Ave.
Private Board $12 to $14 per week.
Open Nov. Closes in May.

WINTER RESORT
QUEEN'S PARK HOTEL
PORT OF SPAIN, TRINIDAD, B.W.I.
JOHN McEWEN, Manager. For Rates, etc. apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

July 17, 1908

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 96
4 "	12 "	1 40
3 "	12 "	1 45
4 "	16 "	1 65
3 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	
1 "	12 "	Per case $4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 2 lb.	13 60
" 5 lb.	27 25

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 2 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz	2 '0
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

	Per doz.
Nelson's—	
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals.

Wheat OS, 2-lb pkgs., per pkg	0 08
" 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

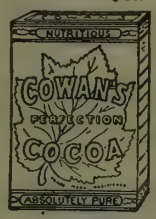
THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3.60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz	$4 50
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
	0 15
London Pearl per lb	0 22
Special quotations for Cocoa in bbls., kegs, etc	
Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—	
Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ¼-lb., 12-lb. boxes per lb	$0 35
Parisian 8s, lb.	$0 30
Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" ¼'s " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—	
Maple buds, 5-lb. boxes, lb	0 3
Vanilla wafers, "	0 35
" nonpariels, 5-lb. box	0 35
" 2's, 5-lb. boxes, lb	0 28
" 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, ¼ doz. to case, per doz.	$ .90
½ " ¼ " " "	2.40
½ " 2 " " "	4.75
½ " 1 " " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Slice, ½'s (for cooking), doz	0 90
Prepared cocoa, ½'s	0 32
Prepared ½'s	0 30

Mott's breakfast cocoa, ½'s	0 42
" " " ¼'s	0 42
" No. 1 chocolate, ½'s	0 36
" Navy " ½'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ¼-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases

	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18		0 16
Special Shred	0 17		0 15
Ribbon	0 19		0 17
Macaroon	0 17		0 15
Desiccated	0 16		0 14

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.
Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$0 32
Damascus	0 28½
Cairo	0 20
Sirdar	0 17½
Old Dutch Rio	0 12½

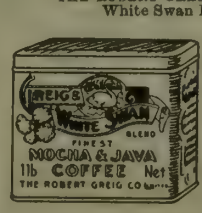
PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy litho-graphed canisters	0 30

Cheese —Imperial

Large size jars, per doz	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	1 40
Small size, "	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

COUPON BOOKS—Allison's.

For sale in Canada by The Eby Blain Co Ltd Toronto. C. O. Beauchemis & Fils. Montrea $2, $3, $5, $10, $15 and $20.
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each (3½
500 books to 1000 books	(3

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

'Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of	2 doz		$3 20
"	2 "	"	1	"	3 00
"	4 "	"	1	"	4 50
"	20 "	"	½	"	4 75
"	20 "	"	1	"	9 00

THOMAS J. LIPTON

Prices on application.

Assorted Case,	Contains 2 doz..$2.50
Chocolate (Straight)	Contains 2 doz..$2.50
Vanilla (Straight)	Contains 2 doz. $2.50
Strawberry (Straight)	Contains 2 doz..$2.50
Lemon (Straight)	Contains 2 doz. $2.50
Unfavored (Straight)	Contains 2 doz..$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

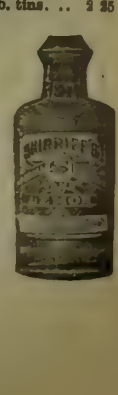
Robinson's patent barley	½-lb. tins		$1 35
" " "	1-lb. tins		2 35
" groats	½-lb. tins		1 35
" "	1-lb. tins		2 35

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors)	doz. 1 00
2 " "	" 1 75
2½ " "	" 2 00
4 " "	" 3 00
5 " "	" 3 75
8 " "	" 5 50
16 " "	" 10 00
32 " "	" 18 00

Discounts on application.



Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

MORSE BROS., Props. - Canton, Mass., U.S.A.

ROWLEY'S

Valencia Raisins and Almonds

THE FINEST IN THE LAND

F. W. Rowley
DENIA
Extra Fine Selected

These are the brands recognized as the standard for years.

You are safe to stock them in such belief.

S. Bodi
DENIA
Finest Selected

SHELLED ALMONDS, in 28-lb. and 14-lb. boxes.

We have the real goods. Write for samples.

UNDERWOOD and CRICHTON,

London, England — Valencia, Spain — Denia, Spain

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N. S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

Just One Big Word— # SOAP

We can supply your wants in toilet soaps—lines which we guarantee as to quality. Prices attractive.

SAVONS FRANCAIS

C. Pagnuelo, Manager

Factory: 1653 Notre Dame St. East — MONTREAL — Offices: 235 Coristine Building

BATGER'S

LIME JUICE CORDIAL

—OR—

LEMON SQUASH

and a Glass of Ice Water make

2 Delicious Summer Beverages

Your Customers know how handy they are at all times and will appreciate your stocking them.

ORDER FROM YOUR WHOLESALER

AGENTS:
ROSE & LAFLAMME, LIMITED
MONTREAL

Shelled Almonds

Valencias and Jordans

Cluster Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 5 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 80

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited

GENESEE PURE FOOD CO.

Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price 'Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 10	
½-bbls. 0 10½	
Tubs, 60 lbs. 0 10½	
20-lb. Pails. 2 10	
20-lb. tins .. 2 00	
Cases 3-lb.. 0 11	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	3 50
5 cases or more	3 40

Marmalade.

W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb.	glass	jars.
Pineapple	" 1	"	"
Green Fig	" 1	"	"
Green Fig and Ginger	" 1	"	"
Lemon	" 1	"	"
Grape Fruit	" 1	"	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Shredded"—	
1-lb. glass, doz.....	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$13 00	
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins.....per doz.	$1 40
" ½-lb. tins ..... "	2 50
1-lb. tins ..... "	5 00
Durham ¼-lb. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F. D ½-lb. tins .....per doz.	0 85
-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	3 50
" ½-pts. 24's.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

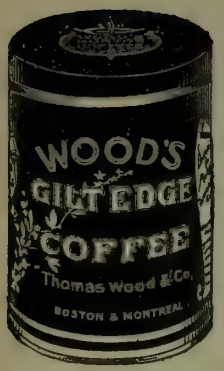
MAGIC BRAND.

		Per case
No. 1, cases,	60 1-lb. packages.....	$2 75
No. 2, "	120 ½-lb. "	2 75
No. 3, "	{30 1-lb. " / 60 ½-lb. " }.....	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 25
5 cases.....	9 75

Concentrate Your Energies



ESTABLISHED 1879.

Down through the ages comes this warning :

"Do not talk a little on many subjects, but much on a few."

In some instances you needn't talk at all. Our brands are "a few," but they are inarticulate, and yet "do their own talking."

The only necessary preliminary is the introduction by the grocer to the consumer of

WOOD'S COFFEES

each selection by its name, and "the rest is easy."

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors .....per gross		$10 20
" " black..... "		15 30
Oriole soap..... "		10 20
Gloriola soap..... "		12 00
Straw hat polish..... "		16 20

3 doz. to box $3 45

6 doz. to box $6 90

30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED

	per lb
Laundry Starches—	
No. 1 White or blue, 1 lb. cartons	
No. 1 " 1-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

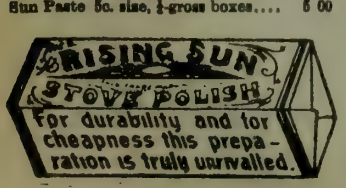
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 06
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

pkges, cases 5 doz., per case.. 4 75

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
Kegs, 150 lbs.	0 03¾ "
2-gal. pails 25 lbs.	1 25 each
3 " " 38½ lbs.	1 75 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ per lb.
Kegs, 150 lbs.	0 03¾ "
2-gal. pails 25 lb.	1 25 each
" " 38½ lbs.	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb " 3 " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton

75 Front St. East, Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's	$0 20	$0 25
Blue Label, ½'s	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—

Victoria, hf-c, 90 lbs		0 25
Princess Louise, hf-c, 80 lbs		0 19

Ceylon Green Teas—Japan style—

Lady, cases 60 lbs		0 18
Duchess, cases 60 lbs		0 19

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

MELAGANA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

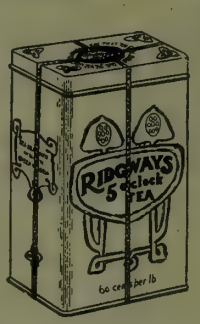
We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c.		0 22
Green Label. " 40c.		0 30
Red Label, " 50c.		0 35
Orange Label, " 60c.		0 42
Gold Label, " 80c.		0 56

RIDGWAY'S.

London, Vancouver, Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old County, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H.M.B., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 16
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-30—1-40	55 00
J. C. C., Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 75
" " 1-lb "	0 90

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$12 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

DWIGHT'S BAKING SODA

It isn't only that

"COW BRAND" BAKING SODA

is stronger and purer than any other package or bulk soda but that it is always uniform and thoroughly reliable.

The housekeeper's guarantee lies in the reputation of the manufacturers.

Your guarantee for profit lies in "COW BRAND" Baking Soda's popularity with the housekeeper.

Ask your jobber for same

Church & Dwight

MANUFACTURERS

MONTREAL

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

INFORMATION

about every conceivable subject finds its way into the newspapers. The function of THE CANADIAN PRESS CLIPPING BUREAU is to collect all the items of information appearing in Canadian newspapers about any subject you are interested in. Our service is thorough. We don't miss an item. If you want all the current information about a pet subject, we can supply it at the lowest cost. By using our service you can keep posted on any subject.

Write for our free booklet.

THE CANADIAN PRESS CLIPPING BUREAU

232 McGill Street, MONTREAL

10 Front St. East, TORONTO.

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

SALT

Lump and
Crushed Rock

Dairy and General Purpose.

VERRET, STEWART & CO.
LIMITED
MONTREAL

We have a few spot goods to offer

Write us for prices.

Wax Beans 2's	White Peaches H.S. 2's
Whole Beets 3's	Gallon Apples
Sliced Beets 3's	Bartlett Pears 2's and 3's
Squash 3's	Heavy Syrup
Pumpkin 3's	Damson Plums 2's H.S.
Red Cherries H.S. 2's	Lombard " " "
Yellow Peaches H.S. 2's	Greengage " " "

Lawton Berries (light syrup) 2's

J. H. WETHEY, LIMITED
ST. CATHARINES, CANADA

Just Read the Directions!

GROCERS—

get familiar with the many uses of

GILLETT'S LYE

and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant. It's a sure trade bringer. REFUSE SUBSTITUTES and the various "Just as good" kinds. They may cost you a few cents less per case, but do they pay you as well as the old reliable—the standard—**GILLETT'S LYE?**

E.W.GILLETT
COMPANY LIMITED
CHICAGO ILL. TORONTO, ONT. LONDON, ENG.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, JULY 24, 1908. NO. 30.

It is Merit and Merit Only

that has placed

Keen's Oxford Blue

at the head of all laundry blues in the world. It has in consequence had scores of imitators but never an equal.

For sale by all jobbers

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion **Montreal.**

Anything that tends to make your customers' housework a pleasure, deserves your consideration and support.
Ordinarily the question of STARCH is a serious one with the housekeeper, but

BENSON'S "PREPARED" CORN For Cooking Purposes AND **EDWARDSBURG "SILVER GLOSS" STARCH** For the Laundry

make it easy for all these labors.

It Pays to Sell Only the Best

EDWARDSBURG STARCH CO., Limited

53 Front St., East TORONTO, Ont.

ESTABLISHED 1858 Works, CARDINAL, Ont.

164 St. James Street MONTREAL, P.Q.

UPTON'S

Pure Orange Marmalade

"It's Pure That's Sure"

"It's Pure That's Sure"

Upton's 10c. Jar Pure Orange Marmalade is the biggest kind of value. Show it to your customers, they will appreciate it.

The T. Upton Co., Limited

Hamilton, Canada

The best that money can buy

is never too good for Canadians, that is why it pays to handle "Stower's" goods, their **"Lime Juice Cordial"** is ready for immediate use by adding water—or soda—or ginger ale, already sweetened, their Lime Juice the strongest.

As used by King Edward the VII.

As used by The Prince of Wales

A few of the places where you can get these:

HAMILTON, ONT.—Lucas, Steele & Bristol
BRANTFORD, ONT.—Geo. Foster & Sons
KINGSTON, ONT.—Fenwick, Hendry & Co.
QUEBEC, P.Q.—J. B. Renaud & Co.
ST. JOHN, N.B.—A. G. Dick

ARTHUR P. TIPPETT & CO.
Sole Agents
Montreal

No Musty Flavor

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HOWARD BLIGH & SONS
HALIFAX N.S.
Importers, Exporters and General Commission Merchants.
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.
Domestic and Foreign Agencies Solicited.
Highest References.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago, Pork and Lard.

ONE OR TWO
more agencies will be well looked after by the undersigned. Just able to take proper care of one or two more only. Excellent connections in Montreal and Quebec Province, and highest references.
Communicate at once.
C. A. Morin
Room 35, Alliance Bldg.
107 St. James St. - Montreal

MONTREAL

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

Dominion Storage & Forwarding Co., Ltd.
43 Colborne Street, TORONTO
Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.
TELEPHONE MAIN 5661

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

TORONTO.

TAPIOCA
ON SPOT
Medium and Seed
Quotations on Application
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

Foreign and Domestic
BEANS
on spot
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents and Importers
29 Melinda St., Toronto

MOOSE JAW

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

(Continued on page 4.)

During Travellers Holidays

We solicit your orders by

MAIL, 'PHONE OR TELEGRAPH

AT OUR EXPENSE

We Guarantee Quick Shipment Same Day as Order is Received

LOWEST QUOTATIONS

EBY-BLAIN, LIMITED

TORONTO

Wholesale Grocers

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you You sell at	30c per lb. 40c per lb.
GOLD LABEL	1s and ½s	Costs you You sell at	35c per lb. 50c per lb.
LAVENDER LABEL	1s and ½s	Costs you You sell at	42c per lb. 60c per lb.
GREEN LABEL	1s and ½s	Costs you You sell at	50c per lb. 75c per lb.

CANISTERS

GOLD Tins	5s	Costs you You sell at	35c per lb.—$1 75 50c per lb.— 2 50
GOLD Tins	3s	Costs you You sell at	35c per lb.— 1 05 50c per lb.— 1 50
GOLD Tins	1s	Costs you You sell at	36c each 50c each
GOLD LABEL	½s	Costs you You sell at	18c each—36c per lb. 25c each—50c per lb.
RED Tins	½s	Costs you You sell at	35c each—70c per lb. 50c each—$1.00 per lb.
RED Tins	¼s	Costs you You sell at	18c each—72c per lb. 25c each—$1.00 per lb.

Head Office and Factory for Canada : 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

Manufacturers' Agents—Continued.

QUEBEC

J. P. THOMAS
WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies Correspondence invited
25 ST. PETER STREET, - - QUEBEC

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

WINNIPEG.

Wholesale Grocery Brokers, Commission Merchants.
First-class connection with the trade. Established 1895. First-class references.
Your correspondence and business solicited.
GEORGE ADAM & CO.
430½ Main St. W.

RICHARDS & BROWN
Wholesale Commission Merchants and Brokers
314 Ross Avenue WINNIPEG, Man.
Correspondence Solicited

VANCOUVER

GROCERY BROKERS
and Manufacturers' Agents
CARMAN BROKERAGE CO., Ltd.,
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
Head Office and Track Warehouse,
141 Bannatyne Ave. WINNIPEG, MAN.

F. G. EVANS & CO.
Grocery Brokers and Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

W. H. ESCOTT
(Formerly of Carman-Escott Co.)
Grocery Broker and Manufacturer's Agent
WINNIPEG, CALGARY and EDMONTON
Goods stored and distributed.
Head Office and Track Warehouse
141 Bannatyne Avenue Winnipeg, Man.

Do You Want to Buy
A BOILER, ENGINE OR MACHINERY?
If you are a subscriber of CANADIAN GROCER, you can insert a notice free in
CANADIAN MACHINERY
TORONTO MONTREAL

STRANG BROTHERS
Commission Brokers and Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

Are Your Goods on The Market?
They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

—OFFICES IN CANADA—

CALGARY, ALTA. HALIFAX, N.S. OTTAWA, ONT. HAMILTON, ONT. QUEBEC, QUE. VANCOUVER, B.C. LONDON, ONT. ST. JOHN, N.B. WINNIPEG, MAN. MONTREAL, QUE. TORONTO, ONT.

THOS. C. DEVLIN, Gen. Man. Western Canada, Toronto.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

Freight is no more on full strength
MAPLE SYRUP
containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.
Canada Maple Exchange, Limited, Montreal
TRADE MARK. Small's

Try a business card in The Canadian Grocer.

Slow Collections Cured
Our business is to collect overdue accounts owing to our clients. No need to bother yourself with slow collections—send them to us. For the year we've been in business we've made collections to the entire satisfaction of a large number of clients.
WE KNOW HOW!
The Beardwood Agency
313 New York Life Building - MONTREAL

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

"To Hold Fast to Quality IN THE Merchandise Offered."

John Wanamaker gives this as one of the cardinal principles of success in mercantile life. And he is right. Once let a store get a reputation of selling goods of quality and the public will make a beaten path to its doors. High quality is particularly necessary in foodstuffs in these days in view of the growing demand for purity and wholesomeness.

Canadian Canners' Peas are the finest in the world.

Grocers and general merchants everywhere find their customers demanding "more of the same" when they have once tried our celebrated brands. Our Grade No. 2, Sweet Wrinkle Pea, is the most satisfactory pea packed. Its superior quality enables you to sell it with a much greater margin of profit than ordinary brands.

Our Canned Peas are sold in four grades or qualities, viz:—

Grade No. 1—Extra Fine Sifted Peas
Grade No. 2—Sweet Wrinkle Peas
Grade No. 3—Early June Peas
Grade No. 4—Standard Peas.

BRANDS:—"Canada First" (Aylmer), "Little Chief," "Log Cabin," "Horseshoe" (Bowlby), "Auto" (Canadian Canners), "Kent," "Lynnvalley" (Simcoe), "Maple Leaf" (Delhi), "Lion" (Boulter), "Thistle" (Brighton), "Grand River" (Lalor), "White Rose" (Lakeport).

Canadian Canners, Limited

Hamilton, Canada.

We Protect The Grocer

by producing and selling canned goods of absolutely sound quality. We want to **hold** our customers and we succeed in doing so because there is never a complaint as to the high quality of

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

We exercise the greatest care in the selection of our fruits and vegetables. Our processors are all men of wide experience who thoroughly understand every detail of up-to-date canning methods.

Our 1908 Pack
is fully up to the mark,
You will serve your own
interests most effectively by ordering
Old Homestead Brand
from Your Jobber

The Old Homestead Canning Co.

Picton, Ontario

BULK VERSUS PACKET

If you are still depending on the old-fashioned stock of bulk teas, you are in the same position as the man who climbs ten flights of stairs when there is an elevator in the building.

You are not only like him—losing time—which is money—but you are losing the benefits derived from pushing a high-class tea like

"SALADA"

which is not only a great convenience, but more profitable. No loss in weighing, no exposure to dust or air, no deterioration in flavor, no loss in interest, no freight to pay. Instead of carrying a large stock of bulk tea, is it not much better to carry a small well-assorted stock of "SALADA" in Black, Green and Mixed? Remember, that besides loss in interest, every tea of whatever growth loses at least one cent per pound every six months in quality, as all teas deteriorate with age.

PICKLING SPICE

We are offering exceptional values in high-grade Pickling Spice. Each of the varieties is specially selected with a view to the best results, so that it can be recommended to the most fastidious trade.

Sold either in bulk or packages.

Our "White Swan," glass front, ¼-lb. package is unequalled as a 10c. line. 4 doz. in a case.

The Robert Greig Co., Limited.

WHITE SWAN MILLS

TORONTO

Stock the Best.

"KIT" COFFEE

IS

BEST in Quality
SMARTEST in Finish
KEENEST in Price

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St.; Ontario, A. E. Bowron, 18 King William St., Hamilton Winnipeg, Mason & Hickey 108 Princess Street.

National Licorice Co.

Brooklyn, N.Y.

Toronto Sales Agent—
R. S. McINDOE, 120 Church Street.
Montreal Sales Agent—
J. M. BRAYLEY, 55 St. Paul Street.
Winnipeg Sales Agency—
Wiseman-Ashley Company.
St. John Sales Agent—
H. S. Daly.
Vancouver Sales Agency—
J. F. Mowat & Company.

Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve).

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis, - - Quebec	Carman Escott Co., - Winnipeg.
C. DeCarteret, - - Kingston.	R. G. Bedlington & Co., - Calgary
Jas. N. McIntosh, - - Ottawa	Tees & Pearse, - Edmonton.
Geo. Musson & Co., - Toronto.	Wilson & McIntosh, - Vancouver
J. W. Bickle & Greening, - Hamilton.	C. Leonard Grant, - P. E. Island
G. H. Gillespie, - - London	

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

BATGER'S

WAIT TO SEE OUR NEW LINES

Before Ordering

XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
ETC., ETC.

We are showing a very fine assortment of English Confectionery — manufactured by Batger & Co., London.

IF YOU CAN'T AWAIT OUR CALL, WRITE FOR PARTICULARS.

Rose & Laflamme, Limited

Montreal and Toronto.

ST. CHARLES CREAM

UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.

St. Charles Condensing Co.

INGERSOLL, - ONTARIO
CANADA

"O.K."

REGISTERED.

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Garlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

THE POINT

IN A NUTSHELL

Contractors to the War Office and Admiralty.

CANADIAN AGENTS :

Messrs. Martin & Robertson, Vancouver and Victoria, B.C.
" C. & J. Jones, Winnipeg.
" G. Stanway & Co., Toronto.
Mr. Kenneth H. Munro, Montreal.

The difference between the vinegar we make and the others you're sometimes asked to buy lies in the brewing. An honest attempt to produce a good article is not always rewarded with success, but

Since 1849 we have been renowned for the excellence of our plant and the perfection of our product.

During that time our trade has developed and extended to all parts of the world.

White, Cottell & Co.,

Camberwell S.E., LONDON, ENG.

Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato,** not the **Tomato** to the size of the **Opening.**

Pack **Whole Tomatoes,** not Crushed Fruit.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Max Ame Patents

If You Buy Your Tea From T. H. Estabrooks You Will Never Have Any Dead Stock

The dead ones were all bought from other firms. Ask the firms who sold you this dead stock—dare them—to do the same as T. H. Estabrooks has always offered to do, viz: "take back and pay full price in cash for any tea not fully satisfactory." They won't do it. Then why run the risk of dead stock, especially when you can make more profit by selling Red Rose Tea and Estabrooks' bulk blends than any teas on the market.

Two Reasons—You can sell more of them because no other teas equal them in quality, and you are absolutely guaranteed against loss as every pound is guaranteed to pay you full profit.

Branches:— TORONTO, 3 Wellington E.
WINNIPEG, 315 William Ave.

T. H. ESTABROOKS
ST. JOHN, N.B.

We own the three thousand acres of garden land on which grow the fruits and vegetables

FOR

FARMER BRAND

So, from the ground to the sealed can, we are able to guarantee the purity and high quality of every atom of FARMER BRAND. Few factories but ours can maintain such a claim.

FARMERS' CANNING CO., Limited

BLOOMFIELD, - ONTARIO

Book your orders now for regular supply of

BLUEBERRIES

with the

PLAYFAIR, PRESTON CO., Limited,

MIDLAND, - ONTARIO

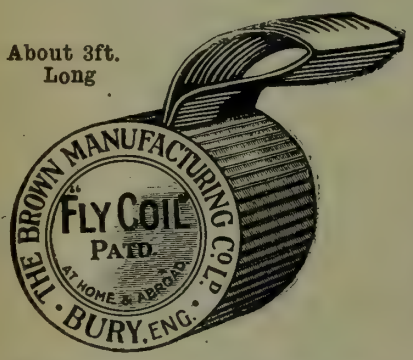
Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kin of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

About 3ft. Long



They Used to Say

"You can catch more flies with molasses than you can with vinegar." That was before we made

Brown's Famous "Fly Coil"

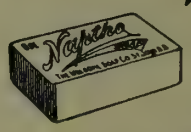
It is the only fly catcher worth talking about now. Nearly three feet of fly-catching tape, and holds more flies to the square inch than anything you ever saw! Hang one up and see how it protects your goods! See the flies jump for it! See it jump for the flies, too! You can catch customers for it as easily as it catches flies, and make a good profit.

To be obtained from

The Wingate Chemical Co., Notre Dame St., Montreal

or direct from

The Brown Manufacturing Co., Ltd., Bury, Eng.



Naptha SOAP

MADE IN CANADA

MAKE

NAPTHO SOAP

YOUR LEADER

The result will be —satisfied customers — satisfactory profits.

The Welcome Soap Co.
Limited

St. John, - N.B.

New Japan Teas

are the teas of the present and every grocer's unfailing seller.

Strict Analysis Proved It!

Samples of E.D.S. Brand Jams and Jellies were bought by Government Agents at various places and subjected to a rigid analysis. This resulted in a declaration by the Government Analyst that

E. D. S. Brand Jams and Jellies

are the purest sold in Canada

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.

TRAVELLERS' HOLIDAYS

Wire or Phone at our expense

We pay particular attention to mail orders.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

For a Camping Party

there's nothing so good as

CAMP PIE

. . . . GLENCAIRN BRAND . . . .

We feel that we make pretty good "Camp Pies" and so many seem to agree with us that we confidently ask for your trial order. Selected stock used. Chickens, Hams, Tongues and Game.

In oval or square tins.

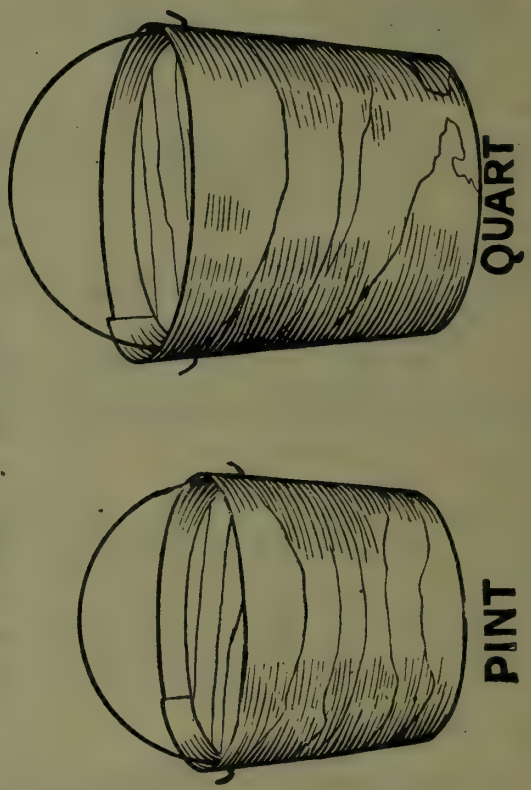
Cunningham & De Fourier Co. Ltd.

Glencairn Works: LONDON, E.

Canadian Agents:
ROSE & LAFLAMME, LIMITED, Montreal

Walter Woods & Co.

GROCERS' VENEER PAILS



Hamilton and Winnipeg

We are helping you to sell

2 in 1 Shoe Polish

Are You Taking Full Advantage of Our Widespread Advertising?

Lots of Sales. Lots of Profit. The quality of 2 in 1 never fails to bring in repeat orders.

The F. F. DALLEY CO., Limited HAMILTON, CANADA BUFFALO, N.Y., U.S.A.

To Agents:

Three Good Things

Branson's
Pure Coffee Extract

Branson's
"Shereef Coffee"
A CHEAPER ARTICLE

Branson's
Coffee and Milk in Tins

OUR REPRESENTATIVE
is now in Canada, arranging agencies for the sale of our specialties throughout the Dominion

Apply to
"BRANSON" 303 Frank St. Ottawa, Ont.

Down With Labor!

A revolution affecting Trade, Commerce and the Home.

We guarantee that you can reduce a tiresome ten hour wash-day to a pleasant one of five hours by using

YOUNG TOM Washing Powder
and
PURITY Laundry Soap

Labor Downed!

FOUR bars of Purity Naptha Soap (not cheap resin soap) will do more washing than SIX bars of any other soap and give better satisfaction.

Our Motto is "QUALITY"
You Ought to Sell Purity and Young Tom.

MADE BY
THE YOUNG-THOMAS SOAP CO., LTD.,
Regina, Canada.

No grocer will get himself in a pickle with his customers if he keeps well stocked with

STERLING BRAND PICKLES

and relishes. These are ever-reliable goods, giving completest satisfaction to the most critical.

Order from your jobber or direct from manufacturer.

THE T. A. LYTLE CO. LTD.
Sterling Road, Toronto, Canada

OUR ORDER NOW PLEASE

We are sure you have forgotten to mail it to us.
The great selling season for

Mathieu's Nervine Powders

is here now. For quick selling, rapid turn over and profit realized quickly there's nothing to equal Mathieu's Nervine Powders.

Mathieu's Syrup of Tar and Cod Liver Oil is much the same. It sells a bit more slowly in summer—that's all.

J. L. Mathieu Co., Sherbrooke, P.Q.
Proprietors
L. Chaput, Fils & Cie, Wholesale Depot, Montreal

E NICHOLSON

D H BAIN

CODES.
A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON

NICHOLSON & BAIN

WHOLESALE

COMMISSION MERCHANTS & BROKERS

EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A Bumper Crop in the West

MR. MANUFACTURER, do you realize what this year's bumper crop in the West may mean to you?

It is the biggest crop in the history of the country and it will be worth a pile of money—much more than any previous crop.

The West will have plenty of money to spend and there will be a strong demand for high class goods.

Now is the time to push your goods in the West and develop a trade that will grow from year to year.

We can help you, as we have the selling organization to place your goods on the market.

We are established in Winnipeg, Calgary and Edmonton, the three principal wholesale centres of the West. We can take your goods on commission basis, store them at these three points and distribute them to the wholesale trade.

To do business in the West it is essential that you should have live intelligent representation on the ground.

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise also cars distributed at Winnipeg, Calgary and Edmonton.

TO THE TRADE:

Of course YOU know that

CEYLON TEA

makes the

Best Iced Tea

But Do You Impress that Fact Upon Customers?

Its Lemony Flavor

Just Suits Hot Weather Thirsts, and Its

Full Bodied Quality

Prevents Ice from Impairing Its Tonic Values

CORKS AND CAPSULES

Unless they are the very best, the corks and capsules you use, Mr. Manufacturer, are likely to do you more harm than you can imagine. Avoid the creation of bad impressions of your lines by using ***Ewing's Corks and Capsules.*** Always Uniform, reliable and otherwise perfect.

PRICES GLADLY FURNISHED

S. H. EWING & SONS

MONTREAL and TORONTO

As Pure as Windsor Salt

$1.00 Sold $25 Worth of Groceries

It was a thirty mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

Windsor Salt

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.

The Test is Strength and Purity!

For over thirty years the trade has known that

Shirriff's Flavoring Extracts

are the highest in strength and purity.

IMPERIAL EXTRACT CO., - 18-22 Church St., Toronto

Tartan BRAND

SIGN OF PURITY

While Our Salesmen Are Away

REMEMBER WE ARE HEADQUARTERS FOR

TARTAN BRAND TEAS, COFFEES, SPICES, EXTRACTS, and CANNED GOODS
RED FEATHER " " " " "

ALSO

WAGSTAFFE'S Pure Jams, Jellies, and Marmalade.
Imperial Vinegar, the highest quality.
LEAS Pickles, with the home flavor.
Special Values during vacation.

Phone 596, Free to Buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

TRURO QUALITY BRANDS

TRURO QUALITY BRANDS

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Experience Teaches

But it is a hard master. It is advisable, and in your own interests, that you should not experiment with your maple syrup business, but use

Pride of Canada

the brand with an established reputation for purity, known all over Canada and appreciated by all. A ready seller.

IT PAYS

The Maple Tree Producers' Association, Ltd.,

Waterloo, Quebec

Your Vinegar Trade is Important to You

Your customers demand the best for table use and pickling purposes.

Imperial White Wine Vinegar

HAS NO EQUAL

Order now for later requirements, and make sure of the best.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

The season is approaching when Granulated Sugar will be in active demand for preserving and canning purposes. When ordering supplies ask for

Redpath

the BRAND approved for over fifty years and to-day the STANDARD OF EXCELLENCE.

Made from PURE CANE Sugar by

The

Canada Sugar Refining Co., Limited

MONTREAL

Order

QUAKER SALMON

and Be Sure

TRADE MARK

This is Your M Protection

SONS

ESTABLISHED 1834.

You are buying salmon now. It is just as easy to get the best, so specify **Quaker Salmon,** highest grade Sockeye, from Fraser and Skeena rivers. Most attractive package obtainable in Canada. Prices—they speak for themselves:

QUAKER SALMON, flats, - -	$2.05
QUAKER SALMON, talls, - -	1.90

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

GET

Balmoral Scotch MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO

J.W. WINDSOR

MONTREAL

SOLE AGENTS FOR CANADA

Pushing Wholesale Agents Wanted

FOR

DR TIBBLES' VI-Cocoa

The World Renowned Food Beverage

THE PUBLIC SAY:

"THERE IS MERIT IN IT,"

And

THE TRADE SAY:

"THERE IS MONEY IN IT."

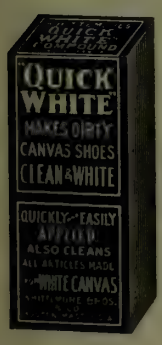
Our Representative is now in Canada fixing our Agents for the Dominion

WRITE HIM

"VI-COCOA," 303 Frank Street, OTTAWA

THE WORLD'S STANDARD **WHITTEMORE'S POLISHES** ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World



Dirty Canvas Shoes

made perfect'y clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust No rubbing off.
A Sponge in every package, so always ready for use

Large size, per gross,
10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Largest quantity; finest quality. Its use saves time, labor and brushes, as it

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . .

OIL PASTE

for ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Ola's.

Price per gross . . . . . .

Excellent for old rubbers.

"SUPERB" Patent Leather Paste

For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. ¼ lb. boxes
Per doz. ½ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . . . .

Also in Russet and Ox Blood

"ELITE Combination"

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . .

"BABY ELITE" Combination

10c. size per gross .

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross .

Star Russet Combination

10c. size per gross .

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . . .

Elite, Ox Blood and Brown Pastes same sizes and prices

If interested write for CANADIAN PRICES. **WHITTEMORE BROS. & CO.,** 20-22-24-26 ALBANY STREET CAMBRIDGE, MASS., U. S. A

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.

A GOOD LINE

There is a "want more" fascination in H. P. Sauce that is crowding English Grocery stores, and the new Sauce is replacing the older ones on all the best tables.

Judging from its reception the Canadian Grocer sees in H.P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers. Brisk sales—liberal profit—in H.P.

Postal to our Canadian agents secures full sized tasting sample and quotations. Try it for yourself. Then you'll get the reason for its success.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
The Codville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

PURE
ANNAPOLIS VALLEY

Cyder

"Land of Evangeline" Brand

Guaranteed absolutely free from chemical preservatives.

Will keep SWEET, CLEAR and SPARKLING in any climate.

The pure juice of the finest Nova Scotian apples manufactured and bottled by secret process, under direct supervision of a member of the most celebrated English Cyder makers—H. Whiteway & Co. Ltd., whose patrons include H. M. King Edward VII, H. M. Alfonso of Spain.

Bottled in champagne quart, pint or half-pint bottles; also supplied in casks.

For Prices and Particulars Address
R. S. McIndoe, - - Toronto.
S. W. Shackell, - - Montreal.
J. S. Creed, - - - Halifax.

ANNAPOLIS VALLEY CYDER CO.
LIMITED
BRIDGETOWN, - NOVA SCOTIA

I AM ABLE TO QUOTE

very sharp c.i.f. prices on

Med and Seed Prl and Flake Taploca

For prompt and future shipment.
The market is in your favor; BUY NOW.

ANDREW WATSON
91 Place d'Youville
Tel. Main 4409 Montreal

Early Delivery

can be had by placing early orders

PURNELL'S

Pickles Vinegar Sauces

are now in active demand and we want to give our customers as good service as good quality.

ORDER TO-DAY FROM OUR AGENTS:

Purnell & Panter, Ltd.
Bristol, England

C. E. McMichael, - - St. John, N.B.
H. Haszard, - - Charlottetown, P.E.I.
Erb & Rankin, - - - - Halifax, N.S.
C. S Harding, Ottawa, Quebec & Montreal
Kyle & Hooper, - - - Toronto, Ont
J. W. Bickle & Greening, - Hamilton, Ont.
Carman Brokerage Co., Ltd., Winnipeg, Man.
C. E. Jarvis & Co., - Vancouver, B.C.

CAPSTAN Brand
High-Grade Tomato Catsup

Put up in 10, 16 and 20 oz., bottles of a new design and is very attractive. This catsup is far superior to many others and is giving perfect satisfaction.

Sold By all Wholesale Dealers.
Once Sold Always Asked For.

THE CAPSTAN MFG. CO.
TORONTO, CANADA.

CHAMPION'S

LONDON, ENGLAND

ESTABLISHED OVER 200 YEARS

THE TABLE

VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.

We are now appointing Wholesale Agents throughout the Dominion.
Pushing reliable firms with good clientele write

"CHAMPION,"
303 Frank St., Ottawa

Wagstaffe's

New Season's Strawberry Jams and Sealed Fruits are now ready, **order at once**, quality **cannot be beaten.**

Wagstaffe Limited

THE PURE FRUIT PRESERVERS

Hamilton

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

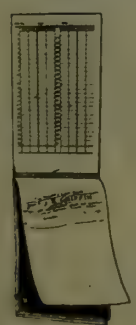
BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

Norton Manufacturing Co.

HAMILTON



The Question is

Can you afford to carry on business without a

"Duplex" Counter Check Book

Most progressive grocers have decided that they can't. We would like to hear from you.

Many grocers have felt the need for a check book that had a white paper and a colored paper—one for originals, the other for duplicates.

The Carter-Crume Company Limited,

Toronto and Montreal

PROSPERITY IN THE WEST

The big crop to be harvested in another month will cause a return of prosperity to the West.

Westerners will have plenty of money to spend this fall.

Mr. Manufacturer, this is the time of opportunity. Push your goods in the West now. Are you represented in Winnipeg ?

WE CAN HELP YOU.

R. B. Wiseman & Co.,

Wholesale Brokers, Storage, Warehousing and Distributing Agents.

123 Bannatyne Avenue East

WINNIPEG, MAN.

They are staples in groceries now—

BORDEN'S BRANDS

"EAGLE BRAND" CONDENSED MILK and "PEERLESS BRAND" EVAPORATED CREAM

Are you taking advantage of the demand for Condensed Milk these days?
—If not, stock Borden's Brands—They are money makers.

All Jobbers sell it

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. ***Shallcross, Macauley & Co., Vancouver and Victoria, B.C.***

Unsweetened)

Give Your Orders For

RIVERDALE BRAND

Canned Fruits and Vegetables

Riverdale Brand has the reputation and standing which bring high-class trade and satisfactory profits. It is pre-eminently the highest in sound quality; the contents of every Riverdale can being clean, sweet, appetizing and healthful.

The Lakeside Canning Co., Ltd. - Wellington, Ont.

MESSRS. EBY-BLAIN Limited, Ontario Agents.

NATION'S

SIMPLY DELICIOUS

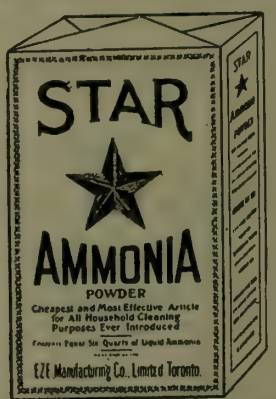
In Packets and 4-oz., 8-oz. and 16-oz. Tins

Agents: GREEN & CO., 25 Front St., E. Toronto

CARMAN BROKERAGE CO., Ltd.

141 Bannatyne St. WINNIPEG

Manufactory—BRISTOL - ENGLAND


STAR
AMMONIA
POWDER
Cheapest and Most Effective Article for All Household Cleaning Purposes Ever Introduced
EZE Manufacturing Co., Limited Toronto.

Nothing like it for pleasing the cleanly housewife.

There are "TEAS and TEAS," but if you want to do ***The Tea Trade*** of your locality you should place your order with us. Our long experience and ready cash purchases enable us to give ***Highest Qualities*** at prices that mean good profits for you. Our repeat orders for our famous package ***Tea***

MELAGAMA

convince us that we have the ***Tea*** the people want. Actual money in every package. Let us convince you. If not, why not?

MINTO BROS., TORONTO

HOLBROOK'S WORCESTERSHIRE SAUCE

HOLBROOKS LIMITED

CANADIAN BRANCH
25 Front St. E., Toronto
Canadian Manager, H. Gilbert Nobbs

MADE AND BOTTLED IN ENGLAND.

Once a Friend
Always
a Friend of

Ridgways TEA

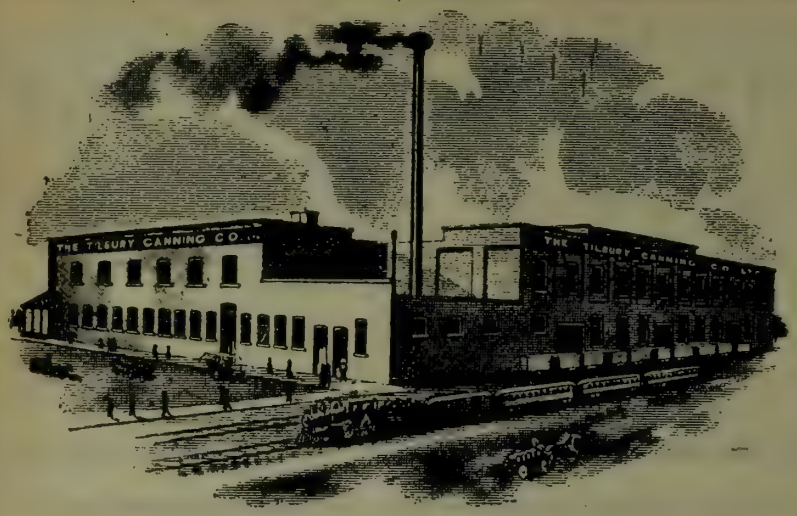
The real quality is in the product. It always gives satisfaction. It's the same every day in the year—Ridgway's—the world's greatest tea.

CANADIAN OFFICE, - VANCOUVER, B.C.

Agents—Richards & Brown, 34 Notre Dame Street, Winnipeg, Man.

REFRIGERATORS
FOR BUTCHERS AND GROCERS
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ***ESTABLISHED 1871***



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

Get our prices for immediate and future delivery.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

We Have Another Supply of

SCHRAM AUTOMATIC SEALERS

ASK TO SEE THEM

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

Profitability

means the ability of any line to produce profit. And right here we want to maintain that quality is what produces **permanent** profit. You may get rid of a poor line of Jam and Pickles without much trouble but what about **repeat orders?** Ozo Brand Pickles and Jams are made to produce permanent profit for the grocer. Ozo Brand relies on **quality** for its success; and our ever increasing sales are proof positive that the trade and the public know quality when they see it. We know lots of people make big claims; but not all can back them up. Our quality claims are backed by the goods we produce, and by the great up-to-date, scientific plant in which the production is accomplished. Say "OZO" in Montreal and people will answer "Our big Pickle and Jam factory; you ought to see it."

All good jobbers handle OZO Brand it pays them. Ask your jobber for OZO BRAND—It'll pay you.

The OZO CO., LIMITED

MONTREAL

THICK, SWOLLEN GLANDS

that make a horse Wheeze, have Thick Wind, or Chokedown, can be removed with

ABSORBINE

or any Bunch or Swelling caused by strain or inflammation. **No blister, no hair gone,** and horse kept at work. $2.00 per bottle, delivered. Book 3-C free.

ABSORBINE, JR., for mankind, $1.00, delivered. Cures Goitre, Tumors, Varicose Veins, Hydrocele, Varicocele. Book free. Made only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.

Canadian Agents, LYMAN SONS & CO., Montreal.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,

OAKVILLE, ONT.

TRY A

Condensed Ad.

IN THE

Canadian Grocer

LEA'S

The Pickle with the Home-made Flavor

The travellers will soon be showing our new line, the Tid-Bit. We claim this to be the finest pickle ever offered to the Canadian trade for the money. When the traveller has them around take a good look at them, you will be surprised.

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Western Representatives: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

RAM LAL'S TEA

Manitoba, Saskatchewan } Customers supplied from Winnipeg, Nicholson & Bain's warehouse.

Alberta, Eastern British Columbia } Customers supplied from Calgary, Western Cartage Co.'s warehouse.

Freight paid in 5-case lots

Order from our travellers, or the above firms. We will supply printed stamped order forms on request.

James Turner & Co., Limited

Hamilton, Ontario

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The Grocers' Day Off

Monster Picnics on Wednesday, July 15, From Hamilton, Brantford, Toronto, Montreal and London—Grocers and Their Friends Enjoyed a Splendid Outing at Various Points of Interest in Canada—Some of the Funny Things Seen During the Day.

Last Wednesday, July 15, was a day of jollity and pleasure for a good many grocers in different parts of Canada. How they all hit on the same day is somewhat of a mystery, probably only a mere coincidence, but it turned out to be a wise choice, for the weather for all the excursions was all that could be desired. It is estimated that upwards of 13,000 people, including grocers and clerks, with their wives, sweethearts and friends attended the various outings that day. Hamilton Grocers' Association took the usual large percentage of the city's population with them to Niagara Falls. With them were joined a couple of trainloads of grocers and their friends from Brantford and another trainload found its way to the Falls from London. The Toronto Grocers' Association took their usual large contingent of city grocers and their friends to Niagara Falls and Buffalo by steamer across the lake, and the Montreal Grocers' Association took a large number of its members and friends to Highgate Springs, Vermont. Each of these outings, as described in detail, following, proved exceedingly successful.

Hamilton and Brantford at the Falls

Another Monster Picnic From the Ambitious City and Large Representation From Brantford—Committees Have Host of Details Well in Hand.

Better, greater and grander than ever was this year's picnic of the Hamilton Retail Grocers' Association, held at Victoria Park, Niagara Falls, on Wednesday, July 15. The Brantford grocers and butchers joined with their confreres from the Ambitious City in helping make "the only picnic" an unprecedented success. Five trains over the T., H & B. and four over the G.T.R., 90 cars in all, took the excursionists from Hamilton and two heavily-laden trains carried picnickers from Brantford.

10,000 Excursionists.

It is estimated that about 8,000 people went from Hamilton, and 2,000 from Brantford. Added to these were 700 who journeyed by special M.C.R. train from London.

The day was an ideal one, so far as the weather was concerned, and a number of people would like to know what kind of a pull the grocers have with the weather man to be immune from a rainy day. Not an accident occurred to mar the pleasures of the picnic and everyone returned home happy and well satisfied with the outing.

Some Novel Features.

Many innovations were introduced and innumerable souvenirs were distributed on the trains and at the grounds. Tea, coffee, milk and lemonade were supplied free and music galore was furnished by the 13th Band, Ruben's famous brass band, an Italian orchestral trio, Highland pipers and the Darktown vocal quartette. Everything that could be conceived for the comfort of the picnickers was arranged for, and every minute of time was crowded with "something doing."

All the excursionists were at the picnic grounds before noon and immediately after dinner a programme of games was run off.

The Games and Prize Winners.

These resulted as follows:

Shoe race, 100 yards—A. Goodenough, M. McCullough, J. Sheridan.

Single ladies' race, 50 yards—E. Ashton, F. O'Neill, M. Caldwell.

Association race, 100 yards—J. Bradley, J. Clendenning, M. Hunter.

Old men's race, 75 yards—T. Shean.

Six turn race, 75 yards—J. Sheridan, L. Brown, P. Smye.

Girls' race, 50 yards—B. Ralston, M. Horning, C. Degeer.

Pick-a-back, 100 yards—Brown and Sheridan, McQueen and McQueen, McDonald and Bradley.

Great tunnel race, 100 yards—Brown, Donald, H. Braford.

Married ladies' race, 50 yards—Mrs. Speck, Mrs. Millborn, Mrs. Rolph.

Chicken-catching contest, open to girls under 16 years—F. Curtis, E. Steinmann, E. Fenn.

Sack race, 75 yards—L. Brown, S. Lord, R. R. Morris.

Boys' race, 75 yards—C. Hannah, G. Daly, B. Degeer.

Fat ladies' race, 50 yards—Mrs. McCullough, Mrs. Lucas, Mrs. Harris.

Skipping race, girls under 14—May McIntosh, May Moriarity, Mabel Nelson.

Six-legged race, 100 yards—McDonald, Brown and Bradley, Goodenough, Young and Collins, Will, Will and Smye.

Marathon trial (catching pig)—A. Pettit.

Relay race, 500 yards—Kelvert and Lambert, Bradley and McDonald, McCullough and Cheever.

Special Melagama race—Mrs. Arnold, Mrs. Rolph, Mrs. Thompson, Mrs. Hexamer, Mrs. J. Harris, Mrs. E. Harris, Mrs. Patterson, Mrs. Davey.

After the games a couple of bushels of grab bags were distributed to the youngsters and this was one of the most exciting events of the day.

A Successful Baby Show.

Immediately preceding the games a baby show was held at which the members of the committee were conspicuous by their absence. After some hunting a committee of three Hamilton men was appointed to judge the Brantford babies and a like number of Brantford men judged the Hamilton entries. These martyrs were A. Coulbeck, Jim Burns and Joe Bloxham, Brantford, and Wm. Smye, J. Forth and Dr. Emory, Hamilton. Though the judges are still alive, their condition caused some alarm for a while, as they had an awful time in coming to a decision. There were 25 babies from Brantford, and 65 from Hamilton entered. In the Hamilton class Mrs. Dickie was first, Mrs. Potter second, and Mrs. Fillmore third; while the winning Brantford babies were owned by Mrs. Rowe, Mrs. McHugh and Mrs. Cuthbertson.

JOHN FORTH.

The Energetic President of the Hamilton Grocers' Association.

A game of broom ball was played by teams representing Brantford and

Hamilton, the former being the winners 3 to 0. John Cammel, Brantford's goalkeeper, saved the day by sweeping everything before him. The heroes of the game were: Hamilton—Semmens, Hobson, Lavis, Cummings, Cann, Lamp-

JAMES MAIN.

One of the Hard Workers for the Association and the Picnic.

man, Hilton, Markle and Smith. Brantford—Cammel, H. Burns, R. Gowman, H. Hagey, Cop. McDonald, A. Greenside, C. Chevers, J. Wilkinson, J. Hartley.

Catching "Bay" Hill.

The real fun of the afternoon was the catching of the Hamilton secretary, the one and only "Bay" Hill, who in his Sherlock Holmes' act deceived everybody. A prize of ten dollars in gold was offered to the lady who caught him on the grounds without his famous valise in his hand. Even Jim Main and Billy Smye were at sea as to the personality of the clergyman who was limping about the grounds. Mrs. Croal was the lucky lady who won the prize by taking "Bay" by the sleeve, saying, "Hello, Mr. Hill; I guess you're caught."

The members of the various committees who did so much to make the picnic a success were:

Transportation—A. G. Bain, J. O. Carpenter, W. Smye, jr., J. Kirkpatrick, J. Main. Printing—W. Smye, jr., J. O. Carpenter, E. Hazel, James Main. Refreshment—A. G. Bain, E. Hazel, W. Smye, J. Main, G. Cann. Amusement—J. O. Carpenter, H. Taylor, Geo. Dawson, B. Crysler, Geo. Cann, M. A. Hill. Music—H. Taylor, C. H. Peebles, A. Ballentine. Reception Committee—C. H. Peebles, J. Kirkpatrick.

Brantford's Picnic Committee consisted of: President, A. Coulbeck: Secretary, Norman Willits; Treasurer, A. L. Vanstone; Advertising Committee, P. Truss, E. Church: Sports Comittee, Jos. Bloxham, R. Gowman, Hartley Burns.

Secretary E. Sutton, London, looked after the welfare of the grocers and their friends from the Forest City.

A pleasing episode took place on the way up to the Falls from London, when S. H. Palmer, Canadian General Passenger Agent of the Michigan Central, was presented by the officers of London Grocers' Association with a fancy walking cane. Mr. Palmer has attended every annual picnic of the London grocers, this being the eighteenth, and has always looked after the comfort of the grocers' guests.

Sandwiches.

The London excursionists traveled like kings. They went up to the Falls in a solid vestibuled train.

"Bay" Hill's make-up was fine. He wore the regulation choker, frock coat and low-crowned hat; limped painfully because of a short foot, on which was a boot with a high heel and thick sole, and wore goggles to protect his much-used eyes from the bright sun. His hair was slightly tinged with gray and his face was full and pleasant looking, with the ears set close against the head and full cheeks, that gave evidence of good feeding.

The expenses of the Hamilton grocers totalled nearly a thousand dollars.

Bob Cowan and Ed. Knelly played the Alabama coons to perfection, but wasn't it awful for the "lady" to smoke.

The old-timers were there. Jos. Kirkpatrick, C. H. Peebles and Wm. Hazell gave a helping hand and filled the gap when the younger men were engaged.

The catching-the-pig contest proved one of the funniest events of the day, and excitement ran high when the worried porker went dodging among the legs of pursuers and spectators, upsetting them in all directions. The winner kept the pig.

The chicken-catching contest for girls caused lots of amusement, and when the girls fell on the bird the chicken wasn't there.

The Canadian Grocers' badges were very much in evidence, and were much sought after by the souvenir hunters.

Wearing the "green above the red" the 13th Band played a select concert programme during the afternoon.

The "rube" bands administered cold chills by tooting all kinds of discords that have yet been discovered, and many of them that were only discovered that day.

C. S. Proctor represented the G.T.R., S. H. Palmer the M.C.R., and G. C. Martin the T., H. & B.; all of them looking after the comfort of the passengers.

"My, I didn't know there were so many Irish people in Canada," said a United States visitor when he saw the grocers go by on their way to the park wearing The Canadian Grocer badge.

C. S. Porter and Bay Hill gave exhibitions of strength to an admiring crowd in the baggage car on the way to the Falls by blowing up Pratt's balloons.

Hamilton was deserted when the grocers' trains pulled out for the Falls.

"Do you know me, Billy?" said "Rev." Bay Hill to Wm. Smye, who up to that time had been guessing who was the clergyman.

Starting out with one train of ten coaches the Hamilton grocers now require nine trains of ninety cars to carry the crowd, for "everybody goes."

1,000 balloons, 5,000 souvenir badges,

"BAY" HILL.

The Original and Always-Moving Secretary of the Hamilton Association.

1,000 fans, 1,000 grab bags, 1,000 shawl pins, 5,000 souvenir Heintz pins, 5,000 souvenir Lipton pins and post cards, and 1,000 souvenir lead pencils, were given away to the excursionists.

During the day 200 gallons of fresh milk were consumed, and on top of that 300 gallons of lemonade were deposited. With this 400 gallons of tea and 400 gallons of coffee were mixed. Of sugar, 1,500 pounds were used, and besides there was a whole grocery store of other things.

John Forth, "Billy" Smye and "Andy" Bain were here, there and everywhere about the grounds seeing to the comfort of everybody.

The Hamilton grocers know so well how to conduct a big picnic that they should arrange to take in the Toronto and London men, as they already have the Brantford folks.

"Bay" Hill had The Grocer representative so labelled with badges in his efforts to make sure he would not be lost that he got tangled up in the ribbons running for his train.

Most of the excursionists looked like major-generals so plastered up were they with decorations.

Jim Main, who was the "bug" man last year, changed his calling and was the "bird" man this year.

Wonder where the committee were when the baby show was on?

President John Forth, as judge for the babies, says he will never undertake it again. He did not mind the mothers so much, but the grandmothers got him going. John was the proudest man on the grounds.

First Vice-President Geo. Cann was

M. J. A. LANIEL.

President Montreal Retail Grocers' Association.

hustling all day. He was not recognized, but was very much in evidence with the Italian orchestra. He was so enthusiastic with his fiddle that he played on one string for some time and did not know it.

Second Vice-President H. P. Boyd tried to stop one lady in the fat ladies' race and had to retire, but says he will be on deck next year.

James Main never tired of handing out bugs, pins and balloons. Some lady insisted he was the secretary and wanted the $10, but Jim said, "all I can give you is a bug."

A. G. Bain, chairman of the refreshments, was at his old post making tea and coffee. You cannot beat him, but Andy says he does not want any hotter place than that——

Semmens and Lavis after the broom ball game were all in. But were at it again helping with the games.

George Dawson did excellent work in the refreshment booth.

W. Smye is in a class by himself. He never tires. He was one of the judges in the baby show for Brantford, and is thankful he escaped with his life. He worked hard all day, and seemed to be just where he was wanted.

John O. Carpenter was a great worker. A cool, steady head is John, and he was very much in evidence all day.

E. L. Connawarf, Christie-Brown's representative, entertained some of the grocers to an automobile ride. Several wholesale men were there and all happy.

It was good to see the oldest members of the association there doing all in their power to make the picnic a success, familiar faces, such as J. Kirkpatrick, C. H. Peebles, C. H. Boyigan, W. Hazell and Harry Taylor.

O. W. Robbins was very busy dealing out his lemonade which was certainly much sought after.

The Grocer noticed among the Hamilton travelers: Fred Small and Ed. Dore, of the Fowler Canadian Co.; Thos. Edey, James Turner & Co.; J. T. Price, Lucas, Steele & Bristol; Wm. Buttram, D. S. Perrin Co., London; Wm. Jackson, Walter Woods & Co.; Horace Hazell, Dominion Brewing Co.; Alex. Fraser, Balfour, Smye; Wm. Gillies, Macpherson, Glassco & Co.; Geo. Morton, of N.P. Soap.

That "rube" band was quite an at-

M. J. A. DORE.

First Vice-President Montreal Association.

traction. As regards individuality in playing they haven't their equal.

What an attraction "The Grotto" was for the thirsty and weary. A perfect oasis with an unceasing flow of nectar—or was it something else? Ask Horace Hazell.

W. K. Booth, of King and Booth, was one of the committee on games. Billy knows his part all right.

Montreal Grocers' Picnic and Banquet

Enjoyable Excursion to Highgate Springs, Vermont, Carries Large Number of Members and Their Friends—Features of the Day's Outing.

The Retail Grocers' Association of Montreal held their annual picnic at Highgate Springs, Vt., on Wednesday, July 15. At 8.30 a.m. an excursion train consisting of eleven coaches backed into Bonaventure Station to take on board a merry crowd to the number of six hundred or more. The run from Montreal to Highgate was made in somewhat less than two hours through a beautiful country, arriving at 10.30 a.m.

Splendid Picnic Grounds.

Upon reaching the grounds those who were never there before were treated to a view of natural beauty which it would be difficult to equal.

The picnic grounds are situated within a pleasure resort known as Missiquoi Park, which lies near the village of Highgate Springs. There are two hills and in the recess between them is a plateau which furnishes an admirable spot for races and other athletic contests. Continuing along a pathway through the grove an excellent view of the bay can be obtained and a small arm of this is crossed by a rustic bridge which brings the visitor to the Hotel Gilmore, built on a promontory jutting out into the bay and it was at this summer hostelry that the banquet was served at 1.30 p.m.

Immediately upon arrival the athletic events were called and were continued until 1.30 when an adjournment was made to the hotel.

The Banquet at Noon.

After an extensive menu had been enjoyed J. A. Laniel, the president of the Association, was called on and a brief but happy speech enjoined the members to keep in mind the object of the as-

sociation and remember the old adage that, "In union there is strength." He also expressed the opinion that the success of the association should be a source of gratification to the members.

Among those present at the banquet were: J. G. Watson, president of the Retail Merchants' Association of Canada; W. U. Boivin, J. B. Lamoureux, J. A. Laquerre, of "Le Prix Courant"; M. A. Laniel, president of the association; A. Lapointe, Miss E. Lapointe, M. Lapointe, A. Laurendeau, Edourd Quintal, L. Guilbault, Alfred Grenier, J. O. Menard, P. Doyle Armand Chaput, of Chaput, Fils & Cie; Jos. Ethier, of Laporte, Martin & Cie; Mr. and Mrs. Malo, L. A. Lopointe, of D. Masson & Cie; C. Mireault, of Heron, Leblanc & Cie; Wilfrid Lorrain, Omer Dion, of McCormick Co.; M. Lambert, of "Le Canada"; A. Put, of "La Patrie"; J. O. Marchand, of "La Presse"; H. A. de V. Somerville, of the Canadian Grocer.

After the health of the King, the invited guests, the press, the ladies and others were duly honored the guests left the banquetting room and found their way back to the athletic field and dance hall. The grocers of the east end of the city played ball against the grocers of the west end. This attraction, however, had a worthy rival in the less strenuous contests which were taking place in the dance pavilion. Many American friends from Highgate and Swanton tripped the light fantastic with their visitors. After extending considerable patronage to the park's refreshment bureau the crowd reluctantly betook itself to the waiting train in the valley.

The run home was thoroughly enjoyable and from some of the coaches a sound of "harmless" revelry might be heard and after a few deals of the cards, the international boundary was crossed and soon the broad expanse of our own St. Lawrence came within our vision and the sun disappeared from view behind old Mount Royal, bringing to a close another successful outing of the Montreal Retail Grocers' Association.

Games and the Winners.

The programme of games was most comprehensive, the events and the winners being as follows:

No. 1.—150 yards, open to chairmen of all committees. 1st, A. Laniel; 2nd, J. A. Dore; 3rd, S. T. Lussier.

No. 2.—150 yards, open to committee members, excepting presidents. 1st, E. P. Lalande; 2nd, J. A. Seguin; 3rd, A. Laurendeau.

No. 3.—Half-mile race, open. 1st A. Brodeur; 2nd, J. Platt; 3rd, P. Oliver.

No. 4.—Race of 200 yards, open to grocery, fruit and provision travelers. 1st, V. Malette; 2nd, L. Lussier; 3rd, E. Brunet.

No. 5.—150 yards, open to grocery clerks. 1st, Jos. Picard; 2nd, Arth. Cartier; 3rd, E. Legault.

No. 6.—200 yards, open to members of association. 1st, E. P. Lalande; 2nd, J. P. Deziel; 3rd, J. A. Menard.

No. 7.—200 yards, open to bread biscuit and liquor drivers. 1st, W. Cassy; 2nd, J. Chauvin; 3rd, S. Charron.

No. 8.—150 yards, men 200 lbs. and over. 1st, A. Landreville; 2nd, V. Boileau; 3rd, A. Malo.

No. 9.—150 yards, open to retail grocers, members of association or not. 1st, J. A. Sansregret; 2nd, A. Russell; 3rd, E. P. Lalonde.

No. 10.—200 yards, open, 100 with laced shoes, 100 without. 1st, A. Russell; 2nd, H. Bastien; 3rd, C. Querin.

No. 11.—300 yards, open. 1st, J. Platt; 2nd, A. Brodeur; 3rd Jos. Picard.

No. 12.—Special Blue Ribbon Tea Race, open to daughters of grocers, 16 years and over. 1st, Miss A. Laniel; 2nd, Miss E. Lavesque; 3rd, Miss N Deziel.

No. 13.—50 yards, open to grocers' daughters and employes under 12 years. 1st, Miss A. Cyr; 2nd, Miss A. Seguin; 3rd, Miss R. Lavesque.

M. A. SARRASIN.

Secretary Montreal Association.

No. 14.—75 yards, open to grocers' sons and employes under 12. 1st, A. Trepanier; 2nd, H. Laniel; 3rd, A. Chartrand.

No. 15.—Long jump, open. 1st, J. Platt; 2nd, J. W. Cassy; 3rd, A. Bourdeau.

No. 16.—Comfort Soap Race, open to grocers' wives and daughters. 1st, Mrs. Jos. Picard; 2nd, Mrs. G. Pilon; 3rd, Mrs. O. Fournier.

No. 17.—Broken pitcher contest. 1st Mrs. G. Pilon; 2nd, Miss E. Lavesque; 3rd, Miss Gauthier.

No. 18.—Putting 16-lb. shot, open. 1st, M. Viau; 2nd, G. Lavesque; 3rd, H. W. Casey.

No. 19.—Shooting contest. 1st, A. Laurendeau; 2nd, Jos. Picard; 3rd, Jos. Mulmoure.

No. 20.—Tug-of-war between retail grocers, east and west of St. Lawrence St. Won by west-enders.

No. 21.—Conciliation race, open. 1st, Jos. Cardinal; 2nd, E. Legault; 3rd, M. Hough.

No. 22.—Baseball game, grocers east of St. Lawrence St. vs. those west. Won by west-end team.

No. 23.—Dancing contest. Lady prize-winners. 1st, Miss Pelletier; 2nd, Miss Eva Lapointe; 3rd, Mrs. E. Poupart. Gentlemen. 1st, G. Beaudry; 2nd, A. Laurendeau; 3rd, A. M. Lapointe.

No. 25.—100 yards, swimming race open. 1st, A. Brodeur; 2nd, H. Desroches; 3rd, D. Marshall.

The Committees in Charge.

The various committees in charge of the outing were as follows:

Reception Committee—W. Girardin, president; J. A. Beaudry, E. Upton, N. Seguin, J. A. Maynard, J. A. Labonte, A. Laurendeau, J. Archambeault, J. Roch, E. Beaudoin.

Transportation Committee—A. Laniel, president; A. Sarrazin, T. Montpetit, N. Chartrand, Jos. Denault, E. O. Galarneau, Geo. St-Denis, Ech. Lariviere, E. Labreche.

Printing Committee—A. Sarrazin, president; J. D. Boileau, A. Laniel, J. A Dore, J. A. Beaudry, Jos. Moquin.

Banquet Committee—J. A. Dore, president; V. Boileau, N. Chartrand, E H. Montpetit, J. A. Beaudry, P. Daoust, A. Laniel, E. Beaudoin, N. Lapointe, E M. St-Denis, V. Geoffrion, E. Upton, Z. Colpron, R. Turner, O. Ricard, Ech. Lariviere, Ech. Seguin.

Dance Committee—A. Malo, president; J. A. Labonte, Geo. St-Denis, R. Martel, Geo. Beaudry, A. Laurendeau.

Subscription Committee—J. D. Boileau, president; A. Laniel, J. A. Dore, E. P. Lalande, P. Bruneau, M. Lapointe, A. Sarrazin, T. Montpetit, J. B. Vanier, J. I. Lussier, A. Laurendeau, W. Girardin.

Games Committee—J. I. Lussier, president; E. P. Lalande, A. Landreville, J. A. Seguin, P. Filion, C. Lariviere, Geo. Beaudry, C. Creely, G. H. Rolland.

Picnic "Nicpics."

Some of those basket-hampers were handled with care—glass.

The "Entente cordiale" between our "cop" and his Vermont confrere was magnificent to witness.

That first race was a little confusing to the judges. They evidently are not accustomed to close finishes.

That ball game demonstrated the fact that there are some pretty nimble boys dealing out the world's food supply.

Your judgments were alright, Armand, but your scrutiny of the prize waltzers was searching.

It beats all how some men hate to go to these functions, but you know it must be done to keep everyone in good humor.

There were not many of these "to keep customers in good humor" men at the ball game. Ladies don't play ball

but they can make MERRY the grass-WIDOWER in the WALTZ.

Not many squeeze plays in the ball game. Several, however, were noticed in the dance hall.

Good voice, Mr. Pilon. It takes you to call them to attention.

That whiskey firm whose representative started so many advertising balloons will be arrested for high treason. Vermont is "prohibish."

Vermont girls can dance but they can't beat our own "belles filles."

The Societies for the Prevention of Cruelty will look into that race for fat men. Too bad to make them run up hill.

That's all right, Uncle Sam, you have a beautiful country, but it took a Canadian to find that lake for you.

The sports were entered into with vigor and were characterized by a complete absence of ill-feeling or any other disturbing feature. Everyone took their victory or defeat with a smile and all were out for the fun. The judges were: A. P. Murray, Wm. H. Dunn, Armand Chaput, Jos. Ethier, A. C. Middleton, Z. Hebert, A. F. Hodge, C. T. Wood, W. S. Whissel, Harry Clark, Chas. Norris.

The Toronto Grocers' Excursion

A Splendid Trip Across the Lake and Delightful Ride to the Falls and Buffalo—Wholesale Houses Well Represented.

The weather man was most kind to the Toronto Retail Grocers' Association last Wednesday, when the great event of the trade was held. A more perfect day could not have been desired—clear, not too hot, and no threatening clouds during any part. The excursion to Niagara Falls and Buffalo was a great success. The crowd was large and representative of the trade, and many of the old guard who had been among the first to encourage the annual outing turned out with the younger and moving spirits of the association. It was the twenty-third annual outing and several holidayers remarked to The Grocer that they had missed only two trips in all these years. This was complimentary to the committees having the excursions in charge. This year's committee had worked like the proverbial beaver and the result was one of the best outings ever offered to the grocers of Toronto and their friends.

A Group of Toronto Grocers and Travelers at the Stern of the Cayuga.

A Delightful Sail.

When the steamer Cayuga left the dock at 7.30 she carried over 2,000 excursionists, the majority of them starting under grocers' colors, although two smaller, one a church society and the other the Umberto Primo Italian Society, also had a few friends and supporters on deck. It was to the latter society that a goodly share of the pleasant sail across the lake was due, the splendid band of Glionna enlivening the occasion with classical and popular music. To say Glionna's band means that the music was of the best. The gay costumes of the uniformed members of the society added color to the scene.

Incidents of the Trip.

During the sail over to Queenston, several enterprising firms took advantage of their opportunities to treat their customers to some of the good things they sell. There was that new drink, Orangeade, for which free tickets had been distributed to everyone on board, and it was a most delicious treat and popularized itself immensely. Dalton Bros. had a guessing contest of the lemonade in a large glass jar. Also Pure Gold had a similar contest on extract, and P. McIntosh & Co. on the number of excursionists on board. MacLaren's Imperial Cheese Co. had 'em all guessing on the contents of a jar of beans. Lipton's tea-leaf pins were in evidence pretty generally. Some handsome souvenir badges and buttons were also a feature, notably those of the patriotic Davidson & Hay Union Jack and the complimentary badge of The Canadian Grocer. Both of these were much sought after and appreciated as souvenirs. E. W. Gillett Co., Ltd., distributed to everyone a set of handsome trick playing cards.

Distributing the Excursionists.

On arrival of the steamer at Queenston, special cars were waiting to carry the excursionists to Buffalo, a large number taking in the beauties of the lake port. The majority, however, seemed to be headed for Niagara Falls Park. All of them were safely landed at their destination in good time and order. Many of the Toronto grocers mingled with their Hamilton friends, who also had their annual picnic at Victoria Park Niagara Falls, some 8,000 having taken advantage of this great day and event.

C. F. THORNE.

President Toronto Retail Grocers' Association.

The Grocer's two representatives were kept more than busy looking after this largest of all Canadian grocery picnics. It is estimated that with the visitors from Hamilton, Brantford, London and Toronto nearly 9,000 grocers and their friends congregated at the Falls.

The excursionists from Toronto whose number had been very materially swelled by the arrivals on the 9, 11 and 2 o'clock boats, all expressed themselves as having had a most enjoyable outing and everyone returned home safe and without accident.

Taking the day all through, this year's outing made many friends, and if the same energy is shown next year's excursion should be a record breaker. Why not make it so by having a grand united picnic of the grocers of Ontario, London, Brantford, Hamilton, Guelph, Berlin, Galt, Stratford and Toronto? That would be something like an outing. Get busy!

THOS. CLARKE.

Vice-President Toronto Grocers' Association.

Picked Up on Deck.

The city travelers turned out well. Owing to the big crowd, The Grocer couldn't get around among them all. He, however, noticed the following :

T. S. Grant and J. S. Montgomery, Eby, Blains; R. Muat, H. J. Heinz Co.; E. F. Nettleton, Dalton Bros.; J. Ernest Clarke, Thos. J. Lipton; J. Howitt, P. McIntosh & Co.; Flem. Hayes, Perkins, Ince & Co.; Fred Mason, and Herb. Gosby, Warren Bros. & Co.; V. Bremner, S. Qua, R. B. Blackburn and Mr. Robinson, of Davidson-Hay; E. F. Trimble, Fonner's Orangeade; W. Spittal, Frank Crowley and Frank McCabe, of Pure Gold Mfg. Co.; A. Manning, Todhunter, Mitchell J. Anderson, T. Kinnear & Co.; G. L. Scott and A. G. Hill, H. P. Eckardt & Co.; J. Litster, Pure Gold Mfg. Co.; D. L. McMillan, F. F. Dalley Co.; John F. MacLaren and A. G. Webb, Ogilvie Milling Co.; R. L. Williamson, Swan Bros.; Mr. Sharpe, McColl Bros.; S. S. Searle, Douglas & Ratcliff; J. Medland, Medland Bros.; J. Wright and H. Wil-

DAVID BELL.

The Active Secretary of the Toronto Association.

mott, MacLaren Imperial Cheese Co.; E. Raymond, Lever Bros., Ltd.; J. M. Thom, E. W. Gillett Co., Ltd.; Ed. Hawes, Ed. Hawes Co.; J. Hutchinson, John Taylor & Co.

How some of the fruit men and grocers do love a game of euchre. Ask Charley Kimpton, Dave Ratcliffe, also J. Hutchinson and D. Bell.

Frank Johnston's splendid figure and voice were the envy of all. He knows how to keep things moving.

It was a bright and happy crowd and the badges and decorations added the proper holiday effect. Everybody was decorated except Flem. Hayes and Bob Stewart. Since Flem. stopped playing lacrosse he wears no ribbons.

No wonder "Orangeade" is selling. It's got to with such a boomer as Sam Qua.

Dave Clark's (of Avenue Road) was a pleasant face to see among the boys. Dave is one of the old guard and a past president of the Retail Grocers' Association.

Ginger Ale Wilson seemed to be known by most of the grocers present.

John Butcher and his friend enjoyed the breezes on the upper deck, also the fine Havanas passed around by Secretary Bell.

Everybody seemed to known Jack Wright, of the MacLaren Imperial Cheese Co. He and his running mate, Harry Wilmott, were busy.

H. G. Macdonald, grocer, Sorauren Ave., makes a striking figure. See cut of group taken on boat.

Harry Trent, of Fleischmann's, and Ald. Tom Bredin, of the Bredin Bread Bakery, were inseparable. The one couldn't raise anything without the other, see !

Milton Cork, of College St., took a day off and thoroughly enjoyed himself. He wasn't even impatient at the delay in starting the cars at Queenston.

Theo. Loblaw , though not in business now, couldn't keep away from the old associates.

"Put me off at Buffalo" was changed into "Put me 'on' at Buffalo." Everybody got on.

Funny, but The Grocer representative lost one whole carload of the Buffalo excursionists. Did they stay over at Tonawanda, we "wanda ?"

President Thorne, Treasurer McLean, and Secretary Bell, as well as the entire committee, must have felt flattered at the splendid turnout.

Bailey Snow wasn't as chilly as his name would imply. He was kept warm looking after his share of the work.

Flem. Hayes found a traveler's quotation book. The loser can recover same by applying for it at Perkins, Ince & Co.'s.

THE DRUMMERS' SNACK.

Annual Outing at Alton Will Be Held July 31 and August 1.

That glorious and unique function, the annual Drummers' Snack, is announced this year for Friday and Saturday, July 31 and August 1, and preparations are being made to make it bigger, funnier and more unique than ever. It will be held at Alton, of course, and the programme, at present on the press, promises some excellent features. A new name, quite characteristic, too, "Camp Kilcare," has also been given the resort at Alton.

The concert on Friday evening will, as usual, be one of the big features, and for this even a bigger bill of attractions than ever has been arranged, including some of Toronto's very best lady and gentlemen entertainers. The Hamilton boys, too, will be on hand with something new and stirring.

On Saturday at 9.30 the club's annual meeting will be held, and at 1.30 the great annual parade wil be held to Alton's new park. The programme of sports will include a funny baseball match between teams captained by John Charles and "Mike" Malone, a Baby Show, a tug-o'-war, and a host of races, introducing new and old features.

The C.P.R. is offering single fare from Thursday to Monday, and promise of good weather is all that is needed to assure a big success.

THE CARE OF THE REFRIGERATOR

The following points on the care of refrigerators, while intended for the information of the customer, are nevertheless useful for the dealers and his clerks in advising the customer on the use of this hot weather necessity. The return of mild weather makes the care of the refrigerator a matter of serious importance.

A fact that is not often recognized even by careful housekeepers is that the refrigerator should never be in a damp and airless place. Dampness will warp the wood, and by so doing make the tight closing of the doors impossible. This will admit the warm exterior air, melt the ice and defeat the purpose for which the refrigerator was built. Proper ventilation is an absolute necessity.

Another point to remember is that the doors should be opened as rarely as possible and shut tightly as soon as possible. Try to take out or put in all you have to at the same time, then bolt the door, even if you are "coming back in a minute."

By trying this experiment you will soon see how much colder your refrigerator keeps.

Do not economize by putting in an insufficient quantity of ice. This is a mistake. If you keep the ice box packed, or at least well filled, you will have the benefit of the maximum cooling capacity of your refrigerator; otherwise the temperature within will never be very low and things will not keep as well.

A small refrigerator, well stacked with ice, is more useful than a larger one only half full.

Except in certain cases where it can not be helped, make it a rule never to put food directly on the ice.

If the vent of the ice box communicates with the drain it should be seen to that a good plumber makes the connection in a sanitary way, otherwise the sewer gas from the drain may prove dangerous.

When a pan is used for the water from the refrigerator, it should be so large that it can not overflow before the time comes for emptying it.

Empty the whole box, ice and all, from time to time, and give the refrigerator a good scrubbing. Some people object to this plan as it takes some time afterward for the box to get cold again. But it makes for absolute cleanliness in the refrigerator.

WILL CONTINUE BUSINESS.

In an item regarding the dissolution of W. B. Stringer & Co., Toronto, which appeared in The Grocer last week, the statement was made that Mr. Stringer would carry on the business, and that Mr. McCabe would occupy himself with other interests. The writer was misinformed. A circular sent among the trade at the end of the week, noting the dissolution, states that Mr. McCabe will continue in the same fruit brokerage business at 32 Church Street. The Grocer regrets that the incorrect statement was made.

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CAN THE RAILWAYS HANDLE THE CROP?

There is now no reasonable doubt that within a few weeks' time the farmers of the Canadian West will harvest the biggest and most profitable crop in the history of the country. This is a cause of congratulation, but it is one thing to harvest safely a bumper crop and another thing to market it quickly. After the disappointing crop of last year and the months during which the lack of money has been keenly felt there is no doubt that as soon as threshing operations can be commenced the grain will be rushed to the elevators. On every line of railway and at every station in the three western provinces the cry will be for cars and then for still more cars. The railways have at the present time some 3,000 idle cars in the west, but these and many more will be required to handle quickly the big grain crop that will be ready in a few weeks' time. It is the duty of governments and boards of trade to interest themselves to see that every possible preparation is made by the railways to handle the big rush of traffic so soon to commence.

That the railways are alive to the needs of the situation there is good reason to believe but a lively interest manifested by governments and boards of trade will do no harm. It is a matter of vital importance that there shall be no grain blockade this year and every possible precaution should be taken to prevent any such disastrous contingency.

The big crop this year will require the best facilities in order that it may be handled quickly. Moreover, it will be the means of attracting many new settlers and from year to year the transportation problem will become of more and more importance. It is the big question for Canadian statesmen to solve.

THE FLY NUISANCE.

Flies are more than a nuisance; they are a pest. And with modern science charging them with scattering fever and other pestilences broadcast, is it any wonder that the prospective buyer of food articles shrinks instinctively from a store filled with flies?

Absolute cleanliness is one of the best safeguards. Incipient stages of decay in fruit or vegetables always augment the trouble. Get rid of all stock past its prime, even though it must be almost given away. In warm weather it deteriorates every time.

Insist on having the streets kept clean. Town authorities should be urged to enforce this in fly season if at no other time. Flies breed largely in waste animal products. A country resident who noted with wonder the increased number of flies in her home traced the trouble to the fact that a meadow across the road from the residence had been converted that season into a horse pasture. With this fact in mind, it will be seen that the question is not so much one of neatness as a sanitary necessity.

Of course all doors must be kept well screened, and the springs are sure to be stiff. But even then, with so many customers passing in and out during the day, some of them not at all particular about how many flies they let in, enough of the unwelcome visitors are sure to invade the premises. You keep the cheese under screen, yet they flock unpleasantly near. Everything edible must be kept under cover or the public will object. The less you adhere to this rule the more will the flies persist in finding it an agreeable place.

THE SITUATION IN THE WEST.

The Western Viewpoint by our special correspondent.

Winnipeg, July 18.—A week of fine weather with one day of much-needed rain has advanced the crop to a simply surprising extent. During the week, the second vice-president of the Canadian Pacific Railway, together with the heads of the big milling companies and the editors-in-chief of Winnipeg's daily papers have made a tour of 1,726 miles, and the report indicates a crop of over 120 million bushels of wheat. It is at least a month yet to general harvest, and many things may happen in that time, but up to the present hour the conditions under which the crop is growing have been the very best that could be asked for. The growth has been strong and the heads are well formed, long, and in full bloom. Having carefully rapped on wood your correspondent feels like saying that a good crop is now practically assured.

Exhibition week is generally considered an excellent barometer for trade conditions in the country and though the fact of the fair at Brandon being held on the same dates as the Winnipeg exhibition had an effect on the attendance from country points, there was a very general round-up of country merchants in the city, and there is but one opinion and that is that the outlook is excellent for fall trade.

The demand for real estate, while it is not active, is healthier than it was three months ago and there is a steady if not a very large stream of British capital seeking investment in the Canadian west. One of the events of the week was the formation of an association of real estate dealers throughout the west. If this association materializes along the lines on which it has been organized, there is no doubt that it will not only help to sell real estate, but it will be a very wholesome check on the boom element which has done mischief in the past. The men at the head of the organization are experienced and reliable, and excellent results are looked for.

It is too early yet to give a definite expression of opinion as to the Grain Act, but there is no doubt that a large number of farmers will be seriously disappointed at the Government not assuming control of the terminal elevators. Just at present, however, the majority of farmers are too busy preparing to harvest their crop to give much attention to Grain Acts or any other acts, for that matter.

TRADE NOTES.

W. J. Nelson, Lethbridge, Alta., is succeeded in the grocery business by G. Bradbeer & Co.

The Sugarman-Sobey Co., general merchants, Stony Plains, Alta., have sold their business.

Leaudre Brault, secretary-treasurer Hudon, Hebert & Co., Montreal, will leave shortly on an extended vacation to Europe.

Grocery News From Coast to Coast

Quebec and Eastern Province Notes.

Large Lobster Shipments From Halifax —Prince Edward Island Firm Adopts Cash System—Montreal Discusses Importance of Good Delivery Outfits.

HALIFAX.

With a record shipment of lobsters, the Furness liner Rappahannock sailed for London and Havre this week. The cargo included 21,000 cases and the value of the shipment is roughly estimated at $420,000. This is the second large shipment from Halifax this year, one going forward a short time ago almost as large. So far this season case lobsters valued at almost one million dollars have been exported from Halifax. These shipments will give some idea of the value of the lobster industry in Nova Scotia, as all these fish were caught and packed in this province.

During the past week four large cargos of molasses have arrived at this port from Barbadoes. Among the largest was that of the schooner Zeta, which landed 573 puncheons, 98 hogsheads and 83 barrels.

Reports from the fruit division of the Department of Agriculture, say district No. 6 (the Annapolis Valley) has every prospect of a large crop of fall and winter apples, but the quality is likely to suffer from the depredations of insects and fungus pests. The insectmore particularly referred to is the canker worm. Many orchards up and down the valley are badly defoliated by its ravages. The browntail moth is said to be invading Yarmouth County. They are supposed to be blown from the shores of New England. It looks as though the fruit growers all over Nova Scotia, will in the near future have to reckon with this pest in earnest. Gravensteins and Kings (apples) are said to be doing particularly well this season. Greenings have nearly a full crop; Ribstons, Blenheims, Spies and Baldwins, a medium crop.

The strawberry season is about over. The average daily receipts during the week were about fifty crates, and the wholesale price advanced to twelve cents per box. Raspberries, blueberries, gooseberries and cherries are now coming on the market. The first new potatoes of the season were offered for sale here this week. They are very small as yet. Carrots, beets, peas and beans, all native grown, are now offered for sale.

Nova Scotia eggs were very scarce this week, all the stock on the market being bought up and the receipts were light. They are quoted at nineteen cents. P. E. I. eggs are in good supply at from 16 to 18 cents, but they are in light demand.

The immense growth of the retail trade of Wentzell's Limited, has made it necessary to make some changes in their building, which is now nearing completion. The entire Barrington St. floor will be devoted to the retail grocery and tobacco business and when completed will be one of the largest and most bountifully stocked grocery stores in the province.

J. Fred Miles and family, of Yarmouth, have removed to Sydney. Mr. Miles has purchased a grocery business in the Iron City. Wm. Caldwell will be his successor as manager of Yerxa's Grocery in Yarmouth.

During the past week 17,000 bags of sugar, landed at this port from the West Indies, were forwarded by rail to Montreal.

ST. JOHN.

July 18.—There has been little change in grocery markets during the past week. Oatmeal has declined 50 cents a barrel, but otherwise there has been no change in values. The merchants are looking every day for a drop in flour. At the present time there is a difference between the price of Manitoba's and Ontario's of $1.40, which is very unusual. For the most part, the dealers here have very light stocks of flour.

James McGrath, of the firm of Kane & McGrath, wholesale meat dealers and proprietors of a big cold storage plant here, arrived home last week after an absence of two months in the west, where he has been purchasing large consignments of live cattle for shipment to the local market. Mr. McGrath is greatly pleased with purchases he has made and shipments already received have been advantageously disposed of. Arrangements were made for large orders to be sent forward each week.

The "glad hand" is being extended to William J. Magee, the Charlotte Street grocer and meat dealer, in consequence of his having taken unto himself a bride. He was married on July 15 to Miss Margaret Winslow, of this city.

GEORGETOWN, P. E. I.

July 18.—W. W. Jenkins, Son & Co. are having their store on Kent Street thoroughly renovated and fixed up in fine style. Two large plate glass windows make a very effective front.

A Maclean & Co. have adopted the cash system. The opening paragraph of their announcement reads as follows: "After careful consideration of the possible results, we have decided to conduct our business on a strictly cash basis. On and after July 2 there will be absolutely no exception to this rule." They claim that this is the very best time of the year to launch the system, as most people have money. Asked if they have had any trouble in collections, they say that so far customers are paying up old accounts very well. They report business much better than expected.

Jobbers report business fair. The tendency is toward careful buying. As a matter of fact, the recent financial tightness has been a blessing to most retailers, and has resulted in more careful buying, and, as a consequence, more profit.

Rain, rain, rain, is the cry on all sides. It is now about a month since any has fallen in the eastern section of the Province, and the crops can hardly stand it much longer. The splendid start everything had this spring saves the situation.

There is little change to report in the grocery situation this week. Strawberries which dropped as low as five cents per box are going up again. As a result of the continued drought the bulk of the crop was on the market a short time.

A Maclean & Co. have installed a soda water fountain in their store, and report a record number of sales. Most all grocery stores may operate one to splendid advantage, and it is a wonder more don't get after the profits to be derived from this department.

As a result of a recent visit of the "Surprise Soap" representative, a large number of their yellow caps adorn the heads of the street arabs.

It is reported on good authority that the firm of J. C. Manuel is going out of business. J. C.'s large lobster interests demand more of his time.

Owing largely to the scarcity of fresh meats the demand for canned fish and meats is much greater than it has been for years.

MONTREAL.

July 20.—At this season of the year grocers expect a certain amount of lethargy in trade, but this year business has kept up to a wonderful degree, and it seems on investigating the cause that this is due to the fact that many people are not going to the country, owing to the Tercentenary in Quebec. In view of this, considerable dullness is expected during the week, and for sometime to come, as many of these people will go to the country afterwards. The demand from boarding houses, cafes and other public places is not as good as some time ago, as continued high prices have caused this class to economize a good deal, and even with this precaution some of them are going to the wall. However, this condition it is expected will ease off a bit owing to the fairly general rains which have fallen. Foreign food products are arriving in good supply, which in a measure will help matters.

In conversation with a jobber he stated "that trade was good, but not very remunerative." When questioned about the meaning of this statement he said

that sugar was about the only thing going out of his establishment, and that the trade in this line was very wholesome indeed.

G. Graham, corner Drummond and St. Catherine Streets, has returned from a two weeks' outing at Bic. Mr. Graham looks well after his holiday.

Considerable animation and enthusiasm was displayed by a local grocer when questioned regarding his turnout. This appears to be his special field of endeavor, and it must be said that he has gotten results from his efforts as he possesses one of the neatest turnouts in the city. "I believe," stated this gentleman, "that a man's rig does a whole lot in attracting trade." Continuing, he said he thought people are predisposed favorably or otherwise in a large measure by the outfit which delivers their goods, meaning by this the driver as well as the horse and wagon. This man may lay too much stress on this adjunct to a business, but his words contain a large degree of truth. In discussing this point with other successful grocers the same opinion was expressed.

Capt. A. V. Boucher, vice-president of the Castle Blend Tea Co., is in Quebec with his regiment during the Tercentenary festivities.

One large retail grocery firm in the city has shipped $8,000 worth of goods to Quebec, which speaks well for their enterprise.

News From Western Canada

Alberta Butter Finding Opening on Vancouver Market—Brandon Grocers Interested in Recent Local Exhibition.

VANCOUVER.

July 17.—Wholesalers report very good business, with a marked improvement over the early part of the season. One firm shipped four carloads of general groceries to the interior within the past few days, and large shipments of staple lines are also being sent north. These are for the camps, and it is likely that this will continue. Partly because of the demand for cured meats during the warm weather, the price has advanced a shade and has still an upward tendency. Although eggs and butter retail at 35c., there has been no reduction in the price of food staples, which might have been expected by some as an attendant result of the general depression which has marked business during months past.

W. H. Barker, president and general manager of the B. C. Packers' Association, has returned from a trip as far north as the Skeena River. He reports that the pack of sockeyes, as a whole, does not equal that of last year at the same time. At Rivers Inlet it is about one-third of that of last year, at Skeena about the same, and at Bella Coola sockeyes are about the same, while springs are thirty per cent. less.

The strawberry season is practically over, and this year the crop was a very profitable one. During the month of June for which particulars are available, the Victoria Fruit Growers' Association turned over from two to thirty thousand crates of berries, shipping as far east as Winnipeg, and with no report of soft berries sent back. In and around Nelson, the estimated yield is placed at $25,000 for strawberries alone, while for small fruits generally, the amount will be twice that sum. For the lower mainland it is difficult to place an estimate until the season is over and returns are to hand, as so many growers are located in South Vancouver, Burnaby, Port Haney, Port Hammond, Mission and other districts. Altogether the year will be a profitable one, the yield being of good quality, the demand brisk and the prices good. An instance of the high grade of British Columbia fruit comes from Creston, in the Kootenay. Berries from there brought $6 a crate in Calgary, while those from Spokane, on the other side of the line, were selling at $2.50. The difference was because of the care taken by the Canadian grower in putting up a fancy article. That is what pays, and what the retailer likes.

With the fruit districts of the province growing so rapidly, it is hardly fair to quote any particular section to show by figures the progress that is being made. Trees are being set out in all parts. In the boundary, especially where mining has always been supposed to be the chief asset, fruit growing is coming to the fore, and in Southeast Kootenay some of the best fruit lands of the province are to be found. In Creston, for example, there were 28,711 fruit trees, while this year there are 53,740 and next year there will be over 100,000.

Prof. Quail, entymologist for the California State University, has been operating at Chilliwack, in addition to Thos. Cunningham, provincial fruit pest inspector, in the effort to find something that will kill out the destructive hop flea beetle. It has been found that chemical fertilizers must be used freely, as exhausted fertility of the soil invites the attack of insect pests. Rotated crops would help.

A point for butter shippers may be found in the better success of the Alberta creamery butter on the coast market as compared with that from Eastern Canada. The former comes in boxes of prints, while the latter comes in bulk of 56-pound boxes, is thawed up, made up in blocks and again put into cold storage. The result is that the Eastern creamery is not of so good quality, because of the successive operations.

A traveler from the Okanagan states that crops are looking well there in the fruit line and that Peachland will have the heaviest crop of peaches ever known there.

G. A. Layton, of Penticton, has sold his grocery business to E. S. Lake, late of Australia, but more recently of Vancouver. Mr. Lake is an expert photographer, and will conduct a studio also.

Mr. Worsnop, of Grimsby, Ontario, has arrived to take the foremanship of the fruit cannery of the Southern Okanagan Canning Co., at Penticton.

BRANDON.

July 17.—The Brandon fair has been an unqualified success. In the number and quality of the exhibits we eclipsed all former years, while the attendance was quite equal to, if not beyond, all precedent. Looking at these fairs from the grocer's point of view, we might ask if they are a success. Primarily it is an agricultural exhibition, and agriculture in Manitoba is our basic wealth and indirectly these fairs, by encouraging crop raising and stock breeding, do us all good. Directly we benefit by it and it is only right that we should, as we put a lot of money into this in the shape of prizes. The population of our city during this week is doubled, and this means that more than double the usual quantity of food products is consumed. Our hotelmen buy larger than at any other time of the year.

Our merchants do not get all out of the fair that they might. People come here from all parts of these three provinces and if our grocers were to advertise well and wisely at fair times I feel sure they would get a lot of business that usually goes to the mail order houses in the metropolis. We are certainly losing advertising opportunities.

Speaking of donations, your correspondent noted that, as in other years, local merchants offered valuable prizes for quality in dairy butter. Farmers here need to be encouraged along this line. Though this is an agricultural district, yet the butter question often reaches the acute stage in the grocer's experience. On account of the scarcity of help and the unwillingness of what help there is to engage in Sunday labor the quantity of butter does not keep pace with the growth of population, and so a famine in this commodity faces the grocer once in a while. Just now, however, supplies are plentiful and there does not seem much reason for any grocer stopping a farmer's wagon and offering 17c cash for butter and then selling it for 18c.

I noticed at the fair that the first prize last year and the second this year for appearance and style in delivery rigs and horses class went to Smith & Burton, wholesale grocers, of this city.

The half holiday on the 9th was observed loyally by all the grocers. The drygoodsmen who had announced that they wouldn't begin to close until the 16th, fell into line at the last moment when they saw the unity and unanimity of the grocers.

(Additional correspondence on Page 45)

ENTERTAINED U.S. ASSOCIATION.

The F. F. Dalley Co., of Hamilton entertained the members of the Leather Finders' Association of the United States at Niagara Falls on Friday, July 10. Some seventy-five guests were present, including representatives from every state in the union, and it is safe to say that these went away with a good idea of Canadian manufacturing firms.

QUEBEC MARKETS

POINTERS—

Sugar—Steady.
Teas—Firmer.
Beans—Hungarians selling.

Montreal, July 22, 1908.

SUGAR—The demand for sugar continues good, owing to the berry season, when so much is required for preserving and canning purposes. The refiners have good stocks and now the tendency seems to be for steadiness rather than for many fluctuations. Prices remain the same as last week.

Granulated, bbls	$4 90
" ½-bbls	5 05
" bags	4 85
Paris lump, boxes, 100 lbs	5 70
" " 50 lbs	5 80
" 25 lbs	6 00
Extra ground, bbls	5 25
" " 50-lb. boxes	5 45
" " 25-lb. boxes	5 65
Powdered, bbls	5 05
" 50-lb. boxes	5 25
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 50
No. 1 " bags	4 45

SYRUPS AND MOLASSES—Molasses is in good demand. Most importations have been distributed, and the present demand is for small lots, but the total volume of business is decidedly good. Syrups are very much neglected, almost nothing doing at all in them, according to the jobbers. Prices the same.

Barbadoes, in puncheons	0 31	0 35
" in barrels	0 33½	0 35
" in half-barrels	0 34½	0 36½
" fancy		0 34
" extra fancy		0 36½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 3½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—Maple products present no new features, and the prices are the same as at our last quotations.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 07½	0 08½
Pure syrup, 8½lb. tin	0 60	0 65

DRIED FRUITS — Advices from Greece state that stocks of currants available are limited and are being gradually reduced. The new crop is reported as coming on favorably, and there is every prospect of a large yield this year. It is expected that the fig crop will be considerably less than last year, which latter, by the way, was an exceedingly large one. This fact does not necessarily indicate higher prices this year. Locally prices remain unchanged.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06½
Fine Filiatras, per lb., in cases	0 06	0 06½
" " cleaned	0 06½	0 07½
" " in 1-lb. cartons	0 07	0 07½
Finest Vostizzas "	0 07	0 08
Amalias "	0 05½	0 06½
" 1 lb. packages		0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 11
" " 1-lb cartons		0 14
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes		0 08
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.	0 04½	0 05
Selected, per lb		0 06½
Layers, "	0 06	0 06½
Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb	0 03½	0 04
Packages "	0 05½	0 06½
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		
"Excelsior Windsor Clusters "		5 50
" ¼s		1 50
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb		0 32
Peaches, "		0 14
Pears, "		0 14
Prunes—		per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08½	0 09½
" " " 50-60s	0 08	0 08½
" " " 60-70s		0 09
" " " 70-80s	0 07½	0 08
" " " 90-100s	0 06½	0 07

TEA—In Japans the shortage in second crop is extensive, as was the case with the first crop, and there is a noticeable advance in the price, but already the teas are almost all taken up, and third crop teas are now looked forward to. The demand for medium and low grades for home consumption, is very heavy this year, and also a considerable quantity is being taken up for Korean and Manchurian trade. These are the causes of the present high prices in Japan, and the outlook is that present prices will be firmly maintained, but if there is any change the probability is that it will be for an advance. Most other lines are neglected, except China Pingsueys, which have shown some activity. Ceylon gunpowders have been slightly more active. There is no change in prices since our last quotations.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25½
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—The coffee market is in a good condition, the demand being good, and it is said by dealers that consumption is on the increase. Prices remain the same, and it is unlikely that they will be disturbed for some time.

Jamaica	0 16	0 20
Java	0 20	0 30
Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos		0 11½
Maracaibo	0 14	0 19

Roasted and ground 20 per cent. additional.

RICE AND TAPIOCA—The rice market continues steady with a fair demand. Tapioca is slow of sale, and prices for forward shipment are tending easier, but there has been absence of buying. Stocks on the spot are small, and as small supplies are coming forward prices rule steady. Jobbers report trade very dull, almost nothing doing. Prices remain the same as at last quotation.

B rice, in 10 bag lots	$ 2
B rice, less than 10 bags	3
C O rice, in 10 bag lots	3 00
C O rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 05½ 0 06

SPICES—There is only a fair trade passing, and prices remain the same.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 18	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 20
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60

BEANS—The shortage and high price of Canadian beans has brought about the introduction to the Canadian market of beans from India, which come to Canada via England. The "Hindoos," as they are called, are being quoted at a price below the Canadian product. The Hungarian product is being quoted at a price slightly below the native product. The advent of the "Hindoo" product is certainly a triumph of British marine enterprise, and is an evidence of the fact that the world may depend on remote countries for supplies, with safety. Local prices range between $2.10 and $2.15. The demand is good.

Choice prime beans	2 10 2 15

EVAPORATED APPLES — Evaporated apples are in small demand. The price remains unchanged.

Evaporated apples	0 07 0 07½

CANNED GOODS

MONTREAL—The demand for vegetables continues good owing to the scarcity of fresh vegetables and their high price. Fruits are also in good demand. Fish is neglected; also meats. There has been no price fixed yet for new canned salmon, but during the past few days some large orders have been placed with price open.

TORONTO—Fruits and vegetables, 1907 pack, are passing off fairly well and it looks as if stocks would be pretty well cleaned up before the new goods come in in any quantity. The new prices for 1908 goods on peas, spinach, asparagus, strawberries and rhubarb came into effect on Monday and some little business is being done.

NEW PRICES—1908 PACK.

VEGETABLES.

	Per doz. Group 1.	Per doz Group 2
2's, sliced, br., "Simcoe"		.95
Beets—		
2's, sliced, b.r., Simcoe		.95
2's, whole, b.r., "Simcoe"		.95
2's, whole, br. "Rosebud"		1.15
3's, sliced, br., "Simcoe"		1.25
3's, whole, br., "Simcoe"		1.25
3's, whole, br., "Rosebud"		1.40
2's, golden wax, midget, "Auto"	1.25	
Beans—		
2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85
3's, ditto.	1.40	1.35
2's. Refugee, midget, 'Auto'	1.25	
2's, Crystal Wax	1.00	.95
2's, Red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's corn	.90	.85
Gals., corn-on-cob		4.50
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's cabbage	.95	.90
2's cauliflower	1.50	1.45
3's cauliflower	1.90	1.85

2's parsnips	1.00	.95
3's parsnips	1.10	1.05
Peas—		
1's, No. 1 extra fine sifted	1.10	1.05
2's. No. 4 standards	.80	.75
2's, No. 3 early June	.85	.80
2's, No. 2 Sweet Wrinkle	.95	.90
2's, No. 1 extra fine sifted	1.10	1.35
Gals., No. 4	3.75	3.70
3's pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's table spinach	1.30	1.25
3's table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's succotash	1.20	1.15
3's squash	1.15	1.10
Gals., squash	3.55	3.50
2's tomatoes	.90	.85
3's tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's turnips	1.00	.95

ONTARIO MARKETS.

POINTERS—

Sugar—Steady.
Canned Goods—Moving well.
Dried Fruits—Slightly Easier.
Collections—Fair.

Toronto, July 16, 1908.

Business has been somewhat quieter this week with some houses on account of the absence of the travelers on their holidays. The houses not affected, however, report a good general business with the situation improving to some slight extent. Collections continue about on the same basis, with some few renewals being made. The outlook, however, seems encouraging.

SUGAR—The feature of the week locally has been the extension of the district within which the new brands, Beaver and Imperial, may be sold, this now extending to all Ontario. Grocers are buying quite heavily of these as well as of the standard brands. Some of the jobbers are feeling rather strongly because only 20 per cent. of orders in these brands can be secured, and the matter seems likely to stir up some feeling in the trade.

The situation in general is summarized by Willett & Gray, as follows:

"The week under review has been quiet with the tone and tendency in favor of buyers and the close showing 1-32c to 1-16c decline. The market must be classed as extremely sensitive and liable to some surprises under certain conditions. Refiners have fortified their position by buying and controlling sufficient stock for their requirements for 60 days under a normal state of the refined demand. An abnormal demand for refined at any time would change present tone and tendency, with much vigor for the time being. Just a simple equalization of supply to normal demand without any provision thus far made for an increased demand or for carrying stock is not altogether a safe position and leaves open a chance for a quick recovery from whatever further decline may come in absence of immediate buying. For there are no indications of any improvement in raws and a desire to sell is more evident in some quarters than last week, making a very sensitive market within narrow limits. As said last week some 150,000 tons raw sugar should be bought during the next 60 days to provide for a workable stock at the end of that period. If purchased gradually it may not cause any stimulus to the market, but if delayed until urgent needs are met a quick response must be expected. As regards the prospects of a decidedly better demand for refined, there are several reasons for expecting it given in our remarks on refined. At the close sugars from various countries are on offer at or about current quotations with now and then a sale likely at market value, but with a looking for small concessions by buyers generally."

Paris lump, in 25-lb. boxes	6 15
Paris lumps, in 50-lb. boxes	5 95
" in 100-lb. "	5 85
Paris lumps, in 20, 5-lb. boxes	7 00
St. Lawrence granulated, barrels	5 00
St. Lawrence Beaver	4 75
Redpath's granulated	5 00
Redpath's Imperial	4 75
Acadia granulated, (bags and barrels)	4 90
Berlin granulated	4 90
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 "	4 70
No. 1 "	4 60

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES — Business is dull with no change in prices.

TEAS—Local business is comparatively quiet at fairly steady prices. The general situation is summed up in Thompson Bros.' weekly circular as follows: "The market, aided by a fair number of export orders, has been fairly active at the opening sales of the new Indian crop and prices for teas of satisfactory character have on the whole been up to expectation; this should strengthen the position for better invoices which are expected from Assam and Darjeeling. Notwithstanding there is a fair trade passing, the price for common kinds continues to dwindle, and 6d may be quoted for common leaf; but this may be partly accounted for by the holiday feeling of the trade, who are unwilling to stock beyond their weekly requirements."

COFFEE—Business locally continues fairly good at steady prices. The situation abroad is rather stronger, with interest centering on the working out of the Brazilian Government's valorization scheme in the face of the new crop. The situation promises to furnish some interesting developments shortly.

DRIED FRUITS—Business is not at all active. Some houses are easing off a little in quotations on bag figs and seeded raisins.

Prunes, Santa Clara—

	Per lb		Per lb
100-120s	0 06	30-40,25's, 50-lb. boxes	0 07½
90-100s,50-lb boxes	0 06 0 07	70-80s "	0 08
80-90s "	0 07½ 0 08	60-70s, 50-lb boxes	0 07½ 0 90
" "		40-50 "	0 09

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—

Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "	0 18 0 20		

Figs—

Elemes, per lb	0 08 0 15
Tapnets, "	0 03½ 0 04
Bag Figs	0 04 0 04½

Currants—

Fine Filiatras	0 06½ 0 07	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		

Uncleaned, ½c less.

Raisins—

Sultana	0 09½ 0 13
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias, new	0 05 0 06½
Seeded, 1-lb packets, fancy	0 10 0 10½
" 16 oz. packets, choice	0 09½
" 12 oz. " "	0 08

Dates—

Hallowees	0 05½ 0 05½	Fards choicest	0 08 0 09
Sairs	0 04½	" choice	0 08½

SPICES—Business is fair with no new features.

Peppers, black pure	0 16 0 20
" white pure	0 25 0 30
" whole, black	0 14
" whole, white	0 28
Ginger	0 18 0 5
Cinnamon	0 25 0 40
Nutmeg	0 45 0 10
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 19
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

COCOA AND CHOCOLATE—An advice from Walter Baker & Co. this week notes reductions in several lines of their chocolate and cocoa. The matter was too late to insert in the regular department of proprietary article quotations and the details are given herewith: Premium No. 1 chocolate, ¼ and ½-lb. cakes, reduced from 40c to 38c; Breakfast cocoa, 1-5, 1-4, 1 and 5-lb. tins, reduced from 43c to 41c; German sweet chocolate, ⅛ and ¼-lb. cakes, 6-lb. boxes reduced from 30c to 28c; cracked cocoa ½-lb. plug, 6-lb. bags, reduced from 38c to 34c. All above quotations are f.o.b Montreal.

RICE AND TAPIOCA—Business is only passable at steady prices.

	lb.
Rice, grand	0 03½ 0 03¾
B rice, 5 bag lots, delivered	3 05
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05½ 0 06¼
Java	0 06 0 07
Sago	0 06½ 0 06½
Seed tapioca	0 06
Tapioca, medium pearl	0 05½ 0 06

BEANS—A considerable quantity of Hungarian beans has been brought in during the week and these have had an easing effect on the continued strong market. These can be quoted at $1.85, and at that are substantially below the Ontario variety. Prices of the home-grown beans are still holding up pretty well.

Beans, hand picked, per bush	2 10 2 20
" prime No. 1, "	2 00 2 10
" Lima, per lb	0 07

HIDES AND WOOL—The situation is not materially changed at prices quoted below:

No 1 inspected steers, 60 lbs up	0 09
No. 2 " " "	0 08
No. 1 " cows	0 08½
No. 2 " "	0 07½
Country hides,	0 07 0 07½
City Calf skins	0 12
Country Calf skins	0 10 0 12
Sheep skins	0 90
Horse hides, No. 1	2 50
Rendered tallow, per lb	0 05 0 05
Horse hair, per lb	0 27
Wool, unwashed	0 07 0 08
" washed	0 13 0 14
Rejects	0 10

ADVANCE IN TAPIOCA.

The Grocer is in receipt of late information regarding an important change in the primary market for tapioca. The advice states: There has been quite a turn for the better in primary markets, latest cables from Singapore quoting a very important advance amounting to nearly ½c. a pound. The cause of the advance is not stated, but it is supposed that it is owing to short supplies. Cables advise that prices are likely to still further advance." This applies of course on goods for September shipment, which will reach Canada some time in December.

M. J. Bailey, grocer, Waterloo, Ont., has assigned.

ORGANIZING CO-OPERATIVE ASSOCIATION.

Company Being Formed in Toronto to Carry on Various Branches of Business.

"The Dominion Co-Operative Association" is being incorporated and organized in Toronto to establish and operate co-operative wholesale and retail stores in that city and suburbs and all over Canada if the undertaking is successful. The scheme is being floated by the British-Canadian Securities Co. a company-promotion concern, of which Hiram Kiteley and Hugh Macdonald are joint managers, and it is proposed to obtain a charter from the Ontario Government.

The main office, supply depot and storehouse will be located in Toronto and the stock will be purchased in the leading British and European markets. Factories and workshops, too, are among the aims of the association. The capital aimed at is $1,000,000, divided into 200,000 shares of $5 each. There is to be no price-cutting and business will be transacted on a cash basis. The profits will be divided as follows: 50 per cent. as bonus to members, 20 per cent. as dividend on capital stock, and the remaining 30 per cent. to create a fund for the extension of the business. Every variety of merchandise will be handled, and even real estate.

A meeting of interested parties was held on July 16, at which the following provisional directors were elected.

Alex. Fraser, Provincial Archivist, Toronto; H. Macdonald and H. Kiteley, of Kiteley & Macdonald, financial agents, Toronto and London, Eng.; Wm. H. Holtby, of Holtby Bros., contractors, Toronto; Charles E. Anderson, of the C. G. Anderson Lumber Co., Toronto; Wm. Laing Malcolmson, capitalist, London Eng.; Albert Chamberlain, contractor, Toronto (President British Welcome League); Robert J. Goudy, vice-president and general manager Canadian Weber Gas Engine Co., Limited, Toronto. H. Macdonald was appointed secretary of the association and A. H. Cooper secretary of the committee, which will meet weekly to arrange for organization purposes.

TRAVELERS' WEEK-END OUTING.

H. P. Eckardt's Representatives Visit St. Clair and Detroit.

The travelers of H. P. Eckardt & Co., Toronto, enjoyed a most pleasant outing from Friday to Monday last week. Under the direction of S. H. P. Mackenzie they traveled up to Port Huron on Friday and ran down to St. Clair, Mich., on Saturday morning.

The object of the visit here was to visit the works of the Diamond Crystal Salt Co., for which firm Eckardt & Co. are the Canadian distributors. The party was given a most hearty reception by the officials of the company, and were looked after particularly by R. R. Moore, vice-president. The trip through the factory was most instructive and entertaining, and the travelers gathered in a good many talking points on "the salt that is all salt."

After the trip through the factory the company tendered a luncheon at the hotel Oakland, where a couple of jolly hours were spent.

The party left St. Clair on Saturday and ran down to Detroit, where Sunday was spent at the Hotel Cadillac. They returned on Monday. The gentlemen who took in the trip were: A. J. Chalue, J. W. Charles, J. J. Jamieson, H. G. Elliott, St. Geo. Price, T. Waters, W. J. McFarlane, A. McFarland, A. G. Hill, W. E. Sutton, G. L. Scott, U. Stephens, S. H. P. Mackenzie.

WHERE THE TRAVELERS WENT.

Toronto Grocery Drummers Off on Holidays This Week.

A good many of the grocery travelers for the Toronto wholesale houses are enjoying their holidays this week at different points. most of them in Canada. While the Grocer has not been able to get the whereabouts of all of these, quite a list has been picked up as follows :

Eby, Blain Co.—T. S. Grant, at Quebec, his old home ; J. N. Notter, Quebec ; J. Taylor, Niagara ; J. A. Milne, honeymoon at Big Bay Point ; W. Brooke, Georgina Island ; D. Casey, Quebec ; F. J. Watson, Presque Isle Point ; J. W. Borsbery, Muskoka ; F. I. Hartley, Kawartha Lakes ; L. E. Morden, Bowmanville ; R. D. Robertson, Cobalt ; W. P. Eby, Bowmanville ; H. Hardy, Sparrow Lake.

John Sloan & Co.—H. Brett, Coldwater ; C. S. Parsons, Mimico ; J. Hayden, in the States ; Geo. Sanderson and P. H. Brown, at Owen Sound ; J. W. Stokes at Rochester.

T. Kinnear & Co.—R. Keyes, at Chesley and Bradley ; E. G. Bingham, at Barrie ; J. B. McRea, Galt ; Harry Lawson, Stouffville and Jackson's Point.

Davidson & Hay—A. H. Pafford is at Sans Souchi, Moon Lake, and Geo. Moffat is enjoying the easy days at home and around the canoe club.

Perkins, Ince Co.—Glen Caldwell is at Barrie, and J. R. Gowenlock at Point au Baril.

Salada Tea Co.—A. R. Marvin has just returned from a two weeks' outing. Malcolm McArthur and A. S. Gormaly are enjoying their holidays at present. A. R. Whittemore is filling in while the various travelers are holidaying.

PERSONAL NOTES.

Henri Jonas, Montreal, left for Europe July 22.

Michael Fitzgibbon, general merchant St. Ephrem D'Upton, Que., is dead.

C. A. McMillan, treasurer of Sugars and Canners, Ltd., Montreal, was in Toronto on Wednesday and made a pleasant call at The Grocer office.

Geo. H. Campbell, manager Toronto branch Red Rose Tea, and Mrs. Campbell are spending a month at their summer home at Pleasant Point, Sturgeon Lake.

DROUGHT EFFECT ON VEGETABLE MARKET.

The continued dry weather has left its mark on everything that grows in the vegetable kingdom. The cheese and butter market is a good barometer of the varying moods of the weather man, but when the vegetable market gets cantankerous it means that the heat has been turned on for too long a time. Forest fires have been raging in certain parts of the Province of Quebec, which have reached a momentous degree. All of this is unfortunate, as it means a lack through the high prices which necessarily rule, of a vegetable diet in the summer time. Things were beginning to assume a serious aspect and then there was a generous downpour of rain which has lasted for a couple of days and nights. Reports which are coming in announce the return of crops to almost a normal condition, with the exception of those which have been entirely ruined. In any case it is thought that the season may be somewhat delayed, but the production on the average will be good. It is a source of congratulation that this hot period has not lessened the prospect of a good harvest in the west, which, after all, is Canada's great asset.

TRADE NOTES.

H. A. Powers, grocer, Picton, Ont., has assigned.

Herbert Derbyshire, grocer, Moose Jaw, has assigned.

Noel Cote, general merchant, St. Perpetue, Que., has assigned.

John McKay, Blackfalds, Alta., has sold his general store business.

M. A. Kelly, grocer, Vancouver, is succeeded by Fraser & Ofield.

Baribeau & Guillet, general merchants Domremy, Sask., have dissolved.

Thompson Bros. have sold their general store business at Warner, Alta.

The stock of T. Elliot, grocer, Montreal was damaged by fire last week.

L. Kohlruss, Southey, Sask., has sold his general business to M. Jampolsky & Co.

The general store of Harry Diamond, Winnipeg, was partially burned last week.

Mrs. M. E. Cole, Vancouver, is succeeded in the grocery business by James Thomson.

The Raymore Trading Co., general merchants, Raymore, Sask., has been incorporated.

Mihm & Dundas, general merchants, Francis, Sask., have sold their business to G. H. Clare.

AGENTS WANTED.

LUCRATIVE AGENCIES—Several leading British houses (grocery, etc.) require responsible firms as agents in all business centres; representative now in Canada; reliable firms, with extensive clientele, write, stating connections and district covered, "Arthur," 303 Frank Street, Ottawa.

SITUATION WANTED.

EXPERIENCED GROCER wishes position as traveler. Toronto or vicinity preferred. Box CANADIAN GROCER.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, July 23, 1908.)

POINTERS—

Baker's Cocoa—Reduced 2 cents.

Baker's Chocolate—Reduced 5 cents.

Cheese—Firmer.

Apricots—Old stock reduced.

Nectarines—Cheaper.

Seed Raisins—Cheaper.

Eggs—Firmer; tendency to advance.

Exhibition week brought many retailers to the city and the wholesalers are keeping open house. Many travelers are in from the road during the exhibition and hence this is a slack week for business.

The general situation shows continued improvement. The weather has been all that could be desired for the crops and from every part of the West come the most optimistic reports. The harvest will be on in another month's time and it may safely be said now that the critical stage has been passed without any damage. The biggest and most profitable crop in the history of the West is about to be reaped and its proceeds will assure twelve months' prosperity in the country west of the Great Lakes.

CANNED GOODS—

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27½	2 25
Cherries New—		
2's, red, pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black " "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's lobe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 12½	2 10
2's black, heavy syrup "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40
Strawberries (new), per case	4 05	4 00
Rasyberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
44-oz. "		4 75
5-lb. tins, each		0 59
7-lb. "		0 80

—1908 Pack for Delivery Later—

Apples—3's standard per case	2.44	2.34
" Gallons, standard "	1.55	1.52½
Cherries—Red pitted 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	9.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie unpeeled gallons	2.42½	2.40
" pie peeled gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe l. s. 2's		2.78
" Globe l. s. 3's		4.14
Plums—Damson l. s. 2's	2.28	2.18
" Lombard l. s. 2's	2.28	2.18
" Greengage l. s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red gallons	3.80	3.77½
" black 2's	4.18	4.08
" black gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Beans (new) per dozen—		
golden wax, "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per case		7 78
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 63

1908 Pack for Delivery Later.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.98
Peas—		
No. 4 standards 2's	1.88	1.78
Early June 2's	1.98	1.88
Sweet Wrinkle 2's	2.18	2.08
Extra fine sifted 2's	3.08	2.98
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.34
Tomatoes—2's	2.08	1.98

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " "	1 90
" 3 " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Corned beef " 2's per doz.	3 10
" " 1's "	1 65
Roast beef	
" 1's, per doz	1 65
" 2's, "	3 10
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunchtongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

SUGAR—

Montreal and B.C. granulated, in bbls	5 40
" " in sacks	5 35
" yellow, in bbls	5 00
" " in sacks	4 95
Wallaceburg, in bbls	5 30
" in sacks	5 35
Berlin, granulated in bbls	5 20
" " " sacks	5 25
B.C. qunnies granulated, 5-18's to bale, per cwt	5 45
" " 5-20's " "	5 45
" hard pressed lump, 25's, per cwt	6 55
" " " half bbls., per cwt	6 90
" icing	6 20
" bar sugar	6 00
Icing sugar in bbls	6 00
" " in boxes	6 20
" " in small quantities	6 50
Powdered sugar, in bbls	5 70
" " in boxes	6 00
" " in small quantities	6 05
Lump, hard, in bbls	6 35
" " in ½-bbls	6 35
" " in 100-lb cases	6 35

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 45
" " 5-lb tins, per 1 "	2 35
" " 10-lb tins, per ½ "	2 70
" " 20-lb tins, per ¼ "	2 75
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bets., each	2 25

ROLLED OATS—As was noted last week, prices of several brands of package oats have been reduced in sympathy with the decline in bulk oats. Quotations are as follows:

Rolled oats, 80 lb sacks, per 80 lbs	2 65
" 40 " " 80	2 70
" 20 " " 80	2 80
" 8 " " 80	3 10

CORNMEAL—The price is advancing and local quotations are now as follows:

Cornmeal, per sack	2 05
" per ½ sack	1 05
" per bale (10, 10's)	2 40

BEANS—White beans are advancing in price and some houses are now asking $2.50 per bushel for hand-picked, and $2.35 for 3-lb. pickers.

POT AND PEARL BARLEY—Pot barley, $2.80 per sack. Pearl barley has declined and quotations now are $4.05 per sack and $2.10 per half sack.

MAPLE PRODUCTS—

Sugar, 25 lb. boxes, ½s. and ¼s	3 00
Syrup gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ½ " 2 doz. to case "	6 55

FOREIGN DRIED FRUITS—Apricots, nectarines and seeded raisins are cheaper. Prices quoted are for old stock; in each case it is likely that the new stock will be sold for less than prices now asked for old. We quote:

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 00
Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 00
" " " 14's	1 05
" " selects " 28's	2 20
" " " 14's	1 15
" " layers " 28's	2 25
" " " 14's	1 20
California raisins, choice seeded in ½-lb. packages per package	0 07
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 08
" ¼ " "	0 08½
Prunes 90-100 per lb	0 05½
" 80-90 "	0 06
" 70-80 "	0 06½
" 60-70 "	0 07
" 50-60 "	0 08
" 40-50 "	0 08½
" 30-40 "	0 08½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 07
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Uncleaned vostizzas, per lb	
Wet cleaned " "	
Pears, per lb	0 12½
Peaches, per lb	0 12
Apricots, standard, per lb	0 10½
Nectarines	0 10½

EVAPORATED APPLES—Quoted at 8¾c per pound.

BUTTER—For round lots dairy butter, produce houses are paying 16c to 16½c per lb.; for No. 1 selected, 17c to 17½c; and for No. 2, 15c to 15½c f.o.b. Winnipeg.

EGGS—The market is slightly firmer. Produce houses are paying 15½c per dozen f.o.b. Winnipeg, subject to candling.

Correspondence from Ontario Towns

London Retailers Discuss New Wholesale Terms—Brockville Grocers Discussing Saturday Night Closing—Combine of Housekeepers vs. Market Vendors in Chatham.

LONDON.

July 20.—Trade continues very fair throughout Western Ontario, this city being no exception to the rule. Travelers are now on their holidays a little earlier than usual, and for two weeks to come what business is done by wholesalers will be through wire and mail orders.

Canners have reduced the price of tomatoes 5c per dozen and they may go lower, as both wholesalers and retailers are pretty well stocked up.

Four local wholesale houses were represented at the last meeting of the Retail Grocers' Association, when the new rules as to cash and discounts came up for discussion. The wholesale men blamed the change on the eastern members of the Wholesale Grocers' Exchange, who, claimed to have found the terms to work satisfactorily. Another reason given was that the new method of doing business simplified book-keeping by making all accounts net. The result would be that retailers would get their goods cheaper, but it would take time to regulate matters. E. J. Ryan suggested that the Wholesale Exchange reconsider the new terms and was promised that such might be done if the terms were found not to work satisfactorily. Nothing, however, could be done until the next meeting of the Exchange, which is ten months off.

The Retail Grocers' Association are going after hucksters who violate the market by-law, and will engage a detective if necessary.

The bankrupt grocery stock of Frank Smythe has been sold to Mr. Brodrick for 51 cents on the dollar.

Fruit is being bought up quicker this year than any season in the history of the local market. The supply has been large and the high prices have proven a sort of bonanza to growers. The explanation of the big demand is found in the fact that last year's small crop and consequent high prices resulted in less preserving being done than customarily. This season housekeepers, seeing nothing in the cellars but empty jars, have taken an early start, preparatory to laying away as much as possible this year. Strawberries and cherries have already had their day and raspberries now hold the boards. Why prices keep high in spite of the big crops is explained by the fact that Montreal is now taking much of the fruit that London should have. London's consumption of fruit has increased 50 per cent. during the last half-dozen years, while that of Montreal has grown 500 per cent. Much of the increased consumption is due to the popularity of fruit combinations with ice cream.

A retail merchants' association has been formed by the east-end business men. Among the officers are President Thomas Shaw, of the Retail Grocers' Association, who has been chosen president and E. E. Linnell, one of the executive of the grocers' organization. The object of the promoters is to as far as possible boom the east-end and to prevent people living in that district going down town for what they want. It is the intention to hold a big picnic in Queen's Park on the 25th inst.

E. L. Liddicoatt has taken over and is selling off the bankrupt grocery stock of J. T. McLean, corner Dundas and Rectory Sts.

BERLIN.

July 20.—J. Fiddler, who for many years was in the employ of Dunke & Co., grocers, recently opened up a store of his own on Courtland Avenue and is meeting with success.

There was a time when it was considered that to be successful a down-town grocery store in Berlin had to be located on King Street, or within a very limited stretch of that thoroughfare. By the number who tried to go against this argument and failed there seemed to be a great deal of truth in it, but this theory has been exploded by the successful business being conducted by Stuebing & Son, on Queen Street. Until about a year ago Mr. Stuebing, Sr., was located on King Street, when J. P. Bender, in order to get the stand for a bookstore, paid Mr. Stuebing 100 cents on the dollar and ran off the stock. Shortly after that, Mr. Stuebing, associated with his son Arthur, late of Detroit, started their present business on Queen Street.

William Roos, of Randall & Roos, wholesale grocers, is probably the most enthusiastic supporter in town of the 29th Regt. band of Berlin. When not spoken of as a military band, this organization is the Berlin Musical Society and Mr. Roos has been treasurer of the society for many years and the progress of the band to the position of one of the leading bands of Canada is due in no small measure to his efforts.

BROCKVILLE.

July 20.—At a recent meeting of the Retail Merchants' Association it was decided to again observe the Wednesday half-holiday, beginning on the 8th of July and ending the last Wednesday of August.

Considerable discussion on the advisability of closing at 10 p.m. Saturday nights was noticed at the same meeting. Some of the members were in favor and a few not so minded.

It was finally moved and carried that a committee be appointed to present a petition to the merchants of the town for signatures, which was done, the majority of them signing. The petition is to be brought before the town council with the request that a by-law be passed compelling early-closing on Saturday nights.

The picnic held by the Retail Merchants' Association last year at Beverly Lake, Delta, proved such a success that it has been decided to hold the outing at the same place on Civic Holiday, Aug. 3rd, this year. A meeting was called on the 7ts inst. for the purpose of striking committees and the following were chosen as chairmen: General chairman, Geo. T. Lewis; sports committee, Robt. Craig; transportation, H. Y. Farr; refreshments, J. J. Curran; advertising, Geo. Wright; music and dancing, C. H. Post; decoration and fireworks, H. B. Coates; prizes H. T. Murray; secretary, A. M. Patterson. Arrangements have been made with the Brockville and Westport Railway to provide extra coaches for the transportation of the picnickers. The 41st Regimental Band and also the orchestra has been engaged. Lacrosse and baseball games have been arranged along with other land and water sports, for which excellent prizes will be given.

Two cars of bananas a week are being brought into town and are readily disposed of.

A new bakery firm has started during the past month, having purchased the business formerly owned by M. McCartin. The new firm is Beatty & Ballange. The former having been in the grocery of C. W. Johnston for a number of years.

INGERSOLL.

July 20.—A perplexing aspect of the small fruit crop this season is the high prices that have prevailed since the earliest fruit was marketed. It is difficult to recall a season when the small fruits on the whole were more plentiful than at the present time. The strawberry crop was a bountiful one, short prices were predicted, even by the wise ones, and yet the highest figures for years were reached, and the price remained practically stationary. The same thing may be said of the berries; there is an abundance of them, and although everybody has been anticipating a drop in the price, it has been kept up by a demand which seems impossible to trace, and they will soon be a thing of the past with the price never below ten cents per box. The producers seem to have a different way of marketing their fruits than in years gone by. They take better care of it, don't swamp the market, and seldom appear anxious that they will not get rid of their supply. By this method, which it would seem is really a fact, the merchants don't carry such large supplies that they have to "cut" to get out with a "whole skin." But its the same old story of the consumer having to pay the shot, and, of course, there is no end to the grumbling on the part of the thrifty housewife. Then with fruit expensive and sugar higher than in previous season, laying up the winter's store is really a prob-

lem that requires plenty of finances to properly solve.

The merchants and clerks of Ingersoll are not enjoying the recreation during the summer months that was once their privilege, and all because the half-holiday each week has been abandoned. But while there is no regular respite from toil, the merchants know the benefits that accrue from an occasional outing, and they pull "together" with the utmost harmony. On the 28th of this month a big union Sunday school excursion will be run to Port Stanley, and on the strength of a requisition from the merchants and other citizens Mayor Sutherland has proclaimed the occasion a holiday.

A very neat and attractive office building is being erected in connection with the factory of the St. Charles Condensing Co. The new building occupies a site at the front of the firm's splendid factory.

With another autumn already "in sight" there has not been the decline in price of butter that was expected. The creamery product is still retailing at from 28 to 30 cents per pound, while choice dairy butter sells readily at 25 cents per pound.

GALT.

July 20.—Trade conditions in Galt have been exceptionally good during the past two weeks. Of course the beginning of the fruit season is responsible for a considerable increase in business, but trade in other lines has improved considerably.

As a matter of fact, with the exception of one large shop, which is running short time, the financial depression in Galt has entirely disappeared. The many unemployed have secured work, the industries are running full time, and trade in all lines is exceptionally good.

Ald. Radigan, the Main Street grocer, returned last week from a four days' visit to Detroit. "The big cities are all right," he said, in conversation with your correspondent, "but Galt is plenty large enough for me."

An Italian has opened up a wholesale and retail fruit business on Dickson Street. We know his name if we saw it, but we can't spell it or pronounce it. Galt has now three stores devoted entirely to the sale of fruit, which article is also handled by numerous confectioners and all the grocerymen.

On Saturday, July 11, there were three large excursions out of Galt, a fact which is greatly deplored by the grocerymen. "It practically ruins business for the day," said a prominent grocer. "And not only is business affected, but a large amount of money is taken out of town. On those three excursions on Saturday there were over 800 people. None of these would spend less than $3, which would make a total of $2,400. And many of these people can ill-afford the money spent in this manner. Why, I know a neighbor of mine who was going on an excursion to Niagara Falls. She had managed to secure enough money for her fare, and then went to a neighbor's and asked for the loan of a pair of boots. Imagine a woman in those circumstances taking in an excursion." It would appear from the above that the excursions do result in a certain amount of financial trouble.

The grocers and fruit dealers are having a big laugh on the Market Clerk here. One day recently the Clerk announced through a local paper that on the following morning over 2,500 boxes of strawberries and raspberries would be offered at very low prices. Consequently there was an unprecedented attendance of housewives at the Market Square. But they were doomed to disappointment, as only one man turned up, and his stock of fruit was exceedingly small. The hundreds of women started out on a still hunt for the Market Clerk, and the reporter of the newspaper, after which they visited the grocery stores and made their purchases of berries. In speaking of the incident a grocer remarked that the occurrence only emphasized the fact that the grocery stores were always the most dependable places at which to secure fruit.

"Good day, your Worship," is the only salutation being received by Ald. Radigan these days. The genial groceryman has been appointed Acting-Mayor during the absence of Mayor Patterson at Montreal and Quebec.

A pretty wedding was celebrated at Tavistock recently when Miss Annie Matthews was united in marriage to Alexander Sloan, a member of Sloan Bros., grocers. The ceremony was performed by Rev. Mr. Vert, of Woodstock, at the residence of the bride's father, in the presence of only immediate friends. Mr. and Mrs. Sloan have returned from a honeymoon trip to New York, and have taken up residence on West Main Street, where they are receiving the congratulations of their many friends.

CHATHAM.

July 20.—In discussing the high price of butter, one grocer states that the public are themselves to blame. "It, instead of paying the exorbitant prices asked," he said, "the people would refuse to pay too much, and would instead patronize the groceries, where they can procure what they want at a reasonable figure, the market prices would soon come down. If, however, the public continue to pay 25c a pound for butter when they ought to pay no more than 20c, we may expect to pay between 30c and 40c next winter." It is singular, yet nevertheless a fact, that a great many people prefer to pay more on the market than they would have to pay in the groceries. The result means higher prices, both for the public at large and for the grocers as well. Locally, there is unquestionably a sort of tacit combine among market vendors for the purpose of keeping up and regulating prices, and experience has shown conclusively that the only way to purchase to advantage is to waylay the vendor on her road to the market and make a deal before her fellow-marketers can inform her as to the prices. It stands to reason that a body even of fifty or more grocers could deal with such a combine far more effectively than could the entire purchasing public, and could effect more in the direction of keeping prices where they should be within the reach of the average purchaser. It may sound like a joke, but it has been freely stated that, if the public were excluded from the market and only the grocers allowed to purchase, the public would get things far cheaper than they do.

To show on what slight foundation the opposition to the "open market" is based, a grocer tells of a woman who dropped into his store last Saturday to price some celery. The groceryman politely informed her that the price was a shilling a stalk. Instantly the lady let fire on him, stating that she had been down to the market and could not see a single stalk for sale, adding that the grocers had gone down there early and bought it all up, in order to hold up the price. When she had finished the grocer neatly took the wind out of her sails by informing her that to provide her and the public in general with celery at this season of the year, the much abused grocer had to import it from California, that the celery in question was imported, and that home-grown celery is not offered on the market at this season of the year, and never has been.

One nuisance against which retailers should war to the knife is the insidious Newfoundland 20c piece. "It is the worst piece of money coined," remarked a merchant this afternoon when the Grocer correspondent declined to take a 20c piece handed to him in mistake for a quarter. For many years past this coin has circulated very freely in Chatham and vicinity, and each twenty-cent piece has probably in its rounds cost the retailers several dollars. The tendency of the average purchaser is to pass it off for a quarter, particularly when he purchases from the groceryman; and the latter, having received it, has to choose between dishonesty or loss. It is a pity that nothing can apparently be done to stamp out the nuisance.

Miss May Taylor, daughter of J. P. Taylor, the Park Street grocer, who some time ago left for London to enter as a nurse-in-training, has been compelled by ill-health to discontinue her studies.

L. A. Cummings, who has been conducting the West End grocery, at the corner of West and Gray Streets, for a year or more, has disposed of his store and residence to C. H. Seeley, Grand Avenue. The new proprietor is now in possession. Mr. Cummings' intentions for the future have not been announced.

Jas. H. Kadwell, who recently succeeded Fred Wood in the possession of the Grand Avenue Grocery, has launched into newspaper advertising. Incidentally, he announces himself as a cash grocer, printing the word "Cash" in prominent and significant capitals.

Duncan Ferguson, for some time past a member of V. J. Bosworth's grocery staff, left this week for Windsor, where he has accepted a position with a grocery firm.

Fleming & Tillson, local agents for Flavelle's, Limited, have dissolved partnership. The business will be continued by W. M. Grant & Co.

R. Wigle & Co., Leamington, issue tickets to each customer, punched with the amount of the purchase. When the amount reaches $2.50, the customer is

entitled to a handsome pasteline picture with frame for 65c.

Francis Commo, well known in the grocery trade here, passed away at St. Joseph's Hospital on Sunday, July 12, at the advanced age of 80. A native of Montreal, he farmed in this vicinity for many years, and from 1895 to 1902 conducted a very successful grocery on the market square.

Reports from various parts of the county indicate that the bean crop this year will be a very good one. Though the acreage is perhaps a little less than in previous years, better returns per acre are expected.

Lack of labor for picking during the short berry season has been always a difficulty for the growers. To meet this it is suggested that the midsummer holidays commence about three weeks earlier—say June 10—and end about August 1. This would nearly equalize the two school terms, and also release the children for the healthy, outdoor work in the berry patches.

The local retail merchants last Tuesday evening held one of the best attended meetings in several months. In addition to a number of minor matters, the renewal of the Bell telephone franchise, which expires in August, was discussed. The present service was warmly criticized, and the opinion of the meeting was strongly in favor of at least considering an application from an independent company, should one materialize. The following resolution was passed: "That we draft a resolution to the city council and go on record as opposing an exclusive franchise to any telephone company."

In response to an enquiry, Chairman Anderson stated that, it being their rush season, the grocers had been too busy to take up the proposed central delivery system, and would not have much time to deal with it for a couple of months. In company with Harry Andrew, he had put in a day watching the Pontiac system at work. "It is a very good thing," was Mr. Andrew's comment.

Advertising on hotel blotters was also discussed. Recently the various local merchants were solicited to advertise on a blotter prepared for use in all the city hotels. The question naturally arose, "Does this come within the association's resolution prohibiting programme and other advertising?" A majority of the retailers apparently thought so, since the names of only one or two, at most, appeared on the blotter. The association ruled that the blotter came within the meaning of the words, "any card," and the members of the association will be notified to this effect. To the grocery trade particularly, such advertising would be supremely useless, since the average guest at an hotel doesn't buy five cents' worth of groceries. A gratifying feature of the affair was the striking unanimity with which the local retailers turned down the proposition.

A merchants' picnic is to be held at Erie Beach, the new summer resort at the Lake Erie end of the C. W. & L. E. line, on Aug. 19. The idea was broached at Tuesday evening's meeting by A. D. Westman, who frankly took the London retail grocers' picnic as a model. The idea met with unanimous acceptance, and a committee of eight, including two grocers, Wm. Anderson and Harry Andrew, was appointed. Since then the committee has met and made preliminary arrangements. Sub committees have been appointed. Sports and music will be looked after by Wm. Anderson, Harry Andrew, Wilfred McCorvie, H. S. Northwood, G. W. Cowan and T. Walter Poile—the first four grocers—while H. G. Hodges and A. D. Westman will attend to finances and advertising, and G. W. Cowan will make the necessary arrangements with the C. W. & L. E. It has been suggested that all the stores close at noon on Wednesday, August 19. The picnic will include both merchants and employes, and will be made an annual affair.

There is much talk of a housekeepers' combine, for the purpose of boycotting the market vendors. Quite a few housekeepers claim that the vendors are charging famine prices. It is claimed that there is a definite system upon the market whereby competition is stifled and the prices kept uniform. Latterly, besides stifling competition, the vendors have, so say the purchasers, undertaken to boost prices, 25c. butter being one of the results. Housekeepers are just beginning to realize that while they were paying 25c. for butter on the market, they could have bought it for from 20c. to 22c. in the stores. Berry prices are also declared to be exorbitant. The boycott, if it ever takes form, should help the grocery trade. There was a noticeable falling off in buying on the market last Saturday. Vendors, on their part, claim that prices in previous years were too low.

There is another explanation for high butter and egg prices. Creameries and wholesale buyers scour the country, buying up huge lots of this produce and shipping to Toronto and Montreal. The local creamery has four rigs constantly out. The farmers sell to them rather than hitch up and come to the city; hence offerings of butter and eggs are growing smaller. Furthermore, farmers who formerly made butter now sell their milk to the creameries.

Among the company from the 24th Kent Battalion now attending the Champlain Tercentenary at Quebec are W. J. Mounteer, of E. A. Mounteer's bakery, and W. M. Murdock, former proprietor of the West End grocery.

Gaspar Favata, the Italian fruit merchant, has once more looked in the face of trouble. Last week he turned the hose upon a waterworks official who remonstrated with him for lawn sprinkling after hours. As usual, Gaspar was able to put up a good case, and escaped with a $3.75 assessment. Since Gaspar's not very heinous escapades have usually won him much newspaper space and a certain amount of public sympathy at a minimum of cost, the public are now commencing to suspect that the Italian is just a shrewd advertiser.

Harry Mahler, manager of several evaporators, states that he anticipates no difficulty in getting the necessary quantity of apples.

A movement for a Wednesday half-holiday during August is now on foot and will probably be considered at the next R. M. A. meeting. There is also some talk of closing at 6.30 every evening except Saturday, though not in all lines of trade.

The Blenheim and South Kent Telephone line has been extended to Mull, with connections at Harry Saddington's grocery.

The Canada Flour Mills—better known as the Kent Mills—now possesses a brass band. The organization is practically identical with the 24th Regiment band, disbanded last month, and which N. H. Stevens, the company's president, has taken under his wing.

BARRIE.

July 20.—The butchers are the only people here who will this year enjoy the Wednesday afternoon holiday during July and August, all the other merchants failing to come to any agreement.

In speaking to your correspondent last week, one of the largest local growers stated the fruit crops this year on the whole would surpass anything he had witnessed within the last twelve years, cherries, plums and apples and small fruits especially.

The firm of Luck, Wisdome & Co., has been dissolved, Ed. Luck having withdrawn. This firm will be known as Wisdome & Co. hereafter.

The Olympia candy kitchen have added fifteen feet to the rear of their premises, the present space not being large enough for their increasing business.

Samuel Calwell is spending a few days of well earned rest at Penetang.

James Vair and family are now at Point Loma, Mr. Vair's beautiful summer home, down the bay.

WHERE THE ADVERTISER IS NOT A "BUTTER-IN."

From the N.Y. Selling Magazine.

R. S. Tibbals, advertising manager for the Angle Mfg. Co., of New York, who advertise in general mediums, gave expression to a great truth in an address delivered before the New York Advertising League, when he said that, in a general medium, the advertiser is a "butter-in" and must compete with the text pages for attention.

In this, as in many other respects, the technical or trade publication offers a striking contrast. In such papers the ads. extend and complete the information contained in the text pages, and instead of competition, there is actual and active co-operation.

Such a publication is about the most uninteresting thing conceivable to a man not engaged or closely interested in the lines of which it treats, yet is of absorbing interest and vital value to those whose work lies in that particular field; therefore the waste of circulation to any advertiser whose announcements are appropriate to the medium, is too small to have any appreciable bearing on results.

The ad. in the trade or technical paper is not a "butter-in;" it belongs there. The prolonged absence of any considerable number of them would not only make the reader feel that he was being deprived of a valuable source of business news to which he is entitled, but would decrease the interest in and circulation of the best of such publications, as well as the publisher's ability to make it worth its price.

"Men Who Sell Things"

Work the Indispensable Condition for Success in Every Career—Faith in Oneself and One's Firm a Very Necessary Factor—The Right Kind of Salesman Must be a Human Dynamo—How Self-restraint Brings Success.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER XII.

The Right Kind of Salesman.

You shall find no boy's play here, I can tell you.
Thou ever strong upon the stronger side!
Thou Fortune's champion!
When the hurly burley's done. When the battle's lost and won.
To attempt a great work is to become a great worker.
No man rises without being knocked down a few times.
The front door to success lies through the garden of duty.
A salesman's science never dies so long as it is doing something.

Successful salesmanship is a product of the positive qualities. Its component parts might best be indicated in the statement that the right kind of a salesman has what his negative brethren have not.

In place of being a knocker, he is a booster; in place of being an order-taker, he is a business-getter; in place of being fussy or over-anxious, he is composed, but aggressive; in place of being a wheel-barrow, he is a great mogul; in place of being a know-it-all, he is keen and dignified; in place of being quick-tempered, he is self-poised and genial; in place of being a sky-rocket, he is a wear-weller; in place of being all head and no soul, he is a mixture of both; in place of being an old-timer or a down-and-outer, he is an up-and-inner.

By this I do not mean to imply that right salesmen possess all the positive qualities that enter into successful salesmanship, but the average is good. I have known many "top-notchers" in our profession, not one of whom but was marked by some specific qualification that easily distinguished him from the man of mediocre ability.

One Special Quality.

In every case there showed development of some one positive quality to a marked degree—such as educated enthusiasm, unswerving fidelity to purpose, persistent determination to win, a thorough knowledge of his own business and a reasonable conception of business interests in general, with a fair balance of other requisites, like tact, honesty, and good-fellowship.

It goes without saying that an indispensable condition for success in every career is contained in a single word—WORK.

The little girl was perfectly correct in her answer when the teacher asked her to give an example of a quadruped.

"A horse," was the reply.

"Correct. Give another example."

"Another horse." No room for doubt there.

And thus, in this and every other age, in the lives of all men who do things, there has been but one way to spell success, and that is—W-O-R-K, WORK.

A salesman may be brainy, but he must work; honest, but he must work; diplomatic, but he must work; optimistic, but he must WORK.

If he would graduate from the classes we have been discussing in the nine preceding chapters, and come into the field of endeavor worth while, he must work.

What does an optimist do?

Having the choice of many opportunities, he chooses them all. Just the reverse of the pessimist, who, having the choice of two evils, chooses both.

Again, being of good cheer and good faith, he counts every day a good day in his struggle for self-mastery and higher and better results, looking toward permanency.

The only sure way to win is to commence to win from the start, and then—keep everlastingly at it.

Faith Necessary to Success.

Another and most pronounced feature of successful salesmanship is faith.

It is exceedingly difficult to get many otherwise bright and capable men to realize that their lack of success is more often due to a lack of faith in themselves than to any other one thing.

I shall never forget the inspiration that was mine when I first thoroughly learned the lesson of the value of faith in one's self and surroundings.

For several years I was equally interested with four others in a jobbing business which was located in an isolated market, and which yielded but a fair working salary to its owners. I grew restless because we were unable to build the business up to a point of greater profit, and determined to cut loose and seek more lucrative fields, where there would be some possibility of expansion.

Having carefully considered several propositions, I finally selected the one that, so far as I could judge, held forth the best advantages for a permanent and successful future.

The deal closed, I removed to another and much larger city to enter upon a three years' contract as sales manager for the largest house of its kind in the world, employing a force of forty general salesmen and twice as many stock or house men. I entered upon my new duties filled to the brim with enthusiasm, believing that I knew salesmen from A to Z, having traveled myself ten years, before taking charge of our own salesmen in the business that I had just left.

But I soon learned that I still had a great deal to learn in the management of so large a force. The experience was not only newer and larger than anything I had previously undertaken, but my new house had not up to that time conducted a thorough sales department under a managing head, such as was then being installed in all large concerns.

This meant that I had two new propositions to work out—the organization of the men and the organization of the department. And right here, with all due respect to our men—for they were the best in the business—let me say that, for a new man coming into a new house to tackle a new proposition like that, where so many traveling salesmen were concerned, was like running a college freshman up against a Rugby football team for the first time.

Naturally the men regarded me with suspicion and as an intruder, coming among them perhaps to limit their freedom and to make their future a nightmare of red-tape rules and regulations.

Carefully I figured this all out beforehand, and well did I know that I should have to gain their confidence before instituting any radical new policies.

Somehow or other things did not progress as nicely as I had calculated they would, and I began to construe their attitude toward the new departure as being hostile to me. The men were slow in making or reciprocating friendly overtures, and instead of taking things easy, working the meanwhile along the lines of least resistance, I began to force things; but I soon learned the error of such a policy. Everything was really going along as well as could be expected under the circumstances, but I could not see it that way.

(To Be Continued.)

THE "HOUSEHOLD WORD."

Most of us can think of quite a number of commercial names that are really "household words." There is only one thing which can raise an article of commerce into the household word class, and that is, Persistent Publicity. The man who travels for a firm whose name is a household word with its trade has an easy time of it compared to the representative of a less known concern. The traveler for an obscure firm is badly handicapped in the race for orders! As far as the trade is concerned there is no method of obtaining wide publicity at a moderate cost equal to advertising in the trade press. Persistent, progressive advertising in a trade paper which holds the full confidence of its readers is the best letter of introduction any firm can give to its travelers.

Independent of Any Combine!

¶ The policy of "Live and Let Live" seems to be entirely sidetracked in the Canning business for the time being. Unusual conditions last winter have brought about a keen spirit of competition, with low prices apparently the main object of some people regardless of actual value. We believe above everything else in **sticking to quality,** and no amount of price-cutting will make us lower our standard. To our mind the everlasting cry of cheapness is not the only way to win trade, and in urging the superior excellence of **Essex Brand** we're figuring on next year as well as this.

¶ The Essex factory is thoroughly modern, very complete, and equal to all the requirements of high-grade canning and preserving. Whatever we do we do thoroughly, and in acting entirely for ourselves independent of any combine we are able to serve the best interests of the trade and insure their hearty co-operation and goodwill.

The Essex Canning & Preserving Co., Ltd.

28 Wellington St. E., - TORONTO, CAN.

FACTORY AT ESSEX, ONT.
(The most southerly County in Canada)

Have You

Ordered Yet?

ORSI

Concentrated Extract of Tomato

This line is going to be one of the best sellers ever introduced. One teaspoonful will make a cup of the finest Tomato Sauce. It is the highly concentrated extract of finest ripe Italian tomatoes. Indispensable in the household for making speedily catsups, sauces, tomato soup, etc. Good profits! Obtainable in ¼, ½, 1, 2, 4 and 10 lb. tins, in cases of 100 lbs.

Per Case $18.00

Order a trial case to-day. You will be convinced.

MUSEO COMMERCIALE ITALIANO, 43 St. Antoine St., MONTREAL

Phone Main 2751 Sole Agents Canada and United States

Vacation Time Means Leisure for Reading

When going on your holidays make certain to take along with you the : : : : :

AUGUST
COPY OF THE
BUSY MAN'S
MAGAZINE

NOW OUT

ASK FOR BUSY MAN'S, THE MAGAZINE WITH THE RED COVER

On Sale at All News Stands

20 cents a copy $2.00 per year

IT IS FULL of good things, things that you will appreciate, things that add materially to the mental enjoyment of your outing. It is a magazine you can pick up many times a day and peruse with absorbing interest. The **AUGUST** number contains the brightest articles from the world's current periodical press, together with several timely Canadian specials. Your interest is aroused in the first page and kept up till you reach the back cover. Many articles to entertain you and as many more for your sober consideration. The following will give you an idea of its contents, and remember that each issue is splendidly illustrated.

BUSINESS AND INDUSTRY
The Outside vs. the Inside Man
The Value of Advertising Cities
The Tragedy of Business
Does Your Work Drive You?
Education and Business Requirements

ARTICLES FOR THE WORKERS
Characteristics that Make a Successful Man
Fitting Young People for Life's Battle
Great Achievements of Men Over Sixty
Sir William Macdonald and Practical Education
The Importance of Secondary Education

ENTERTAINING SHORT STORIES
The Wooing of the Tutor
Just Among Those Present
The King's Grip
The Story of a Close Shave
From Jet Black to Pure White
The Turning Point

SCIENCE AND INVENTION
Wrecking to Save, Not to Destroy
My Voyage in the World's Greatest Airship

TRAVEL AND DESCRIPTION
No Sport in the World to Equal Mountaineering
A Fall Shooting Trip in British Columbia
The Call of the Country
The City Man as a Farmer
Winning Fresh Laurels in Australia

POLITICAL AND COMMERCIAL AFFAIRS
A Man Who Risks His Fall on a Throw
To What Height will He Climb?
How London Newspapers Change
Business Man is Country's Best Citizen

OTHER BRIGHT ARTICLES
Why Some Women Never Marry
The Most Exclusive Club in the World
King Edward Now Entirely Out of Debt

ADDITIONAL FEATURES
Fashions for Busy Men
Contents of August Magazines
Busy Man's Bookshelf
Improvements in Office Devices
Humor in the Magazine

THE BUSY MAN'S MAGAZINE

10 Front Street East : : : : : Toronto, Canada

The man who whispers down the well
About the goods he has to sell
Will never reap the golden dollars
Like he who climbs the tree and hollers.

ONE CAN BE NOISY WHEN HE HAS VALUES TO OFFER—AS FOLLOWS :

AT LAKESIDE

"RIVERDALE" TOMATOES, 3s	.95
CATSUP, 2-lb. tins	.75

AT BLOOMFIELD

"FARMERS'" or "GOLDEN WEST" TOMATOES	.95
CORN	.72½
RED PITTED CHERRIES	1.50
PUMPKIN	.75

AT ST. DAVID'S

"SILVER LAKE" TOMATOES	.95
BARTLETT PEARS, 3s	2.00
RED PITTED CHERRIES	1.50
BLACK PITTED CHERRIES	1.50
DAMSON PLUMS, Heavy Syrup	.90
do do Light Syrup	.85
LOMBARD PLUMS, Heavy Syrup	.90
do do Light Syrup	.85
STRAWBERRIES, Heavy Syrup	1.50

These special prices are given only for immediate shipment from factories in not less than 10 case lots.

Any of the above goods we have in stock at Toronto, Prices will be

3 lb. goods ..... 7½c. } **doz.**
2 lb. goods ..... 5c. } **additional**

TERMS NET TEN DAYS.

Canada Brokerage Co., Ltd.

TORONTO

O'MARA'S BACON

I stock only

Pork and Pork Products

I don't sell Eggs or Cheese, Butter or Poultry.

I make the best

Bacon, Lard, Hams
Sausages and
Cooked Meats

So I don't need any "Side Lines."

JOSEPH O'MARA
PORK PACKER
PALMERSTON, - ONTARIO

LARD

is higher in price this week. Stocks are very low, and the make will not be large for some weeks. We make, besides Pure Lard, Hard Compound which we quote at much less price, and shall be pleased to quote prices.
All made under Government Inspection.

F. W. Fearman Co.
Limited
Hamilton, Ont.

Brand New Goods from a Brand New Plant

THE NIAGARA FALLS CANNING COMPANY LIMITED has just commenced packing fruit in the most sanitary and best equipped plant in Ontario. A processor who is admittedly the best in New York State has also been secured.

New pack strawberries will be ready to offer the trade by June 20th.

ALL GOODS PACKED IN SANITARY ENAMEL-LINED CANS

This in itself is a strong assurance of excellence and purity.

The Niagara Falls Canning Company Limited
NIAGARA FALLS, ONT.

C. P. Boulter, Pres. F. H. Boulter, Gen. Manager
S. E. Boulter, Sec.-Treas.

RYAN'S SHORT ROLL BACON

is a distinct improvement on any other bacon offered the trade. Grocers who have been selling it call it an exceedingly profitable line, as it is the cheapest meat—quality considered—on the market. It is produced exclusively from carefully fed young hogs, mild, cured and without an equal in tender deliciousness. We are offering it at a price that will leave you an excellent profit.

Prices Mailed on Request!

The WM. RYAN CO. LIMITED
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

The two days' rain which has fallen, will, it is expected, give some considerable impetus to the cheese and butter trade, which, owing to a lack of suitable pasturage, was getting into very bad shape indeed. Fortunately these rains have been very general in the province, and this is just what was needed, as the drought was general. In conversation a gentleman from the townships expressed the opinion that, since the rain, the pastures were looking well, but he added that the downpour did not come a moment too soon. In many places in the country farmers were obliged to carry water for their stock, as the sources of supply in the pastures were completely dried up—a condition which has not been known, in some instances, for a great many years.

Some few weeks ago we drew attention to the practice of shipping short weights in cheese, and on that occasion pointed out how this was possible, even with the Government inspection. It might at first seem that it was the fault of the Government inspectors, but this was also shown not to be the case. The number of inspectors is too small for the work which they have to do, and the penalty in case of conviction is far too light. When these conditions are all summed up it just comes to this, that the shippers have got more than a gambler's chance in their favor. The chances of detection are so small, and the amount of the fine in case of detection is so paltry, that it lays heavy odds in favor of the shipper. It is true that a certain amount of short weights might result from mistakes, but the English buyers are sending so many, and repeated, reports of the discovery of short weights that it becomes imperative that something be done in the matter, as Canada's reputation is at stake. It seems too bad that a permanent injury should be done this highly important branch of trade between Great Britain and Canada owing to the perfidy of a few unprincipled shippers.

Shipments of cheese from Montreal last week were 73,803 boxes, as compared with 83,279 boxes for the previous week, and 94,286 boxes for the corresponding week of 1907. Total shipments from Montreal since May 1, 607,322 boxes, as compared with 709,388 boxes for the corresponding period of last year. Shipments from Quebec since May 1, 18,155 boxes, as compared with 25,999 boxes for the corresponding period of last year. Total exports since May 1, 625,457 boxes, as compared with 735,387 boxes for the corresponding period last year.

Receipts of cheese for the week ending July 18, 102,034 boxes, against 110,841 boxes for the week ending July 20, 1907. This shows, in spite of the warm weather, that the receipts of cheese were nearly up to last year's mark. The market is steady, and the price ranges from 11¾c to 12c.

The butter market, like that for cheese, has been affected adversely by the long-continued period of hot weather. These weather conditions hardened the market a bit, but it is thought it will now go back to a more reasonable basis. Even with advanced prices the demand is astonishingly good. Reports from England indicate the fact that Siberian and Australian butter is not being offered in large amounts, and considerable doubt seems to exist regarding the probable output which may be expected from Siberia. The high prices which are prevailing in this country have cut off some of our export trade, but, notwithstanding, a fair volume is being exported to fill hand-to-mouth orders of the English buyers, who are hanging off for lower prices. Altogether it looks as though a good business might result if the price here becomes a little more favorable.

From reports it seems as though London's demands this year were insatiable, owing to the Franco-British exhibition which is going on there at the present time, and other attractions which are flooding London with visitors.

Receipts of butter for the week ending July 18 were 23,772 packages, against 26,055 packages for the same period of last year. Exports of butter last week amounted to 9,059 packages, as compared with 10,878 packages for the previous week, and 4,032 packages for the corresponding week of last year, Total exports since May 1, 46,552 packages, as compared with 15,369 packages for corresponding period of last year. For export purposes 23½c to 23¾c is paid; in round lots 24c to 24½c is the price, and to grocers butter is quoted at 25c.

THE PROVISION SITUATION

Toronto, July 22, 1908.

Canadian packers continue to speak encouragingly of the situation these days and this is indeed pleasant after the long months of depressed conditions which have existed since the middle of the winter. The past week was another good one for the Canadian factories, both export and home demand continuing very active.

The British market still stands on the 61 shilling rung reached a couple of weeks ago, and the demand for Canadian bacon in England is brisk. Danish shipments last week were 35,000, somewhat below the average set during the spring months, and this, together with the very light deliveries from the United States, undoubtedly help to keep the market steady on its high basis.

The only fly in the ointment from the packer's standpoint, is the fact that the farmers are not sending in a sufficient quantity of hogs. Just now they are somewhat busily engaged in harvesting operations and the supply has dwindled materially in consequence. Prices offered remain at the same place as last week, viz., $6.75 for hogs f.o.b. and $7.15 off cars at factory. With outlook for a continuance of good business very encouraging and with the supply of hogs available none too plentiful, it looks as if even higher prices than this would be reached before fall.

The situation in American markets is summed up in the following paragraph from the New York Journal of Commerce:

"The speculative trade in hog products has been active during the week past and prices have been very irregular and generally lower compared with those of the week previous, particularly in pork, which up to the beginning of the week from the lowest of the month showed an advance of almost $2 per barrel. The general trade has been good but scattered, with the local crowd buying as well as packers. There was also some buying for foreign account as well as by shorts. The speculative interest in these markets were somewhat broadened because of the bullish hogs situation, due to the large receipts of hogs. There was considerable realizing in lard and ribs by the long interests, who were taking profits, while in pork the feeling in mid-week became weak and prices declined fully $1 per barrel on liquidation and selling against stop loss orders, from which prices ruled irregular and slightly higher.

PROVISION MARKETS

MONTREAL.

PROVISIONS—A stronger feeling has prevailed in the market for live hogs since last Wednesday, owing to decrease in receipts, and prices have advanced from 25c to 40c per 100 pounds. The demand is good. Hams and bacon are particularly active. The prices remain unchanged since our last quotation, but there is a feeling that advances may take place in some lines before long.

Lard, pure tierces		0 12
"	56-lb. tubs	0 12½
"	20-lb. pails, wood	0 12¾
"	cases, 10-lb. tins, 60 lbs. in case	0 12¾
"	" 5-lb. "	0 13
"	" 3-lb. "	0 13¼
Lard, compound, tierces, per lb.		0 09 0 09½
" "	tubs	0 08½ 0 09¼
" "	20-lb. pails, wood	0 09¾
" "	20-lb. pails, tin	0 09¾
" "	cases, 10-lb. tins, 60 lbs. in case	0 09¾ 0 10
" "	" 5-lb. "	0 08½ 0 10
" "	" 3-lb. "	0 10
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork		22 50
Canadian short cut clear	21 50	23 00
Very heavy clear fat back	22 00	22 50
Breakfast bacon, per lb	0 14½	0 16
Hams	0 12	0 14½
Extra plate beef, per bbl.		17 50

BUTTER—The butter market, owing to unfavorable weather conditions, has

GEO. W. PROUT
WINNIPEG and BRANDON, MAN.
Wholesale Produce
Always a Buyer and Seller
WRITE ME

Saskatchewan Merchants!!
Get highest CASH prices on the
REGINA MARKET
(and prompt returns) for your
BUTTER, EGGS and POULTRY
by shipping direct to
THE REGINA
FRUIT AND PRODUCE CO.,
ROSE ST. REGINA, SASK.
Trial orders and correspondence solicited

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

We Want Butter!
Dairy Tubs, Creamery Solids
We will buy f.o.b. your station, in large or small quantities.
Write or phone us with best quotations.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

USE OVAL WOODEN BUTTER DISHES
THOMAS BROS., St. Thomas, Ont.

When writing advertisers kindly mention having seen the advertisement in this paper.

stiffened up slightly, butter now being quoted a cent higher. The local demand is good and inquiries are arriving from England regarding prices, which, at present, are too high to attract much export trade, unless the British importers are rather hard pressed for supplies.

Fresh Creamery, solids, lb		0 24½
" " prints, lb		0 25
Dairy, tubs, lb	0 20	0 22

CHEESE—Demand for export is good and the market is stronger, but it is thought the price will settle down again since the rains have improved the pasturage.

Cheese, new, large	0 12½	0 12¾
" " twins	0 12½	0 12¾
" old	0 15	0 15½

EGGS—The demand for eggs is good, especially for the first quality. Supplies arriving from the country are small, therefore the price has gone a little higher.

New laids	0 21	0 22
Ordinary candled	0 18	0 19
No 2 Eggs	0 15	0 16

HONEY—This market, after a long slumber, is beginning to wake up, and local firms have received a considerable number of inquiries. So far this renewed activity has not affected prices, which remain the same.

White clover comb honey	0 13½	0 14
Buckwheat, extracted	0 10	0 11
Clover, strained, bulk	0 11	0 13½

TORONTO.

PROVISIONS—Cooked and smoked meat lines continue to be favorites, and in general a splendid trade is being done. Demand is steady and supplies are fair. Some houses are obliged to re-stock every morning, which shows that many of the orders are quite large. Hams and backs are firmer, though quotations remain as last week.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb	0 14	0 15
Roll bacon, per lb		0 11
Light hams, per lb		0 14½
Medium hams, per lb		0 14½
Large hams, per lb	0 12	0 12½
Shoulder hams, per lb	0 09½	0 10
Backs, plain, per lb		0 17
" pea meal		0 18
Heavy mess pork, per bbl	18 50	19 00
Short cut, per bbl	23 00	23 50
Lard, tierces, per lb		0 12
" tubs "		0 12½
" pails "		0 12¾
" compounds, per lb	0 8½	0 09½
Plate beef, per 200-lb. bbl	15 50	16 00
Dressed hogs	0 8½	0 09½

EGGS—This week supplies have been a little freer than for some time past, but the demand, too, has increased. Prices are those prevailing a week ago. Extra choice new laid eggs are at 24 cents and for good eggs between 21 and 23 cents is asked.

CHEESE—For some unaccountable reason cheese has been quiet on the local market, though board prices are much firmer. Quotations here remain as they were last week.

Cheese, large, prime old	0 14½	0 15½
" " new	0 12¾	0 13
" twins, new	0 13	0 13½

BUTTER—Although creamery butter has the call quite a lot of dairy is being bought. Tubs are preferred to prints, because the hot weather detracts somewhat from the handling of the blocks. Farmers are not making such large quantities now, but appear to be sending their milk to the creameries.

	Per lb.	
Creamery prints	0 24	0 25
Creamery solids		0 24
Farmers' separator butter	0 22	0 23
Dairy prints, choice	0 21	0 22
" ordinary	0 18	0 19
" tubs, choice	0 21	0 23
Bakers' butter	0 18	0 19

POULTRY—Young ducks have declined in price and spring chickens are a little easier. Trading has revived during the week and both supply and demand have been better than for weeks past. A few dead birds have been shown on the market, but the quotations are for live weight.

Spring chickens, per lb	0 18	0 20
Hens per lb	0 09	0 0
Young ducks, per lb	0 10	0 12
Turkeys, per lb	0 13	0 14

PICKLE MAKERS TURNED DOWN.

A number of representative Canadian jam and pickle manufacturers waited on the Government at Ottawa some time ago and asked that the tariff on these and kindred lines be increased. After some months' delay, during which time the manufacturers had been kept waiting and hoping against hope, the Ministers now inform the jam and pickle men that the assistance asked for would upset the Government's settled fiscal policy, and that they cannot, therefore, grant the request. The Ministers' state that the claim for more protection is all right, and the quality of the Canadian product of the best, but the granting of such a favor would cause other industries to want more protection. The status of the trade will, therefore, remain as heretofore, and not as the daily press aver that the duty on the product of jam factories will be removed altogether.

There is this point, however, that the British preferential clause allows competition in Canada by English manufacturers, and as a consequence there is talk of the closing of some factories in this country.

TRADE NOTES.

J. L. Tanguay, grocer, Langevin, Man., has assigned.

L. Sirois, grocer, Montreal, is advertising his business for sale.

C. W. Vollick has bought the general store business of Stephen Lamb, Springfield.

Allan McRae, Oungah, Ont., has sold his general store business to John McDowell.

W. J. Cameron, Ridgetown, Ont., is moving his general store business to Southampton.

The estate of H. Painchaud & Co., Fannystelle, Sask., has sold by auction the general store business belonging to that company.

The Schrader Cigar Co., Hamilton, has been incorporated with a capital of $40,000, to manufacture cigars. Provisional directors are: J. H. Schrader, C. L. Schrader, A. L. Lay, D. W. Evans and Louisa M. Schrader, all of Hamilton.

Save Money!

Use a

National Cash Register

OUR new prices leave no excuse for any merchant being without one.

Price $40, new.

Guaranteed new National Detail Adders, $30.00, $40.00 and $50.00. Other kinds generally sold by jobbers, like the Detroit, Victory, Western, Peninsular, etc., $25 00 each, new.

We guarantee the public to sell a better Cash Register for less money than any other concern in the world. We stand uncontradicted. Investigate for yourself.

We have a new line of Total Adders, unequalled in the world, $60 00 up. We supply Registers from $15.00 to $900.00, suitable to any business. All Registers sold on easy terms.

The National Cash Register Co.

F. E. MUTTON, Canadian Manager

129 West King St. - TORONTO, ONT

Royal Salad Dressing

has been made for 35 years. Last year's sale was largest. It is easy to tell why; holds old friends and makes new ones. It's the old story of quality and merit. The finest stores throughout the country furnish to their finest trade **ROYAL SALAD DRESSING.** Manufactured in Canada only by

Horton-Cato Mfg. Co.

Windsor, Ont.

CLARK'S SPECIAL OX-TONGUE CAMPAIGN

in all leading newspapers from coast to coast is now running.

Over 1,000,000 people will read these advertisements.

Be prepared for the demand this will create.

Send in your orders now for Clark's Ox Tongue. Specify 2s as that is the size which is pushed.

WM. CLARK

Manufacturer

MONTREAL

There is only

One

BOVRIL

Do not load your shelves with inferior imitations These when sold will not please your customers.

BOVRIL will always do you credit.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street

A. B. MITCHELL - - - - - - - **HALIFAX, N.S.**
Mitchell's Wharf

R. S. McINDOE - - - - - - - - - **TORONTO**
120 Church Street

W. L. McKENZIE & CO. - - - - - - - **WINNIPEG**
306 Ross Avenue

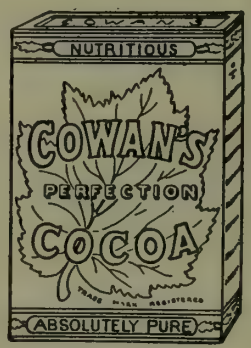
A. G. URQUHART & CO. - - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

COWAN'S

Cocoa and Chocolate

Absolutely Pure—Unequalled in Flavor.



Are you handling Cowan's line of

Dainty Chocolate Confections?

The Cowan Co., Ltd.

By Royal Letters Patent

Nelson's Gelatine

Opaque, Brilliant, Isinglass, Leaf, and Powdered

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Lozenges

Gelatine and Liquorice

NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Consistency is a Jewel and a valuable one when your customers will not use anything but

Mott's

"Diamond" and "Elite"

brands of

Chocolate

It pays you to encourage their consistency by selling Mott's brand—

For sale by all jobbers

John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver — Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

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FORCE

Has Friends

in every family. Your best customers EXIST on it and INSIST on it. They don't want imitation any more than they want some other stranger at the breakfast table. You are also well acquainted with the profit on **"FORCE"**

THE H-O MILLS
HAMILTON, - CANADA

THE FLOUR AND CEREAL MARKETS

Flour Declined in Montreal on Easier Markets—Cereal Business Looking Up—New Wheat Offered.

The probability of strong flour markets noted last week was not maintained, the situation changing enough to permit of even an easier feeling. This was reflected in a decline of 10 cents on several grades in Montreal, on a dull market. In Ontario the market is easier, but prices are unchanged.

The cereal business in Ontario seems to be looking up, dealers reporting more favorably the last week or two. In Quebec and the East it is still dull, and the outlook is not very encouraging.

MONTREAL.

FLOUR—Royal Household, Manitoba spring wheat patents and Five Roses have declined 10c per barrel since our last quotation. The demand locally is very dull. However, there is slightly more activity in the country. Other prices remain the same.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 00
Glenora		5 50
Manitoba spring wheat patents		6 00
" strong bakers		5 50
Five Roses		6 00
Harvest Queen		5 50

FEED—Manitoba shorts can be purchased at a slight reduction, the minimum price having gone down to $24 from $25. Locally, demand for all sorts of feed is very dull, and dealers report the volume of business as coming in small orders. Carlot sales are not frequent these days.

Ontario bran	21 00	22 00
Ontario shorts	25 00	27 00
Manitoba shorts	24 00	26 00
" bran		22 00
Moullie, milled	27 00	31 00
" straight grained	27 00	33 00
Feed flour	1 50	1 60

ROLLED OATS—Everyone seems to be waiting for a drop. The past week has been exceedingly dull. The prices remain the same, with an undertone of weakness.

Fine oatmeal, bags		3 05
Standard oatmeal, bags		3 05
Granulated "		3 05
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 70
Rolled oats, 90-lb. bags		2 75
" 80-lb. bags	2 50	2 60
" bbls	5 75	5 90

TORONTO.

FLOUR—The market has a considerably more steady tone than at last reports, and the feeling is, if anything, a little easier. Prices locally are unchanged. New wheat is being offered, but as yet has not been made use of, though the quality seems promising.

Manitoba Wheat.

90 per cent. patents		5 20
85 " "		5 00
Strong bakers		4 80

Winter Wheat.

Straight roller	3 7	3 80
Patents		4 60
Blended		4 20

CEREALS—Business seems to be improving, and dealers report a considerably better tone in the markets. Some firms report having done better business in July than expected, and these expect a gradual improvement from this time on. Local demand is very good, considering the season. Supplies are coming in quite sufficient quantity to meet the demand, and some new wheat is being offered. Prices now quoted are as follows:

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 65
Oatmeal, standard and granulated, in bags 98 lbs	2 90

BRINGING SUGAR FROM CHINA.

Shipments Coming for British Columbia Firms—Prices Below Local Offerings.

Vancouver, B.C., July 17.—Reference was made some time ago to a shipment of sugar brought from Scotland and placed on the market here, just a little lower than the product of the British Columbia Sugar Refining Company. This was placed at a time when a raise had been made in the price of sugar in the east, and though the Scotch shipment may not have been the cause of it, anyway, there was no increase here. The sugar was brought via the Suez canal, and the heat in the passage through the warm latitudes is stated as the cause of lumping. This was not serious, and a roll of the sack was sufficient to pulverize the lumps. Otherwise the sugar arrived in fine condition, and being all placed before arrival was soon disposed of. Now, a shipment is to be brought in from China, which is much nearer British Columbia than Scotland. The prices quoted are for yellow $4.40, as against $4.60 asked for the local product, and for granulated $5.25, as against $5.50. The quality is assured.

HOW MACARONI IS MADE.

This is how macaroni is made: To very glutinous wheat flour is added a plentiful supply of dried eggs. Mixed with water, this becomes a dough, which is so thickly kneaded as to be difficult to impress with the fingers. Then it is carried to a round press perforated with holes, through which the dough is pressed by means of a heavy plate worked by a screw. The result is macaroni without holes in the sticks. Pipe macaroni is made through a similar press, with the difference that a round piece of metal makes the central hole. As it issues in long, snaky ropes from the bottom of the press they are violently fanned to prevent them from sticking together and are afterward taken out into the open and laid on long bamboo poles to dry. Two or three days' exposure in the warm, sunny air of Italy makes the dough pipes hard and brittle and fit to use for food.

Don't Run Away

with the idea that one soda biscuit is as good as another. There's as much difference between the quality of soda biscuits as there is between the grades of anything else manufactured. We claim that

Mooney's Perfection Cream Sodas

are pre-eminently the best soda biscuits made. Our claim is backed up by the fact that when people start buying them they are always to be relied upon for repeat orders. Mooney's Perfection Cream Sodas have touched the highest limit in refreshing, dainty lasting crispness.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE

PURITY GUARANTEED BY THE MAKERS

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D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH

Mr. Groceryman

¶ You are in a favorable position to take advantage of the offer of the Orange Meat people.

¶ They are advertising a series of Cash Prizes to the parties sending in the largest number of Carton bottoms taken from their Orange Meat packages.

¶ These prizes range from one dollar each up to a single Cash Prize of Seven Hundred Dollars, or an annuity of Fifty-two dollars every year during the life time of the Winner. Begin immediately. Full particulars on Card found in every package.

FOR THE VACANT DIRECTORSHIP

Gentlemen Intimately Connected With Trade Mentioned for Vacancy in Bank of Montreal Board.

Considerable speculation is being indulged in regarding the vacant directorship on the Bank of Montreal Board. Among the numerous names mentioned in this connection are two of peculiar interest to the grocery trade of Canada, Robert Meighen, President of the Lake of the Woods Milling Co., and A. Baumgarten, of the St. Lawrence Sugar Refining Co.

Both of these gentlemen preside over the destinies of great commercial organizations, which deal in two chief commodities and in each case they represent the highest development of business enterprise in their lines.

Robert Meighen was born near Londonderry, Ireland, in 1838, and with his mother and several other children came to this country and settled at Perth, Ont. A large store in that town, well-known for years, bearing a sign Meighen Bros., testifies to the business ability of the family. Robert Meighen's ambition soon outstripped the town of Perth, and he became associated with his brother-in-law, George Stephen. Together they built railroads and other things which make a young country grow, but it remained for Mr. Meighen to accomplish the master stroke of his life by organizing the Lake of the Woods Milling Co. This institution represents the last word in the flour and feed industry. The growth of this institution has been highly satisfactory, and to-day it is regarded as one of the great business successes of the land.

Some time ago there appeared in The Busy Man's Magazine an article telling of the success of the Germans in Canada. Among the various men mentioned in that article was A. Baumgarten, of the St. Lawrence Sugar Refining Co. Mr. Baumgarten has for many years presided over the destinies of this institution and during his tenure of office it has progressed favorably. At the present moment the names of these two gentlemen and many others are mentioned in connection with the vacant directorship on the Board of the Bank of Montreal. Whilst it does not come within the jurisdiction of the grocery trade to discuss the merits of the other candidates for the honor, it may be said that the bank would be highly fortunate to obtain the services of either Mr. Meighen or Mr. Baumgarten. Both of these gentlemen occupy prominent positions in the social and business life of the City of Montreal, and are in possession of those qualities which would render their counsel eminently useful in the conduct of Canada's premier financial institution.

KEEP OLIVE OIL FROM SUN.

Olive oil is frequently exposed to the direct rays of the sun, or stored on upper shelves exposed to a high temperature, to its quick deterioration. If the grocer sells oil thus exposed and thinks he has escaped loss, he is greatly mistaken, for the consumer is quick to detect the loss of flavor and color, and foregoes buying any more of that brand, and possibly seeks the service of a more careful grocer.

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Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.
C. A. PARADIS, Quebec

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Beaudry Street MONTREAL

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NUTMEGS AT FIRST-HAND. To wholesale only
C. H. BINKS & CO., MONTREAL

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PEANUT ROASTERS and CORN POPPERS.
Great Variety, $8.50 to $350.00
EASY TERMS.
Catalog Free.
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This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
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CALEDONIA MILLS
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IN ¼-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
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High Quality and absolute Cleanliness Guaranteed.
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THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

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Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.

Est. 1857, - MONTREAL

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Your Percentage of Profit

on our lines is such that you will find those dainty chocolates—

CHOCOLATS MEURISSE

the most satisfactory confectionery to handle. These goods are the result of 62 years experience and are as nearly perfect as it is possible to make them.

Chocolats Meurisse

J. A. HERREBOUDT, Manager

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Original Ice Cream Powder

Makes a delicious ice cream by simply adding boiling milk. Secure a small trial stock. Packages retail at popular prices.

A. H. MACE & CO.

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WHITE MOSS COCOANUT

HAS BEEN so many years on the market, and its quality has been so long uniformly excellent, that it is now regarded as a staple, and it is in your interest to have it in stock.

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All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

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Fancy stock. Try a box. Sound stock. Full lines Elberta Peaches (Georgias).

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Pears
Plums

Canadian Raspberries
Cherries (cooking and eating)
Currants (red and black)
Huckleberries

Oranges, Lemons and Bananas

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FRUITS, VEGETABLES AND FISH

Home-Grown Berries and Small Fruits Excellent in Quality — Some Splendid Plums From California and Peaches From Florida—Canadian Tomatoes and Cabbages Displace the Imported Varieties — Fish Supplies Short.

Red, white and black raspberries are the leading features of the Canadian fruit markets this week. The recent rains have improved them greatly, and large quantities are offered. They are of first-class quality. Huckleberries, thimbleberries and gooseberries, too, are rather plentiful, and cherries are a good crop.

Of imported fruit, California plums and Georgia and Florida peaches are the winners. Watermelons in carlots are daily arrivals, and bananas are very free.

Green corn, of home-grown variety, has made its appearance. Although there is no large quantity offering what supplies there are look exceedingly well. Canadian tomatoes and cabbage have displaced the imported lines, and, in fact, home-grown vegetables have pretty much ousted from the markets all other lines. Potatoes are slow arrivals; stocks are low, but the demand is very fair.

Fish lines are in good demand, but supplies are scarce. The sea fish are easing off somewhat, but fresh water fish are very hard to obtain.

MONTREAL.

GREEN FRUITS—Two dollars represents about the common point for bananas in price, although there are some to be had for $1.50, and some of the Venezuelan stock, which is very fine, brings $2.50. Despatches from the West Indies indicate an effort on the part of Mexico to enter the banana-producing field. However, so far this country is not proving a serious menace to Jamaica, Porto Rico, or other West Indian islands. The northern countries of South America are coming to the front as producers of bananas, and the cultivatian of this fruit is spreading along the northern coast of South America. Some very fine fruit is coming from Guiana and Brazil. Bananas now being recognized as the poor man's fruit and meeting with a world-wide distribution, the countries which have the climate are beginning to experiment with its cultivation. The minimum price of lemons has advanced, nothing being procurable under $2.50 now. Other lines remain the same in price.

Bananas, fine stalk	1 50	2 00
Cocoanuts, new, per bag		3 50
Lemons	2 50	3 00
California, late Valencias	4 50	5 00
Pineapples, case	3 25	3 75
Sorrento oranges	3 25	3 50
Apricots 4 basket crate	1 50	1 75
Peaches, " "		1 50
Plums, " "	1 75	2 00
Pears, boxes	3 00	4 00
Tomatoes	1 10	1 25
Raspberries		0 16

VEGETABLES—Dealers are complaining of a scarcity of native stock, which is due to the long drought which has prevailed generally throughout the province. This condition exerts a tendency to keep prices pretty high, and the gradual decline in price in native products which usually occurs at this time of the year is not amounting to any substantial proportions. Sweet potatoes are off the market here. Egyptian onions are in good supply and are being quoted at 2c. Other lines remain the same in price as at the last quotation. Trade has been very dull and dealers generally complain of nothing doing, which is due to the continued high prices.

Parsley, per doz. bunches		0 35
Sage, per doz		0 60
Savory, per doz		0 60
Turnips, bag	0 75	0 90
Celery, doz	0 75	1 50
Water cress, large bunches, per doz		0 75
Spinach, bbl	3 00	3 25
Green peppers, crate		3 50
Montreal cucumbers	0 35	0 40
California asparagus, bunch	1 50	6 00
Beets bag	0 75	1 00
Carrots, bag	0 60	0 75
Texas tomatoes 4 basket crate	1 00	1 25
Tomatoes, hot house, per lb		0 35
Spanish onions, small crates	1 00	1 05
" " large crates	2 75	3 00
Canadian onions, lb		0 03
Egyptian onions		0 02
Lettuce, per doz		0 20
Radishes, doz		0 30
Canadian parsley, doz	0 25	0 30
Mushrooms, per lb		0 75
Horse radish, per lb		0 10
Beans, green, basket	3 25	4 50
French beans, wax	6 25	6 50
Egg plant, doz		2 50
California cauliflowers, per crate of 16		4 00
New cabbage, crate		2 25
Florida Celery crate	2 75	3 00
New potatoes green mountain, bbl		4 50

FISH—Eastern salmon are not arriving so freely and the season is nearly over. The price will be higher. Haddock and cod are still plentiful, and prices are unchanged. Lake fish are scarce now and prices have advanced on both frozen and fresh. Mackerel is scarce. Demand for smoked fish is dull owing to warm weather. Canadian lobsters are out of the market.

Fresh and Frozen Fish.

Brook trout, lb		0 20
Haddock, per lb	0 04	0 05
Fresh halibut	0 09	0 10
Mackerel, "	0 10	0 12
Dore, "	0 10	0 13
Steak cod		0 07
Pike, lb		0 08
Whitefish lb		0 10
Shad, each		0 25
Striped Bass, lb		0 12
B.C. salmon, lb		0 12
Qualla Salmon, lb		0 09
Gaspe Salmon		0 15
Lake trout		0 10
Smoked and Salted—		
Haddies, box s, per lb	0 07	0 08
Kippered Herring, 50 in box		1 00
Yarmouth Bloaters, per box		1 10
Prepared and dried—		
Shredded cod, box of 2 dozen cartons		1 80
Skinless cod, 100 lb. cases		5 00
Strictly boneless pure cod, boxes	0 08	0 13
Boneles cod, 20 lb. boxes		0 05½
Boneless fish, 20-lb. boxes, blocks		0 06½
Boneless fish, 25-lb. boxes, per lb		0 04½
English strip cod 30 lb boxes per lb		0 09
Cod bits, 3 lb boxes, per lb		0 07
Oysters and Lobsters—		
Malpeques, bbl		5 00
Standards, bulk, per imp. gal		1 50
Standards quart tins, sealed		0 40
Paper pails, 100, pint size		1 10
" 100, quart size		1 50
Pickled fish—		
No. 1 Mackerel, 20-lb. kitts		1 75
Green cod, large lb		0 04
Green cod, 1 lb		0 03
Labrador Salmon, ½-bbls		8 50

TORONTO.

GREEN FRUITS—The rain during the week certainly improved the fruit, judging by the appearance of the market these days. The berries and small fruit lines look plump and clean, and even during the rainy days induced buying.

It is to be hoped the storm of a few days ago did not injure the peach crop to the extent reported in the daily press. Imported lines look exceedingly well, a remarkably good showing of Florida peaches being offered. California plums, too, show up well, and home-grown cherries are a splendid crop. Raspberries are coming in more freely, look better than a week ago and are easier in price. Plenty of fruit is being offered and buying is being done extensively. There are no radical changes in price, except that oranges are much lower.

Oranges, late Valencias, California, cases	3 25	5 00
" Mediterranean sweets, box	2 50	3 00
Lemons, California, November cut	3 00	4 25
Apples, early, basket	0 45	0 60
Bananas, Jamaicas, eights	1 30	1 50
" Jamaica firsts, per bunch	1 75	2 25
" jumbo bunches	1 85	2 25
Pineapples, Florida	2 75	3 50
Gooseberries, Canadian, large baskets	0 60	1 00
Huckleberries	1 10	1 25
Red currants	0 85	1 00
Black currants, basket		1 25
Raspberries red, per box		0 10
" white, "		0 09
" black, "		0 11
Blueberries, per basket		1 75
Rhubarb, Canadian per doz	0 20	0 35
Cocoanuts, per sack		4 50
Cherries, Canadian, basket	0 90	1 50
Watermelons	0 25	0 40
Limes, per case		1 25
Cantaloupes, California crate	3 50	5 00
Grape fruit, Bahama, box	3 50	4 00
" California, box	4 00	4 75
" Florida, box	4 50	5 00
Plums, California	1 25	1 75
Pea hes, California	1 00	1 25
" Georgia	2 00	2 50
Bartlett pears, California, box	3 50	4 25

VEGETABLES—A little freer supply in the Canadian lines appears to be the striking feature this week. Prices, too, have eased somewhat. Home-grown tomatoes have given the imported variety a black eye, and Canadian cabbage has displaced the imported vegetables. Green corn is the new offering. Business on the whole is very fair, and the goods put up in fancy packages have a good demand.

Cucumbers, Canadian, per basket	0 60	0 90
Tomatoes, Baltimore, per crate	2 25	3 50
" Canadian, per basket	0 90	1 00
Mushrooms, per lb		0 60
Beets, Canadian, basket		0 25
Egg plant each	0 20	0 25
Beans, wax, per basket	0 35	0 40
Peas, new, basket	0 35	0 40
Potatoes, Canadian, per bag		1 60
" new, bbl., Virginia	4 25	4 50
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Bermudas, per 50 lb crate	1 25	1 50
" per bag	1 45	1 50
" green, per doz., Canadian		0 15
" Egyptian per sack	2 40	3 00
Carrots, new, per basket	0 20	0 25
Green Peppers	0 60	0 75
Cabbage, imp	1 00	1 50
" Canadian, basket	1 50	1 60
Green corn, doz	0 17	0 20

FISH—Steady demand with rather short supply continues to rule the market. Fresh water fish, especially, are hard to obtain. Prices remain at last week's quotations and business is good.

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07
White fish, Georgian Bay, per lb		0 11
Herring, medium, per lb		0 05
Whitefish, Lake Erie		0 11
Cod, fresh		0 08
Finnan Haddie	0 07	0 08
Trout, fresh, per lb		0 11
Halibut, fresh caught		0 10
Shredded cod, per doz		0 90
Live lobsters		0 40
Bluefins, small white, per lb		0 07
Haddock, fresh		0 08
Lake Herrings, ½ bbl		3 00
Sturgeon, per lb	0 12	0 18
Sea salmon	0 15	0 18

A $300 FISH.

A trial importation of English soles was made into Canada recently. The fish were shipped from Bristol and landed at Halifax. As the quantity was too great to supply the wants of the Maritime port, a number of fish were sent on to Montreal and Toronto. One of the fish offered in the latter city weighed 600 pounds. It was cut up and sold in steaks to the hotels and restaurants of that place at 50 cents a pound. This would mean $300 for the fish had it been sold entire. The smaller soles were sold at the rate of 75 cents a pound. It is not unlikely that similar importations will be made later on.

HOT WEATHER

LEMONS

Market is steadily advancing.

Better secure a few boxes before a further advance.

Extra Fancy Home Guard Brand and Maple Leaf Brand. Fresh arrivals. Sound, bright fruit.

WHITE & CO., Limited

Toronto and Hamilton

Seasonable Goods

Canadian Strawberries

Florida Water Melons

California Late Valencia Oranges

(Celebrated Golden Orange Brand)

Fancy Ripe Bananas

Texas and Canadian Ripe Tomatoes

Southern and Canadian Cabbage and Cucumbers

HUGH WALKER & SON

GUELPH, ONT.

NEW FACTORY IN BRISTOL.

Purnell & Panter, sauce and pickle makers, of Bristol, Eng., have recently purchased a large section of land on Tucker Street and have erected a new pickle and sauce factory. The new works are fitted throughout with the latest improvements and particular attention has been paid to light and ventilation.

LARGE BUSINESS IN FRUIT MARKET.

A record was made at the fruit auction rooms of White & Co., Toronto, this week, when seven cars of California peaches, pears, plums and grapes, were disposed of. This aggregated over 7,000 boxes, and is the heaviest business of this kind that Toronto has ever taken in one week.

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THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

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WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

SALESMEN WANTED.

SALES MANAGER.—Good position for energetic young man, not afraid of work. Good prospects for advancement. Must know both languages, be good correspondent and willing to learn details of business. Answer in own handwriting, stating age, business training and experience, and salary expected. All correspondence confidential. Box 206, CANADIAN GROCER, Toronto.

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JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

AN EXCEPTIONAL OPPORTUNITY to purchase one of the best general store businesses in Southern Alberta. Stock approximately $20,000, all new. Ill health reason for selling. Has cleared $5,000 per year and will do better. If satisfactory, financial arrangements can be made; 90 cents on the dollar will buy. Apply Drawer 13, CANADIAN GROCER, Winnipeg, Man.

GENERAL STORE, long established, doing lively business, town surrounded by best farming district in Ontario and big summer resort. Stock, store and house for sale. Grand opening. Good reason for selling. George Cuttle, Sutton West.

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (tf6)

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

MISCELLANEOUS.

CHERRIES SHIPPED TO ANY ADDRESS. Correspond with W. T. Riddell, Auburn.

7,217 NATIONAL CASH REGISTERS were sold during May 1908. That's 2,047 more than was sold during May 1907. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

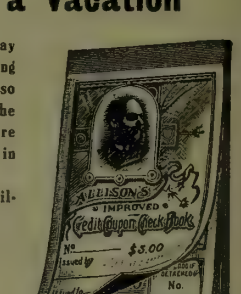
WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

Install the Allison Coupon System and Take a Vacation

You can take a day off and go fishing whenever you are so inclined, secure in the knowledge that there will be no leaks in your absence.

No matter how vigilant you may be, the Allison Coupon System is a better safeguard against errors and petty losses than your own presence and watchfulness.



Here is how it works:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by

Allison Coupon Co.

INDIANAPOLIS, IND.

Ship your

DRIED APPLES

before warm weather sets in

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

WHILE THEY LAST

400 boxes, 300 and 360 size Messina Lemons repacked at $2.75 per box; Cash, special price of $2.40 in lots of 5 or more boxes. First come, first served.

THE DAWSON COMMISSION CO., TORONTO

MR. GROCER

LOOK THE FACTS IN THE FACE

St. George's Baking Powder is a "go." It has won its way to the front. In most stores, it is the "best seller" in its line.

And we have only begun to push it.

We are now planning an advertising campaign, to start in the early fall, that will create a still greater demand for it.

If you are not handling St. George's at present send in an order now and let your customers know you have it. Then, when we have educated them up to St. George's quality, they will know where to obtain it.

Let us know if your wholesaler should not have all sizes.

National Drug & Chemical Co. of Canada, Limited

Montreal

We are now packing

¼ **Oil Sardines**

and

Herring in Tomato Sauce

OVAL TINS

Those tins are made and closed without solder and acid or any other poisonous substance. Therefore this is the most pure form that food can be packed in tin.

Connors Bros., Limited

Black's Harbor, N.B.

Dominion Fruit Exchange

52 Nicholas St., - - - OTTAWA, CANADA

We want your shipments of Strawberries and all other kinds of Fruits and Vegetables.

Remember we handle all Fruits and Vegetables for the Dominion Government, grown at Experimental Farm here.

You will certainly make money by corresponding with us when you are open to buy or sell anything in our line.

We also make returns promptly, charging ten per cent. commission and no more.

Don't forget that we operate the largest Fruit auction rooms in Canada.

We also have G.T.R. siding, so that there is no cartage at this end.

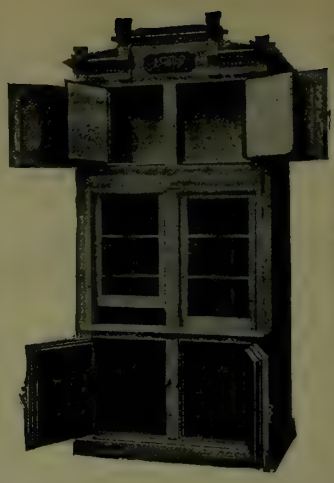
OUR REFERENCE:
Crown Bank, or any mercantile agency.

AUCTION SALES
Monday, Wednesday and Friday,
at 2 p.m.
Also every morning at eight o'clock during berry season.

WILSON'S FLY PAD

Are now required by every Canadian housewife, and it does not pay to handle cheap and unsatisfactory substitutes.

Wilson's Pads are Sold by all Wholesale Grocers.



Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

Ryan Bros. 147 Bannatyne Ave., Winnipeg our Western representatives.

Wolf, Sayers & Heller our Eastern representatives.

John Hillock & Co., Ltd.

Toronto

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

FACTS ABOUT GROCERIES

Information for Merchant and Clerks Regarding the Products They Sell—Origin of Honey Bees.

Origin of Honey Bees.

All the honey bees in this country having originally been imported from Europe or Asia, there is no racial difference between the wild ones and the domesticated; those that live in trees are simply the descendants of those that from time to time have taken "French leave" from their owners' hives and reverted to a state of nature, according to David Almon in Outing.

The vast bulk of the wild bees are of the German or black race, while the standard domesticated bee is the Italian; but that, however, is only because the Germans were the first to be introduced here. Just when the Germans came is in doubt, but it was sometime in the 17th century, certainly it was not until near the close of the 18th century that any bees were found west of the Mississippi.

The Indians used to say they could mark the advance of the white man by the appearance of bees in the woods. The Italian bees were first imported in 1860. Better tempered and more industrious than the Germans, they have become very popular with apiarists; but as many still keep the German bee, and others have the hybrid formed by the crossing of the two races, while countless Italians now have taken to the woods, there to breed more hybrids, it is clear that there is no sure way of distinguishing between the wild bee and the domesticated.

The Banana Industry.

Port Antonio, Jamaica, B.W.I., is the greatest centre of the banana industry in the world. Millions of bunches of the fruit are exported annually from there, requiring from ten to twenty vessels weekly, and as high as twenty-three ships have cleared within that time. Night and day the beautiful west harbor is dotted with white hulled craft (so painted as they keep the fruit 10 degrees colder waiting for cargoes. Bananas grow on plants from 12 to 18 feet high, cultivated in rows about 10 feet apart. A plant matures in about a year and then for some time bears a bunch annually. Natives gather the fruit when ready for shipment. Some is brought down in small two-wheeled carts lined with dead leaves to better protect the fruit, and drawn by two small donkeys or horses. Oft-times the small land owner will gather his solitary bunch or so and carry it on his head, frequently a distance from eight to ten miles, to the wharves, where he disposes of it to the fruit companies. Loading the ships is a most interesting sight—scores of men, women and children march in a steadily-moving procession each with a bunch on their heads. As they pass a certain man detailed for the purpose he makes a swift movement with a long, sharp machete, cutting off the superfluous portion of the stem. Other laborers take the bunches, tossing them one to another until the various bins of the ship have been carefully packed with choice green and unbruised fruit which ripens in transit. Labor is plentiful and brings about one shilling (25 cents) a day. On this amount a native will support his wife aid family, although it should be stated that the women and children of the household will probably work a portion of the week.

Sago From the Sago Palm.

Sago is the product of the sago palm tree and is procured as follows: The tree is felled and split lengthwise, exposing the pith within the trunk, which pith is extracted and crushed by heavy mallets. The pulp thus procured is washed in long wooden troughs in running water and then dried sufficiently to admit of loading into junks for Singapore, where the product, then known as "raw, unwashed sago," is thoroughly washed in vats and through running water until a clean white flour is obtained. This flour is then dried in the sun and packed in bags for export as "sago flour." The process of making pearl sago begins, as described above, with the clean but wet flour, and large, flat furnaces are used, over which the flour is spread to a depth of, say, two-thirds of an inch, and toasted until granulated, after which it is set aside to cool and finally packed in bags for shipment.—The Spice Mill.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

ATTENTION.

JOS. COTE, Importer of and Wholesale Dealer in Tobacco QUEBEC

invites the merchants of the Dominion, who intend to come to Quebec on the occasion of the Tercentenary Celebrations, to visit his establishment.

This house carries the most varied and best selected stock in the Dominion and offers to receive all parcels which visitors hand to them to be transmitted immediately to their addresses without charge.

Office and Sample Room: 186-188 Rue St. Paul; Phone 1272. Warehouse: 119 Rue St. Andre; Phone 1272. Branch Office: 179 Rue St. Joseph: Phone 2097.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade

TWO WEEKS' SPECIAL

—IN—

Automatic Cheese Cabinets

SINGLE STANDARD, $7.00.

The Cabinet is a very handsome glass and polished hardwood display case; a most attractive fixture.
Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.

DOUBLE STANDARD, $10.00

Similar to Single Standard but with two compartments, for mild and strong cheese.

SINGLE REFRIGERATOR, $12.00

With ice compartment and lower compartment for fancy cheese, soft drinks, etc.

All F.O.B. Berlin --- Quick Shipment.

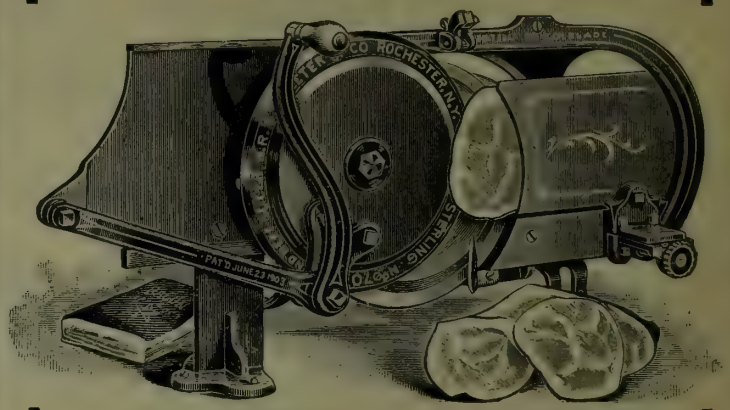
The Walker Bin & Store Fixture Co.,

BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Ends of the Meat Will Pay for It



THE STERLING SLICER

Cuts perfectly Bacon, Boiled Ham and Boneless Meats of all descriptions. It is equal to any one hundred dollar slicer on the market and has the additional advantage of being able to slice the ends.

A High Grade Slicer at a Low Price

Write us for illustrated booklet containing testimonials from prominent grocers and butchers who are using it.

HOWARD BROS. **Brantford**

CANADIAN AGENTS

Canadian National Exhibition TORONTO

August 29th to Sept. 14th, 1908

Industrial *Educational* *Agricultural*

Make Applications for Space at once

$50,000.00 in PREMIUMS
$50,000.00 in SPECIAL ATTRACTIONS

ENTRIES CLOSE AUG. 5TH

For all information, address J. O. ORR, Manager, City Hall, Toronto

CHEAP FARES FROM EVERYWHERE

GROCERS and BUTCHERS
At YOUR Service.

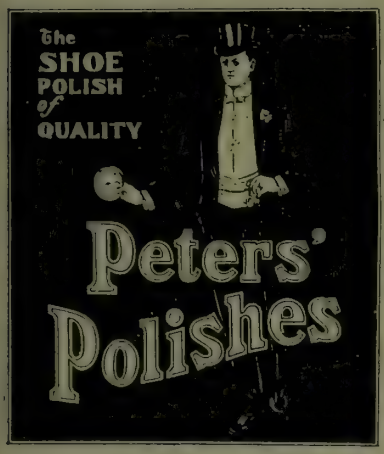
With the following special lines, discounts for cash or easy terms net.

THE TOLEDO AUTOMATIC SCALES
THE EUREKA REFRIGERATORS
THE CLIMAX CHEESE CUTTER
THE STERLING MEAT SLICER
THE CLIMAX AUTOMATIC SLICER
THE WESTERN CASH REGISTER

Office and Store Fixtures, Counters, Shelving, etc.
Butcher Supplies in General.

Don't hesitate to write, call, or phone us for further information.

THE UPTON & REED SPECIALTY CO.
Phone Main 5399. 149 QUEEN ST. W., TORONTO, ONT.



PETERS' POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St, West
Toronto

BEFORE YOU BUY A COMPUTING SCALE

NO. 170 MODEL

Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle **all** your business.

A post card sent us will bring complete information or a call from a representative.

STIMPSON COMPUTING SCALE CO.
DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.
" 15 Court House Block, Robson St., VANCOUVER, B.C.
A. L. DENT, - - - WOODSTOCK, ONT.

HAVE YOU BOUGHT YOUR AWNING?

The time is rapidly approaching when you will need it. Our awnings are not only attractive, but are durable, well finished—the kind that stand sunshine and rain, calm and storm; are the same at the end of the season as the day bought. Only expert help employed; and finest materials. No matter for what purpose you need an awning we can supply you, also tents, tarpaulins, horse covers, etc.

Send for Prices and Particulars.

THOMAS SONNE, Sr.
JAS. F. SONNE, Proprietor and Manager
193 Commissioners Street, - Montreal

The
Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

PAYS FOR ITSELF EVERY 90 DAYS

LASTS A LIFETIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it.

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton. Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA
18 and 20 Mary St., HAMILTON, Ont.

We make a specialty of
COUNTER CHECK BOOKS
for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.

We manufacture
SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

Here's what a Chicago Firm says

of results of using the Canadian Grocer condensed "Want" Ad. Department:

Chicago, April 3rd, 1908.

Gentlemen,

We have sold many of our window dressing books in Canada, the most of which have been disposed of through The Canadian Grocer.

Yours,
S. W. ROTH.

What this Chicago man has done you can do as well.

You can for **2 cents a word** get into touch with a merchant wanting to buy

A Scale
A Cash Register
A Delivery Wagon
A Counter
Shelving, Etc.

Or if you want to buy any of these you will hear from some one having the articles to sell by putting a small ad. in our condensed "Want" Ad. Department.

It costs very little to try it.

It will bring you into touch with the trade.

Address The Canadian Grocer, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

July 24, 1908

Baking Powder

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½-lb.	10 50
¼-doz.	5-lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 50
½ "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal-Dime	$ 0 95
" ½ lb.	4c
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 85
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz	2 70
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

Nelson's—	Per doz.
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals

Wheat Oat, 2-lb pkgs., per pkg	0 08
" 7-lb. cotton bags, per bag	
EBY, BLAIN CO. LTD.	
Meat of Wheat, per case	4 20
Wheat Oat, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

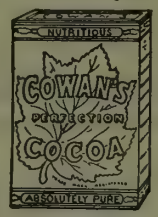
THE COWAN CO., LIMITED.

Cocoa—

Perfection 1-lb. tins per doz	$4 50
Perfection, ½-lb., per doz	2 40
" ¼-lb. "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" "	0 15
London Pearl per lb	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—

Queen's Dessert, ¼-lb. cake, 12-lb. boxes, per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30

Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—	
Maple buds, 5-lb. boxes, lb	0 33
Vanilla wafers, "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz., $ .90
½ " " 4 " "	" 2.40
½ " " 2 " "	" 4.75
1 " " 1 " "	" 9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ½s (for cooking), doz	0 90
Prepared cocoa, ½'s	0 32
Prepared ½'s	0 30

Mott's breakfast cocoa, ½'s	0 42
" " " ¼'s	0 42
" No. 1 chocolate, ½'s	0 36
" Navy " ½'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoas, 1-5, ½, ¼, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ lb. packages assorted	0 26½
½ and ¼ lb. " "	0 27½
¼ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	0 16	
Special Shred	0 17	0 15	
Ribbon	0 19	0 17	
Macaroon	0 17	0 15	
Desiccated	0 16	0 14	

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case 4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ¼ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$0 32
Damascus	0 28½
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.
White Swan Blend.

1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy litho-graphed canisters	0 30

Cheese—Imperial

Large size jars, per doz	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	1 40
Small size, "	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, ½-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montrea $2, $3, $5, $10, $15 and $20.

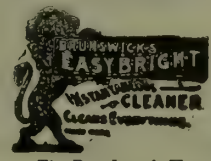
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1,000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz	$3 20
"	2 "	" 1 "	3 00
"	4 "	" 1 "	4 50
"	20 "	" ½ "	4 75
"	20 "	" 1 "	9 00

THOMAS J. LIPTON

Prices on application.

Assorted Case,	Contains 2 doz..$2.50
Chocolate (Straight)	Contains 2 doz..$2.50
Vanilla (Straight)	Contains 2 doz. $2.50
Strawberry (Straight)	Contains 2 doz..$2.50
Lemon (Straight)	Contains 2 doz..$2.50
Unflavored (Straight)	Contains 2 doz..$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

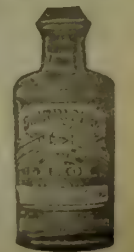
Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors) doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.



Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.00.

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

MORSE BROS., Props. - Canton, Mass., U.S.A.

ROWLEY'S

Valencia Raisins and Almonds

THE FINEST IN THE LAND

F. W. Rowley
DENIA
Extra Fine Selected

These are the brands recognized as the standard for years.

You are safe to stock them in such belief.

S. Bodi
DENIA
Finest Selected

SHELLED ALMONDS, in 28-lb. and 14-lb. boxes.

We have the real goods. **Write for samples.**

UNDERWOOD and CRICHTON,

London, England **Valencia, Spain** **Denia, Spain**

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N. S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

Superior Quality **Canada First Brands**

Evaporated Cream and Condensed Milk

Orders promptly attended to. **Every Can Absolutely Guaranteed.**

PREPARED IN MODERN SANITARY FACTORY

AYLMER CONDENSED MILK CO., LIMITED

Factory: Aylmer, Ont. **Sales Office: 39 James St. South, Hamilton**

BATGER'S

LIME JUICE CORDIAL

—OR—

LEMON SQUASH

and a Glass of Ice Water make

2 Delicious Summer Beverages

Your Customers know how handy they are at all times and will appreciate your stocking them.

ORDER FROM YOUR WHOLESALER

AGENTS:
ROSE & LAFLAMME, LIMITED
MONTREAL

Shelled Almonds

Valencias and Jordans

Cluster Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails	0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 80

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited
GENESEE PURE FOOD CO.

Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight 3 lbs. per case; freight rate 2nd class

THE ROBERT GREIG

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price "Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 10	
½-bbls. 0 10½	
Tubs, 60 lbs. 0 10½	
30-lb. Pails. 2 10	
20-lb. tins.. 2 00	
Cases 3-lb.. 0 11	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks).....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 80
3 cases of 4 doz.....	11 50
5 cases or more	3 40

Marmalade.

W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.

Pineapple	"	1	" "
Green Fig	"	1	" "
Green Fig and Ginger	"	1	" "
Lemon	"	1	" "
Grape Fruit	"	1	" "

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—		
1-lb. glass, doz...	1 55	
2-lb. " " ..	2 80	
4-lb. tins, " ..	4 65	
7-lb. " " ..	7 35	
"Sbredded"—		
1-lb. glass, doz.....	1 90	
2-lb. " "	3 10	
7-lb. tins, " ...	8 25	

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins.....per doz.	$1 40	
" ¼-lb. tins ..... "	2 50	
1-lb. tins ..... "	5 00	
Durham 4-lb. jar.....per jar.	0 75	
" 1-lb. jar..... "	0 25	
F. D ¼-lb. tins.....per doz.	0 85	
½-lb. tins..... "	1 45	

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.
½-pint bottles, 3 & 6 doz., per doz..... 0 90
Pint " 3 doz..... 1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND. Per case

No. 1, cases, 60 1-lb. packages.....			$3 75
No. 2, " 120 ½-lb. "			3 75
No. 3, "	30 1-lb. "	}	3 75
	60 ½-lb. "		

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	$ 85
5 cases.....	3 75

Wood's Package Teas

The season for Iced Tea has again come round.

People change their diet in summer as surely as they change thick for thin clothes.

Tea, iced or otherwise, is the ideal summer drink and its consumption is annually increasing.

Wood's Primrose Ceylon Tea

is the popular Tea for the season.

MAY QUEEN PRIMROSE
FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	13 00
Straw hat polish	"	10 20

3 doz. to box $3 45

6 doz. to box $6 90

30 days.

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 1-lb. cartons	
No. 1 " " 8-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 6½
Canada White Gloss, 1-lb. pkgs	0 08½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	
4 lb. lumps	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

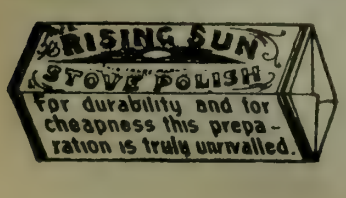
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 07½
Kegs, 100 lb.	0 07½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

pkgs., cases 5 doz., per case 4 75

Stove Polish.

	Per gross.
Rising Sun, 5-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
5 gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
Kegs, 150 lbs.	0 03¾ "
2-gal. pails 25 lbs.	1 25 each
3 " " 38½ lbs.	1 75 "

Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ per lb.
Kegs, 150 lbs.	0 03¾ "
2-gal. pails 25 lb.	1 25 each
" " 38½ lbs.	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb " 3 " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ⅛-& ¼'s, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's	$0 20	$0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c	40c.
Gold Label 1's and ½'s	35c	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

HELAGAMA TEA

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ⅛s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ⅛s		0 32
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

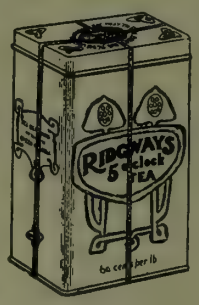
We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c		0 22
Green Label, " 40c		0 30
Red Label, " 50c		0 35
Orange Label, " 60c		0 43
Gold Label, " 80c		0 55

R. DGWAY'S.

London, Vancouver, Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 43	0 60
H.M.S., 1's and ½'s	0 75	1 00
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.		

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 45
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6s	0 45
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 45
" Universal, 13s	0 47
" Dixie, 7s	0 58

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. 01, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Queanel, 1-4, 1-2	0 45
" 1-9	0 48
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 6

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$12 00
Absorbine Jr., per dozen	3 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the **PUREST**, contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

INFORMATION

about every conceivable subject finds its way into the newspapers. The function of THE CANADIAN PRESS CLIPPING BUREAU is to collect **all** the items of information appearing in Canadian newspapers about any subject **you** are interested in. Our service is thorough. We don't miss an item. If you want **all the current information** about a pet subject, we can supply it at the lowest cost. By using our service you can **keep posted** on any subject.

Write for our free booklet.

THE CANADIAN PRESS CLIPPING BUREAU

232 McGill Street, MONTREAL

10 Front St. East, TORONTO.

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

SALT

Lump and Crushed Rock

Dairy and General Purpose.

VERRET, STEWART & CO.
LIMITED

MONTREAL

We have a few spot goods to offer

Write us for prices.

Wax Beans 2's	White Peaches H.S. 2's
Whole Beets 3's	Gallon Apples
Sliced Beets 3's	Bartlett Pears 2's and 3's Heavy Syrup
Squash 3's	
Pumpkin 3's	Damson Plums 2's H.S.
Red Cherries H.S., 2's	Lombard " " "
Yellow Peaches H.S. 2's	Greengage " " "

Lawton Berries (light syrup) 2's

J. H. WETHEY, LIMITED

ST. CATHARINES, CANADA

Gillett's Lye Eats Dirt!

It cleanses whether the dirt is visible or invisible.

Gillett's Perfumed Lye

has been the Standard for over 50 years, and millions of people use it every day. Why experiment with substitutes?

Handle the brand with the established demand! Useful for 500 purposes.

E.W.GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, JULY 31, 1908. NO. 31.

It doesn't pay to change

Keen's Oxford Blue

is a household necessity and your customers will not appreciate any suggestions for a change. In your own interests it pays to advocate and sell Keen's Oxford Blue—

For sale by all jobbers

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion **Montreal.**

STARCHY WEATHER

These hot summer days are hard on linen and the laundry is kept busy. The use of

EDWARDSBURG "SILVER GLOSS" STARCH

makes it easier for the housewife and everything shines brightly and wears longer.

Advise your customers to use Edwardsburg "Silver Gloss" Starch. They will thank you for the advice. Every jobber can supply you.

EDWARDSBURG STARCH CO., Limited

63 Front St., East TORONTO, Ont.

ESTABLISHED 1858
Works,
CARDINAL, Ont.

184 St. James Street MONTREAL, P.Q.

FRESH HERRING

Of all that is said on the subject of canned fish, the essential point is—**are the fish packed fresh ?**

Herring quickly show the effect of any deterioration, as the flesh loses its firmness and becomes dark in color.

Maconochie Bros. herring are distinguished for their firm, even texture and clear, white color. To accomplish this almost unlimited facilities are required ; but Maconochie Bros. method of handling fish is so complete that, in the first place, it **insures absolutely fresh packing**, and, in the second place, **preserves the inimitable natural flavor.**

Sell Maconochie Bros. herring—satisfy your customers and see your profits grow.

Ask for samples and prices for 1908.

CANADIAN AGENTS :

MacLaren Imperial Cheese Co. Ltd.

Toronto

Maconochie Bros., Limited

London, England

The best that money can buy

is never too good for Canadians, that is why it pays to handle "Stower's" goods, their **"Lime Juice Cordial"** is ready for immediate use by adding water—or soda—or ginger ale, already sweetened, their Lime Juice the strongest.

As used by King Edward the VII.

As used by The Prince of Wales

A few of the places where you can get these:

HAMILTON, ONT.—Lucas, Steele & Bristol
BRANTFORD, ONT.—Geo. Foster & Sons
KINGSTON, ONT.—Fenwick, Hendry & Co.
QUEBEC, P.Q.—J. B. Renaud & Co.
ST. JOHN, N.B.—A. G. Dick

ARTHUR P. TIPPETT & CO.
Sole Agents
Montreal

No Musty Flavor

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

HOWARD BLIGH & SONS
HALIFAX N.S.
Importers, Exporters and General Commission Merchants.
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.
Domestic and Foreign Agencies Solicited.
Highest References.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago, Pork and Lard.

ONE OR TWO
more agencies will be well looked after by the undersigned. Just able to take proper care of one or two more only. Excellent connections in Montreal and Quebec Province, and highest references.
Communicate at once.
C. A. Morin
Room 35, Alliance Bldg.
107 St. James St. - Montreal

MONTREAL

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

Dominion Storage & Forwarding Co., Ltd.
43 Colborne Street, TORONTO
Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.
TELEPHONE MAIN 5661

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

TORONTO.

CORNMEAL
The Best!! The Very Best!!
BECK'S "OLD GOLD"
Granulated Meal
Barrels and Bags
Now in stock
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

Foreign and Domestic
BEANS
on spot
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents and Importers
29 Melinda St., Toronto

MOOSE JAW

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

(Continued on page 4.)

Coming Back to Canned Goods

The factories are busy with the Pea Crop. We have already seen samples and we know our customers will be well pleased with this year's pack of

"Anchor," "Riverdale" and "Old Homestead"

—CANNED PEAS—

If you haven't already booked your order you should order at once if you want the goods of QUALITY.

EBY-BLAIN, LIMITED

Sole Wholesale Agents TORONTO

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you You sell at	30c per lb. 40c per lb.
GOLD LABEL	1s and ½s	Costs you You sell at	35c per lb. 50c per lb.
LAVENDER LABEL	1s and ½s	Costs you You sell at	42c per lb. 60c per lb.
GREEN LABEL	1s and ½s	Costs you You sell at	50c per lb. 75c per lb.

CANISTERS

GOLD Tins	5s	Costs you You sell at	35c per lb.—$1 75 50c per lb.— 2 50
GOLD Tins	3s	Costs you You sell at	35c per lb.— 1 05 50c per lb.— 1 50
GOLD Tins	1s	Costs you You sell at	36c each 50c each
GOLD LABEL	½s	Costs you You sell at	18c each—36c per lb. 25c each—50c per lb.
RED Tins	½s	Costs you You sell at	35c each—70c per lb. 50c each—$1.00 per lb.
RED Tins	¼s	Costs you You sell at	18c each—72c per lb. 25c each—$1.00 per lb.

Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

Manufacturers' Agents—Continued.

QUEBEC

J. P. THOMAS
WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
Correspondence invited
25 ST. PETER STREET, - - QUEBEC

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

WINNIPEG.

Wholesale Grocery Brokers, Commission Merchants.
First-class connection with the trade. Established 1895. First-class references.
Your correspondence and business solicited.
GEORGE ADAM & CO.
430½ Main St. W.

RICHARDS & BROWN
Wholesale Commission Merchants and Brokers
314 Ross Avenue WINNIPEG, Man.
Correspondence Solicited

GROCERY BROKERS
and Manufacturers' Agents
CARMAN BROKERAGE CO., Ltd.,
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
Head Office and Track Warehouse,
141 Bannatyne Ave. WINNIPEG, MAN.

BRACK & KIRKLAND
Grocery Brokers,
and Manufacturers Agents
Warehousemen and Distributers
Track Warehouse, 137 Bannatyne Ave. E.
WINNIPEG, MAN.

W. H. ESCOTT
(Formerly of Carman-Escott Co.)
Grocery Broker and Manufacturer's Agent
WINNIPEG, CALGARY and EDMONTON
Goods stored and distributed.
Head Office and Track Warehouse
141 Bannatyne Avenue Winnipeg, Man.

VANCOUVER

F. G. EVANS & CO.
Grocery Brokers and Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

STRANG BROTHERS
Commission Brokers and Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

EXPERIENCED ADVERTISEMENT WRITERS
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

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CALGARY, ALTA. HALIFAX, N.S. OTTAWA, ONT. HAMILTON, ONT. QUEBEC, QUE. VANCOUVER, B.C. LONDON, ONT. ST. JOHN, N.B. WINNIPEG, MAN. MONTREAL, QUE. TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

Freight is no more on full strength
MAPLE SYRUP
containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.
Canada Maple Exchange, Limited, Montreal
TRADE MARK. Small's

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880
Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY
TORONTO MONTREAL

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

"To Hold Fast to Quality

IN THE

Merchandise Offered."

John Wanamaker gives this as one of the cardinal principles of success in mercantile life. And he is right. Once let a store get a reputation of selling goods of quality and the public will make a beaten path to its doors. High quality is particularly necessary in foodstuffs in these days in view of the growing demand for purity and wholesomeness.

Canadian Canners' Peas are the finest in the world.

Grocers and general merchants everywhere find their customers demanding "more of the same" when they have once tried our celebrated brands. Our Grade No. 2, Sweet Wrinkle Pea, is the most satisfactory pea packed. Its superior quality enables you to sell it with a much greater margin of profit than ordinary brands.

Our Canned Peas are sold in four grades or qualities, viz:—

Grade No. 1—Extra Fine Sifted Peas
Grade No. 2—weet Wrinkle Peas
Grade No. 3—Early June Peas
Grade No. 4—Standard Peas.

BRANDS:—"Canada First" (Aylmer), "Little Chief," "Log Cabin," "Horseshoe" (Bowlby), "Auto" (Canadian Canners), "Kent," "Lynnvalley" (Simcoe), "Maple Leaf" (Delhi), "Lion" (Boulter), "Thistle" (Brighton), "Grand River" (Lalor), "White Rose" (Lakeport).

Canadian Canners, Limited

Hamilton, Canada.

Up to the Mark !

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

Splendid value in every can—value that your customers will give YOU the credit for. Our 1908 pack is being made from the usual choice selection of the best fruits and vegetables procurable, and our up-to-date factory hasn't lost one iota of its splendid sanitary and mechanical completeness. Specify

OLD HOMESTEAD BRAND

and your trade is secure !

The Old Homestead Canning Co.

Picton, Ontario

MESSRS. EBY-BLAIN, Limited, Ontario Agents

QUALITY versus PRICE

There are two things to be considered when buying goods, the QUALITY of the article, and the benefit you will derive from the sale of high-class merchandise, or the PRICE, and the detrimental effect the offering of an inferior article will have on your trade.

"SALADA"

represents the highest quality of tea—a unity of flavor, purity, and deliciousness that at once raises it to the pinnacle of tea superiority. Its quality and value "loom up" conspicuously above a hundred imitators.

"SALADA" has done more to put the tea peddler out of business than all other teas combined.

"SALADA," Toronto, Montreal and New York.

PICKLING SPICE

We are offering exceptional values in high-grade Pickling Spice. Each of the varieties is specially selected with a view to the best results, so that it can be recommended to the most fastidious trade.

Sold either in bulk or packages.

Our "White Swan," glass front, ¼-lb. package is unequalled as a 10c. line. 4 doz. in a case.

The Robert Greig Co., Limited.

WHITE SWAN MILLS

TORONTO

STOCK THE BEST. "KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

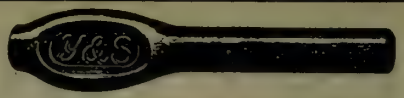
Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise

The Merchant introducing those lines to his customers MAKES NO MISTAKE

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St.
Quebec City, Albert H. Dunn, 67 St. Peter St.
Ontario, A.E. Bowron, 18 King William St. Hamilton
Winnipeg, Mason & Hickey, 108 Princess St.



Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
and a complete line of **LOZENGES, ETC.**
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N. Y.

Toronto Sales Agent—
R. S. McINDOE, 120 Church Street.
Montreal Sales Agent—
J. M. BRAYLEY, 55 St. Paul Street.
Winnipeg Sales Agency—
Wiseman-Ashley Company.
St. John Sales Agent—
H. S. Daly.
Vancouver Sales Agency—
J. F. Mowat & Company.

Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve).

MOLASSES AD SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis. - -	Quebec.	Carman Escott Co., -	Winnipeg.
C. DeCarteret, - -	Kingston.	R. G. Bedlington & Co., -	Calgary
Jas. N. McIntosh, - -	Ottawa	Tees & Peerse, -	Edmonton.
Geo. Musson & Co., -	Toronto.		
J. W. Bickle & Greening, -	Hamilton.	Wilson & McIntosh, -	Vancouver
G. H. Gillespie, - -	London	C. Leonard Grant, -	P. E. Island

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

. . . FOR . . .
Picnics, Camping, Yachting
ETC.

BATGER'S

LIME JUICE CORDIAL

IS
JUST THE THING

ORDER FROM YOUR JOBBER

AGENTS:

ROSE & LAFLAMME, LIMITED
Montreal and Toronto

2 in 1

SHOE POLISH

is the best polish. It is also the most up-to-date and profitable shoe polish for you to handle; because the demand is **immense** and ever on the **increase.** A grocery without 2 in 1 shoe polish is incomplete. Are you taking advantage of our advertising.

GET BUSY!

The F. F. Dalley Co., Ltd.
Hamilton, Canada, Buffalo, N.Y., U.S.A.

We help the grocer **SELL JELL-O**

Advertising matter for store display and recipe books to give to customers sent prepaid on request. This offer applies also to

JELL-O ICE CREAM POWDER

JELL-O FLAVORS—Lemon, Orange, Raspberry, Strawberry, Chocolate, Peach, Cherry. } 90c a doz.
Retails 10c. per package }

JELL-O ICE CREAM POWDER FLAVORS

Chocolate, Vanilla, Strawberry, Lemon and Unflavored. $1.25 a doz.

Retails 15c. a package

If your jobber does not handle these products, write us and we will tell you how to get them.

THE GENESEE PURE FOOD CO., Bridgeburg, Canada and LeRoy, N.Y.

There is Only One

SNAP

Hand Cleaner

You can find a ready and constant sale for SNAP among all people who want clean hands QUICK. No matter how dirty, greasy or painty the hands, SNAP will clean them instantly, leaving them soft, white and absolutely uninjured.

Snap is Well Advertised

WE DIRECT PEOPLE TO THEIR GROCER

ORDER A TRIAL CASE from your jobber to-day. Results will prove that SNAP is really a snap for you.

Snap Company,

Limited

Montreal, - - Quebec

TODHUNTER'S
THE STANDARD FOR COFFEE DRINKERS
THE BEST TONIC FOR BREAKFAST A LUXURY
EXCELSIOR
OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT. WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE
COFFEE
TODHUNTER, MITCHELL & Co. COFFEE IMPORTERS TORONTO

OTTAWA'S
FIRST GREAT PURE FOOD SHOW

WILL BE HELD BY

The Ottawa Retail Grocers' Association

DURING THE WEEK OF THE

Central Canada Exhibition, Sept. 18 to 26

¶ This is the first thing of its kind ever attempted, and already a magnificent success is assured. The great majority of booths have been spoken for by live manufacturers. Are YOU in, Mr. Manufacturer?

100,000 PEOPLE

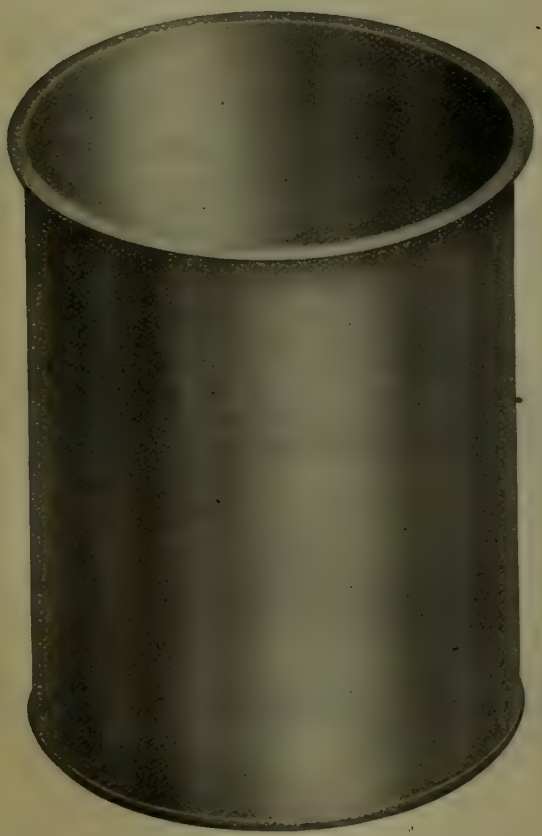
will see your exhibit. That number visited the exhibition last year, and more will be there this year. These **actual consumers** come from all through the great Ottawa Valley, and in all directions within 200 miles of Ottawa. Imagine what it means to reach them!

¶ Our Food Fair will be held in a **large new building right on the exhibition grounds,** and there will be no extra charge to visitors. **Admission absolutely free.**

WRITE TO-DAY FOR FURTHER PARTICULARS. SPACES GOING RAPIDLY.

The Ottawa Retail Grocers' Association F. W. FORDE, CHAIRMAN

Address all correspondence to A. G. JOHNSON, Sec'y, 368 Concession St. **189 RIDEAU STREET, OTTAWA**



Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato,** not the **Tomato** to the size of the **Opening.**

Pack **Whole Tomatoes,** not Crushed Fruit.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Max Ams Patents

The World's Best Coffee is

Lipton's

DON'T FORGET that your many customers who are delighted with

LIPTON'S TEA

will thank you for introducing them to

LIPTON'S COFFEE

Stands to reason—doesn't it?

The Greatest Tea Merchant in the World

cannot afford to sell anything but the finest coffee.

Write for Samples

THOMAS J. LIPTON, - 75 Front Street East, TORONTO

QUALITY IS WHAT COUNTS!

You may be able to sell an initial can of almost any sort of canned goods; but if you want repeat orders—you've got to sell quality.—Here's the reason why you can create and keep customers by selling

FARMER BRAND

CANNED FRUITS AND VEGETABLES

The fruits and vegetables used in FARMER BRAND are grown on three thousand acres of OUR OWN GARDEN LAND. From the time of planting until the can is sealed, we see to it that every atom of FARMER BRAND is pure and high in quality.

FARMERS' CANNING CO., Limited

BLOOMFIELD, - ONTARIO

Book your orders now for regular supply of

BLUEBERRIES

with the

PLAYFAIR, PRESTON CO., Limited,

MIDLAND, - ONTARIO

Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kin of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

About 3ft. Long

BROWN'S Famous "FLY COIL"

Catches more Flies to the square inch than any other Fly-Catcher. It attracts customers

By its NOVELTY! NEATNESS! and CLEANLINESS

Hang up a couple of coils and see how much they improve the appearance of your store and increase the comfort of customers.

When people see a good thing like this they want it! And you sell lots of them! Why not catch customers as well as Flies?

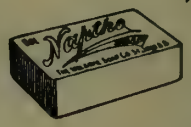
Brown's "Fly Coil" is easier to use and easier to sell than any Fly Paper.

To be obtained from

The National Drug & Chemical Co. of Canada Ltd., Montreal
The Wingate Chemical Co., 545 Notre Dame St. W., Montreal
G. C. Warren, Regina, Sask.
The Standard Brokerage Co. Ltd., 144 Water St., Vancouver, B.C.
T. A. Macnab & Co., Cabot Bldgs., St. Johns, Newfoundland
W. S. Clawson & Co., 11 and 12 South Wharf, St. Johns, N B.
The MacLaren Imperial Cheese Co. Ltd., Toronto.

or direct from

The Brown Manufacturing Co., Ltd., Bury, Eng.



Naptho SOAP

MADE IN CANADA

MAKE

NAPTHO SOAP

YOUR LEADER

The result will be —satisfied customers — satisfactory profits.

The Welcome Soap Co.
Limited

St. John, - N.B.

New Japan Teas

are the teas of the present and every grocer's unfailing seller.

We can show you proof of our claim that

E. D. S. Brand Jams and Jellies

are absolutely pure.

We have the signed declarations of reliable government analysts who made an impartial analysis and declared that E.D. Brand is the purest sold in Canada.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.

TRAVELLERS' HOLIDAYS

Wire or Phone at our expense

We pay particular attention to mail orders.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

Camp Pies

When you've got

GLENCAIRN BRAND

You've got the best

The Chicken, Game, Hams and Tongues used in their preparation are selected from the finest stock and are handled with scrupulous care by skilled cooks in a model kitchen.

OVAL OR SQUARE TINS

Cunningham & De Fourier Ltd.

Glencairn Works: LONDON, E.

Canadian Agents:

ROSE & LAFLAMME, LIMITED, Montreal

Butter Dishes

? US FOR PRICES.

Fruit Jars and Rings

Butter Tubs and Boxes

Butter Parchment

AND

John Bull Specials

Do you know about them?

Walter Woods & Co.

Hamilton and Winnipeg

You Can Stand Behind

an article that has the quality to back it up like

James Dome Black Lead

It's just Stove Polish, nothing else. All Shine, NO DIRT or DUST. Gives a lasting brilliant shine.

W. G. A. LAMBE & CO., Canadian Agents

To Agents and Grocers:

Three Good Things

THAT
PAY TO PUSH

Branson's
Pure Coffee Extract

Branson's
"Shereef Coffee"
A CHEAPER ARTICLE

Branson's
Coffee and Milk in Tins

OUR REPRESENTATIVE
is now in Canada, arranging Agencies for the sale of our Specialties throughout the Dominion

Apply to
"BRANSON" 303 Frank St. Ottawa, Ont.

Every Ounce in Weight
an Ounce in Quality !

Every Package of "Young-Tom" contains an ounce of Quality for every ounce in weight.

To have a Washing Powder what it should be it must contain nothing which will injure skin or fabric and will leave the washing perfectly clean and odorless.

Perfection Is

Young-Tom
Washing Powder

"For Purifying and Cleansing Unexcelled."

Made solely by
THE YOUNG-THOMAS SOAP CO., LTD.,
Regina, Canada.

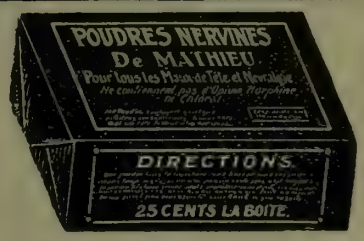
No grocer will get himself in a pickle with his customers if he keeps well stocked with

STERLING
BRAND
PICKLES

and relishes. These are ever-reliable goods, giving completest satisfaction to the most critical.

Order from your jobber or direct from manufacturer.

THE T. A. LYTLE CO. LTD.
Sterling Road, Toronto, Canada



We Advertise You Get the Benefit

That is, if you let people know you have Mathieu's Nervine Powders. A very effective and harmless cure for all headaches and nerve pains—and headache is such a common complaint. There's lots of profit in selling them. Send us an order.

Mathieu's Nervine Powders

You can't tell when one of your best customers will be down with a cold. Keep Mathieu's Syrup of Tar and Cod Liver Oil handy.

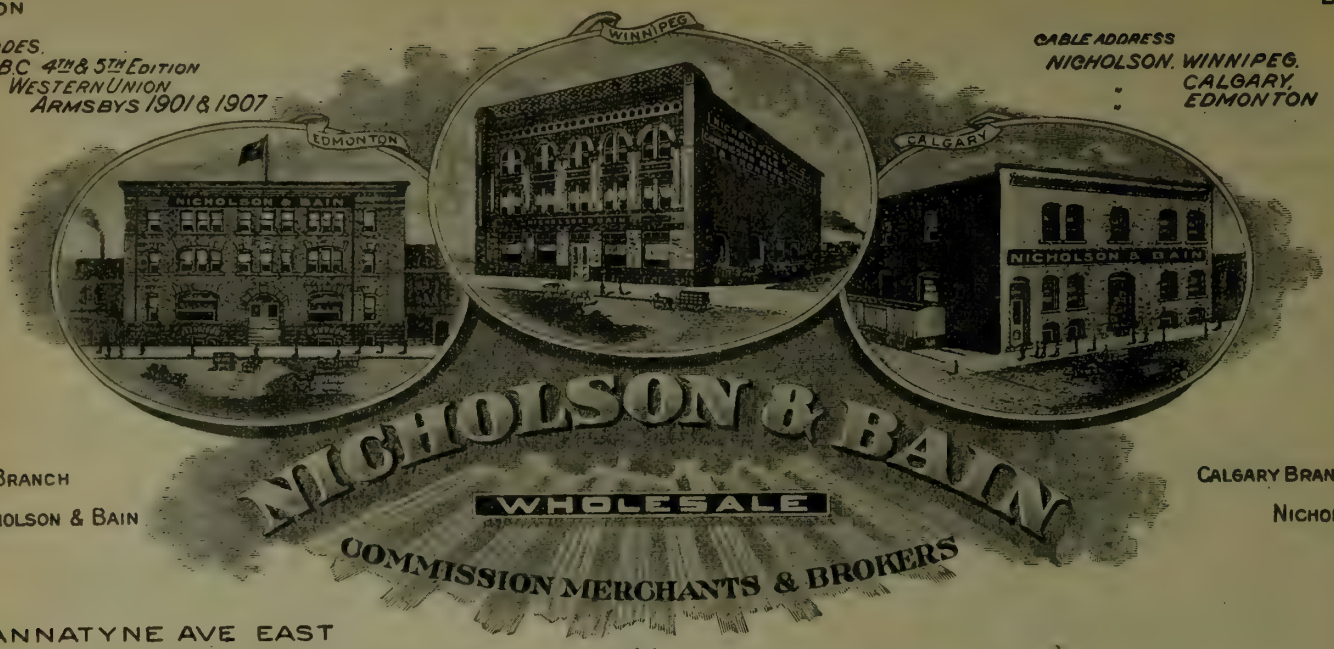
J. L. Mathieu Co., Sherbrooke, P.Q.
Proprietors
L. Chaput, Fils & Cie, Wholesale Depot, Montreal

E NICHOLSON

CODES.
A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

D H BAIN

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON



EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A Bumper Crop in the West

MR. MANUFACTURER, do you realize what this year's bumper crop in the West may mean to you?

It is the biggest crop in the history of the country and it will be worth a pile of money—much more than any previous crop.

The West will have plenty of money to spend and there will be a strong demand for high class goods.

Now is the time to push your goods in the West and develop a trade that will grow from year to year.

We can help you, as we have the selling organization to place your goods on the market.

We are established in Winnipeg, Calgary and Edmonton, the three principal wholesale centres of the West. We can take your goods on commission basis, store them at these three points and distribute them to the wholesale trade.

To do business in the West it is essential that you should have live intelligent representation on the ground.

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise also cars distributed at Winnipeg, Calgary and Edmonton.

TO THE TRADE:

Of course YOU know that

CEYLON TEA

makes the

Best Iced Tea

But Do You Impress that Fact Upon Customers?

Its Lemony Flavor

Just Suits Hot Weather Thirsts, and Its

Full Bodied Quality

Prevents Ice from Impairing Its Tonic Values

Corks and Capsules

Despite all sayings to the contrary, men and goods are judged largely by appearance. A wise manufacturer always uses the best Corks and Capsules for his bottled goods. **Ewing's Corks and Capsules** have the reputation of being most uniformly excellent and always reliable.

PRICES SENT ON REQUEST

S. H. EWING & SONS

MONTREAL and TORONTO.

English Brewed

Ale and Stout

The most healthful drink of Old England is KOPS ALE, brewed from finest Kentish hops. It is in enormous demand in all parts of the world, and our six large breweries situated in London, Birmingham, and elsewhere, are kept busy all the year round.

Kops Ale or Kops Stout

will be found the best for luncheon or dinner, and are refreshing and stimulating at any time. They have a fine bitter taste, but are entirely free from anything of an injurious nature. THEY ARE ABSOLUTELY NON-INTOXICATING. Good for all the year round trade Let us correspond with you and send you Analytical report, with other information.

CANADIAN AGENTS—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldg., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, Nfld.

KOPS' BREWERIES, - London, S.W., England

SHIRRIFF'S JELLY POWDERS

The Standard of Quality, always thoroughly reliable

IMPERIAL EXTRACT CO., 18-22 Church St., Toronto

Tartan BRAND

SIGN OF PURITY

While Our Salesmen Are Away

REMEMBER WE ARE HEADQUARTERS FOR

TARTAN BRAND TEAS, COFFEES, SPICES, EXTRACTS, and CANNED GOODS
RED FEATHER " " " " "

ALSO

WAGSTAFFE'S Pure Jams, Jellies, and Marmalade.
Imperial Vinegar, the highest quality.
LEAS Pickles, with the home flavor.
Special Values during vacation.

Phone 596, Free to Buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

TRURO QUALITY BRANDS

TRURO QUALITY BRANDS

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Experience Teaches

But it is a hard master. It is advisable, and in your own interests, that you should not experiment with your maple syrup business, but use

Pride of Canada

the brand with an established reputation for purity, known all over Canada and appreciated by all. A ready seller.

IT PAYS

The Maple Tree Producers' Association, Ltd.,

Waterloo, Quebec

For Delicacy of Flavor
Quality and Attractive Appearance

We have not seen anything more justly entitled to first place than—

LEA'S PICKLES

with the home-made flavor, Canadian grown—Canadian packed. Don't think you're getting the best if you miss buying Lea's.

We are commissioned to offer special inducements to new as well as regular buyers.

W. H. GILLARD & CO.
Wholesale Grocers
HAMILTON
Branch House—Sault Ste. Marie

The season is approaching when Granulated Sugar will be in active demand for preserving and canning purposes. When ordering supplies ask for

Redpath

the BRAND approved for over fifty years and to-day the STANDARD OF EXCELLENCE.

Made from PURE CANE Sugar by

The
Canada Sugar Refining Co.,
Limited
MONTREAL

Order
QUAKER SALMON
and Be Sure

TRADE MARK

This is Your M Protection

SONS
ESTABLISHED 1834.

You are buying salmon now. It is just as easy to get the best, so specify **Quaker Salmon,** highest grade Sockeye, from Fraser and Skeena rivers. Most attractive package obtainable in Canada. Prices—they speak for themselves:

QUAKER SALMON, flats, - -	$2.05
QUAKER SALMON, talls, - -	1.90

EVERY TIN GUARANTEED

Mathewson's Sons
WHOLESALE GROCERS
202 McGILL STREET, - MONTREAL

GET
Balmoral Scotch MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO
J.W. WINDSOR
MONTREAL
SOLE AGENTS FOR CANADA

Pushing Wholesale Agents Wanted

FOR

DR TIBBLES' Vi-Cocoa

The World Renowned Food Beverage

THE PUBLIC SAY:

"THERE IS MERIT IN IT,"

And

THE TRADE SAY:

"THERE IS MONEY IN IT."

Our Representative is now in Canada fixing our Agents for the Dominion

WRITE HIM

"VI-COCOA," 303 Frank Street, OTTAWA

THE WORLD'S STANDARD

WHITTEMORE'S POLISHES

ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World

Dirty Canvas Shoes

made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust No rubbing off. A Sponge in every package, so always ready for use.

Large size, per gross,
10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

OIL PASTE

for ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Ola's.

Price per gross . . . . . .

Excellent for old rubbers.

"ELITE Combination"

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . .

BOX CALF PASTE
FOR BOX CALF VICI KID PATENT AND ENAMEL LEATHERS
WHITTEMORE'S ELITE
ELITE POLISH
BOX CALF
VICI KID AND ALL KIND OF FINE BLACK DRY LEATHER SHOES
Whittemore Bros & Co.
BOSTON

"BABY ELITE" Combination

10c. size per gross .

"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Largest quantity; finest quality. Its use saves time, labor and brushes, as it

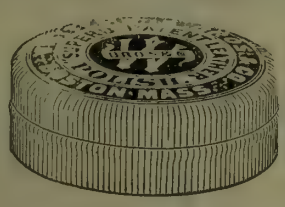
Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . .

"SUPERB" Patent Leather Paste



For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. ½ lb. boxes
Per doz. ½ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . . . .

Also in Russet and Ox Blood

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross .

Star Russet Combination

10c. size per gross .

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . .

Elite, Ox Blood and Brown Pastes same sizes and prices

If interested write for CANADIAN PRICES.

WHITTEMORE BROS. & CO.,

20-22-24-26 ALBANY STREET CAMBRIDGE, MASS., U. S. A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.

A GOOD LINE

There is a "want more" fascination in H. P. Sauce that is crowding English Grocery stores, and the new Sauce is replacing the older ones on all the best tables.

Judging from its reception the Canadian Grocer sees in H.P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers. Brisk sales—liberal profit—in H.P.

Postal to our Canadian agents secures full sized tasting sample and quotations. Try it for yourself. Then you'll get the reason for its success.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
The Codville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

PURE
ANNAPOLIS VALLEY

Cyder

"Land of Evangeline" Brand

Guaranteed absolutely free from chemical preservatives.

Will keep **SWEET, CLEAR** and **SPARKLING** in any climate.

The pure juice of the finest Nova Scotian apples manufactured and bottled by secret process. under direct supervision of a member of the most celebrated English Cyder makers—H. Whiteway & Co. Ltd., whose patrons include H. M. King Edward VII, H. M. Alfonso of Spain.

Bottled in champagne quart, pint or half-pint bottles; also supplied in casks.

For Prices and Particulars Address
R. S. McIndoe, - - Toronto.
S. W. Shackell, - - Montreal.
J. S. Creed, - - - Halifax.

ANNAPOLIS VALLEY CYDER CO.
LIMITED
BRIDGETOWN, - NOVA SCOTIA

The FOOD DISCOVERY of THE AGE

MOLASSINE MEAL

The Unique and Wonderful **FOOD** for **Horses, Cattle, Sheep, Pigs** and **Poultry.**

BOOKLETS AND PARTICULARS FROM

ANDREW WATSON
SOLE IMPORTER
91 Place d'Youville, - Montreal

CAPSTAN Brand
High-Grade Tomato Catsup

Put up in 10, 16 and 20 oz., bottles of a new design and is very attractive. This catsup is far superior to many others and is giving perfect satisfaction.

Sold By all Wholesale Dealers.
Once Sold Always Asked For.

THE CAPSTAN MFG. CO.
TORONTO, CANADA.

Early Delivery

can be had by placing early orders

PURNELL'S
Pickles Vinegar Sauces

are now in active demand and we want to give our customers as good service as good quality.

ORDER TO-DAY FROM OUR AGENTS:

Purnell & Panter, Ltd.
Bristol, England

C. E. McMichael, - - St. John, N.B.
H. Haszard, - - Charlottetown, P.E.I.
Erb & Rankin, - - - - Halifax, N.S.
C. S Harding, Ottawa, Quebec & Montreal
Kyle & Hooper, - - - Toronto, Ont.
J. W. Bickle & Greening, - Hamilton, Ont.
Carman Brokerage Co., Ltd., Winnipeg, Man.
C. E. Jarvis & Co., - Vancouver, B.C.

CHAMPION'S

LONDON, ENGLAND

ESTABLISHED OVER 200 YEARS

THE TABLE

VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.

We are now appointing Wholesale Agents throughout the Dominion.
Pushing reliable firms with good clientele write

"CHAMPION,"
303 Frank St., Ottawa

Wagstaffe's

New Season's Strawberry Jams and Sealed Fruits are now ready, **order at once**, quality **cannot be beaten.**

Wagstaffe Limited

THE PURE FRUIT PRESERVERS

Hamilton

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

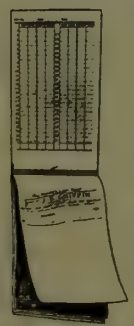
BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

Norton Manufacturing Co.

HAMILTON



Hello, There!

Did you say you were tired of the old one-color book? Other Grocers got tired of it and are now using our new

SPECIAL DUPLICATING COUNTER CHECK BOOK

made in several sizes and giving one color for original and another for duplicate. It's a splendid system, and especially adapted for Grocers. If you had one of the books you would understand the advantages.

WRITE US

The Carter-Crume Company Limited,

Toronto and Montreal

OPPORTUNITY

Mr. Manufacturer, good times are returning in the West for the big crop will be worth many millions more than the biggest in other years.

This is the time to push your goods in the great West. If you miss the opportunity you will have only yourself to blame.

Are you represented here to your satisfaction? If you have a high-class line we beg to solicit the agency. We can place your goods with the wholesale trade, promote your sales and look after your interests.

R. B. Wiseman & Co.,

Wholesale Brokers, Storage, Warehouse and Distributing Agents.

123 Bannatyne Avenue East

WINNIPEG, MAN.

It isn't a difficult matter to get your customers to use Condensed Milk. Suggest a trial of

BORDEN'S BRANDS

"EAGLE BRAND" CONDENSED MILK and "PEERLESS BRAND" EVAPORATED CREAM

Unsweetened

Now is the time to start in. These lines are most convenient for camping, fishing, pic-nic and excursion parties. Try it.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. *Shallcross, Macauley & Co., Vancouver and Victoria, B.C.*

RIVERDALE BRAND

Is pre-eminently the highest quality in

Canned Fruits and Vegetables

¶ We can't afford to go back on quality because our great reputation must be lived up to and justified with each year's pack. Our 1908 pack is right up to the mark and fairly merits the consideration of high class grocers.

The Lakeside Canning Co., Ltd. - Wellington, Ont.

MESSRS. EBY-BLAIN Limited, Ontario Agents.

AT LAST

NATION'S TON-NIK

LEMONADE POWDER

Non-intoxicating but a "pick-me-up."

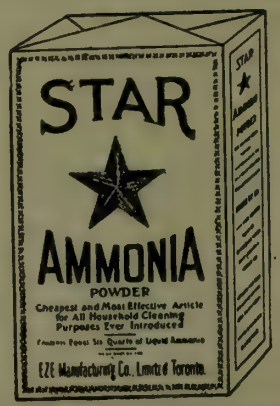
Always ready in ½ lb. tins

Agents: ***GREEN & CO.,*** *25 Front St., E. Toronto*

CARMAN BROKERAGE CO., Ltd.

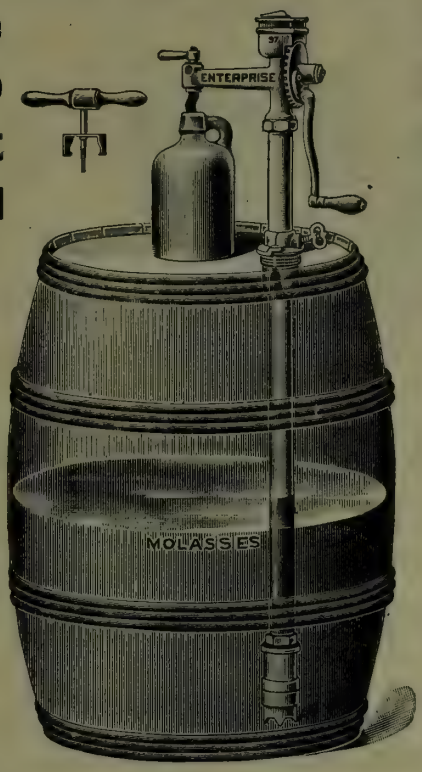
141 Bannatyne St. WINNIPEG

Manufactory—BRISTOL - ENGLAND


STAR
AMMONIA
POWDER
Cheapest and Most Effective Article for All Household Cleaning Purposes Ever Introduced
E.Z.E. Manufacturing Co., Limited Toronto

A Rapid Seller and a Producer of Unlimited Repeat Orders.

It isn't so much a question of "Getting Along"
---the other fellow may get along so much faster
that you won't be in the race---
What you want to do is to "Get Ahead"
Your best asset is "ENTERPRISE"



"ENTERPRISE"

with new Total Registering Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent presence of flies and dirt.

Accurately measures molasses, heavy oils, tar and other thick liquids.

SELF-PRIMING & MEASURING PUMP

Has total registering device showing when stock is low in barrel.

NO. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube, 50 cents a foot.

Write for Illustrated Catalogue of all the Enterprise Specialties

The Enterprise Mfg. Co. of Pa.
Philadelphia, U.S.A.

"Keep up with the Twins"

"Keep up with the Twins"

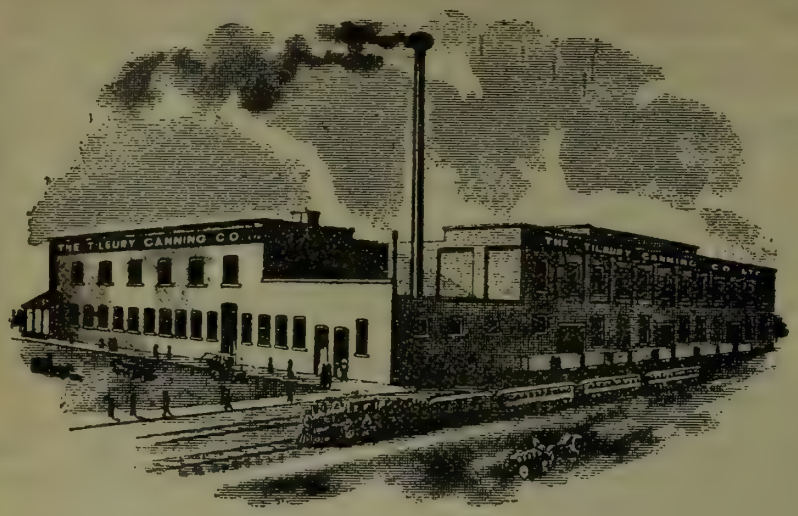
Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

Get our prices for immediate and future delivery.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

Our Travellers will be out again next week. Watch for them.

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

Perfect Vegetables

Years ago we realized that much of the inferiority of domestic pickles was due to the use of imperfect vegetables. So we sent an expert abroad to investigate. When he returned he brought with him from various parts of the world the seed of vegetables which were known to be absolutely the best obtainable for pickling purposes. By judicious crossing and experimenting we are able to instruct the farmers who grow for us how to produce perfect vegetables for Ozo Pickles from seed which we supply. We also ferment, clarify and mature our own vinegar which is spiced according to an unequalled formula. Try a bottle of Ozo Pickles on your own table! It's a most convincing argument of Ozo superiority.

Your Jobber Handles Ozo. Ask him for it.

The OZO CO., LIMITED
MONTREAL

You Can't Cut Out

A BOG SPAVIN or THOROUGHPIN, but

ABSORBINE

will clean them off, and you work the horse same time. **Does not blister** or remove the hair. Will tell you more if you write. $2.00 per bottle, delivered. Book 4-C free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands, Allays Pain. Genuine mfd. only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents, LYMAN SONS & CO., Montreal.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

TRY A

Condensed Ad.

IN THE

Canadian Grocer

LEA'S

The Pickle with the Home-made Flavor

The travellers will soon be showing our new line, the Tid-Bit. We claim this to be the finest pickle ever offered to the Canadian trade for the money. When the traveller has them around take a good look at them, you will be surprised.

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Western Representatives: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

ESSEX GARDEN PRODUCTS

The best fruits and vegetables grown in Canada, in the best condition of ripeness and perfection, packed and preserved by the arts of curing and cookery. We have every facility for doing things right, and our products are in growing favor with the trade all over Canada.

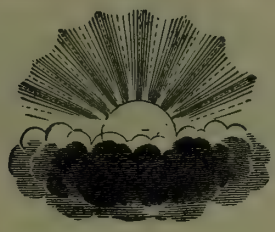
This season's output is by far the best we've ever introduced. Goods that speak for themselves and sell themselves. Place your orders early.

The Essex Canning & Preserving Co., Ltd.

28 Wellington St. E., Toronto, Can.

FACTORY AT ESSEX, ONT.

(The most Southerly County in Canada)



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

"Salad, Edible and Cooking Oils"

WINTER PRESSED

—Highly recommended.
—Guaranteed under the Pure Food Act.
—A substitute for Lard.
—The Quality of these Oils is their recommendation.
—Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M. 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL ST., - - MONTREAL

Brooke Bond's Packet Teas.

Are you getting the best possible value in the tea you purchase?

Write for our prices and samples and compare them with the tea you are now getting and the prices you are paying.

If we do not show better value, you may rely on it that you are buying exceedingly well. If, on the other hand, our prices are lower or our tea better, we ask you to give us a trial order.

Agents for Western Canada:

Messrs. Hamblin & Brereton,

Corner of Nofre Dame & Victoria Streets

WINNIPEG, MANITOBA.

Superior Quality **Canada First Brands**

Evaporated Cream and Condensed Milk

Orders promptly attended to. **Every Can Absolutely Guaranteed.**

PREPARED IN MODERN SANITARY FACTORY

AYLMER CONDENSED MILK CO., LIMITED

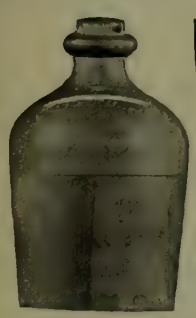
Factory: Aylmer, Ont. **Sales Office: 39 James St. South, Hamilton**

FREIGHT SAVED YOU

is just the same as so much extra profit. That is why—**Eastern Township Grocers**—we know you will be profitably interested in having our travellers call upon you. We can supply all your grocery wants below Montreal or Quebec prices.

T. A. Bourque & Co., Reg., Sherbrooke, Que.

Wholesale Grocers



Tacks

We cannot say a great deal about **Carpet Tacks**, they are such a common, every day necessity.

"Pigs is Pigs" and "Carpet Tacks is Carpet Tacks."

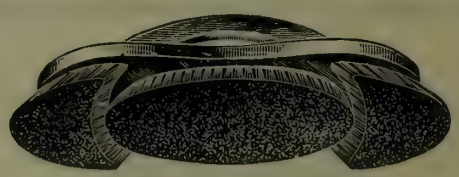
What we want to tell you, though, is that the little **Bank Package** above is filled with our excellent tacks, and it assists sales wonderfully, retailing at 5 cents.

With these on hand **you can actually feature tacks.**

Drop us a line for a trial lot. It's a pleasure to give you further information.

The Bazin Manufacturing Co.

94 Arago St., QUEBEC



YOU WILL SOON BE PLACING YOUR ORDER FOR

Brushes

For the Fall Trade

We are constantly adding to our lines, improving styles and finish, and to-day offer the most complete range of Brushes for the Grocery Trade to be found in Canada. Ask for the Keystone Brand.

STEVENS - HEPNER COMPANY

LIMITED

PORT ELGIN, ONTARIO

VACATION

We desire to thank our friends for their generous mail and letter orders during the travellers' vacation.

It will be impossible for our men to be more than one place at a time, so until they can call we solicit business by mail and wire at our expense, which will receive special attention by our experienced mail order staff.

Goods ordered prior to 4.30 p. m. shipped same day.

James Turner & Co., Limited

Hamilton, Ontario

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Practical Advertising for Grocers

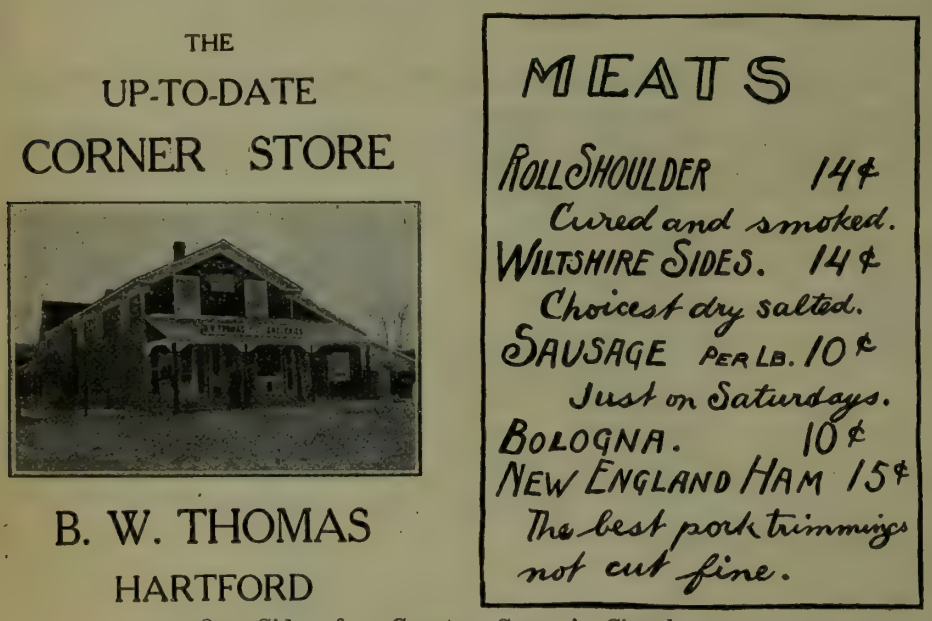
Advertising Regarded as Insurance, How the Matter Works Out—Examples of Ads. That Will do the Work—How One Country Merchant Covers His Field—Suggestive Talks for the Grocery Ad. Man—Conducted by W. F. Ralph.

Have you ever considered an advertising campaign from the standpoint of an insurance policy?

You insure against such contingencies as fire, shipping disaster, dishonest employes, etc., as a matter of course, but the moment some one mentions advertising as a business-builder for your particular benefit, you immediately begin to "hedge" and vow that you cannot afford such an expensive luxury, etc., etc.

Have you ever thought that the greatest of all commercial calamities—loss of trade—can be insured against?

The "premium" represented by the cost of advertising is, in proportion to the importance of the security afforded, no higher than other insurances; in fact, it is considerably smaller and soon becomes a minus quantity. Any other kind of insurance is an expense:



One Side of a Country Grocer's Circular.

worse than that—it is a dead loss so long as there is no "claim."

But the insurance of trade represented by advertising carries a direct profit with it. It covers not only the risk of losing trade, but also the minor risk of being compelled by competition to carry on business at a diminished profit.

Thus the "insurance premiums" represented by your advertising outlay, are so systematically recouped by the current and simultaneous increase of profits that, instead of being regarded as an investment of capital, as they ought logically to be, they are almost invariably written off, year by year, as a current expense.

Think it over—you who have been accustomed to regard advertising as so much blue sky and hot air. It's a thoroughly practicable business proposition and should be considered in no other light. Keep up your advertising "premiums" and you won't have to "die to win."—Everybodys Magazine.

Some Comments.

Of course, the writer of this didn't mean to convey the impression that everyone who bought newspaper space and put something in it was insured against loss of trade! Advertising should never be confused with mere space-filling. An advertisement in the true sense is a thing that really pulls business.

When you are advertising, you are dealing with housekeepers who are everlastingly on the lookout for anything that affects housekeeping. When they see a grocer's name printed in display type they expect to find something house-keepingly interesting above that name. "If that something is sufficiently interesting to them personally, and the grocer they usually do business with isn't offering anything as good or better, you can bank on some extra business.

There's not a great deal of use in merely stating that your name is Blank and that you are a family grocer—that statement doesn't contain anything personally interesting to your prospective customer. But if you add that you are offering some extra fine berries, of which you have only a limited quantity at the special price for one day only of 10 cents, then your ad begins to get interesting. There's any amount of proof extant that the foregoing is as true as Gospel.

A Good Example.

The Freeze's Grocery ad., which occupied 12-inch, 3-column space in the Morning Albertan, of Calgary, is a good one. Not a wasted word in it. On the day this ad. appeared, many Calgary housekeepers may have been perplexed as to what particular dainties they would have for that day's meals; but, confronted with Freeze's ad., with its wealth of economical housekeeping suggestions, doubt would speedily vanish. It's a safe bet that Freeze's ad. pulled business.

For the Country Grocer.

Some time ago the case of the grocer in a small hamlet without a newspaper was dealt with. The other day we received a most interesting and effective little circular along this line from R. W. Thomas, of Hartford, Ont.

Mr. Thomas does business in a small hamlet, the population of which is about half Indian, there being only about seventy white people on his mailing list.

His circular is issued on a sheet of coated paper, ten by eight inches in size. On one quarter of one side of this sheet is printed a half-tone of the store accompanied by its title in type.

The rest of the circular is made up of various priced items accompanied by very bright and breezy paragraphs. These are typewritten or written by hand in the first instance and duplicated as many times as required on a duplicating machine. The result is a complete little store newspaper, as attractive as it is original; and we are not the least surprised to learn from Mr. Thomas that the results from its use are eminently satisfactory.

We have only favorable criticism to make of Mr. Thomas' method of advertising, which seems to be suitable in every way to the local conditions with which he is confronted. Some of the paragraphs are exceedingly brightly written, and cannot fail to produce a favorable impression upon those who read them. Read these:

"Sal Soda—If you dissolve it in soft water it is the nicest thing you ever

used to clean the Cream Separator—2 lbs. for 5 cents."

"Bread—Don't you think it would be cheaper and easier to buy bread during the hot weather? It would save a lot of fussing around the hot stove, and then you can always depend on getting your bread nice and fresh."

"Wilson's Fly Poison Pads—Each packet has killed a bushel of flies. If properly used there will be no dead flies lying around."

"Lightning Fly Paper Poison—This works just the same as the other paper, and there are three sheets in a package."

"Tanglefoot—The sticky kind. What they have they hold."

The three fly paper paragraphs were each illustrated by crude, but effective and comical drawings of flies.

Incidentally, if Mr. Thomas is as modern in all his store methods as in his correspondence and advertising he ought to be making a great big success, as no doubt he is. With a well designed, well-printed letter head, neatly typewritten, and with a modern duplicating machine included in his store equipment he can show his heels so far as modern equipment is concerned, to most grocers in towns the size of Hartford. He deserves credit for his enterprise. But, as he says in his letter, "These things pay."

TRADE NOTES.

Dorval & Barrette, grocers, Montreal, have dissolved.

The assets of L. Sirois, grocer, Montreal, have been sold.

Adrien Morin, general merchant, St. Hubert, has assigned.

The assets of V. Gauthier & Co., general merchants, Drummondville, are to be sold.

N. J. Ellis, Meaford, spent a few days in Montreal recently and honored The Grocer by a call.

A. W. Taylor & Co., general merchants, Minnedosa, Man., sustained a loss by fire recently.

Standard Imports, Montreal, capitalized at $30,000 has been incorporated to carry on business as dealers in preserved fish, meats, vegetables, groceries, provisions, soap and chemicals. The directors are C. H. Binks, H. S. Williams, W. Bovey, J. L. Reay and Margaret H. Cooney.

R. Nash, formerly connected with Lockerby Bros. and the E. D. Marceau Co., Montreal, is now representing the Tamilkande Tea Co. Mr. Nash is known by grocers all over Canada as a tea traveler, and he has scores of friends who will wish him all success in his new position.

Green & Co., Toronto, manufacturers' agents, have recently been appointed representatives for Johnson, Baird & Co., of Glasgow, pickle makers. In addition to their other agencies the firm is disposing of considerable of the "Nation" preparations, and are also doing well with the Tilbury Canning Co.'s canned goods.

Norman Willets, the well-known Colborne Street grocer, of Brantford, has disposed of his business to Thomas Thompson. Mr. Willets has been connected with the trade twenty years in Brantford, and much success has attended his efforts. He will for a time take a rest. His successor, Mr. Thompson, has had twenty years' experience in the wholesale grocery business in Ireland. He took possession last week.

George Wilson has brought the general business of Dawson Bros., at Bell's Corners, near Ottawa, but will not take possession until March next.

The employes of the St. Lawrence Starch Co., Port Credit, held their annual excursion to Niagara Falls on July 25.

Wednesday Specials

- - at - -

Freeze's Grocery

Phone 367 **223a Eighth Ave. East**

FANCY MIXED BISCUITS—(Royal Blue) Regular 20c. lb. Wednesday special 2 lbs for 25c

EATING APPLES—Just received, a large shipment of fine apples, good for eating or cooking. Wednesday only per box ... $2.20

GOLDEN WEST LYE—Regular 12½c. tin. Wednesday special 3 tins for ... 25c.

ORANGES—Fine sweet Navals, a big snap at 2 doz. for.. 35c.

PLEASE—Order as early on Wednesday morning as possible; of course if you cannot order early why order late. We want your orders.

FAIRBANK'S SCOURING SOAP—Wednesday special, cake 10c.

BAKER'S COCOA—In ½ lb. tins Regular 35c. Wednesday special per tin ... 25c.

SALT—Windsor brand. Regular 10c. bag. Wednesday special 4 bags for ... 25c.

PINEAPPLE—Finest, large tins heavy syrup regular 20c. tin. Wednesday bargain, per tin 15c

CROSSE AND BLACKWELL'S—Marmalade, 4 lb. tins. Regular 60c. Wednesday bargain per tin ... 50c.

CROSSE AND BLACKWELL'S—Marmalade 2 lb. tins. Regular 35c. per tin, Wed. bargain per tin ... 30c.

TAPIOCA—Best quality. Regular 2 lbs. for 25c. Wednesday 3 lbs. for ... 25c.

LYLE'S GOLDEN SYRUP—Pure English syrup. 2 lb. tins. Regular 25c. Wednesday bargain per tin ... 20c.

ROWATS WORCESTERSHIRE SAUCE—Regular 15c. per bottle. Wednesday per bottle 10c

ALBERTA POTATOES — Good sound. Wednesday Bargain, per bushel, ... 60c.

PORK AND BEANS—In large tins, Regular 2 for 25c. Wednesday bargain 3 tins for 25c.

WHEN you read our ad. make up your mind you will save money by buying at Freeze's.

QUAKER PUFFED RICE—Regular 15c. packed. Wednesday bargain, package ... 10c.

LEMONS — Fine, large, juicy. Wednesday bargain, doz. .. 25c

YOU'LL save money by bringing your orders here Wednesday and get the freshest goods.

ROLLED OATS—B. & K. in 8 lb. sacks. Reg. 45c. Wednesday bargain ... 40c.

GOLDEN WEST LAUNDRY SOAP—Regular 25c. per carton. Wednesday bargain .. 20c

NEW PRUNES — Extra fine quality, regular 15c. lb. Wednesday bargain, per lb. ... 10c

LONG TOM POP CORN— For the children, a prize in each package, 5 packages for ... 5c

Extras

LETTUCE, RADISHES AND GREEN ONIONS—We have made arrangements for a large supply of the above for Wednesday at only 5c. per bunch. (They are grown in Calgary)

NEW GREEN CABBAGE—Direct from California at per pound ... 4c.

BLOOD ORANGES—Extra sweet per doz. ... 25c.

TANGERINE ORANGES—Very fine per doz. ... 20c.

FRESH CELERY—And Fine Bananas.

DEVONSHIRE FARM SAUSAGE—A large supply for Wednesday at per pound package ... 15c.

ONTARIO WHITE CLOVER PURE HONEY—In combs at per comb ... 30c. In bottles at per large bottle ... 35c.

Every Day Bargains

CLAMS—Good quality per tin ... 15c.

SALMON—Angler brand, fine red salmon, large tins only 15c

BLUEBERRIES—Golden Diamond brand 2 tins for ... 25c.

FINEST DAIRY BUTTER— 30c.

SUNLIGHT SOAP—5 bars for ... 25c.

LIFEBUOY SOAP—4 bars for ... 25c.

BRAZIL NUTS—(Nigger toes), per lb. ... 25c.

RED ROSE TEA—Red Label per pound ... 35c. Green Label lb. ... 40c. Blue Label lb. ... 50c. Try a pound, it is delicious.

MALTA VITA—2 pkgs. for 25c.

BLUE LABEL TOMOTO CATSUP—Large bottle ... 35c.

A Well-written Grocery Ad. From Calgary.

James Fraser and Ed. Windross have purchased the meat and grocery business of Lamb & Smith, Burks Falls.

The Sarnia grocers and grocers' clerks enjoyed their first Wednesday afternoon holiday recently by picnicing at Lake Huron Park.

THE CANADIAN GROCER

Established - - - - - - 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - *President*

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Address:

Macpubco, Toronto. Atabek, London, Eng.

OFFICES

CANADA—

MONTREAL - - - 232 McGill Street
Telephone Main 1255

TORONTO - - - 10 Front Street East
Telephone Main 7324
W. H. Seyler, Manager

WINNIPEG - - 511 Union Bank Bldg
Telephone 3726
F. R. Munro

VANCOUVER - - - R. Bruce Bennett
1737 Haro St.

ST. JOHN, N.B. - - - W. E. Hopper

UNITED STATES—

CHICAGO, ILL - - 1001 Teutonic Bldg
J. Roland Kay

NEW YORK - - - 544 West 145th St.
R. B. Huestis
Telephone 2430 Audubon

GREAT BRITAIN—

LONDON - - - 88 Fleet Street, E.C.
Telephone Central 12960
J. Meredith McKim

FRANCE—

PARIS - Agence Havas, 8 Place de la Bourse

SWITZERLAND—

ZURICH - - - - - Louis Wolf
Orell Fussli & Co

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d. Elsewhere - - 12s.

Published every Friday.

FROM THE WHOLESALERS' STANDPOINT.

An article appeared in these columns recently regarding the prize and subscription nuisance and advising the retail merchants to refuse to give such favors. This has caused some little comment, but the matter needs to be treated from a little different standpoint.

If it is inadvisable for the retailers to give such subscriptions to the public, why should the wholesalers be asked to do it for the benefit of the retailer. This is putting the shoe on the other foot, but its a shoe that will fit without any stretching. When the merchants' associations arrange a picnic or excursion, in ninety-nine cases out of a hundred one of the first things that is considered is the matter of getting subscriptions and prizes from the wholesale houses, and a committee is appointed to canvass them for this purpose.

The matter is just as much a nuisance to the wholesaler as to the retailer. The wholesalers in most cases grant the favor because the practice has grown so that they feel they are under a sort of obligation to do so. But it is safe to say they do it very grudgingly. In some cases the retailers' associations will offer the excuse that the contributions received are paid for in the way of advertising. There may be some pretence of giving value in this way, but in the majority of such cases, this is only a pretext to get the money, and the firms are forced into doing advertising which they do not for a moment want to do, and which will bring them practically no return.

The practice is not at all along business lines, and should be discouraged. There is too much money made out of these association picnics and outings through taking advantage of the wholesale interests. They should be run on good business principles and should be self-supporting.

A DECLINE IN SUGAR.

The decline of 10 cents on all grades of refined sugar which came rather suddenly on Wednesday afternoon was not altogether unexpected. It is thought that the refiners are doing a little speculating to stimulate buying, which is said to have been rather light at some large distributing centres. The raw markets earlier in the week showed somewhat easier conditions, and this might be used as an excuse, but for the fact that late cables from New York indicate the renewal of a stronger position. If the decline is made on the above supposition, it will only be temporary, and prices may be restored to the old basis before next issue. What will be the line of action, however, is exceedingly difficult to prognosticate. One thing may be said, however, and that is, with the heavy demand of the mid and late summer season to come, retailers cannot make any mistake by buying sugar on the present basis.

THE FARMER IS KING.

In another column appears an interview which the chairman of the U. S. Steel Co. gave the New York Herald. Mr. Gary's grasp of the business situation is so great that any opinion he may express is of value, but it is of special importance at this time when every man of affairs is waiting and watching for developments. It is of special interest to readers of the MacLean newspapers, which have for some years been urging business men—merchants and manufacturers—to draw closer to the farmer and take an active part in any movement for improving the conditions of the agricultural classes and developing the productiveness of the land. In other words, we should not be content with making and selling what is actually required, but we should be creators of business by increasing the buying power of our customers. The farmer is the business man's best friend but there are a lot of the latter who do not rise to it.

THE WEST AND THE RAILWAY COMMISSION.

Speaking in Montreal last week Mayor Ashdown, of Winnipeg, gave expression to a feeling of discontent in the West with the working of the Railway Commission and argued that a section of the Board of Commissioners should sit in Winnipeg to hear the complaints of western shippers. He protested against being put to the inconvenience of having to travel to Ottawa on every occasion when he had something to lay before the Commission. Similar sentiments were expressed by several speakers at the Western Canada Boards of Trade Convention in Medicine Hat last month. It was stated that many matters of vital importance to western interests have been before the Commission for months and that consideration of these questions was delayed by the rush of work originating in the province where the Commission sits. One or two speakers urged that there should be a western section of the Board to hold its sessions in the West and attend only to western matters, but the general opinion of the delegates was that this would be impracticable. If there were practically two Boards, one for the East and one for the West, dealing often with the same questions there might be a conflict in decisions which would lead to inconvenient results. The convention came to the conclusion that the situation would be very much relieved by the appointment of a western man on the Railway Commission and a resolution to this effect was adopted unanimously.

There is no doubt that western sentiment demands the appointment of a western man well versed as to conditions in the West and determined that western problems and complaints shall have their full share of the attention of the Commission. Such an appointment would increase the public confidence in a Board which already possesses the favor of the people of Canada in a marked degree. That such an appointment is in contemplation at the present time there is good reason to believe and it is likely that the new appointee will be able to do very much to relieve the situation about which complaints are now heard so frequently and for which Mr. Ashdown has proposed a remedy which is scarcely practicable.

Grocery News From Coast to Coast

Eastern Province Notes.

Potato Outlook Bright in New Brunswick—Halifax Houses Bringing in Ontario Hams and Bacon—Good Lobster Season on P. E. I.

ST. JOHN.

July 27.—Eggs and butter both advanced in price during the past week. Eggs are now quoted at 17c to 25c a dozen, the latter figure for henery stock. Butter is selling at from 20c to 13c for good dairy stock and as high as 28c retail for creamery. These are better prices than are usually obtainable at this time of year.

Strawberries are about done, a few late ones bringing 17c a box. Raspberries and blueberries have made their appearance and are selling at 11c to 13c for the former and 10c to 12c for the latter. New potatoes are selling at $1.10 to $1.25 a bushel. The heavy rains of last week have improved the outlook so far as the potato crop is concerned, as the long continued season of dry weather had caused some uneasiness. If weather conditions continue favorable the potato crop this year should be a record breaker.

New vegetables of various kinds are now coming in quite plentifully and the prices are becoming fairly reasonable.

Beef is quoted at from 7c to 10½c a pound and lamb is in good supply, though the price is still pretty stiff, being 18c to 20c a pound for hind quarters.

Standard oatmeal dropped 50c a barrel and cornmeal advanced slightly.

Business generally is very good for the time of year.

A. J. S. Copp, M.P. for Digby (N.S.), was in the city last week on his way home from Ottawa. Mr. Copp is recognized as an authority on fishing and he takes a keen interest in the affairs of his constituents who are largely fishermen. Speaking of the fisheries in his section of the sister province, he said the fishing generally this season had been very good. The shad fishing was not, however, up to the mark and some steps would have to be taken at once to deal with the shad fisheries. The commission which was now investigating the matter would meet in Digby on the 29th. Mr. Copp also said that another commission was to be appointed soon to go into the question of lobster fishing, etc., and a betterment of conditions was looked for.

The Charlotte County Weir Owners and Weir Fishermen's Association intend holding a picnic at St. George on August 10. A business of the association will be held in the morning and this well be followed by a public meeting, to be addressed by prominent men. In the afternoon sports will be held. The day's programme will conclude with a band concert and ball in the evening.

C. E. Starr, of Canning, N.S., who was in St. John last week, is authority for the statement that there will be a shortage this season in the apple crop Mr. Starr is interested in fruit growing in Nova Scotia and New Brunswick and is considered an authority on existing conditions as well as the prospects for the present year in fruit-growing.

Regarding the fruit outlook for this season, Mr. Starr said that in his opinion it would be about two-thirds of the average crop, taking into consideration all varieties.

The lobster season just ended has been one of the most successful for years on the north side of Prince Edward Island. The largest catch taken by a single boat was by Skipper Alex. McLaughlin, whose catch totalled thirty thousand pounds. The first lobster of the season was landed on April 20th and the last on July 10th.

HALIFAX.

July 27.—Business conditions throughout Nova Scotia are good, the grocery trade being especially so. Failures are few and collections are fully up to the average. The commission men have all the business they can handle. The strawberry season just closed has been the best for years, and there was no slump in prices, all the stock being quickly bought up as soon as it was marketed. Butter is in good supply but the price keeps up. The best creamery is quoted at 26 cents, and dairy in small tubs is selling at 24 cents. These prices are considered high by many of the dealers. Eggs are not so plentiful and in consequence the price has been advanced. Nova Scotia stock is quoted at 20 cents and Prince Edward Island eggs at 18 cents.

Stocks of local cured smoked meats are pretty well cleaned up and many dealers are now importing hams and bacon from Toronto. No local grown tomatoes have yet been marketed. American tomatoes are selling retail at two pounds for twenty-five cents. Lots of old potatoes are still on the market and the stock is in good condition. New potatoes are now coming in but very slowly. There has been a slight decrease in the price of oatmeal. It is now quoted at $6.15 to $6.30.

Chickens are on the market but those offered for sale are very small. They are quoted from 75 cents to $1 per pair.

The market is well supplied with fruit, bananas being in abundance. The quality is only fair, and the poorest stock is sold at very low prices. Pears are quoted at $3 per box and plums at $1.75 to $2 per crate. No Nova Scotia apples are on the market yet, but the early varieties will soon be along.

Boutilier & Co., of Centreville, Digby County, who are the pioneers in the kippered herring trade of Nova Scotia have recently increased the capacity of their plant and will add sardines to the lines of fish put up in future. The firm has carried on private investigations with a view to bringing their brands of prepared fish up to the Scotch standard, and their output, now largely placed in the American markets, commands prices equal to those paid for the best Scotch cure, the methods employed being identical. Two power presses, purchased in Aberdeen, Scotland, have recently been installed, by which the cans used are pressed from the sheet tin in one piece, and the entire plant in its workings is of the improved type. A private electric light plant furnishes light for the company's factory, wharves, warehouses and general store. The firm has recently adopted a cash basis for their business. They pay their help regularly and will not transfer an item on their books for goods purchased in their mercantile establishment, which is one of the largest general stores in Digby County. A. Boutilier, the head of the firm, is considered one of the most prosperous men engaged in the fish business in Nova Scotia.

The West India Liner, Sobo, which arrived here this week, landed five hundred packages of molasses, 350 barrels of sugar, and ten thousand bags of sugar.

NEWCASTLE, N.B.

July 25.—J. D. Paulin, of Newcastle, grocer, is enlarging his store on Castle Street, to accommodate his growing business.

Miss Bessie McIntosh, late clerk for S. M. Dunn, has set up business for herself in Harcourt.

F. Afton Batson, of Campobello, general merchant, has assigned to Harold C. Purves, St. Stephen.

Charles Moffat, McAdam Junction, and Luke S. Albert, of Caraquet, general merchants, have assigned.

David and Pinkhas Goldenberg, of Campbellton, have entered into partnership as general merchants.

News From Western Canada

Fernie Wholesalers Secure Favorable Distributing Rates—Disastrous Fire in Fort William—Novel Windows in Saskatoon.

VANCOUVER.

July 25.—Cured meats are stiffening up, the wholesalers and commission men giving as the reason that there is a shortage in supply. Not so very long ago light breakfast bacon was 17½c, but now it is jobbed at 19c and 20c. Premium hams were 17¾c and 18c, and now are 19½c. Premium bacon is also up a cent, being 25c to 26c. An increase is also noted in lard. When Swift & Co. and Freye, Bruhn & Co. were cutting prices two or three months ago, it dropped to 12½c, but they evidently soon saw the error of their ways. It got back to 13½c, and is now 14c, with another advance of ½c in sight.

The Empress Manufacturing Company, which lost its building by fire some time ago, is again ready for business. It is the intention to erect a cement or brick factory. This company makes a specialty of jams, pickles, extracts and coffees.

At the annual meeting of the B. C. Packers' Association, held on Monday last, the balance sheet for the last year was presented showing a fair profit, and officers were elected. The old Board of Directors was re-elected, as follows: W. H. Barker (General Manager), Aemilius Jarvis, E. W. Rollins, E. E. Evans, Campbell Sweeny, William Murray, K. K. McLaren, W. Braid, and Robert Kelly. One or two interesting features of the report were that while twelve canneries and one cold storage plant were operated, the profit was $68,146.07, a 3½ per cent. dividend being paid, the balance of profits earned being added to working capital. There is on hand canned salmon valued at $91,983.91, and there has been used in preparation for this season's pack material inventorying at $517,912.21. Stock of frozen fish in cold storage on June 27th, $23,000, and sundry accounts, $28,986.42. There was $74,901.85 owing to the banks, with outstanding accounts at the same date of $8,817.51. The report remarks that the run of sockeyes last season on the Fraser was almost a total failure, the pack being less than 60,000 cases. The total pack from all points was 139,805 cases canned salmon, 180 tons mild cured salmon, and 2,783,978 pounds of frozen salmon and halibut, besides a small quantity of cod, herring, sturgeon, etc. Quite a large part of the canned salmon was of the cheaper varieties, the packing of which shows little or no profit, the lower grades of salmon being in demand owing to the short supply of sockeyes.

Fernie wholesalers are elated over the action of the C.P.R. in granting them distributing rates. They are of the opinion the result will be to give them control of the wholesale trade throughout the Crow's Nest Pass district, although it may interfere with the business done from Nelson and Calgary. The advantage should be a considerable one.

An arrival from the Okanagan states that the tobacco crop in the vicinity of Kelowna is in fine shape, much of it being already two feet in height. There is a large increase in the acreage this year, the area being about 60 acres, as against 20 to 30 in former years. Those growing are: J. Casorso, 14 acres; Holman, Upton & Monckton, 10; M. J. Monckton, 6; T. Renwick, 3; D. McEachern, 4; J. B. Fisher, 5; J. Lytle, 5; W. J. Peterman, 2; A. Anderson, 1½; A. H. Crichton, 8; Roy Sweny, 1. Plants were supplied in many cases.

A point of interest came out before the Pork Commission at Edmonton, namely, that the reason American cured pork was imported by wholesalers in that city was because the Canadian article is inferior in keeping qualities, and was consequently unfit for the northern trade, for which the American meat was brought in. Apart from how it applies in this particular instance, the same thing is often said about other lines. A number of articles could be named in the trade which are called for by customers wanting the best, and in most cases it will be found they come from the other side of the line. The price is higher, because of duty, etc., but even that does not interfere with good business. Packers and manufacturers should learn that the best pays, and that quality should never be sacrificed to get a cheap article on the market. There is good money in the ham and bacon business in the West, and Pat Burns, the cattle king, is always crying out for the farmer to raise hogs. But unless the treatment is good, the high-class American article will continue to hold the market.

The increase in the rate on butter from $1.30 per hundred to $2.14, from Calgary to Montreal, may, if maintained, result in the shipping of more butter to British Columbia, and may even curtail production, as it will mean a loss of one cent to the shipper. This will, of course, fall back on the producer. As it is now, there is more second grade butter in Alberta than can be disposed of on the local and the British Columbia market, and the surplus has been shipped East. With a greater quantity shipped here, some interference may be made with the price of the lower grades, although the first will always be at the best figure. Good butter is never a drug on the coast market, and the call for the best is unceasing.

John Prentice, one of the pioneer commercial travelers, and now representing Nasmith & Co., has returned from a trip to the Old Country.

Fred. Richardson, not the man with the same name who travels for the Ames, Holden Co., but the man who has been a grocery traveler, and is now in business in Victoria, is again in the hospital, having been injured in a wreck in the Kootenay. Perhaps no other traveler in Canada has been the victim of more accidents, and if there is a railway or steamboat wreck in the West, one can almost bet that he is in it.

R. C. Abbott, manager of the Glenbrook creamery at Mission Junction, is much pleased over the fact that his product won second prize at the Dominion Fair at Calgary, when 26 creameries competed. This notwithstanding that the butter had to be shipped 500 miles during very warm weather. It also speaks well for the farmers of the Mission district. The Glenbrook Creamery scored 96.5 points, or one-half a point lower than the winner of the gold medal.

FORT WILLIAM.

July 25.—One of the heaviest losses by fire that has ever visited Fort William occurred on Monday afternoon, the 20th inst., when a fire, originating in a wooden warehouse at the rear of the departmental store of the John King Co., wiped out the whole of the John King block and did serious damage to the Snelgrove-Waddington block adjoining it. A heavy south gale rendered the work of coping with the fire extremely difficult and in a few minutes the premises of the King Co. were beyond hope. This company's entire stock of groceries, hardware, furniture, dry goods and liquors was a total loss. The adjoining block was occupied by Kirkup & Wilkie, grocers, whose stock was to a large extent damaged by smoke and water. As soon as the fire was under control arrangements were made for carrying on a portion of the business of both firms, Kirkup & Wilkie securing an office and entering into an arrangement with two other firms, Evans & Hayes and Hayne & Campbell, to handle their orders, until the losses were adjusted and they could re-open their own quarters. Mr. King was absent in Quebec at the time of the fire but his manager, Mr. Fraser, arranged for the renting of two stores and in one of these the wholesale liquor department was opened on Wednesday, while the grocery business was moved into the Frodsham block on May St. The King Co. has a large warehouse on the local track of the C.P.R. in which the reserve stock of liquors and groceries were carried, so that they will have considerable stock on which to re-open their two branch stores. The property on which the King Co.'s store was situated is among the most valuable of the business sites of the city, being worth from $500 to $600 per foot, and in one of the best business sites on Victoria Ave. Until Mr. King's return no plans for the rebuilding of the block have been made, but there is little doubt that he will arrange for rebuilding with as little delay as possible.

J. Teeft, of Port Arthur, has purchased the store on the corner of Finlayson and McMurray St. from A. Cal-

houn, and has put in a complete stock of groceries. This corner grocery is in the centre of a district which has recently built up rapidly and has a good population tributary to it.

Last winter a determined effort was made through the Board of Trade to promote the local growing of produce in order to get fresh vegetables at more reasonable prices than those shipped in from east and west. The freight rates serve as a protective tariff, and the local growers can always depend upon getting a much better figure than the grower in Eastern Ontario or Manitoba. As a result of the campaign a number of market gardeners have come in and have taken up land near the city. In some instances they were given the land under a five-year lease on condition that it was cultivated and in other cases they purchased the land, paying from $50 to $80 per acre. Already some result is being attained in the growing of radishes, lettuce and such vegetables, and it is expected that that there will be far more local-grown potatoes this fall than ever before. With new potatoes at $2.40 per bushel to the retail consumer the field for growing these should be an excellent one. A number of 100-acre lots have been cut up into five-acre plots for the purpose of disposing of them to market gardeners, and agents report that they are selling readily. This should not only be profitable to the gardener but should relieve the local produce situation considerably. Most of the produce thus raised is brought in and sold to the grocery trade, but the gardeners are contemplating the formation of a market and disposing of the stuff by public auction on certain days in the week.

SASKATOON.

July 24.—A fine display of Sunlight soap is to be seen this week in the grocery window of J. F. Cairns, on Twenty-first St. The window is an extensive one and the greater part of it is taken up with this display. In the centre is a pyramid built with this useful household article, and in the background is a clothes line from which hangs several articles of apparel, looking as white as snow, having probably just been washed. On the outside of this arrangement are four big arches built with large soap cartons. Mr. Cairns has just ordered a car of four hundred cases of the soap from Lever Bros., Toronto. The east part of the same window is confined to a tea display. Here Tetley's tea is to be seen done up in all sizes and is priced at 40c, 50c and 60c. In the centre of the packages is a big sign made with loose tea and lump sugar. The tea is used for a background while the white sugar forms the letters, "Tetley's Tea." Inside the store Miss Lloy conducts a tea demonstration and her stand is well patronized by the lady customers.

Correspondence from Ontario Towns

An Auto Delivery System for Chatham—Kingston Grocers Closing at 6 p.m.—London's Association Prosecuting Hucksters—Bracebridge Full of Summer Visitors.

OTTAWA.

July 28.—Preparations for the Pure Food Show, which the Ottawa Retail Grocers' Association will run in connection with the Central Canada Exhibition this fall, are about completed, and it looks as though the affair was going to be a grand success. Manufacturers from all parts of the country have taken space and they promise to put in attractive displays. A splendid new building has been turned over to the association by the Exhibition authorities for the use of the exhibitors, and this will be devoted entirely to pure food products. An attractive feature of the fair is that the exhibitors will be enabled to derive the extra advantage of the night advertising, since the building will be open during the evenings as well. Some six hundred lights will be used in the one building alone. Messrs. Forde & Johnston have just left for the West, and expect to dispose of practically all that is left of the space on the trip they are taking. The association will have full charge of the fair, and if they cannot make a success of it with an attendance of over one hundred thousand people during fair week, it will not be their fault.

Most Ottawa grocers are quite satisfied with the volume of trade that is passing. They say that business is no more quiet than it usually is during July and August.

President York, of the Ottawa Retail Grocers' Association, states that sales have been well maintained. Mr. York has the interests of the association before him at all times and makes a good chief executive.

Herb Ellis, who runs a store with his brother just across the road from Mr. York, was secretary of the association for nine years, and is another enthusiastic member. His worthy successor, A. G. Johnston, was out hustling for business when a representative of The Grocer dropped in. Mr. Johnston is always hustling. His father, with whom he is in business, is responsible for many of A. G.'s good qualities, in that he is an up-to-date grocer in his ideas, and has always shown good example in this respect.

C. J. Prevost, one of Ottawa's best-known retailers, is another grocer who spends a great deal of his time out of doors looking after his interests.

F. W. Forde, Rideau Street, gets out a very attractive little blotter every month, which seems to be appreciated by his customers. Mr. Forde is quite a valuable citizen, taking much interest in educational and civic matters. He is on one School Board.

Quite a number of Ottawa grocers were seen going around with officers of the Brotherhood of Locomotive Engineers, who held their convention here. There were some two thousand in attendance, and they left quite a lot of money in Ottawa retail stores. Walter Walby, who is the proprietor of the Cecil Hotel, an "hotel for commercial men," was the recipient of a very nice present from a section of the Brotherhood of Locomotive Engineers. Walter is widely known among traveling men who come to Ottawa.

A fire broke out at Wilson's grocery store at the corner of Frank and Elgin Streets at 4 o'clock Saturday morning, July 18, and damage was done to the extent of about $2,000. The blaze started at the rear of the shop, but the origin is only a matter of conjecture. There was a large stock of matches at the back, and it is presumed that the rats did the rest for the fire. An alarm was turned in, and the firemen were quickly on the scene. They worked hard as usual, and within three-quarters of an hour they were back at the station. A lot of the stock was saved from damage by the firemen spreading tarpaulins over the goods.

J. P. Valiquette has just opened up a drug department in connection with his grocery store located on the corner of Dalhousie and Clarence, all dispensary being done by Mr. Valiquette himself. Mr. Valiquette formerly kept a drug store in the city.

At the meeting of the Retail Clerks' Association in Foresters' Hall last week an address was delivered by Mr. John Flett, of Hamilton, general organizer of the American Federation of Labor of Canada. Mr. Flett gave a history of the labor movement, showing how it has increased and described it in its full strength as it stands to-day. He claimed the clerks were justified in their demands for shorter hours. To win their campaign he counseled the drafting of a comprehensive appeal, and the dividing of the city into districts with a number of canvassers allotted to each district. Then the enlisting of ministers and other influential men in the army to fight the battle would ensure the success of the campaign. Mr. Flett asked for personal service, strict attention to detail and combination of effort. The power was there, and if it were only exerted would accomplish the object in view. The speaker was enthusiastically received.

The flow of milk in the vicinity of Ottawa has fallen off 25 per cent. in the last four weeks, largely on account of the dry weather, and many families are now unable to obtain sufficient milk from their dealers to keep them supplied from day to day. An increase in the price of milk before September is possible.

Wm. Kipp pleaded guilty to a charge of having kept his butcher shop on Dalhousie Street open after 9 o'clock on Saturday night, July 18. The defend-

ant asserts that his shop was open only for the purpose of sending out goods that already had been purchased, the constable which laid the charge, expressed his intention of charging Kipp with keeping open another store on the same street. The case was adjourned.

KINGSTON.

July 27.—Well, the boys are talking up a big grocers' picnic for September. Like Milwaukee beer, the grocers' picnic made Kingston famous. Coburn, of Comfort Soap fame, will swear to that, and when it comes off, don't miss it if you are less than a 100 miles away. Bert Robertson is looking after the Victoria Day celebration. This will fit him for doing his share in the grocer picnic. Bert is always ready to give a hand, and does it willingly.

James Crawford brought in a car of new potatoes last week and ran them off quickly as the local market potatoes are like nutmegs in size.

Dan Dennis has been on the sick list for several weeks. We hope he will gain strength rapidly so he can help as in former years to make a success of the picnic.

David Shaw, formerly a grocer, but now of the dry goods firm of Newman & Shaw, was in a runaway accident and nearly killed. He is now on the road to recovery.

The most popular and humane movement of late in the grocery trade here is the early closing, all stores closing sharp at 6, excepting Saturdays. We are going to try 10 o'clock for Saturdays. It can be done by united effort. So could business be put on a cash basis. What rot giving credit! If a man borrowed $2 from you and tried it again without paying, you would insult him. Yet you keep on giving out your goods (cash) without a murmur. Well, what do you say, cash or credit?

George Crawford is well pleased with the broom business he bought out several months ago. It is a change from the grocery business, and it is change George is after. I hope he may have lots of it to jingle.

A few grocers are thinking of spending their holidays at the Methodist camp to lead the simple life for a time.

Lee & Kirk are doing well in their milk and store business.

Dairy butter is seldom asked for here. It is hard to get it good, and, cheap butter paper is generally used, and it is annoying. Wiarton Creamery is well thought of here, the agent handled nearly a ton last week. Eldon, Victoria and Port Perry makes have their places also in the public taste. A good ad was put in one of our local papers lately, "In everybody's mouth—Wiarton Creamery butter." A good package for campers is a 4 or 5-lb. crock of good butter.

The egg market went up in jumps, and scarcity is the word. I wrote different houses and word generally came back "Haven't enough for my own trade." Seems strange with all the incubators and patent artificial hens now in use all over Canada. The hen industry is increasing every year. Yet once in a while we get to the shortage crisis.

Death visited the home of C. H. Pickering, grocer, last week, and took their little six-year-old boy away, leaving sad hearts, which only those who have had a like experience can understand.

How many kinds of granulated sugar do you handle? It's getting as bad as baking powder. The man with the grip will soon come around with a bundle of labels telling you he will give you a brand of your own. Every grocer here sells sugar at cost or 5c advance. Of course, we have to compete against wholesalers who sell to consumers. If these wholesalers would cut out the retail sales the wholesale part would increase, because retailers do not like unfair competition. Let us hope they will. Some houses allow their representatives to sell to hotels and restaurants, which seems a questionable procedure.

Say, Mr. G.T.R., this butter is soft. It was to be sent in a refrigerator car, and it doesn't look like it. "No," he said, "it came in an ordinary car from Toronto." The same butter was sent from Wiarton and placed in an iced car there. Complaint has been laid to the Government, and I hope they will loose the lash. These large corporations take liberties and they want to get shown up at times. A new railroad company is putting in new lines around Kingston, and we may get a spur. Opposition will do good. Kingston has no main line running into it which is a detriment. A little suburban train meets all trains about two miles out from the city.

Marshall Reid, grocer, lost a valuable horse last week from paralysis of the throat.

Kingston has a go-ahead appearance this summer. The sound of the roller and crusher making roads, the miles and miles of cement walks, and about 100 new houses are in course of erection, many of them of cement. John Litton, at one time a grocer, but now a large contractor, is erecting artificial stone residences.

ST. THOMAS.

July 27.—The many readers of The Grocer in this progressive city will be interested to know that you have a correspondent and will appreciate the fact as one more evidence of its importance.

St. Thomas merchants observe the Wednesday half-holidays during July and August, almost to a man closing at 1 p.m. The grocers and their assistants appreciate the breathing spell immensely. It has had the effect of persuading the public to do all their buying in the forenoon, and helps to give the grocer a standing of more importance in the community as no business is really more necessary. This move illustrates what can be accomplished by their united action. The merchants who refused to sign the agreement to close about ten years ago and who at first kept their places of business open found after a few years that they had lost the patronage and respect of many of the citizens as the closing movement was popular from its inception, and they gradually fell in line after realizing the error of their ways. Merchants who compared their sales before the half-holidays were in vogue and since found that they did not lose business thereby, but that the customers gave their orders more quickly with less kicking and just as much was accomplished in the half-day as previously required all day.

It is surprising the number of people who cannot pay the grocer that are able to take holiday trips and at that with the easy grocer's money. How very indulgent the business men are to suffer for it, and how easy with united action on their part it could be stopped. No such dishonesty should be permitted.

Grocers in the old days had an idea that they were obliged to sell sugars at cost, but in this city they are selling sixteen pounds for a dollar, and everybody is apparently satisfied.

T. S. Poole and P. L. M. Egan, of this city, accompanied the London grocers on their excursion to Niagara Falls on the 15th.

Frank Price, wife and family, are visiting their parents in this city. Mr. Price is now one of the leading grocers of Brandon, Man., and as his father, J. H. Price, did one of the largest grocery businesses ever done in St. Thomas, his son is following in his footsteps.

GALT.

July 27.—Business in all lines is exceptionally quiet at present. Not unusually quiet, as the months of July and August are always regarded as slow months. Compared with the same season last year, however, the volume of business shows a decided advance.

The berry season is almost over, and many housewives are complaining of the high prices which obtained during the entire season. Strawberries never were less than 3 for 25c, while raspberries have never gone lower than 10c per box. A good many were sadly disappointed in buying the last-mentioned fruit. They held off until the last moment, confident that the price would drop. But it didn't, and now the good ladies are forced to hustle around and get a supply of raspberries, which are already scarce, for preserving purposes.

The apple crop in Waterloo County will be the largest in years. Fruit dealers are already offering harvest apples at 2 cents apiece.

The business men of Galt are making arrangements for a big picnic to be held in Victoria Park, Berlin, on Thursday, August 18-20. The function will be confined to merchants, clerks, their wives and sweethearts—the clerks' sweethearts, of course. At the meeting of the Retail Merchants' Association, at which the picnic was discussed, a member was loudly applauded when he made the statement that the merchants of Galt were altogether too slow in getting together to enjoy an outing. "It will be of immense benefit to us," he concluded, "to get better acquainted."

Local merchants find the handling of imported fruits unprofitable. A good

portion of the fruit is spoiled when it reaches Galt, and considerable more is lost in this manner before it is disposed of. How do the merchants in other towns find it?

Allan Deans, of the Red Front, has returned from a business visit to Hamilton.

Mr. Alex. Sloan, who recently joined the benedicts, has been honored by the people of Galt. The teachers of Knox Church presented him with a handsome gift, and the members of the congregation and Board of Managers sent along a handsome set of silverware.

LONDON.

July 27.—George W. Stevenson, grocer, Richmond St., has made an assignment to W. R. Meredith. It is said the liabilities are not very large.

Raner & Campbell, grocers, Richmond St. north, have dissolved partnership. Mr. Raner will continue the business, while Mr. Campbell has purchased the stock and good will of R. J. O'Neil, West London. The latter intends going out West.

Raspberries came in very plentiful during last week, the result being a drop in retail price to ten cents. There promises to be an unusually large crop of thimble berries.

The East-end Merchants' Association intend holding a picnic at Springbank Wednesday afternoon. Many of the downtown grocers will join them. Others will accompany the market gardeners on the occasion of their outing at Springbank.

There will be no Wednesday half-holiday next week owing to Civic Holiday coming on Monday and the Old Boys' reunion.

The McCormick Manufacturing Company's employes' annual picnic at Port Stanley on Saturday was a big success. A splendid programme of games and sports was participated in by the biscuit and candy-makers and all seemed to thoroughly enjoy the outing.

Next week the grocery travelers will be back on the road and business will begin to boom again.

As a result of the efforts of the Retail Grocers' Association three hucksters appeared before the Police Magistrate this morning. One of them, John Hopper, was fined $5 for violating the huckster by-law; that is, selling vegetables and fruit on the market in the street which they do not grow. President Shaw, of the association, told the court the grocers were greatly troubled by these hucksters, who get down in the market early and buy up supplies and the grocers are then at their mercy. The result is that the grocer has to pay a higher price than he otherwise would, and the general public also suffers. Hopper was fined $5 for using a measure with a false bottom. He had to pay over an additional $5. The other persons accused of violating the huckster by-law were a Hebrew and his wife. Neither could speak English and the services of an interpreter were called in. They were given a good lecture and warned that repetition of the offense would mean penalty; namely, a fine of $50.

Notwithstanding that this is the holiday season wholesale trade keeps very fair, warehouse staffs being kept busy filling telegraph, telephone and mail orders. Payments keep up very well. All staples are firm. Japan teas are very scarce and high; Ceylons and Indias unchanged. There is no change in sugars, though raws are a little dull. Local retailers appear well satisfied with trade conditions and with the outlook.

BRACEBRIDGE.

July 27.—Grocers from this centre report better trade during July than any month since navigation opened. Last Thursday some twenty launches from the lakes, with each owner carrying its quota of friends, visited the town and during the afternoon the streets seemed alive with up-to-date tourists. The grocers are alive to the wants of its visitors and while the streets seemed crowded with fair strangers, the stores were also each doing its share of the extra rush.

Peter Hutchison and family are sojourning at Fort Carling.

W. Hanna, of W. Hanna & Co., of Port Carling, was a visitor to town on Thursday and he reports trade improving. In conversation with him he says that since the store adopted the cash system, they find trade much better than heretofore, which speaks volumes.

GUELPH.

July 27.—The first fantastic dab at showing off Wyndham Street and the very many fancy lights on that street was demonstrated on Friday night and about 5,000 citizens came down street to see where their money was being spent. The City Hall and Wyndham Street are certainly a picture, but, great Scot, when the market opened up on Saturday morning and raspberries were $3 per crate of 26 boxes, and butter from 28c to 30c, the people began to see that Old Home Week is going to touch their pockets, and for once it pays to be an alderman or be a very near relative or a visitor.

A. M. McLaren has returned from Niagara and New York after a pleasant visit.

This is the last that will be written by your correspondent on the half-holiday either for or against, this year. It is funny after all that two of the hardest knockers are off on their holidays, one to the Old Country for two months, the other to Muskoka for six weeks, and one other about to go on an extended trip. Now, really, do those gentlemen need a half-holiday? Not by any means. But why knock some poor clerks' holidays or some grocer who cannot afford a week off? Enough said.

All roads lead to Guelph this next week, and even Earl Roberts and Admiral Kingsmill will be here. The grocers will be open all the time, and this will be our harvest. But come and see us and we will do our best to fix up a good time for you or a tent to sleep in. There is nothing doing now but Old Home Week for everybody, and it's in the blood.

The raspberry season is now practically over, and hundreds of people here have not been able to get any, all waiting for the cheap fruit. But it, like the cheap strawberries, has failed to connect. Cherries were a snap. 45c to 75c was a good price, and many more cherries were sold than raspberries. Last year the price for No. 1 cherries was $1.50, this year 50c was nearer the mark. Blueberries this year are also cheap, from $1.10 to $1.50 for good quality. The grocers, fruit dealers and wholesalers are at their wit's end to know what to do in the way of bringing in stock. Don't be afraid. The telephone and telegraph are handy, so don't load. Buy carefully and run short, rather than load up, as there is bound to be a reaction. Just go easy and buy right and no plunging. There is money in it.

WOODSTOCK.

July 27.—Since the local branch of the Retail Merchants' Association passed quietly out of existence several months ago no attempt has been made at re-organization and no move in that direction seems probable at the present time. Merchants freely admit that there is lots of room in Woodstock for an organization of the kind, but when the association was in existence it received so little support that there is not much encouragement in the recollection to stir anybody else in the organization direction.

Business among Woodstock grocers this summer has been very good. They are not complaining to any extent, though business is perhaps a little behind that of immediate previous years. A varying number of men have been out of work, and this circumstance has perhaps caused merchants to keep a closer lookout on their credit accounts. Most men, in theory, are in favor of the "no credit" system, but in actual practice, especially in a town of small size, where personal friendship counts for so much, it is a different matter to keep charge items off the books.

A grocer remarked the other day that he didn't think there were as many flies to bother people this year as there were last. It is to be hoped that their number is decreasing. There is wide room for a change. Many people who know something of the danger of disease transmission by means of flies, are in absolute dread, in getting goods from fly-infested stores. It is, of course, a difficult matter to keep them out, but screen doors, fans and plenty of mosquito netting are excellent preventatives.

There is no general weekly half-holiday in Woodstock this summer. An agitation was commenced, but it didn't succeed to any extent. In the minds of many, the half-holiday scheme, so far as Woodstock is concerned, is about played out. Jewelers, dentists, lawyers

and barbers are the only ones this summer who close up their shops or offices one afternoon each week, and on the part of the general public there is a lot of kicking about this. Some of the larger stores are adopting the practice of giving half the staff an afternoon off one day and the other half the next. This works out well and saves patrons the inconvenience of finding the store closed when they want to do business. Woodstock has to cater to the farming trade, without which Woodstock merchants would find it hard to live. It is contended, in opposition to the half-holiday, that if a farmer or his wife come to the city to shop, and finds stores closed, that the person next time will go somewhere else. Last year, grocery stores and various other lines, were closed on Wednesday afternoons, barber shops Thursdays and banks on Fridays so that farmers hardly knew when to come to town, for their supplies.

There has been a plentiful supply of fruit on the local market, but prices have been high and this, with the high prices of sugar, has been felt by the housewife. The apple crop promises to be comparatively light.

J M Ross, manager of the Woodstock Cereal Company, a South African war veteran and captain and adjutant of the 22nd Regiment Oxford Rifles, has gone to Quebec as adjutant of the composite "black" regiment, of which a company from the 22nd forms a part. Capt. Ross is a fine military man and the present acknowledgment of his ability is appreciated by his many friends here.

The opening of the new railway from Woodstock to St. Mary's, passing through Embro, is a great thing for the farmers in the district served. The road fills a long-felt want.

CHATHAM.

July 27.—Thngs are rapidly shaping themselves for the forthcoming merchants' picnic to be held on Aug. 19 at Erie Beach. Since last week the committees have been diligently at work, making the necessary arrangements and mapping out a good programme of sports for the great day.

There is some prospect that when the proposed central delivery system goes into operation, the Chatham grocers will go the Adrian and Pontiac, Mich., merchants one better by instaling an auto delivery. Now that all the main streets of Chatham are paved, such a system seems feasible; indeed, the dry goods firm of H. W. Ball & Co. have been using an auto for delivery purposes for a year and more. Quicker deliveries and an ultimate reduction in running expenses are a result.

An echo of the Ridgetown Canning Company by-law of a year and more ago has just been sounded in legal circles. It will be remembered that Ridgetown passed a by-law granting the promoters of the projected Ridgetown Canning Company certain concessions, in return for establishing a factory. The factory never materialized. Now Ridgetown has brought action against Messrs. B. V. Hole, C. B. Keenleyside and several other Londoners for a sum in the neighborhood of $550, to cover expenses incidental to passing the by-law.

Wm. Potter, the Queen St. grocer and ex-alderman, who is also Past Grand Patriarch of the I.O.O.F., was a prominent guest at a gathering of Blenheim Oddfellows on July 23, for the purpose of welcoming Grand Master, R. R. Brett, of Essex.

Smith & Jermyn have opened a new fish market on the market square. The new firm are keeping open the week round and till 10 p.m. Saturday nights and are doing considerable advertising. They deliver to all parts of the city. For many years past Chatham has been dependent for its fresh fish supply upon itinerant vendors and small boys carrying freshly caught carp and catfish from door to door. An up to date fish store supplying fresh lake fish should meet with a hearty welcome.

Chas. Burnie, of Dresden, is to be the new proprietor of Jas. N. Massey's grocery. Mr. Burnie was engaged in the grocery business in Dresden up to a few years ago, and has since been connected with W. M. Drader's factory staff in this city as foreman. Mr. Massey last June purchased W. D. Sheldon's liquor agencies, and is retiring from groceries to give his attention to the new business. He has been associated with the grocery business since his teens, and has won a wide popularity among all classes, resulting ultimately in his election to the city council, where he is now in his third year of service.

Fred Wood, who recently was compelled by ill-health to dispose of his business on Grand Ave. to Jas. H. Kadwell, is now soliciting orders for E. R. Snook. Mr. Wood has had 20 years' experience and somehow can't get away from the fascination of the trade.

W. T. Gregory is buying tobacco in Leamington and vicinity for the Imperial Tobacco Company. The price now being offered is 6½ cents a pound.

Henderson & Morriss, Leamington, have moved their bakery to the Coultis block on Talbot St. east. Their new premises are very attractively fitted up.

The new Kent Canning Company's warehouse was completed a few days ago, and is now in use.

Do grocers stop to think that in most cases they are paying meat prices for the paper in which their bacon is wrapped? The same applies to other meats, as many as three thicknesses of paper sometimes being used. Of course it is charged for as meat. The grocer, however, cannot sell it in the same way.

Another matter where weight figures is in connection with cheese. The grocer has to pay for his cheese at factory weight. After leaving the factory, it is never weighed a second time. Green cheese weighs more, however, than old cheese. Nevertheless, the grocer pays extra for old cheese on the ground of better quality and is allowed nothing for the falling off in weight, unless he calls attention to the matter. Grocers state that they have met with cheeses from 5 to 6 pounds short, though 2 or 3 pounds is a fair average.

HAMILTON.

July 27.—The optimistic feeling in regard to better trade conditions is growing rapidly in this good town. Cheering reports of good crops all over the country is putting fresh heart into all of our business men and manufacturers. Large orders are coming in from the West. All of this is very pleasing to the grocers who have been carrying large accounts on their books, and who are hopefully looking forward to the settlement of some of the old scores. The city is just closing a large contract for electric power, with the Cataract Power Co., for light and power for pumping water, which will be followed by street railway extension and equipment, giving employment to thousands of workmen. All in all, it looks more like good times here than in a decade before.

The trade miss the kindly chat of the travelers who are away on their holidays, but expect to be regaled with some tall stories about the way in which they enjoyed themselves on their return.

DEATH OF CANADIAN COMMISSIONER.

Peter B. Ball, Canadian Agent at Birmingham, Passes Away as Result of Operation.

The news was received with regret by many friends and business acquaintances this week, of the death of Peter B. Ball, Canadian Trade Commissioner at Birmingham. The end came as the result of an operation, but up to the present further details have not been received. Mr. Ball was a son of the late Rev. William L. Ball, formerly of Woodstock, and later of Guelph. His mother was a daughter of the late Peter Brown and a sister of the late Hon. George Brown. The late commissioner has done a good deal in his efforts to build up Canada's trade with the United Kingdom, and his kindness to many Canadians who have approached him in business interests is remembered in a good many quarters.

TRADE NOTES.

W. Watts has opened a grocery store in Brandon, Man.

G. A. Layton, grocer, Penticton, N.B., has sold his business to E. S. Lake.

The grocery stock of M. Asnin, Winnipeg, has been sold to L. Goldstein.

An extension has been granted Tate & Black, grocers, Boissevain, Man.

Arnold Christie has purchased the milk condensing factory at Mission, B.C.

J. M. Closson, general merchant, Pense, Sask., is succeeded by W. C. Thorburn.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Evaporated Apples—Firmer.

Sugar—Weaker.

Teas—Firm.

Dried Fruits—Bad reports.

Pork—Advanced.

Produce—Firmer.

Montreal, July 29, 1908.

There have been a few advances in prices this week, but no declines worth speaking about. Sugar, however, is rather weak and a decline would not surprise. New York refiners have dropped their prices. Wholesalers are not all of them well supplied with sugar, and a decline would induce buying in considerable quantity by many. Japan teas and Indian and Ceylon blacks are quite firm, while cheaper grades of blacks are weaker in tendency. Coffees and spices are quiet. New pack strawberries and peas are now being delivered, and appear to be giving satisfaction. Old pack canned goods are gradually being cleared off the market, and when the new stock arrives it will likely be put into empty warehouses. Some discouraging reports have been coming from California recently. Apricots are up nearly 20 per cent. and prune prices have been withdrawn. There has been an uninterrupted spell of extreme heat in that part of the country. A good crop of currants is expected, according to reports from Greece. Evaporated apples are firmer. Pork has been advanced. Butter and egg prices are a little higher, while cheese quotations are firm.

Collections are reported as fair to good.

SUGAR—Weakness characterizes the local market for refined sugars, and a decline would not surprise. There have been declines in New York this week in refined. Beet sugar is also weak. Wholesalers, some of them, are poorly stocked and a drop in prices would result in more or less buying activity. This, in turn, would have the effect of firming up the market again, especially should the refiners' stocks be of a limited nature. It is generally believed that New York refiners are none too well supplied.

Granulated, bbls	$4 90
" ½-bbls	5 05
" bags	4 85
Paris lump, boxes, 100 lbs	5 70
" " 50 lbs	5 80
" 25 lbs	6 00
Extra ground, bbls	5 25
" " 50-lb. boxes	5 45
" " 25-lb. boxes	5 65
Powdered, bbls	5 05
" 50-lb. boxes	5 25
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 50
No. 1 " bags	4 45

SYRUPS AND MOLASSES—Syrups are dull. Molasses has not changed since last report.

Barbadoes, in puncheons	0 31	0 35
" in barrels	0 33½	0 35
" in half-barrels	0 34½	0 36½
" fancy	....	0 34
" extra fancy	....	0 36½
New Orleans	0 22	0 35
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls	....	0 03½
" ½-bbls	....	0 03¾
" ¼-bbls	....	0 03¾
" 38½ lb pails	....	1 75
" 25 lb pails	....	1 25
Cases, 2 lb tins, 2 doz per case	....	2 40
" 5-lb. " 1 doz. "	....	2 75
" 10-lb. " ½ doz. "	....	2 65
" 20-lb. " ½ doz. "	....	2 60

MAPLE PRODUCTS—Trade is slack and nominal quotations rule.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 06	0 07
Pure syrup, 8½lb. tin	0 60	0 65

TEAS—Japan teas are very firm and prospects are for a well sustained market. Black teas are quite firm, both Indian and Ceylon being good value and fetching the price when of quality. Cheaper varieties are weaker in tendency.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25½
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—Fair trade is being done in coffee, the market for which is the same as it was last week.

Jamaica	0 16	0 20
Javs	0 20	0 30
Mochs	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	....	0 11½
Maracaibo	0 14	0 19

Roasted and ground 20 per cent. additional.

DRIED FRUITS—It is expected, according to Grecian reports, that the currant crop this year will be a good one, and that prices will rule about the same as last year. Those in a position to know something about the yield place the crop at 170,000 tons, but, of course, this is purely speculative, as others place it as low as 140,000 tons. So far it is estimated that 150,000 tons of currants have been shipped since the harvesting of last year's crop, against 125,000 tons which had been shipped at this time a year ago. An opening price has been made on Valencia raisins, but little activity is reported in this market as yet. Advices from California are of a discouraging nature. Continued extreme heat has altogether altered the face of things, and whereas the prospects were splendid a couple of weeks ago, things do not look nearly so bright to-day. Prunes, apricots and peaches have suffered. All districts seemed to have been affected except the Santa Clara Valley, which was already in poor condition owing to the fruit having been dropping in quantity from the trees. Apricots, which should be of large yield this year, and, consequently reasonable in price, are nearly 20 per cent. higher. Prune prices have been withdrawn. Some dealers have taken orders for prunes at opening prices and these will now be filled by the shippers at a considerable loss. Raisins look good, but little definite information has been received as to the prospects.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06½
Fine Filiatras, per lb., in cases	0 06	0 06½
" " cleaned	0 06½	0 06¾
" " in 1-lb. cartons	0 07	0 07½
Finest Vostizzas "	0 07	0 08
Amalias "	0 05½	0 05½
" 1 lb. packages	....	0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 11½
" " 1-lb cartons	....	0 14
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes	....	0 08
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.	....	0 05½
Selected, per lb.	....	0 06½
Layers, "	0 06	0 06½
Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb.	0 03½	0 04
Packages "	0 06½	0 06½
Malaga Raisins—		
London layers	....	2 25
"Connoisseur Clusters"	....	2 40
" ½-box	....	1 00
"Royal Buckingham Clusters," ½-boxes	....	1 37½
" " boxes	....	
"Excelsior Windsor Clusters"	....	5 50
" ¼s	....	1 50
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb.	....	0 32
Peaches, "	....	0 18
Pears, "	....	0 18
Prunes—		per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08½	0 09½
" " " 50-60s	0 08	0 08½
" " " 60-70s	....	0 09
" " " 70-80s	0 07½	0 08
" " " 90-100s	0 06½	0 07

SPICES—Not much activity exists in spices. Prices are quite unchanged.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 18	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground	....	0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60

RICE AND TAPIOCA—There has been no change in the rice situation since last report, while tapioca is firm in the primary market at last week's advance, and unchanged locally.

B rice, in 10 bag lots	....	3 20
B rice, less than 10 bags	....	3 30
C C rice, in 10 bag lots	....	3 00
C C rice in less than 10 bag lots	....	3 10
Tapioca, medium pearl	0 05½	0 06

BEANS—Beans rule unchanged. Foreign beans are still being sold.

Choice prime beans	2 10	2 15

EVAPORATED APPLES—There is little trade in evaporated apples, which are firmer.

Evaporated apples	0 08½	0 09

ONTARIO MARKETS.

POINTERS—

Sugar—Declined 10 cents.

Prunes and Apricots—Firmer in primary markets.

Beans—Firm.

Toronto, July 29, 1908.

The absence of the travelers on their holidays and the continued boiling weather seems to account for a somewhat quiet condition of business this week. Some firms report quite optimistically, saying that wire and mail orders have been keeping them quite as busy as usual, others are frank in admitting poor business. Everyone speaks hopefully, however, of the outlook after the harvest operations are over.

So far as changes are concerned, the grocery markets are practically dead this week. Some little excitement developed over the sugar situation this afternoon on receipt of the reduction of 10 cents made by the St. Lawrence and Redpath interests. Otherwise the situation so far as staples are concerned is absolutely featureless.

SUGAR—The advice of the decline of 10 cents by the St. Lawrence interests, followed shortly by the Redpath's early this afternoon was not altogether a surprise. While the general demand has been good here, it is said that buying in other parts of Canada has not been as brisk as desirable, and that the decline was made by these interests to stimulate buying on the part of the jobbers. Coupled with this is the report of easier markets abroad. Conditions generally are summed up by the New York Journal of Commerce as follows:

"The effect of declining European beet markets and the quiet demand for refined the past week was to strengthen the hand of buyers. As a result distressed sugars broke spot prices over 3-16c on sales of about 75,000 bags. Cuban holders generally speaking have not been pressing their sugars for sale, the stock in the island being 98,000 tons. Receipts at Atlantic ports were 14,275 tons less than estimated meltings and the stock—264,998 tons—should not carry refiners along more than two months. With only about 50,000 tons Cubas available, it is figured that 50,000 tons beets must be purchased, to say nothing of Javas. The world's visible supply is 261,000 tons less than last year. The refined sugar demand has been disappointingly light the past week, brokers and refiners alike complaining. The business moving is of a hand-to-mouth character, and it is pointed out in some circles can hardly be expected to become excited so long as distributors have no inducement to stock up. Consumption has been affected by the trade depression, particularly in the confectioners' branch, but, on the other hand, this should have been offset by the increased demand incidental to cheap and plentiful fruit and the hot weather.

It is argued that when the large refiners get ready they can stimulate buying by the old method of dropping prices and then advancing same. In this regard it should be noted that the 5.30c less 1 per cent. rate for standard granulated by the American, Howell and Arbuckle shows a margin of 108 points over raw sugars, which is full even for the summer months. There is still no indication of any change by the larger interests in the matter of making contracts, though the Federal and Warner allow 28 days' delay at the 5.40c less 1 per cent. basis.

Beet sugars sold off sharply for the old crop options in sympathy with reports from this side and better weather prospects abroad. Trade is dull the world over and besides the effects of Russian selling are feared."

It is thought by some responsible parties that the decline in Canadian refined was made with the same purpose as suggested above, to stimulate buying.

At time of writing the other refiners had not been heard from and the decline could not be noted as general. It is altogether probable, however, that they will follow suit.

How long the decline will last, considering the present situation of the markets, is an extremely difficult matter to prognosticate. This much can be said, however, that the present is a good time for the retailer to buy sugar, and no mistake can be made by buying pretty freely on the lower basis reached as a result of to-day's decline.

LATER—Late advices on Wednesday advised a decline of 10c on all grades of refined. Prices now ruling are as follows:

Paris lumps, in 25-lb. boxes	6 15
Paris lumps, in 50-lb. boxes	5 95
" in 100-lb. "	5 85
Paris lumps, in 20, 5-lb. boxes	6 90
St. Lawrence granulated, barrels	4 90
St. Lawrence Beaver	4 65
Redpath's granulated	4 75
Redpath's Imperial	4 50
Acadia granulated, (bags and barrels)	4 80
Berlin granulated	4 80
Phoenix	4 85
Bright coffee	4 80
No. 2 yellow	4 70
No. 2 "	4 60
No. 1 "	4 50

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Very little business is passing during the present season.

Syrups—		
Dark		
Medium	0 30	0 35
Bright	0 36	
	Per case.	
2 lb. Tins, 2 doz. in case	2 40	
5 " " " "	2 75	
10 " " "	2 65	
20 " " " "	2 60	
Barrels	0 03½	
Half Barrels	0 03½	
Quarter "	0 03	
Pails, 35 lbs. each	1 75	
" 25 " "	1 25	
Maple syrup—		
Gallons, 6 to case	4 50	
½ " 12 "	4 80	
Quarts, 24 "	4 80	
Pints, 24 "	2 50	
Molasses—		
New Orleans, medium	0 30	0 35
" bbls.	0 28	0 30
Barbadoes, extra fancy	0 37	0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 35

TEA—Business locally is very dull with no new features.

Thompson Bros.' weekly circular sums up the general situation as follows:

"Although no distinct change in the market has taken place during the week, the sales have passed with a slightly better feeling throughout. The total offerings of new season's teas for the past three weeks have only amounted to 6,056 packages, making it apparent to buyers that they are not likely to be over-supplied for some time, so that a more hopeful feeling is becoming noticeable. It is reported from India that the quality from Assam is improving, but owing to the exceptionally heavy rains experienced in Cachar and Sylhet the quality from these districts will hardly for a time be up to their usual standard."

COFFEE—Business locally seems to be less active this week under summer conditions.

Willett & Gray, in their weekly report, say, in part: "Owing to the fact that the Santos coffee is now arriving in fair quantities and the new crop in full swing, the Government of San Paulo has decided not to make any further sales of their holdings, either in this country or in Europe, not wishing to compete with their planters during the most active season of the crop. It is but natural that the wishes of the planters should be heeded, as the taxes raised to pay the expenses of the valorization come entirely out of the pockets of the planters. The larger receipts, as usual, make an impression upon the option markets, but after awhile the desire to obtain supplies from the new crop outweighs the effect of the large receipts, and the active business in the second half of the year more than balances the increased supplies. While the buyers in this country have been insisting upon the Santos coffee they require being described according to their wants, it will be difficult to obtain good quality until perhaps later in the season when the unripe beans disappear. Then again, as it has been so often stated, the present crop yield is the result of very irregular flowerings, and it will not be an easy matter to get the quality to which this country is accustomed."

DRIED FRUIT—Prices are unchanged and there are no new features to report in local markets. Reports from California tell of increasingly strong markets in prunes and apricots.

Prunes, Santa Clara—	Per lb			Per lb.	
100-120s	0 06		30-40,25's, 50-lb. boxes	0 07½	
90-100s, 50-lb boxes	0 06	0 07	70-80s "	0 08	
80-90s "	0 07½	0 08	60-70s, 50-lb boxes	0 07½	0 90
" " "			40-50 "		0 09

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—					
Lemon	0 11	0 11½	Citron	0 21	0 22
Orange	0 11	0 12			
Peaches, "				0 18	0 20
Figs—					
Elemes, per lb				0 08	0 15
Tapnets, "				0 03½	0 04
Bag Figs				0 04	0 04½
Currants—					
Fine Filiatras	0 06½	0 07	Vostizzas	0 09	0 09½
Patras	0 08	0 08½			

Uncleaned, ½c less.

Raisins—		
Sultana	0 09½	0 13
" Fancy	0 11	0 12½
" Extra fancy	0 14	0 15
Valencias, new	0 06	0 06½
Seeded, 1-lb packets, fancy	0 10	0 10½
" 16 oz. packets, choice		0 09½
" 12 oz. " "		0 08
Dates—		
Hallowees	0 05½	0 05½
Sairs	0 04½	
Fards choicest	0 08	0 09
" choice		0 08½

RICE AND TAPIOCA—Fair business is passing. Prices are unchanged

though one or two jobbers are offering cuts on one or two lines.

	Per	lb.
Rice, stand. B	0 03½	0 03½
B rice, 5 bag lots, delivered	....	3 05
Rangoon	0 03½	0 03½
Patna	0 05½	0 05½
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 0.½	0 06½
Seed tapioca	....	0 06
Tapioca, medium pearl	0 05½	0 06

SPICES—Business is fair with no new features.

Peppers, blk p re	0 16	0 20
" white pure	0 25	0 30
" whole, black	....	0 18
" whole, white	....	0 28
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 45	0 90
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	....	0 13
" whole	0 17	0 20
Mace ground	0 80	0 90
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25

BEANS—Ontario beans continue scarce though arrivals of imported goods have eased the situation somewhat. Reports from the bean section in Western Ontario tell of an acreage 20 per cent. above last year and of excellent prospects.

Beans, hand picked, per bush	2 10	2 20
" prime No. 1, "	2 00	2 10
" Lima, per lb	....	0 07

EVAPORATED APPLES—There is very little doing in this commodity. Prices are steady.

Evaporated apples	0 08	0 08½

HIDES AND WOOL—Wool declined 10 per cent. on future on Wesdnesday. Hides are firm and steady. Prices ruling now are as follows:

No 1 inspected steers, 60 lbs. up		0 09
No. 2 " "		0 08
No. 1 " cows		0 08½
No. 2 " "		0 07½
Country hides	0 07½	0 08
City Calf skins		0 12
Country Calf skins	0 10	0 12
Sheep skins		0 90
Horse hides, No. 1		2 50
Rendered tallow, per lb	0 05	0 06
Horse hair, per lb	....	0 27
Wool, unwashed	0 07	0 08
" washed	0 13	0 14
Rejects	....	0 10

NO BORAX PICKLE USED.

Despatch Makes Incorrect Statements Regarding Methods Used by Canadian Packers.

The following despatch from Ottawa which has been given some prominence by the Canadian dailies this week is arousing some interest among the trade in Canada:

"The Local Government Board of Great Britain will hold an inquiry into the use of preservatives by exporters of ham, bacon and other meats. The statement has been made that much of the Canadian bacon and hams sent to England is pickled in borax. The use of preservatives has occasioned considerable alarm in the Old Country, which has resulted in orders being issued for the proposed inquiry on the subject."

The statement regarding the pickling of Canadian meats in borax is certainly entirely without foundation. Local packers say that a sprinkling of this chemical is used on the outside of the packages, but that no borax whatever is used in the pickling. The statement appears to have been made by someone who has no intimate knowledge of conditions in the industry. Under these considerations the story does not seem to have much validity.

OUTLOOK IN THE UNITED STATES

New York, July 15.—E. H. Gary, chairman of the U. S. Steel Co., the greatest business concern in the world, when asked to express an opinion on the business outlook in America, said:

"In looking into the future, from commercial and financial standpoints just at this moment, we happily are forced to take into consideration the condition of the crops, and crop prospects are excellent, I might say wonderful.

"There lies the key to the situation. Enormous quantities of corn, wheat and oats are to be harvested and marketed, and that means that the railroad companies must prepare to handle those products. I say 'must' because there is a certain element of compulsion in the proposition.

"The railroads must move the grain and other farm products.

Cause and Effect.

"They can adapt their equipments to the circumstance, either by the use of their surplus or by borrowing money, and we know that they can now borrow plenty of money if they need it. Thus, if you care to follow the line of cause and effect, you can see that the demands on the railroads mean added demands on the steel plants in the matter of materials as well as on hundreds of other branches of industry and manufacture.

"To get right down to the foundation of fact, it must be said, as on many other similar occasions, that the farmer is the king of the steel corporation's output, as the railway companies take about one-third. I will add this in connection, that the demand for structural iron is increasing all over the country and the tin plate department is also very active. Here again you can trace the demand back to the farmer and the gardener, whose products fill the cans for the year's consumption.

"The general condition is like that of the great wave breathing confidence and solidity sweeping from the middle west and west over the recently afflicted east."

WAS FORMERLY TORONTO BROKER

Wm. Dane, Father of Fred Dane, of Dane & Co., Passed Away in Ireland.

News was received with regret among the trade in Toronto this week of the death of Wm. Dane, father of Fred Dane, grocery broker, Belfast. Mr. Dane, who was in his 78th year, had been ailing for some time, and was at a seaside resort for the benefit of his health when the end came. Some years ago he was a familiar figure on the street in Toronto, having carried on a brokerage business for a number of years, leaving for Ireland about 14 years ago. Fred Dane is the only son, but three daughters survive in Ireland.

T. E. Hartley, of Kearley & Tonge, the London tea merchants, has been in Toronto this week, and is spending some weeks in Canada, looking over business prospects.

PIMENTO OR ALLSPICE.

Is the dried, unripe berry of the pamento tree, known as Eugenia pimenta or pimenta officinalis. The trees is a fine evergreen, growing 20 to 30 feet high, of the myrtle bloom order, very common in Jamaica, the West Indies and South America. Its leaves are of oblong or oval shape, of a deep shiny green color, and about four inches long. It is largely cultivated in plantations called "pimento walks," but grows to perfection in a wild state in Jamaica, whence British importations have been mostly derived, hence the name Jamaica pepper.

The berries are light and brittle, of roundish form and crowned with the remains of the calyx, generally in the form of a raised, sear-like ring. Each horn contains two dark brown reniform seeds. They are called "allspice," from the fact that they have the flavor of cinnamon, cloves and nutmegs combined. The corns are about the same size as huckleberries, and are sometimes adulterated with mustard husks. There are also inferior kinds, such as pimento acris.

LET US HAVE THE SIGNATURES.

A couple of anonymous letters have been received at this office recently bearing on different phases of the situation in the trade. We should be glad to publish these, but cannot do so unless the writers will make their identity known. In cases where the writer does not wish his name made public this can easily be arranged, but all communications must bear the writer's name as evidence of good faith before they can be considered.

TRADE NOTES.

The general store business of F. Eckle has been sold to W. J. Seed.

Chattel mortgages are in possession of the grocery store of E. H. McMillon.

A. G. Fleming, of T. Kinnear & Co., Toronto, is enjoying the cool breezes at Sparrow Lake.

A meeting of creditors of the Farmers' Exchange, grocers, Vancouver, has been called for an early date.

Ted Bailey, of the Dixi H. Ross Co., has entered into partnership with J. Blomquist, grocers, Victoria.

F. Anderson, city traveler for T. Kinnear & Co., Toronto, is holidaying at St. Thomas and Tilsonburg.

W. J. Parkes, of the Todhunter, Mitchell Co., Toronto, is spending a week or so holiday at Windermere.

F. W. Hudson, of the Canada Brokerage Co., Toronto, was in Cobalt and Latchford for several days this week.

BUSINESS CHANCES.

GENERAL BUSINESS FOR SALE OR RENT—Turnover $18,000; good farming and dairying district east of St. Thomas; all new stock. Immediate possession. Satisfactory reasons for selling. Apply Box 207, CANADIAN GROCER.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, July 30, 1908.)

POINTERS—

Salmon advancing.
Reduction in canned tomatoes.
Corn syrups reduced.
New Japan teas arriving.
Cocoa and chocolate reduced.

Winnipeg, July 25.

In spite of dog days there is considerable activity in wholesale grocery circles and the business outlook is very bright. Crop reports continue very encouraging. One or two districts in Manitoba complain of drought but upon the whole the crop outlook is by far the best in years and it is confidently expected that the returns will be sufficiently large to compensate for the disappointments of last year.

Cohoe salmons are advancing. This is a year of a short pack and prices will be high. Gallon tomatoes have been reduced. New Japan teas are arriving and they are quoted at about the same scale of prices as last year.

CANNED GOODS—A reduction is announced in the new prices of gallon tomatoes. The canned goods situation continues very interesting and further developments may occur at any time. The local wholesale houses are getting a special line of corn, tomatoes and peas from the Canadian Canners to sell at 20 cents per case less than "group 2." Only 25 per cent. of their orders for this grade are being filled and therefore they cannot guarantee delivery in all cases.

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27½	2 25
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's lobe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 12½	2 10
2's black, heavy syrup "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40
Strawberries (new), per case	4 05	4 00
Raspberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
4½-oz. "		4 75
5-lb. tins, each		0 59
7-lb. "		0 80

—1908 Pack for Delivery Later—

Apples—3's standard per case	2.44	2.34
" Gallons, standard "	1.55	1.52½
Cherries—Red pitted 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	9.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie unpeeled gallons	2.42½	2.40
" pie peeled gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe l. s. 2's		2.78
" Globe l. s. 3's		4.14
Plums—Damson l. s. 2's	2.28	2.18
" Lombard l. s. 2's	2.28	2.18
" Greengage l. s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red gallons	3.80	3.77½
" black 2's	4.18	4.08
" black gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Beans (new) per dozen—		
golden wax, "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per case		7 78
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 63

1908 Pack for Delivery Later.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.98
Peas—		
No. 4 standards 2's	1.88	1.78
Early June 2's	1.98	1.88
Sweet Wrinkle 2's	2.18	2.08
Extra fine sifted 2's	3.08	2.98
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.34
Tomatoes—2's	2.08	1.98
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case		2 50
" 2 " " " " "		1 90
" 3 " " " " "		2 50
" 1 " tomato sauce, per case		2 50
" 2 " " "		1 90
" 3 " " "		2 50
" 1 " Chili "		2 50
" 2 " " "		1 90
" 3 " " "		2 50
Soups, per doz		1 25
Corned beef " 2's per doz.		3 10
" " 1's "		1 65
Roast beef		
" 1's, per doz		1 65
" 2's, "		3 10
Potted meats, ½'s, per doz		0 55
Veal loaf ½ lb., per doz		1 25
" 1 lb. "		2 50
Ham loaf ½ lb. "		1 25
" 1 lb. "		2 50
Chicken loaf ½ lb. "		1 85
" 1 lb. "		3 50
Lunch tongue 1's, "		3 65
Sliced smoked beef ½-lb. tins, per doz		1 80
" " 1-lb. tins, "		3 10
" " 1-lb. glass, "		5 35
Chipped " ½-lb. tins, "		1 45
" " 1-lb. tins, "		2 50
" " 1-lb. glass, "		0 05
Sliced bacon, 1-lb. tins, "		3 10
" 1-lb. glass, "		3 25

SUGAR—

Montreal and B.C. granulated, in bbls	5 40
" " in sacks	5 35
" yellow, in bbls	5 00
" " in sacks	4 95
Wallaceburg, in bbls	5 30
" in sacks	5 35
Berlin, granulated in bbls	5 20
" " sacks	5 25
B.C. qunnies granulated, 5-18's to bale, per cwt	5 45
" " 5-20's " "	5 45
" hard pressed lump, 25's, per cwt	6 55
" " " half bbls., per cwt	6 90
" icing	6 20
" bar sugar	6 90
Icing sugar in bbls	6 00
" " in boxes	6 20
" " in small quantities	6 50
Powdered sugar, in bbls	5 70
" " in boxes	6 00
" " in small quantities	6 05
Lump, hard, in bbls	6 35
" " in ½-bbls	6 35
" " in 100-lb cases	6 35

SYRUPS AND MOLASSES—Corn syrups have been reduced 5 cents per case. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 50
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 70
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 30
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	2 65
" 40 " " 80	2 70
" 20 " " 80	2 80
" 8 " " 80	3 10

CORNMEAL—The price is advancing and local quotations are now as follows:

Cornmeal, per sack	2 05
" per ½ sack	1 05
" per bale (10, 10's)	2 40

BEANS—White beans are advancing in price and some houses are now asking $2.50 per bushel for hand-picked, and $2.35 for 3-lb. pickers.

POT AND PEARL BARLEY—Pot barley, $2.80 per sack. Pearl barley has declined and quotations now are $4.05 per sack and $2.10 per half sack.

MAPLE PRODUCTS—

Sugar, 25 lb. boxes, ½s. and ¼s	3 00
Syrup gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 55

FOREIGN DRIED FRUITS—New apricots to arrive in about two weeks' time are quoted at 9¾c for standards and 10¾c for choice.

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 00
Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 90
" " " 14's	1 05
" " selects " 28's	2 20
" " " " 14's	1 15
" " layers " 28's	2 25
" " " " 14's	1 20
California raisins, choice seeded in ½-lb. packages per package	0 07
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 08
" 4 " " "	0 08½
Prunes 90-100 per lb	0 05½
" 80-90 "	0 06
" 70-80 "	0 06½
" 60-70 "	0 07
" 50-60 "	0 08
" 40-50 "	0 08½
" 30-40 "	0 09½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 07
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Uncleaned vostizzas, per lb	
Wet cleaned " "	
Pears, per lb	0 12½
Peaches, per lb	0 12
Apricots, standard, per lb	0 09½
" choice, per lb	0 10½

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Winnipeg Correspondent.

Winnipeg, July 25.—The situation of the crop, which is the big factor at the moment, continues to be of the most satisfactory character, in fact, it could hardly be more so as the weather throughout the week has been hot with light, cool winds and occasional showers, and the reports are continuous that the wheat is well headed and beginning to fill in a most satisfactory manner. There are damaged spots, of course, but just at present the most cautious are figuring on a crop of from 105 to 110 million bushels, and this would be more than sufficient to set the country humming like a hive of bees. Indeed, it is pretty well doing that at the present time for trade is certainly brisk with the wholesale houses, the railways are getting everything ready for a rush movement once the harvest is on, and the Free Press of Winnipeg is getting everything underway for its annual inspection, which has now begun to be regarded as the authoritative statement on crop conditions for the year. The fact that the election for the Province of Saskatchewan has been set for the 14th day of the month, is an indication of the time when harvest is expected to be general in that Province, which is always a little later than in Manitoba.

Barley harvest will be general in Manitoba in another ten days, and there are a few barley fields that will be cut during the coming week.

The live stock market is active, but with lower prices. The receipts for July have been enormous, running in some instances over 5,000 a week, and though the drop in the British market has lowered prices, more especially for export cattle, there is still a good margin in the prices offered. The drop has had one good effect and that is to keep back on the ranges some of the cattle that were not too well finished and which ranchers had a tendency to rush forward while prices were high. The market for butchers' cattle is depressed owing to heavy receipts, for, of course, the steers spoken of as too light for export, when they get to Winnipeg are thrown into the butchers' class and there is not at present sufficient consumptive demand to clean up the stocks coming in.

Hogs are coming in in fair numbers, but the demand is good and the price advanced another ¼ on Friday, making the price for tops 5¾, off cars Winnipeg, with 6c paid for occasional lots of extra choice.

Winnipeg is feeling the effect this summer of the mad rush to sell feed and dairy cows last fall, of which mention was made at some length in these columns. The make of butter has been very light all season, and the prices high, and it looks as if butter would be both scarce and dear next winter.

The make of cheese is also light and prices have held high all season. There are not wanting signs that the lesson of the cows has been laid to heart, for there are a large number of farmers not only trying to buy cows this season and making preparations to go into butter making for another season, but those who have cows show a determination to hang on to them. There have been larger exhibits of choice dairy cattle at the fairs and the owners of pure bred dairy stock report a very good demand for both cows and heifers.

The milking shorthorn is receiving more attention than has been the case for some time, and there were some very successful sales of Holsteins following the Winnipeg, Brandon and Regina Fairs. The present shortage will be worth putting up with if it brings forth fruit such as this.

The general revival of trade seems to have stimulated interest in Western stocks, and the inquiry has been good all week, while a number of Western stocks were listed in London. This comprised £1,500,000 four per cent. City of Winnipeg bonds, and £113,700 five per cent. City of Regina bonds. Several Western school districts are calling for tenders for their debentures.

ENJOYED ANNUAL PICNIC.

Employes of E. W. Gillett Co., Limited, Toronto, Have Jolly Outing at Bond Lake.

Bond Lake, on the Metropolitan Railway, is the Mecca of many a happy picnic and excursion party from Toronto. It is safe to say that this year no more pleasant gathering has been held on this lovely spot than the second annual picnic of E. W. Gillett Co.'s employes on Friday, July 24. As was advised on the programme "everybody looked pleasant" and this was the case, through the day, with exception of the little upset during the ladies' 50-yard dash. Three special cars took the excursionists, numbering one hundred and eighty, at 9.30 and 10 o'clock from the North Toronto terminus and safely landed all at 11 o'clock. President Wm. Dobie and his various committees of games, sports, etc., officered by Assistant General Manager G. H. Macfarlane, Treasurer J. R. Kirkpatrick, Secretary Geo. Hepburn, Sales Manager C. E. Moyle and Superintendent of Factory A. P. Craig were on hand and looked after the comfort and happiness of everybody. Even The Grocer representative was assigned the pleasant (?) duty of umpiring the baseball game between the office staff and factory team.

Oh, yes, Harry Barker, of Harry Barker Company, served the dinner and lunches. Nuff Sed!

One of the most novel features was the engagement of Sousa's Band (from the Ward) and in the absence of the renowned Phillip, the crank was turned ly Signores Spaghetti and Fidelini. Besides the above, D'Alessandro's string orchestra of five pieces furnished the best of music. Sousa's Band, by the way, came in and went out to the park on the way freight. This was a new advertising stunt of Phillip's.

Like everything that E. W. Gillett Co., Limited, do, the picnic programme was a novel and well arranged one, systematic arrangement being evident in everything. After the various games were run off Mr. Dobie, at the conclusion of supper, presented the prizes to the successful competitors. The list of events and the winners were as follows:

LADIES' CONTESTS.

1. Needle Threading Contest—1st, Violet Gostlin; 2nd, Bessie Ferguson.
3. Potato (on spoon) Race—1st Minnie Burkholder; 2nd, Bessie Moore.
5. Throwing Baseball—1st, Edith Elton; 2nd, Florence McTavish.
7. Nail Driving Contest—1st Flossie Robertson; 2nd, Annie McTavish.
9. 50-yard Race—1st, Edith Elton; 2nd, Bessie Ferguson.
11. Biscuit Contest—1st, E. Hawkes; 2nd, Ethel Tetley.
13. Married Women's Race—1st, Mrs. Wells; 2nd, Mrs. Thom.

MEN'S EVENTS.

2. Sack Race—1st, H. Farquahar; 2nd, Ed. Langevin.
4. Three-legged Race—1st, Ed. Fisher and Arthur Kemp; 2nd, Gordon Holland and Thos. Reynolds.
6. Putting Shot—1st, J. M. Thom; 2nd, Arthur Kemp.
8. High Jump—1st Wm. Tonkin; 2nd, Geo. Edmunds.
10. Boot Race—1st, L. H. Ray; 2nd, Alf. Chaddock.
12. Hop, Step and Jump—1st, F. Osborne; 2nd, W. Tonkin.
14. Married Men's Race—1st, C. Smith; 2nd, W. Miller.
15. 100-yard Dash (open)—1st C. E. Moyle; 2nd, J. M. Thom.

Baseball game won by factory team.

Tickets for a free ride on the electric launch were presented by Mr. Dobie and many took advantage of the trip on the lake.

The return journey was made at 7.30 and everyone acknowledged a happy and pleasant outing. The Grocer, as well as the Gillett employes, owe their thanks to Mr. Dobie for a delightful outing.

TRADE NOTES.

Erratt, Walter & Co., Englehart, have assigned.

Matthew Macfarlane, grocer, Ridgetown, has assigned.

The general store of the John King Co. and the grocery store of Kirkup, Wilkie & Co., Fort William, were burned last week.

The Canadian House of Commons committee is informed that the condensed milk industry is making considerable growth in Canada.

"Men Who Sell Things"

The Value of Faith in Salesmanship—Faith in Oneself and to One's Firm—Power of Persuasion Depends Earnestness and Enthusiasm—The Dynamo and Its Practical Application to the Business of Selling—Look Out for New Ideas.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER XII.—(Continued.)

No Profit From Impatience.

The trouble? Impatience, that's all—the common fault of most young men who want to get on in the world. Impatience is about as useless a thing as any young man can encumber himself with. It produces no end of worry and absolutely nothing in the way of profit.

The trouble I was experiencing was due to impatience, and was for the most part an imaginary and not a real trouble.

If there was discord in our work together, it was simply and solely because I was continually anticipating something of the sort—as the boys would say, "sort of egging it on in my mind."

I worked on in that mental atmosphere for several months, chafing inwardly at this chimerical enmity between the men and their manager, at the same time putting on the best front I could muster.

Finally, one morning I had an awakening. It was a rude shock, but it did the business.

While speeding along on an "L" train to the office, I began to arraign myself something after this fashion:

"You're a nice sort of sales manager! You preach faith continually to your men, and you haven't a drop in your own veins. You're not willing to meet your men half-way on confidence, while expecting every man jack o' them to give to you, a stranger, the fullest degree of that precious article. Here you've been building up trouble for yourself in your mind all these months on account of the sins of the other fellow, when the trouble lies entirely with yourself. Now, this can't go on much longer. This whole business is mere mental moonshine, if you only had good horse sense enough to realize it.

"There's nothing in the world the matter, excepting with yourself. Sweep the cobwebs of distrust out of the place where your grey matter is supposed to be—and likewise the despondency out of your mental atmosphere, and things will look different.

"You are doing good work. You have heard no complaint from headquarters. Your methods are all right. Both will win out in time if you'll give them a fair chance. Now, brace up and have faith in your house, your men, your proposition, and yourself.

"That's all you need—just faith, coupled with good horse sense."

There was no rebuttal evidence. The examination finished, on reaching my office I rested the case, and that was all there was to it.

From that hour, things took on a different hue. Everything connected with my department moved forward with a vigor and a satisfaction that were reassuring, to say the least.

That mental blue-print of myself was my salvation, and added immeasurably to the comfort and well-being of all concerned.

It's a great thing to have faith in yourself—not too much, but enough to keep you from slipping backward in the race for success.

An Interesting Incident.

The famous Glasgow clergyman, John McNeil, while preaching in Chicago during the World's Fair year, wishing to emphasize the value of faith, related the following rather remarkable incident which occurred in his career as pastor. Said he:

"Many Christian people have their prayers only half answered because they have not sufficient faith that they will be answered in full. Let me illustrate that.

"During my pastorate of a certain church in ——, we had occasion to make extensive repairs, and the church was heavily in debt. It worried me a great deal, and I made it a subject of much prayer. A stranger called on me one day in my study, and to my utter amazement he said: 'Mr. McNeil, you do not know who I am, and it does not matter. I understand you have a debt on your church that you are anxious to pay. I have heard a great deal about you and the work you are doing, and I want to help you with that debt.'

"Taking a check-book out of his pocket, he tore out a blank and laid it before me on my desk. 'There,' said he, 'fill that out for the amount you require, and I will return later and sign it,' and he was gone before I could stop him.

"I sat there looking at that blank check, failing to comprehend what it all meant. 'Surely,' said I, 'he does not realize that the amount of our debt runs into thousands of pounds sterling. He would never give that much if he knew. But he told me to make it out for the full amount. No. He couldn't have known. I'll put down half the amount. I am afraid when he sees how large it is he will not sign even for that amount.'

"After a little the stranger returned, asked for the check, and with scarcely a glance he affixed his signature, took up his hat and left without another word.

"Mechanically I looked at the bit of paper, felt it, searched it; at last the name drew and held my gaze. With peculiar force the truth dawned upon me, and likewise the genuineness of the check. The signature was that of a wealthy and philanthropic man whose generous acts were well known to me, although I had never met him before. When I realized that he meant what he said, and could easily have paid the whole amount of the debt, I said, 'O man of little faith! I will never doubt again.'"

That story is a faithful picture of many men in the business life who fail to take opportunity when it is offered.

To every salesman opportunity opens the door to success. Those who perceive and enter gain the treasure. To those who do not heed, opportunity says:

Master of human destines am I;
Fame, love, and fortune on my footsteps wait;
Cities and fields I walk; I penetrate
Deserts and seas remote, and passing by
Hovel and mart and palace, soon or late
I knock unbidden once at every gate.
If sleeping, wake; feasting, rise before
I turn away. It is the hour of fate,
And they who follow me reach every state
Mortals desire, and conquer every foe
Save death; but those who doubt or hesitate,
Condemned to failure, penury, and woe,
Seek me in vain, and uselessly implore.
I answer not, and I return no more.

—John J. Ingalls.

Successful salesmen—those who make territories yield a permanent, profitable business, the sort who "wear" well—must and do possess strong positive force.

Doubt befogs mind force. Indecision crucifies precision of action.

Inoculation of doubts in the salesman's mind poisons his enthusiasm.

Persuasion Depends on Enthusiasm.

There is little doubt that the degree of a man's power of persuasion depends upon his earnestness and enthusiasm.

Persistently thinking right means persistently acting right.

The true salesman learns what kind of thoughts count; he thinks them, acts them, until they become a part of his being, forming the directing force in his success.

The right kind of salesman begins by training himself. From the first mistake in the first town of his first trip until he lays down his grip for the last time, he is in constant training.

Early in his career he discovers—and what a power that discovery is!—that the same tactics he would employ in training his horse would, if used upon himself, secure him against doubt and failure.

Over and over again with infinite patience and determination, he declares to himself with spirit, "I will" and "I am"—until he comes to a thorough belief in his power to win men and sales. Right thinking and right doing—those are the means by which he keeps his name at the top of the sales list.

The right kind of salesman has no fear of opposition, whether it be from his customers or his competitors.

How well he knows from experience in his early days that to listen to rebuff with his ears that hear is but to succumb to a greater force than he himself possesses! Sharp thrusts received in the school of experience cause him to be watchful. Constantly he cultivates the thoughts and habits in himself that teach him how to parry successfully all negative influence from within or without.

Success From Optimism.

All successful salesmen are optimistic. They see only the side of things that wins, and recognize no superior among competitors. The real salesman so schools himself that he is able to sell a poor line of goods on a poorer territory, solely upon the strength of his own personality. What a mighty human dynamo he is when he finds his lot cast among circumstances wholly congenial! And so the world about him always moves onward to better and bigger things; slowly but surely he leaves behind to rust and shrivel and die every adverse suggestion, everything that has tended to lessen his power.

It is lack of brain activity that keeps the class of salesmen that go round and round and round, year in and year out doing things in the same old way, always hugging the despicable place at the bottom of the sales sheet.

It is lack of the kind of brains that work and dig and sweat till they find a way to get things done, brains that go to the bottom of things, brains that are always looking for better things, brains that never give up a problem till they find a way to solve it.

The Human Dynamo.

In mechanics to-day the electric dynamo stands as the highest development of mechanical power. Among salesmen the highest is the human dynamo, the man whose brain is charged with dynamic force; whose heart is on fire with enthusiasm and push; who leads the strenuous life and likes it; who is always dissatisfied, always fighting for bigger and better results; who sets his goal-post far out in the field of endeavor, and knows no rest until he reaches it; who is on the keen scent for newer and better ideas to help him in his work; who is willing to sweat blood to get what he wants; who believes the head of his house and his manager know as much as he does; who believes the credit man will give both himself and his customers a square deal; who believes that the buyers of the establishment that pays him his salary know as much about buying goods as he does about selling them; who knows that the goods of his house are good goods, the right kind, and will sell, and that he can sell them; who spurns the habits of indifference, of shirking, of mischief-making, of arrogance towards customers, of mutual jealousy the "click" habit; who avoids, as evidence of weakness, such thoughts as "Oh, what's the use? The sales manager's got it in for me. He's a dreamer, anyway. I always get the worst end of everything, no matter what I do." The model salesman avoids, as worst of all, the habit of fault-finding and criticism of superiors. He is the kind of salesman that forms the title of this chapter. It is that kind, and no other, that gets the big prizes in the business game.

What are you, Mr. Salesman?

A human dynamo, or just a common member of the Sons of Rest? Never mind the other fellow—how is it with yourself? That is the question.

Are you cultivating confidence in the value of your own ideas, and in your power to use them? Did it ever occur to you that you could do as well as others, if you would only bring yourself to believe it?

I have observed in many successful salesmen the desire and willingness to grasp at every good idea from any source that will aid them in making sales. The humblest men in our profession are those who are at the head.

Get Good Ideas Everywhere.

I remember on a certain occasion issuing a statement to our traveling force which was intended to inspire in them an optimistic survey of the month upon which we were about to enter. The statement contained facts and figures of the month just ended, showing the percentage of increase in various departments, and wound up with a forecast of the month to come as viewed from the standpoint of the managing staff. The men were all in from the road, winding up a period of house trade, and about to depart for a "filling in" trip.

A few minutes after the letter had been distributed, I chanced to saunter down "Salesmen's Row," the name the stock-boys had given the aisle that skirted their long row of desks. My approach was unnoticed by a group of salesmen clustered about the desk of one of our "Sons of Rest." who happened to have the distinction of being the ringleader of a small coterie of professional critics.

He was reading aloud to the others from my statement, and had reached the part concerning the forecast of the coming month when he laid the paper down and in a tone of withering sarcasm said, "Umph! The idle dream of an office man."

Catching the exclamation on passing, I wheeled and squarely faced him. Perceiving me standing there for the first time, he became confused. His eyes sought the floor as he blurted out, "A fine letter, sir, and right to the point. Hit the nail right on the head. Yes, sir, hit the nail right on the head."

Six weeks later the man who led the force in point of sales and general efficiency bustled into my office, just in from his trip. Warmly extending his hand, he said in tones of deep appreciation:

"That statement you compiled just before I left home did the business. It helped me wonderfully. It was tough work landing business this trip; but on one occasion when I had sweat blood with a dealer in my sample-room without being able to sell him, I pulled out your letter and read it to him. Stamped as it was with the authority of the house, it made an impression, helping me to get some hard orders that otherwise I would have lost. Send me that kind of stuff as often as you get it out."

His attitude coupled with that simple statement, furnished the key to his success, namely, that he was alert, and made use of everything that could possibly contribute to his success in salesmaking.

A day or two later brought in the other man, the leader of the Order of the Sons of Rest. As may easily be imagined, he reported a poor trip. He had all manner of excuses to offer for his failure. Failure and excuses go together.

If such salesmen could only read what takes place in their employer's mind when weighing the salesmen on his staff, one against another, there would be at least a slight hope of their being graduated from the Order of the Sons of Rest, but their untrained powers of calculation do not admit of their philosophizing so far.

Believing the opportunity was at hand to arouse Mr. S. O. R. Van Winkle from his state of selling-lethargy, I asked him whether or not he had found the statement issued by the sales department just before he left of any use to him on his trip. He looked perplexed, scratched his head, and remarked that he could not remember just what statement I referred to. There were many statements issued. He thought he could find it in his grip, where he carried all current mail from the house; he would look it up when he returned home that evening.

"No matter. Let it go, let it go," said I. "It's too late to use it now, but let me remind you that that little piece of paper you misinterpreted to your fellow-salesmen as 'An idle dream of an office man' helped one of our men to increase by a goodly margin, while you have been idling along in an atmosphere of self-satisfied self-efficiency, which has amounted to nothing more than inefficiency."

The salesman who hopes to get on in the world comes to know sooner or later that

Knowledge is proud that he has learned so much;
Wisdom is humble that he knows no more.

(To be continued.)

PRESTIGE.

Prestige is defined as the influence which arises from reputation. That being the case, it naturally follows that anything which effectively spreads a firm's good reputation is a direct aid to prestige. Most travelers prefer to work for a firm which has prestige with the trade. The very weight of a name often helps a good deal. All concerns which persistently advertise in a good trade newspaper have more or less of prestige with the trade; because the fact that a firm persistently advertises is convincing evidence to the retailer of that firm's progressiveness and prominence in the trade. No use talking; live trade newspaper advertising, does tend to make the travelers' path easier to tread!

A GROCER'S "SUNFLOWER" WINDOW

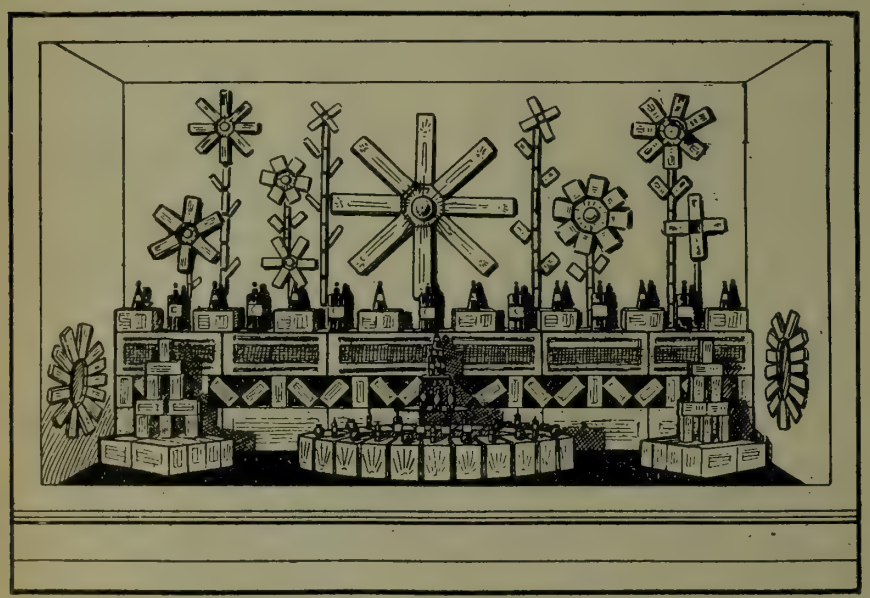
A Timely Hint for an Attractive Summer Display—Bottles and Cartons Furnish the Material for an Effective Showing.

Sunflowers are coming out now in all their glorious yellowness. Just the time to get in an applicable window which will make people think of them, and at the same time be a thoroughly good attraction, both for your store and the goods displayed. The engraving shown herewith suggests a sunflower window, which, as well as being timely, is attractive and offers opportunity for good work in the window. The sketch and suggestion appeared recently in the Modern Grocer.

The wall in the background is made of boxes and cartons, topped off with bottles. The stars, built of cartons, are tacked to the background as are also the stems, which appear to support them. A few cartons are placed along the stems to suggest leaves. Where a good many cartons are used in the circle the effect suggests a sunflower immediately.

A circle of boxes is built in the centre of the floor space where each box is crowned with a bottle or a jar. In the centre of this circle of boxes is a pyramid of bottles towering up well above the floor display.

A couple of pyramids—one at either side of the window—are made of cartons. The background effect is an easy way to lend height to the display in a simple way, entailing very little work and very little stock.



Suggestion for a Sunflower Grocery Window.

CHANGING WINDOW DISPLAYS.

If you have a window in your store, study how to get the maximum of advertising value out of it. See to it that it is changed at least once, and, if possible, twice a week. Remember that the possible customer is frequently attracted or repelled by a window display. She sees the window before she sees the interior of your store. It is most important that the outside of your shop should be made inviting in every way.

When you meet a person you look first at his eyes. When you meet a tea and coffee store, you look first at its eyes—the windows. If the "eyes" are interesting and suggest possibilities, you have a natural desire to know the possessor better. Look to your windows.

ELECTRICITY AS AN ADJUNCT.

Don't let the item of increased expense stand in the way of your having electric fans in your store during the hot-weather season. The overhead fans are best, because they are not so rude—they are not likely to disturb your customer's headgear or disarrange her carefully dressed coiffure. This may sound like a trivial thing, but it is none the less important. You will find that your lady customer will stay all the longer if she is made cool and comfortable—and the longer she stays the more she buys—that is, if you or your clerks are good salesmen. Electric fans in summer are quite as necessary as electric lights in winter.—The Spice Mill.

Henry T. Thomson, Zetland, has purchased the general store business of Mr. Mallough, Belmore.

OTTAWA'S NEW HOTEL.

Walter Walby, proprietor of the Cecil Hotel, Ottawa, is meeting with splendid success in his new venture—an hotel for the commercial men. Mr. Walby's sixteen years' of experience have taught him that commercial men will give preference to an hotel which caters to them especially, and with this in mind he put up one of the prettiest and most comfortable hotels in this country. There are about one hundred rooms, forty having a bath in connection. All have running water, and are bright, sanitary and comfortable in every respect. The dining-room is first-class, the cuisine being perfect, while the service is all that can be desired. From Mr. Walby to the newest bellboy all are particularly anxious to please the commercial travelers, which certainly has a whole lot to do with the comfort of a class of guests who are too often left to shift pretty well for themselves—so long as they pay up—except during dull winter months.—Advt.

TRADE NOTES.

L. Sirois & Co., grocers, Montreal, have been registered.

C. F. Stevens, grocer, 1065 College St., Toronto, has assigned.

Noel Cote, general merchant, Ste. Perpetue, is offering to compromise.

M. J. Lavigne & Co., Hull, have disposed of their branch grocery store.

Nap. Girard Co., general merchants, Wickham West, have been registered.

Roberge & Poirier, general merchants, Thetford Mines, have been registered.

George Walters has purchased John McKenna's grocery business at Brantford.

Valentine Voison's general store at Mount Forest was damaged by fire last week.

Lawrence Hager, Palermo, has sold his general store business to James Dobson.

The general store business of J. A. Campeau & Co., Thetford Mines, has been registered.

L. Brunelle & Frere, wholesale and retail grocers, Three Rivers, have filed a consent to assign.

N. E. Dodds, grocer, Perth, has put in a new store front and improved and renovated the interior.

The employes of the Norton Manufacturing Co., can makers, Hamilton, held their annual picnic at Niagara Falls, last week.

Ernest H. Bird, Woodstock, has entered into partnership with John Kerr in a general store business at Wingham.

The Hanover early-closing by-law will be rescinded because the requisite number of grocers did not sign the petition. It is likely that a majority of stores will remain open evenings as a consequence of this.

Winnipeg Industrial Exhibition

Splendid Showing of Horses and Cattle—British Columbia and Ontario Well Represented With Fruit — Agricultural Motor Competition a Point of Interest—Winnipeg Manufacturers Poorly Represented—Some of the Grocery Exhibits.

Written for the Canadian Grocer by our special Western correspondent.

Winnipeg, July 25.—The eighteenth annual exhibition of the Winnipeg Industrial Association was last week brought to a highly successful closing. There are many points of interest in connection with the exhibition, but the most outstanding feature, entirely new from anything in previous years, has been the agricultural motor competition. It is the first time in the history of an industrial exhibition in Canada that such a thing as an international agricultural motor competition has been held. Some idea of the importance attached to such a competition is gathered from the fact that the Federal Government at Washington sent a special representative to watch the tests. The Government of the Argentine also sent a man. There were motors here from all parts of the United States, Canada and Great Britain. The first part of the competition was held in the grounds of the exhibition, when the motors were tested for hauling powers, and the second and most important test was made in a field a short distance from the exhibition grounds.

Peculiar Weather Conditions.

An agricultural motor must be good for plowing if it is to be considered at all. The day set apart for the plowing tests it rained and it rained and it rained, and nothing could be done. The day following the road to the piece of ground set aside for the plowing test was one sea of mud, and Manitoba mud at that. One thing was demonstrated to the Queen's taste and that was the ability, or rather the suitability of the motors to go over bad roads. It is not likely that anything in the shape of a motor will ever encounter any road worse than those went over. It took a whole morning to move them to the field, but in the afternoon the motors all got to work. Among them were three machines of the International Harvester Company, and Marshall's, from Great Britain. Two of the heavier machines had difficulty in reaching the ground. The English machine burns coal oil instead of gasoline for fuel. The Cockshutt Plow Company very kindly loaned all the plows used for the trial and also their experts to put them in order. This was a great help in making the test a uniform one.

The rain that made the roads so bad certainly gave the motors the ideal soil for plowing for the sod turned over like cheese. There were no stones and the engines were able to travel right along and do very satisfactory work. Short furrows were the order so that spectators might notice the turning qualities of the outfits. Two hours steady plowing was done, the machines drawing from three to six 14-inch bottoms each.

The third day of the trial was devoted to an expert examination of the interior parts of the various machines. This was too technical for the ordinary fair visitor, but it was most interesting to note the large number of farmers who were anxious to learn something of the construction and management of these machines. On Saturday, the last day of the exhibition, the results were handed out. The judges were William Cross, for many years master mechanic of the Canadian Pacific Railway, and A. R. Greig, of the Manitoba Agricultural College.

The decision was based upon the excellence of the motors as general purpose machines, not laying undue emphasis upon their success in any one test, but rather upon their uniform usefulness. First place was given to the Minnard-Haines, of Minneapolis, a 30-horse-power four-cylinder tractor with a score of 117.6. Second to the International Harvester Company, for a 15 horse-power, single cylinder engine, which scored 117 points, and third, to the Marshall engine, a two-cylinder, 30 horse-power, with a score of 108.3. None of the outfits scored under 100. The selling price f.o.b. Winnipeg of the respective winners in the order named is $2,270, $1,800, and $2,700, while their respective weights, equipped with fuel and water are: 13,530 lbs., 9,920 lbs., and 10,680 lbs. It might be remarked in passing that almost the entire credit for the holding of the competition at the Winnipeg industrial is due to A. Burness-Greig. In a chat your correspondent had with W. L. Ellis, of the Department of Agriculture, Washington, he said: "I consider this one of the most important departures that has been made along the line of practical agriculture motors, because it has given the builders of this class of machinery an opportunity to get together and see just wherein their various machines are at fault for practical use in this country. Take the Marshall people. from Gainsboro; they frankly admitted that they were up against soil conditions which they had never seen before, and the experience would be of great value to them in constructing motors for use in this country. I have watched the competition very closely on behalf of my Government and feel that it has been not only of great interest but of great profit for me to be here."

Splendid Exhibit of Horses.

The motor competition has been dealt with first and at length because of its novelty and its importance. One of the most interesting things was to walk back and forward between the motor competition and the ring where the heavy horses were being judged. The Winnipeg Industrial has always had a high reputation for its exhibit of horses, but this year the number and quality of the horses is ahead of anything that previous years have brought into the ring. Prof. Carlyle, Dean of the Agriculture College of the State of Colorado, and a graduate of the O.A.C., Guelph, and George Gray, of Newcastle, Ont., acted as judges in all the heavy horse classes. Prof. Carlyle is recognized as one of the greatest authorities on Clyde horses on the continent of America, and his verdict was that the classes were all exceptionally well filled and that many of the horses shown, if taken to the International at Chicago, would make the American breeders of Clydesdales sit up and take notice. One exhibitor, Mr. Tabor, of Condie, Sask., who has six mares and fillies, all the get of one stallion, Baron's Gem, a descendant of Baron's Pride, was really urged to go to Chicago with this particular string. It would be difficult to imagine six horses of varying ages showing more uniformity of type and conformation.

The Canadian west has always been known as a Clydesdale country, but in the last few years, owing to the large influx of American settlers, there has grown up considerable demand for Percherons, and already a number of breeders have gone into the business of raising these horses. For the first time a large exhibit was made, and some really splendid specimens of the breed, both black and grey, imported and home-bred were shown and came in for a good deal of favorable comment from the judges. It is quite safe to say that never in the history of the Winnipeg Industrial has so keen an interest been taken in the breeding of heavy horses. Geo. Pepper, of Toronto, who was here with his string of light horses, remarked to the writer that never in the history of Canada had there been so great a demand for heavy horses as at the present. It would not, he said, be possible to buy for love nor money ten carloads of good horses in Ontario at the present time. The west is short of horses; the United States is short of horses, and England herself has few to spare. Mercer & O'Neill, of Markdale, Ont., were exhibitors of both light and heavy horses. They brought up a string of ten of the latter, and it is understood that not one of them is going back to Ontario. All of which goes to show that though the agricultural motor has no doubt come to stay, it has not by any means taken the place of the horse, not is it likely to do in the next quarter of a century at least.

Fine Showing of Cattle.

From the standpoint of the breeder of beef cattle, the exhibition was also a great success. Never have finer herds of Shorthorns, Herefords, Polled-Angus and Galloways been brought out and never have the herds been shown in finer groom. The writer has attended every exhibition held in Winnipeg since the opening one in 1885, when the late lamented Walter Lynch was one of the successful exhibitors of Shorthorns brought up by him from Guelph by way of St. Paul, Minn., and from there by

river boat to Winnipeg. It has been most interesting to follow the development of the live stock exhibit since those early days when things were very crude indeed and the man who bred fancy cattle was regarded by his neighbors as little better than a fool. It is a far cry from those unregenerate days to the present when a single herd on exhibition represents an investment of any where from twenty-five to seventy-five thousand dollars, and breeders come from every part of the great Dominion to Winnipeg.

Some splendid sales of cattle were effected at this exhibition, there being a number of buyers from the American side. Nor was it only cattle that our American cousins wanted. One dealer from Chicago offered W. H. Bryce, of Arcola, Sask., $3,500 cash for a team of young Clydesdale mares, which offer was not accepted as Mr. Bryce considered them of more value to him as brood mares, each having produced a splendid colt this season.

Other Interesting Features.

From the standpoint of manufactures, particularly of machinery in motion, and agricultural machinery of all kinds, the exhibition showed a marked advance on other years.

As usual, British Columbia was in with a splendid display of fruit and timber, and, marvellous to relate, old Ontario has at last awakened to the opportunities of the west as a fruit market, and the Government put in a very fine display.

There was not very much in the way of fresh fruit, but a magnificent display of apples that had been held in cold storage, fresh tomatoes, and honey. Crowe & Hodgens, who were in charge of the exhibit, certainly won golden opinions for their province for their courtesy in furnishing information, and it is to be hoped that from this beginning there will be great results in the way of fruit shipments from Ontario to Winnipeg in the future. Tnere is ample room here for both Ontario and British Columbia.

There are many other things in the exhibition that might be noted, but the ones touched upon seem to the writer the points that would be of the most general interest. From the standpoint of attendance and monetary receipts the fair was a decided success notwithstanding the fact that one day was almost a total loss owing to the very heavy rain. —H.

Some Grocery Exhibits.

Unfortunately the exhibits in the Manufacturers' Building were by no means representative of the industries of Winnipeg, and the West. Moreover, they were not so numerous as in former years. Perhaps the grocery field was represented better than any other, but many exhibits were conspicuous by their absence and the majority of the exhibits were from the East. The Winnipeg manufacturers for the most part ignored their own exhibition.

Blue Ribbon, Ltd.

Blue Ribbon, Ltd., was one of the few Winnipeg firms having an exhibit, and their display, from its interesting and novel character, attracted considerable attention. In a large well-situated booth several employes were busily engaged packing Blue Ribbon Tea, and thousands of visitors stopped to examine the interesting processes. It is safe to say that Blue Ribbon tea interested many visitors as a result of this novel exhibit.

Blackwood's, Ltd.

Blackwood's baking powders, pickles and aerated waters were well displayed in a big booth. Being the only Winnipeg pickle and baking powder firm to have a display, Blackwood's should reap increased rewards for their enterprise.

57 Varieties.

The Heinz 57 varieties were displayed in the same handsome booth illustrated a few weeks ago in connection with the report of the Winnipeg Pure Food Show. Pickles, sauces and relishes were served to many visitors, and as the Heinz booths are always in charge of experienced demonstrators, the results obtained are invariably satisfactory. The Heinz demonstration campaign is a great assistance to the dealer in selling the 57 varieties.

Canada Maple Exchange.

Toothsome samples of the various maple products put up by the Canada Maple Exchange, Montreal, were served to many visitors during the progress of the exhibition. Small's maple creams were especially popular.

Walker Bins.

Stuart Watson & Co., Winnipeg, agents for the Walker bins, had a splendid exhibit in a favorable location. The goods of several Winnipeg firms were displayed in the silent salesmen, and on the shelves. The exhibit was an object lesson to visiting dealers, and many stopped to examine the up-to-date fixtures displayed.

Ridgway's Teas.

Richards & Brown, the Winnipeg agents for Ridgway's teas, had an attractive booth devoted to a display of this high-class line. The Ridgway teas are rapidly gaining popular favor in the West, and the display at the exhibition interested many new friends.

Purity Flour.

The products of the big St. Boniface mill of the Western Canada Four Mills Co. were well displayed in a large booth near the entrance of the Manufacturers' Building. Winnipeggers are proud of the big mill across the river, and "Purity" and the other brands of flour made by this firm are very popular in the West.

Jell-o.

An interesting display of the Jell-o products of the Genesee Pure Food Co. attracted the attention of many housewives attending the exhibition. Winnipeg ladies were introduced to these products at the Pure Food Show recently, and many from out of town were interested in the display at the exhibition.

Drewry's.

A handsomely illuminated display of Drewry's aerated waters made a pleasing picture for the eye. The Drewry products are well known throughout the entire West.

PERSONAL.

Mr. Hendery, of Rose & Laflamme, returned to Montreal after a short holiday.

F. C. Harp, one of Brantford's energetic grocers, made a pleasant call at the Toronto office of The Grocer on Tuesday. Mr. Harp, with Arthur Coulbeck, president of the Brantford Grocers' Association; James Bros., another grocer, and A. Wiles, were on the way back from a jolly holiday trip by boat up to Mackinaw. The way these brothers in the trade fraternize speaks well for relations in the grocery business in Brantford.

Everything

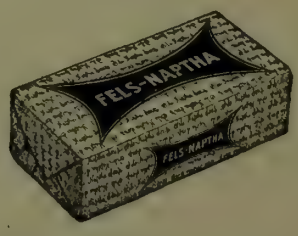
about FELS-NAPTHA will show you that it's the "washday-wonder" soap.

Examine and try a bar yourself, Mr. Dealer.

Note the packing, the make-up, the quick work, yet harmless combination of ingredients; the immediate results if directions are followed.

These are the reasons for its popularity. Prove them to your own content.

Better yet, have your folks test it!



Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

During the past week the cheese market has been watched with considerable interest by all parties interested in the buying and selling of the article. In some quarters there appears to be an idea prevalent that a decline will take place, but more are of the opinion that there is going to be an advance before anything else.

In the meantime English houses seem to be of the opinion that our quotations are too high to be attractive, and they are not coming forward as numerously as of yore, and, as a result, shipments are not nearly what they should be at this season.

Illustrating conditions one finds, upon looking up the figures, that receipts since the opening of the present season amount to 768,541 boxes, while shipments total but 683,575 boxes. The balance, which is still unaccounted for, is 84,966 boxes. Against this one may compare the season of 1907. Up to the corresponding date, receipts of new cheese had been 909,938 boxes, while exports amounted to 818,486 boxes. The reason ascribed for the falling off this year is the high prices which have prevailed, and which have frightened English buyers, who have been anticipating lower figures which do not seem any nearer realization as the season progresses.

Holdings on the other side are not large by any means, and exports going forward these days represent purchases for actual needs.

Owing to the high price of the finest cheese in England, and the number of short sales, there has been lately a phenomenal demand for inferior grades.

Quotations run from 11¾c to 12⅛c. Old cheese is becoming quite scarce, as are also twins.

Receipts of cheese last week amounted to 90,511 boxes, against 103,456 boxes same period last year. Shipments from Montreal last week amounted to 76,253 boxes, against 73,803 boxes same week in 1907. From Quebec last week 2,044 boxes were shipped.

Dealers report a fair local trade.

Butter has commanded just about as much attention as has cheese, and those who handle both are almost as uncertain of the future of the butter market as they are of the coming situation in cheese. As in the case of cheese, prices demanded of Old Country houses are too high to warrant much trade. For finest creamery butter exporters are asking between 23½c and 24½c, while they will not sell dairy under 20c, while others will not part with holdings even at these figures.

Markets are firm here and abroad. Our make is small when compared with last year, receipts so far being 189,113 packages, against 199,733 packages. Weekly receipts are also lighter, being, last week, 16,901 packages, against 20,026 packages corresponding week in 1907.

Owing to the high price demanded for feed last fall it is probably only natural to expect that receipts would not be as large this season as last. In the first place, the number of cows possessed by farmers is not as large as formerly, many hundreds having been sold, as it was found too costly to stable them for the winter. Those cows which were carried through were not fed properly, and as a result are not yielding the milk this year that they would under ordinary circumstances.

The make of butter in England is fairly good, but there is, nevertheless, a lot of trade which desires Canadian butter, and a certain amount must be secured from the Dominion which is not procurable elsewhere.

This demand, coupled with the local consumption, firms up the market wonderfully, and prices are maintained at a high level they would not reach otherwise. Still, present figures are considered reasonable enough, under existing circumstances.

Shipments of butter from Montreal last week were little more than quarter what they were the same week a year ago, being but 2,621 packages, against 11,344 packages same week 1907.

THE PROVISION SITUATION

Toronto, July 29.

The situation among Canadian packers is a little easier this week from various reasons, though business still continues very good.

For the first, the British market, which has been offering up to 61 shillings for three or four weeks, is off a little, being easier in tone, and prices now being on a basis of from 58 to 60 shillings. This will tend to some slight extent to put a brake on the extensive export business which has been done during the past month. The outlook, however, continues good and large business will probably be done with this market until fall at least.

The Danes, although busy with harvest operations, are sending over about 35,000 weekly to the British market. Last week their "killings" aggregated 36,000. United States packers sent over 16,000 boxes. This has supplied the demand and a little more and the easier feeling is evident in consequence.

For the first time in several months the local packers are getting enough hogs; that is, at the prevailing prices. Farmers and drovers seem to be working together to get all they can out of the packer as is quite natural, and in consequence, prices have been getting up about as far as was possible. The high prices have brought out a better supply of hogs and the factories have been offered rather more than they cared to buy. This accounts for a little slump of 10 cents this week, $6.65 to $6.70 being offered f.o.b. and $7.05 off cars at the factory. The hogs coming in are of fairly good quality.

The situation in United States markets for the past week is given in the following summary from the New York Journal of Commerce: "The speculative trading in hog products has been less active and the feeling weak and prices generally lower due to further liquidation, and the outside trading somewhat smaller. There was some pressure to sell by the local crowd, as well as selling by packers and commission houses. The receipts have been fairly liberal and prices of live hogs lower. The general buying was by the short interests during the entire week. The estimated stocks of lard and pork at Chicago showed accumulations since July 1, while ribs a small decrease. In cottonseed oil the market during the week has been unsettled and prices very irregular, being at the lowest early in the week, but closing at the highest. There has been quite a large trade under heavy liquidation, while the buying was speculative as well as by shorts and refiners."

PROVISION MARKETS

MONTREAL.

PROVISIONS—Pork has advanced somewhat since last quotations were given, and some varieties are reported practically unprocurable, making prices purely nominal. Smoked meats are selling fairly well in a jobbing way as is lard also.

Lard, pure tierces		0 12
"	56-lb. tubs	0 12½
"	20-lb. pails, wood	0 12½
"	cases, 10-lb. tins, 60 lbs. in case	0 12½
"	" 5-lb. "	0 12½
"	" 3-lb. "	0 12½

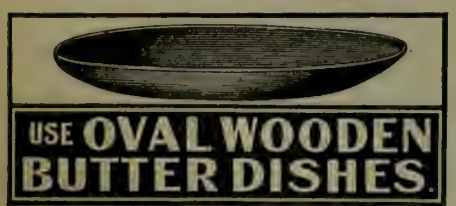
GEO. W. PROUT
WINNIPEG and BRANDON, MAN.
Wholesale Produce
Always a Buyer and Seller
WRITE ME

Saskatchewan Merchants!!
Get highest CASH prices on the
REGINA MARKET
(and prompt returns) for your
BUTTER, EGGS and POULTRY
by shipping direct to
THE REGINA
FRUIT AND PRODUCE CO.,
ROSE ST. REGINA, SASK.
Trial orders and correspondence solicited

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
125 Adelaide Street E., Toronto

We Want Butter!
Dairy Tubs, Creamery Solids
We will buy f.o.b. your station, in large or small quantities.
Write or phone us with best quotations.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.


USE OVAL WOODEN BUTTER DISHES.
THOMAS BROS., St. Thomas, Ont.

When writing advertisers kindly mention having seen the advertisement in this paper.

Lard, compound, tierces, per lb	0 09	0 09½
" " tubs	0 09½	0 09½
" " 20-lb. pails, wood		0 09½
" " 20-lb. pails, tin		0 09½
" " cases, 10-lb. tins, 60 lbs. in case	0 09½	0 10
" " " 5-lb. "	0 09½	0 10
" " " 3-lb. "		0 10
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork		23 50
Canadian short cut clear	22 50	23 00
Very heavy clear fat back		24 50
Breakfast bacon, per lb	0 14½	0 16
Hams	0 12	0 14½
Extra plate beef, per bbl.		17 50

BUTTER—The butter market is steady and firm at slightly higher prices. Export business is not as brisk as it might be, but local trade is satisfactory.

Fresh Creamery, solids, lb	0 24	0 25
" " prints, lb	0 24½	0 25½
Dairy, tubs, lb.	0 20	0 22

CHEESE—Firm prices rule and local trade is satisfactory, while export demand is good considering prices.

Cheese, new, large	0 12	0 12½
" " twins	0 12½	0 12¾
" old	0 14	0 14½

EGGS—Advances in the country have resulted in higher prices locally, which are assured while receipts are only sufficient to supply local demand, as is the case at present. Dealers report an annually increasing demand for eggs, and ascribe much of the growth of the trade to the immense number of foreigners, particularly Hebrews, who are settling in Canada each year. The Jews, especially, are users of large quantities of eggs.

New laids	0 22	0 23
No. 1 Eggs	0 19	0 20
No. 2 Eggs	0 15	0 17

HONEY—Good inquiry for buckwheat honey is reported, but arrivals so far have been small.

White clover comb honey	0 13	0 14
Buckwheat, extracted	0 10	0 11
Clover, strained, bulk, 30 lb. tins	0 09	0 10

TORONTO.

PROVISIONS—Stocks are light and the market is very firm this week. There is a heavy demand for smoked meats. Breakfast bacon, backs and hams have advanced slightly, but the other lines remain at last week's quotations.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11	0 11½
Light hams, per lb	0 14½	0 15
Medium hams, per lb	0 14½	0 15
Large hams per lb	0 12	0 12½
Shoulder hams, per lb	0 09½	0 10
Backs, plain, per lb		0 17½
" pea meal		0 18
Heavy mess pork, per bbl	18 50	19 00
Short cut, per bbl		23 50
Lard, tierces, per lb		0 12
" tubs "		0 12½
" pails "		0 12½
" compounds, per lb	0 08½	0 09½
Plate beef, per 200-lb. bbl	15 50	16 00
Dressed hogs	0 08½	0 09½

EGGS—Freer in supply, but lighter demand is now the feature. Cooked and smoked meats, which are going freely during this hot spell, is held accountable for the lack of things doing among eggs. In the face of these facts, however, prices remain unchanged from a week ago. Extra choice new laid eggs are at 24 cents, and for good eggs between 21 and 23 cents is asked.

CHEESE—Another quiet week is passing. Newspaper reports tell of sales on the cheese boards at various points in the Province at pretty fair prices. Locally, however, quotations are the same as a week ago.

Cheese, large, prime old	0 14½	0 15½
" " " new	0 12½	0 13
" twins, new	0 13	0 13½

BUTTER—Like eggs, supplies are good, but demand has fallen off. Prices are stationary, with the exception of dairy prints, which have firmed up a little.

	Per lb.	
Creamery prints	0 24	0 25
Creamery solids		0 24
Farmers' separator butter	0 22	0 23
Dairy prints, choice	0 21	0 22
" ordinary	0 18	0 20
" tubs, choice	0 21	0 22
Bakers' butter	0 18	0 19

POULTRY—Now that haying is over live birds are coming in more regularly and freely. Spring chickens have dropped off two cents in price, and hens have gone up a cent. A few dead birds are offered, but the difficulty of keeping them looking fresh retards sales somewhat.

Spring chickens, per lb	0 15	0 18
Hens, per lb	0 10	0 11
Young ducks, per lb	0 10	0 12
Turkeys, per lb	0 13	0 14

WINNIPEG.

BUTTER—For round lots produce houses are paying 16½c per lb; for No. 1, 17c to 17½c per lb, and for No. 2, 15c to 15½c per lb, f.o.b., Winnipeg.

EGGS—There is a good demand and supplies are not so large as they were. Prices paid is 16c, f.o.b., Winnipeg, subject to candling.

CHEESE—

Manitoba, per lb		0 13½
Ontario		0 14

BARBADOES GRANTS A PREFERENCE.

Will Favor Canadian Trade if We Give Advantages on Sugar.

The Barbadoes Legislature has passed a law giving Canada a preference of 20 per cent. on flour, cheese, cordage, butter, hay, oats, peas, fish, lumber (other than pitch pine), bacon, hams, iron and steel nails, spikes, rivets and clinches, shingles, bran, sulphate of ammonia and mixed manure, soap, beans, horses, boots and shoes, fish and meat (canned), iron or steel bars, hops and rods, on condition that the Canadian preference is altered so as to leave a clear $6.72 per ton in favor of West Indian sugar, as against sugars from foreign countries. Canada's trade with Barbadoes is only 7½ per cent., the United States 40 per cent., Great Britain 45 per cent. The new tariff extends to goods from all British countries, and will benefit Great Britain at the expense of the American manufacturer quite as much as, if not more than, Canada.

TRADE NOTES.

D. McL. Brophy, Montreal, is off on a fishing expedition.

Thos. Montgomery, Montreal, is spending a few weeks at the sea shore.

S. Rousseau, sample room manager for Laporte, Martin & Co., Montreal, leaves the beginning of the week for a few holidays at Vaudreuil.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

Royal Salad Dressing

has been made for 35 years. Last year's sale was largest. It is easy to tell why; holds old friends and makes new ones. It's the old story of quality and merit. The finest stores throughout the country furnish to their finest trade **ROYAL SALAD DRESSING.** Manufactured in Canada only by

Horton-Cato Mfg. Co.

Windsor, Ont.

CLARK'S SPECIAL OX-TONGUE CAMPAIGN

in all leading newspapers from coast to coast is now running.

Over 1,000,000 people will read these advertisements.

Be prepared for the demand this will create.

Send in your orders now for Clark's Ox Tongue. Specify 2s as that is the size which is pushed.

WM. CLARK

Manufacturer

MONTREAL

There is only

One

BOVRIL

Do not load your shelves with inferior imitations These when sold will not please your customers.

BOVRIL will always do you credit.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street

A. B. MITCHELL - - - - - - - **HALIFAX, N.S.**
Mitchell's Wharf

R. S. McINDOE - - - - - - - - - **TORONTO**
120 Church Street

W. L. McKENZIE & CO. - - - - - - - **WINNIPEG**
806 Ross Avenue

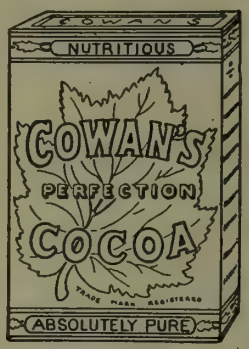
A. C. URQUHART & CO. - - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

COWAN'S

Cocoa and Chocolate

Absolutely Pure—Unequalled in Flavor.



Are you handling Cowan's line of

Dainty Chocolate Confections ?

The Cowan Co., Ltd.

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice **Lozenges**

NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Keep them in front—
They will keep you there.

Mott's

"Diamond" and "Elite"
brands of

Chocolate

are such valuable and necessary lines for every household that your attention to same means money.

Ask your jobber for MOTT'S.

John P. Mott & Co.,
Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

THE HIGH-WATER MARK in Low-water Times

That's the record of

SHREDDED WHEAT

to August, 1908.

While other cereal concerns have cut down advertising and show a decreased business, Shredded Wheat is advertising more extensively than ever and shows an increase in sales of many thousand cases over the sales for corresponding month of 1907.

The reason? You know it if you know Shredded Wheat. No other cereal food can match it for strength-giving, body-building material, for economy, or for wide culinary uses.

No other grocer makes a larger profit on Shredded Wheat than YOU do—no "deals," no premiums, no "sugar," no bribes. The same old policy—A Square Deal for a Square Dealer.

The Canadian Shredded Wheat Co.
Niagara Falls, Ont.

THE FLOUR AND CEREAL MARKETS

Flour Dull and Unchanged—Oatmeal Declined in East, Advanced in Ontario —New Wheat Coming in.

The flour market is practically featureless this week with prices on the same basis and demand, both at home and abroad, poor. Both millers and buyers seem to be in a waiting attitude and it seems scarcely likely that anything new will develop until something definite regarding the western wheat crop is evidenced. Some small lots of flour are going forward to Great Britain but the amount is scarcely large enough to warrant any attention.

Rather an anomalous condition exists in regard to oatmeal. In Montreal a decline of 25 cents occurred, probably as the result of dull business. In Ontario, on the other hand on account of large purchases of oats by United States buyers and small deliveries, an advance of 15 cents on rolled oats and oatmeal has been made. The outlook in the cereal market is quite encouraging.

MONTREAL.

FLOUR—There is but little going on in flour circles. Prices remain about the same while demand locally is poor at present, though considerable inquiry for new crop flour exists and prospects are that very satisfactory orders will be placed. Export demand is practically nil.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		5 00
Glenora		5 50
Manitoba spring wheat patents		5 00
" strong bakers		5 50
Five Roses		5 00
Harvest Queen		5 50

ROLLED OATS—A decline which has occurred in rolled oats will stimulate trade, it is hoped, for orders have not been many nor large of late.

Fine oatmeal, bags		3 05
Standard oatmeal, bags		3 05
Granulated " "		3 05
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 70
Rolled oats, 90-lb. bags		2 50
" 80-lb. bags		2 25
" bbls		5 75

FEED—Ontario bran is slightly lower, but otherwise the situation in feeds is unchanged. Demand is not brisk and prices on some lines have been severely cut in efforts to effect a sale.

Ontario bran	21 00	22 00
Ontario shorts	25 00	27 00
Manitoba shorts	24 00	26 00
" bran		22 00
Moullie, milled	27 00	31 00
" straight grained	27 00	33 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—The market is unchanged, though the feeling continues somewhat strong. Large wheat exports account for a firm feeling and the market seems to be on a waiting basis. Little business is passing locally, though some small shipments are being made to Great Britain.

Manitoba Wheat.

90 per cent. patents		5 30
85 " "		5 00
Strong bakers		4 80

Winter Wheat.

Straight roller	3 7	3 80
Patents		4 6
Blended		4 20

CEREALS—The feature of the week has been an advance in rolled oats of about 15 cents. This is the result of the scarcity of oats in Ontario, consequent on large shipments to the United States. Business continues fair with good local demand and dealers report most optimistically on the outlook.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 75
Oatmeal, standard and granulated, in bags 98 lbs	3 05

THE BEAN CROP OF 1908.

Prospects Better Than Last Year With Acreage 20 Per Cent. Greater.

Special Correspondence of The Canadian Grocer.

Chatham, July 28.—It is a little early yet to estimate the results of the bean crop of 1908 with anything like precision. Nevertheless, the present outlook is for a very good crop. Conditions this year contrast noticeably with those of last year. Last year the beans had many obstacles to contend with. This year conditions have been favorable almost from the start.

Last year about 50,000 acres were planted. Late frosts in the spring, and the heavy frost of July 2, wrought considerable damage, so that not more than 40,000 acres were harvested. Furthermore, the crop averaged little more than 15 bushels to the acre. The crop of 1907 went short about 200,000 bushels. At the present writing old beans are very scarce.

Buyers, however, look for a heavy crop this year. They state that the acreage is 20 per cent. more than last year, and prospects are good. The plant is so strong, however, that the harvest may take place a little later this year. The rains of the past two weeks have had a very favorable effect upon the crop, being just what the beans needed to bring them along.

There are practically no late beans this year. Last year, on account of the late spring frosts, many acres were replanted and, ripening late, suffered from the early autumn frosts. The bean crop this year seems, however, to be pretty uniform, and the chances are that practically the whole crop will ripen before the fall frosts commence. The late spring frosts of 1908, such as they were, did little if any damage, except possibly in the immediate vicinity of Ridgetown.

The harvest commences the latter part of September, by October 1 new beans will be on the market. With dry weather through the time of the bean harvest, a pretty good quality of bean may be looked for, as they are growing pretty evenly in the fields.

Soda Biscuits
of the Highest Quality

What kind of soda biscuits are you handling? The ordinary, mediocre kind, or

Mooney's Perfection Cream Sodas

You will find Mooney's the most satisfactory because they are much better value to your customers. No other brand of soda biscuits is equal to Mooney's for dainty, long-lasting crispness.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

COX'S GELATINE

The leading gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs. Cox, as well as PACKED by them.

PURITY GUARANTEED

Canadian Agents
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH

Mr. Groceryman

¶ You are in a favorable position to take advantage of the offer of the Orange Meat people.

¶ They are advertising a series of Cash Prizes to the parties sending in the largest number of Carton bottoms taken from their Orange Meat packages.

¶ These prizes range from one dollar each up to a single Cash Prize of Seven Hundred Dollars, or an annuity of Fifty-two dollars every year during the life time of the Winner. Begin immediately. Full particulars on Card found in every package.

OPEN TO BUY
Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.
C. A. PARADIS, Quebec

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Beaudry Street MONTREAL

MEGS
NUTMEGS AT FIRST-HAND. To wholesale only
C. H. BINKS & CO., MONTREAL

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

DON'T FAIL
To send for catalog showing our line of
PEANUT ROASTERS, CORN POPPERS, &c.
LIBERAL TERMS.
KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O

48 Highest Awards In Europe and America
WALTER BAKER & CO.'S
CHOCOLATE & COCOA

Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

Ridgways TEA
is something no first-class grocer should be without.
Widely advertised, extensively sold—RIDGWAYS — the tea of quality everywhere.
CANADIAN OFFICE, - VANCOUVER, B.C.
Agents—Richards & Brown, 34 Notre Dame Street, Winnipeg, Man.

BODE'S CHEWING GUM
High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

When writing advertisers kindly mention having seen the advertisement in this paper.

CO-OPERATIVE GROCERY FOR CIVIL SERVANTS.

A movement is said to be on foot in Ottawa to establish a co-operative grocery store among the members of the civil service in the city. Recently a civil service co-operative coal company was formed with a view to enabling civil servants to secure their coal at cost. It is now proposed to follow this up with a similar arrangement to supply provisions to members of the association at cost, or as near cost as possible.

TRADE NOTES.

F. H. Thompson of the Maidstone Trading Co., general merchants, Maidstone, Sask., is dead.

The assets of T. J. Lamontagne & Fils, general merchants, Ste. Anne des Monts, Que., have been sold.

Dick & Blomquist, grocers, Victoria, have dissolved partnership. John Blomquist will continue the business.

A curator has been appointed for the general store business of W. H. Clapperton at Maria Capes and Little Cascapedia, Que.

Thos. W. Duffield, Canadian representative of the Horton-Cato Manufacturing Co., of Detroit and Windsor, was in Winnipeg last week and called at the office of The Canadian Grocer. Mr. Duffield is now on his way to the Pacific Coast on a short business trip.

LEA & PERRINS' SAUCE

THE GREATEST GLOBE TROTTER OF THE CENTURY

WELL KNOWN AND APPRECIATED THROUGHOUT THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.
Est. 1857, - MONTREAL
Canadian Agents.

The
Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholeeale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

During These Hot Days

It is very easy to sell a line such as ours, which is always in demand.

MACE'S
Original Ice Cream Powder

Makes a delicious ice cream by simply adding boiling milk Secure a small trial stock. Packages retail at popular prices.

A. H. MACE & CO.
746 Notre Dame St, West, - MONTREAL

WHITE MOSS COCOANUT

When a Branded Cocoanut has come to be recognized as a necessity in the housewife's pantry it is safe to count upon that brand as being the best on the market and you should stock it to please your customers.

Such Is White Moss

The Canadian Cocoanut Co., = Montreal

The Million—are after the money—Here is a Proposition

CASSON'S

Worcestershire Sauce

is a money maker. Wholesalers and Retailers find the quality right—Prices right—

YOU write **JOHN CASSON CO.**
FRONT ST. E., TORONTO

The arrival of Canadian Fruits and Vegetables is now very heavy.

Raspberries are near end of crop.

Lawtons arriving very fine.

Plums early varieties.

Peaches " "

Black Currants and **Blueberries** are plentiful.

All kinds Canadian vegetables now offering.

Full lines of Imported Fruits.

Late Valencia Oranges,

Messina and **California Lemons,**

Bananas, Watermelons.

California Peaches, Plums and **Bartlett Pears.**

Guarantee Market Prices

McWILLIAM

Mc. AND E.

EVERIST

25-27 Church St., TORONTO

NOXIE-KOLA

Canada's most popular temperance beverage.

The drink that everybody likes

Brewed from healthful Roots and Barks and is absolutely free from alcohol.

No first-class Grocer should be without it to supply his family trade by case or bottle.

Send to-day for prices.

Advertising matter free with first order.

Correspondence Solicited from Jobbers where agencies are not as yet established. Made by

Crystal Spring Bottling Works

WATERLOO, QUE.

Bauld Bros. Ltd., Halifax, N.S., Agents for NOVA SCOTIA and Bermuda Islands.

FRUITS, VEGETABLES AND FISH

Height of the Raspberry Season—Im ported Staples Still to the Fore—Canadian Potatoes Make Their App earance—Home-grown Cabbage Being Exported—Pike a nd Pickerel Plentiful.

The height of the berry season is reached this week, and before another week comes round raspberries will have begun to drop from the market. This has been a very good season for the quantity of berries offering, and the quality, too, especially of the late arrivals, has been good. There was some dissatisfaction with the early berries, due to too much sun and too little rain, but the seasonable weather of late greatly improved those now offering.

Imported watermelons, peaches, pears and bananas are the best of the other fruit lines placed on the market, Some Delaware grapes have been offered in eastern Canada, but the season is yet too early for them. Lemons are going off, but pineapples have taken a new lease of life.

Canadian potatoes and tomatoes are beginning to arrive rather freely, and judging from appearances are of good quality. Home-grown cabbage is being exported to the south. All other lines are fair in supply and demand.

Fish lines are better in supply than for some time past, and pike and pickerel from the fresh water are coming along freely. Eastern Canada cannot get enough dore and dealers are sending in frozen stock.

MONTREAL.

GREEN FRUITS—With the advance of the summer season all fruits are becoming more plentiful and prices are dropping to a more reasonable level. Each week some new fruit is arriving. Some Delaware grapes were offered early this week at $4 a box, which is an extremely fancy figure. They were not up to a great deal in quality and trade was small. The first Lake St. John blueberries, which are widely known and appreciated, arrived Monday and quotations for 18 to 20-quart boxes are around $2 to $2.25. Raspberries continue to sell at reasonable figures. Lemons are in better demand. The New York market has been advancing and local prices have been stiff in sympathy. Pineapples are scarce and prices are firm. New apples are on the market, while Montreal melons are also new. Plums and pears are lower owing to increased receipts.

Bananas, fine stalk	1 50	2 00
Cocoanuts, new, per bag		3 50
Lemons	2 50	3 00
California oranges, late Valencia	4 00	4 75
Watermelons, each	0 30	0 40
Pineapples, case	3 25	4 00
Sorrento oranges	3 25	3 50
New Apples, bushel basket		2 50
Apricots, 4 basket crate	1 50	1 75
Peaches, " "		1 50
Plums, " "	1 50	2 00
Pears, boxes		2 50
Tomatoes	1 10	1 25
Blueberries, 18-20 qt. box	2 00	2 25
Raspberries	0 13	0 15
Montreal melons, basket	10 00	15 00

VEGETABLES—Grocers are displaying a great deal of interest in the vegetable market these days, and it is well worth watching. Increased receipts are resulting in lower prices and trade is quite brisk. Quite a lot of cabbage and other Canadian vegetables have been exported lately. Cabbage is a good seller at the moment. Horse radish is nearly done and the market is not well supplied. Dry weather experienced recently has resulted in a scarcity of spinach, which is firm in price. There are few onions held locally except the early spring growth. Montreal tomatoes at $1 a gin box are selling freely. On the whole, trade is most satisfactory.

Parsley, per doz. bunches		0 35
Sage, per doz.		0 60
Savory, per doz		0 60
Celery, doz		0 50
Water cress, large bunches, per doz	0 40	0 45
Spinach, box		0 40
Green peppers, crate		3 00
Montreal cucumbers	0 25	0 35
California asparagus, bunch	1 50	6 00
Beets doz bunch		0 25
Carrots, doz. bunch		0 40
Tomatoes, hot house, per lb		0 15
Montreal tomatoes, 40 lb. box		1 00
Spanish onions, small crates		0 75
" " large crates		2 00
Egyptian onions		0 2½
Lettuce, per doz		0 35
Radishes, doz		0 10
Canadian parsley, doz	0 25	0 30
Horse radish, per lb		0 10
Beans, green, bag		1 00
French beans, wax, bag	0 60	0 65
Egg plant, doz	1 75	2 00
Cabbage, doz	0 50	0 75
New potatoes green mountain, bbl	3 50	4 00
Onions, large bunch, 2 for		0 25

FISH—Fresh lake fish is scarce and demand for these lines is good considering the season. Dore is particularly scarce, and dealers are shipping the frozen stock instead. Halibut might be arriving in better quantity also to suit dealers. Supplies of brook trout have not increased. The season for eastern fresh salmon will close to-morrow, so that trade in this line is just about finished. Market cod is reasonable in price this week and some nice orders have been booked. Cod is in good supply as is also haddock. Little business is being done in smoked fish. American lobsters are on the market, but the price is a little too high, owing to duty, to interest the grocery trade very much.

Fresh and Frozen Fish.

Brook trout, lb		0 22
Haddock, per lb	0 04	0 05
Fresh halibut		0 09
Mackerel, "		0 10
Dore, "	0 10	0 12
Steak cod	0 06	0 07
Market cod, lb	0 03½	0 04
Pike, lb	0 08	0 09
Whitefish lb	0 06	0 10
Gaspe Salmon		0 16
Lake trout		0 10
Sea trout, lb		0 12
Flounders, lb		0 10
Bluefish, lb		0 15
Smoked and Prepared—		
Kippered Herring, 50 in box		1 00
Yarmouth Bloaters, per box		1 10
Shredded cod, box of 2 dozen cartons		1 80
Skinless cod, 100 lb. cases		8 50
Boneless cod, 20 lb. boxes		0 08½
Boneless fish, 20-lb. boxes, blocks		0 06½
Boneless fish, 25-lb., boxes, per lb		0 04¼
Smoked herring, box		0 18
Dry cod, 112 lb. bundles		6 75
Oysters and Lobsters—		
American live lobsters, lb		0 22
Standards, bulk, per imp. gal		1 50
Standards quart tins, sealed		0 40
Paper pails, 100, pint size		1 10
" 100, quart size		1 80

Pickled fish—	
No. 1 Mackerel, 20-lb. kitts	1 75
No. 1 mackerel, half bbls	8 00
Green cod, large lb	0 04
Green cod, 1 lb	0 03
Labrador Salmon, ½-bbls	8 50

TORONTO.

GREEN FRUITS—If there is any one outstanding feature in the fruit line this week it is the quantity of raspberries offering. Every commission man has his full quota of this small fruit and every box looks fine and well worth the price asked. White currants are off. Though their season is not yet done, very few of them find their way to the local market. Thimbleberries look sound and well, but are scarce, as, too, are gooseberries and black currants. Cooking cherries are cheap, but late Montmorencies are firm at a high price.

Imported staple lines, California peaches, plums and pears, are good stock, and bananas and watermelons are good sellers. Cantaloupes remain stationary and could hardly be otherwise seeing that there is a duty of three cents on every one coming into the country. Old lemons are going off, and oranges are firming up, only good stock being offered. Pineapples are again in evidence and appear to retain their popularity.

Oranges, late Valencias, California, cases	4 25	5 00
Lemons, California, November cut	3 00	4 25
" extra	4 00	4 50
Apples, early basket	0 30	0 40
Bananas, Jamaicas, eights	1 30	1 50
" Jamaica firsts, per bunch	1 75	2 25
" jumbo bunches	1 85	2 25
Pineapples, Florida	2 00	3 25
Gooseberries, Canadian, large baskets	0 90	1 50
Huckleberries	1 10	1 25
Red currants	0 85	1 00
Black currants basket		1 50
Raspberries red, per box	0 09	0 11
Thimbleberries		0 12
Blueberries, per basket	1 00	1 25
Cocoanuts, per sack		4 50
Cherries, Canadian, basket	0 75	1 15
Watermelons	0 25	0 40
Limes, per case		1 25
Cantaloupes, California, crate	5 00	6 00
" Rockyfords	4 50	5 00
Grape fruit, Bahama, box	3 50	4 00
" California, box	4 00	4 75
" Florida, box	4 50	5 00
Plums, California	1 25	1 75
Peaches, California	1 25	1 50
" Georgia		2 50
Bartlett pears, California, box	3 25	3 75

VEGETABLES—Old potatoes are done. Love or money could not obtain any; but splendid red-skinned Ontarios are being offered in bushel boxes. Imported Delawares are down to $4 a barrel, but some fine stock is offered at $4.15 and $4.25. Imported tomatoes are still on the market, but the demand seems to be for the home-grown variety, which are put up in baskets. Cucumbers are down and vegetable marrow, squash and white turnips are new lines offering.

Cucumbers, Canadian, per basket	0	35
Tomatoes, Canadian, per basket	0 75	1 15
Beets, Canadian, basket	0 25	0 35
Egg plant each	0 20	0 25
Beans, wax, per basket	0 20	0 30
Peas, new, basket	0 35	0 40
Potatoes, Canadian, per bushel		1 30
" new, bbl., Virginia	4 00	4 25
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Bermudas, per 50 lb. crate	1 25	1 50
" per bag	1 45	1 50
" green, per doz., Canadian		0 15
" Egyptian per sack	2 40	3 00
Carrots, new, per basket	0 30	0 35
Green Peppers	0 60	0 75
Cabbage, Canadian, crate		1 50
Green corn, doz	0 17	0 20
Vegetable marrow, basket		0 25
Squash, crate		0 75
White turnips, basket		0 50

HOT WEATHER

LEMONS

Market is steadily advancing.

Better secure a few boxes before a further advance.

Extra Fancy Home Guard Brand and Maple Leaf Brand. Fresh arrivals. Sound, bright fruit.

WHITE & CO., Limited

Toronto and Hamilton

Seasonable Goods

Canadian Strawberries

Florida Water Melons

California Late Valencia Oranges

(Celebrated Golden Orange Brand)

Fancy Ripe Bananas

Texas and Canadian Ripe Tomatoes

Southern and Canadian Cabbage and Cucumbers

HUGH WALKER & SON

GUELPH, ONT.

FISH—Pike and pickerel are plentiful and in fact all supplies are freer than for some weeks past. Demand continues good for both sea and fresh water lines. Haddock and halibut are easier in price and fresh cod has gone up a cent.

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07
White fish, Georgian Bay, per lb		0 11
Herring, medium, per lb		0 05
Whitefish, Lake Erie		0 11
Cod, fresh		0 09
Finnan Haddie	0 07	0 08
Trout, fresh, per lb		0 11
Halibut, fresh caught	0 09	0 10
Shredded cod, per doz		0 90
Live lobsters		0 40
Bluefins, small white, per lb		0 07
Haddock, fresh		0 07
Sturgeon, per lb	0 12	0 18
Sea salmon	0 15	0 18
Pike	0 05	0 05½
Pickerel, yellow	0 08½	0 9

A HINT TO YOUR CUSTOMERS.

Here's a little item which grocers can make a good deal of advantage of in more than one way by pointing it out to their housewife customers. Its possibilities will reveal themselves at once:

"It is said that whole cloves sprinkled among furs and woolens, and under carpets and rugs, will be found as effective, if not superior, to the ill-smelling moth preparations. And if the housekeeper who superintends the canning of her fruit will put a quarter-teaspoonful of whole cloves on top of the thin cloth which many wisely place over the hot fruit before putting on the lid, she will not be annoyed with the molding of her fruit."—National Magazine.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion, 1 year.....	$30 00
"	"	6 months...	17 00
"	"	3 months...	10 00
50	"	1 year.....	17 00
"	"	6 months...	10 00
25	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

BUSINESS CHANCES.

AN EXCEPTIONAL OPPORTUNITY to purchase one of the best general store businesses in Southern Alberta. Stock approximately $20,000, all new. Ill health reason for selling. Has cleared $5,000 per year and will do better. If satisfactory, financial arrangements can be made; 90 cents on the dollar will buy. Apply Drawer 13, CANADIAN GROCER, Winnipeg, Man.

GENERAL STORE, long established, doing lively business, town surrounded by best farming district in Ontario and big summer resort. Stock, store and house for sale. Grand opening. Good reason for selling. George Cuttle, Sutton West.

FOR SALE.

FOR SALE OR TO RENT—A general country store and post office in one of the best wheat sections in Southern Sask. Large trade; no competition. Good reason for selling. Address, Postmaster, Ingleford, Sask

AGENTS WANTED.

LUCRATIVE AGENCIES—Several leading British houses (grocery, etc.) require responsible firms as agents in all business centres; representative now in Canada; reliable firms, with extensive clientele, write, stating connections and district covered, "Arthur," 303 Frank Street, Ottawa.

SALESMEN WANTED.

SALES MANAGER.—Good position for energetic young man, not afraid of work. Good prospects for advancement. Must know both languages, be good correspondent and willing to learn details of business. Answer in own handwriting, stating age, business training and experience, and salary expected. All correspondence confidential. Box 206, CANADIAN GROCER, Toronto.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

MISCELLANEOUS.

CHERRIES SHIPPED TO ANY ADDRESS. Correspond with W. T. Riddell, Auburn.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

$60,000,000.00. Shrewd merchants all over the world have paid $60,000,000.00 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King St., Toronto, Ont.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (tf6)

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

Are you interested in any of the lines that are advertised?

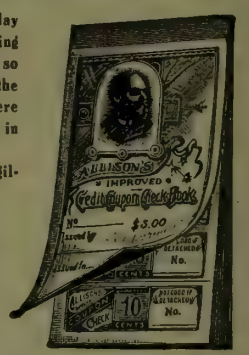
A Post Card will bring you price list and full information.

Don't forget to mention Canadian Grocer.

Install the Allison Coupon System and Take a Vacation

You can take a day off and go fishing whenever you are so inclined, secure in the knowledge that there will be no leaks in your absence.

No matter how vigilant you may be, the Allison Coupon System is a better safeguard against errors and petty losses than your own presence and watchfulness.



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If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by

Allison Coupon Co.

INDIANAPOLIS, IND.

Ship your

DRIED APPLES

before warm weather sets in

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

WHILE THEY LAST

400 boxes, 300 and 360 size Messina Lemons repacked at $2.75 per box; Cash, special price of $2.40 in lots of 5 or more boxes. First come, first served.

THE DAWSON COMMISSION CO., TORONTO

The distinctly rich and appetizing flavor of

"King Oscar"

brand of Norwegian

Sardines

is due to the delicacy of the fish, the purity of the olive oil, the scrupulous care exercised in curing and packing.

Norwegian Sardines are preferred to French or Portuguese pack by the best connoisseurs.

You may never have handled any—if not, place an order with your jobber and insist particularly on getting

"KING OSCAR" BRAND.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

The reputation of

Rowat's Pickles and Olives

is one based on

Quality, Purity, Cleanliness of pack, Uniformity and generally bright packing.

Canadian Grocers

find them the most ready and profitable sellers of any line of imported or domestic pickles.

Are you getting your customers interested? Your jobber can sell them.

ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal
HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet
VANCOUVER—Jarvis & Co.

NEW PACK

BRUNSWICK BRAND

KIPPERED HERRING

Sanitary Can

A-1 Stock

Every tin guaranteed.

Place your order now.

Connors Bros., Limited

Blaok's Harbor, N.B.

Dominion Fruit Exchange

52 Nicholas St., - - - OTTAWA, CANADA

We want your shipments of Strawberries and all other kinds of Fruits and Vegetables.

Remember we handle all Fruits and Vegetables for the Dominion Government, grown at Experimental Farm here.

You will certainly make money by corresponding with us when you are open to buy or sell anything in our line.

We also make returns promptly, charging ten per cent. commission and no more.

Don't forget that we operate the largest Fruit auction rooms in Canada.

We also have G.T.R. siding, so that there is no cartage at this end.

OUR REFERENCE:
Crown Bank, or any mercantile agency.

AUCTION SALES
Monday, Wednesday and Friday,
at 2 p.m.
Also every morning at eight o'clock during berry season.

WILSON'S FLY PADS

are immensely superior to any other Fly Killers, and give universal satisfaction.

Their yearly sale is many times larger than all other fly poisons combined.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

FACTS ABOUT GROCERIES

Things the Clerk and Merchant Ought to Know Regarding the Goods He Sells.

Stilton Cheese.

Stilton cheese derives its name from the village of Stilton, in Huntingdonshire, Eng., where it was first manufactured near the beginning of the eighteenth century. Though the process of making was considered a secret at that early date, it was not very long before the method became pretty widely known, not merely in the county of Huntington, but in the neighboring county of Leicester. It is the latter county which is to-day the seat of the largest production of this cheese.

The original secret of its successful production was the addition of a considerable percentage—from 30 to 45 per cent.—of cream to the milk. This addition of cream was long considered absolutely necessary in order to obtain the real Stilton flavor, yet nowadays excellent Stilton is produced without such addition, and the secret once rigidly held as indispensable to the successful manufacture is now proved to have been little more than a mere accident to the process. There is, in fact, no one recipe for the manufacture. Every Stilton cheese maker must follow certain general methods, but given these, many individual variations in detail are carried out without in any way causing deterioration in either quality or flavor. It is generally considered that the best district for its production is around Melton Mowbray, in Leicestershire, though excellent cheese is also produced in the neighboring districts of Staffordshire and Derbyshire.

Cheese-making, as a rule, begins toward the end of March, the 25th being held to be the earliest date on which it should be begun, and the production continues steadily to the end of September.

The milk used must be that of cows fed on good pastures, and it is on this point that the special advantages of particular localities are supposed to tell upon the character of the article produced.

The salts in the soil of Central England are supposed to have some more or less mysterious effect upon the herbage there produced, and this again has an effect on the mold which gives to the Stilton cheese the particular character and flavor.

Two different systems are followed. In one, two curds are obtained separately from the morning milk and evening milk, and the two are mixed as two different curds. In the other system only one lot of curd is produced. The latter method is more likely to produce a uniform cheese, and it is doubtless on this account that the two-curd system has fallen somewhat out of practice, for it was found that the cheese was often uneven in color owing to the earlier milk used developing too great an acidity because of the waiting necessary.

The mixing of the two curds was said to secure conditions more favorable for the development of the blue mold, but with the one-curd system these can equally well be insured by having the curd sufficiently moist.

The following are the points that should be present in a good Stilton:

1. A brown crinkled surface.
2. The cheese should give on being pressed.
3. On being cut the mold should show separate from the white, and the more numerous the veins the better the cheese.
4. The mold should have a rich taste, yet the flavor of the blue mold should not predominate.
5. It should be moist and rich and should possess good keeping qualities.—Retail Grocers' Advocate.

Origin of Fruits, Vegetables and Spices

Celery originated in Germany, the chestnut came from Italy, the onion from Egypt, parsley was first known in Sardinia, citron is a native of Greece, the pear and apple are European products. Spinach came from Arabia, and currants from Greece. The potato and tobacco plant are natives of North America. Arrowroot was indigenous to South America; the banana originated in the East Indies. Cinnamon comes from Ceylon; cloves from the Moluccas and Philippine Islands; coffee from the tablelands of Abyssinia and Arabia; dates from Arabia and Central Africa; ginger from the East Indies; sago from the Eastern Archipelago; vanilla from Mexico.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY PIPES

None Equal. Insist upon McDougall's.

There IS a difference.

D. McDOUGALL & CO., Glasgow, Scotland

ATTENTION.

JOS. COTE, Importer of and Wholesale Dealer in Tobacco QUEBEC

invites the merchants of the Dominion, who intend to come to Quebec on the occasion of the Tercentenary Celebrations, to visit his establishment.

This house carries the most varied and best selected stock in the Dominion and offers to receive all parcels which visitors hand to them to be transmitted immediately to their addresses without charge.

Office and Sample Room: 186,188 Rue St. Paul; Phone 1272. Warehouse: 119 Rue St. Andre; Phone 1272. Branch Office: 179 Rue St. Joseph: Phone 2097.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade

TWO WEEKS' SPECIAL

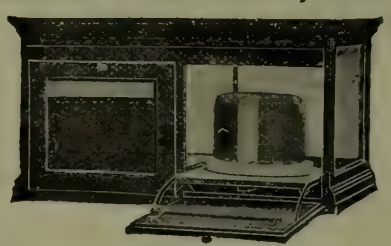
—IN—

Automatic Cheese Cabinets

SINGLE STANDARD, $7.00.

The Cabinet is a very handsome glass and polished hardwood display case; a most attractive fixture.
Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.

DOUBLE STANDARD, $10.00



Similar to Single Standard but with two compartments, for mild and strong cheese.

SINGLE REFRIGERATOR, $12.00

With ice compartment and lower compartment for fancy cheese, soft drinks, etc.

All F.O.B. Berlin --- Quick Shipment.

The Walker Bin & Store Fixture Co.,

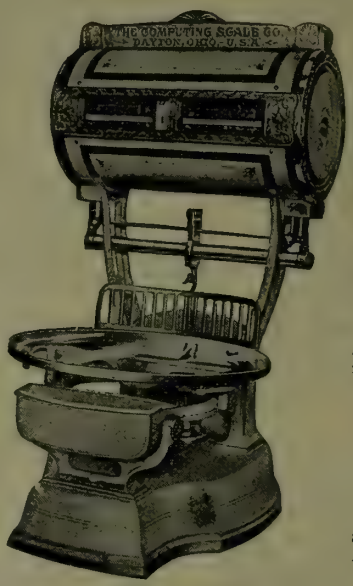
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Boston Special

Absolutely Automatic



All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

The Dayton Over 210,000 Scales sold. Are you one of the users?

Pays for itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¾-lb.tins—3 doz. in case

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyers to H.M. the King, Mayfair Works, Vauxhall, LONDON - ENG.
LIMITED

You take no risk when you sell

BANNER BURNERS

Every Burner guaranteed. Orders solicited through the jobbing trade.

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

THOS. McCREADY & SON, Ltd.
Bonded Vinegar and Pickle Manufacturers
Est. 1883 *ST. JOHN, N.B.*

PAYS FOR ITSELF EVERY 90 DAYS

LASTS A LIFETIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it.

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton. Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA
18 and 20 Mary St., HAMILTON, Ont.

We make a specialty of

COUNTER CHECK BOOKS

for all kinds and makes of LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

QUEEN QUALITY PICKLES

Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

Even with the best city fire department it is almost impossible to put out a gasolene fire. Are you letting poorly stored gasolene menace your property?

A Bowser Gasolene Tank

installed at your store will guarantee you absolute safety.

Gasolene stored in a Bowser cannot possibly explode.

Safe outfits are described in Gasolene Catalog B. Sent free upon request.

S. F. BOWSER & CO., Limited

66-68 FRASER AVE., - - TORONTO, ONT.

If you have an old Self-Measuring Tank and want a new one, write for our liberal exchange offer.

This Is ORSI

$18
Per case, 100 lbs.

Concentrated Extract of Tomato

If you have not yet stocked it is to your advantage to do so at once. Great seller. Good profit. One teaspoonful will make a cup of excellent Tomato Sauce. Used also for catsups, sauces, tomato soups, etc. All chefs use it. In cases containing ¼, ½, 1, 2, 4 or 10 lb. tins.

ORDER TO-DAY IT WILL PAY YOU.

MUSEO COMMERCIALE ITALIANO

43 St. Antoine St., MONTREAL

Phone Main 2731 — Sole Agents Canada and United States

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

July 31, 1908.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
½ "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 2 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 35
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 2 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz.	2 70
½-lb. " " " "	1 2
¼-lb. " " " "	0 8

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

Nelson's—	Per doz.
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

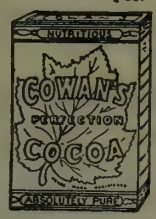
THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1
White Swan Self rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—
Perfection 1-lb. tins per doz. $4 50
Perfection, ½-lb., per doz. 2 40
" ¼ lb., " 1 30
" 10c. size " 0 90
" 5-lb. tins per lb. 0 37
Condensed cocoa, cream and sugar, doz 2 25
Soluble, bulk, per lb 0 18
" " 0 15
London Pearl per lb. 0 22
Special quotations for Cocoa in bbls., kegs, etc
Unsweetened Chocolate— Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes. 0 40
" ¼-lb. " " 0 40



Sweet Chocolate—
Queen's Dessert, 1-lb. cake, 12-lb. boxes, per lb. $0 38
Queen's Dessert, 6's, 12-lb. boxes, $0 40
Vanilla, ½-lb., 12-lb. boxes per lb. $0 35
Parisian 8s, lb. $0 30

Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb. 0 33
Diamond, 7's, 12-lb. boxes, per lb. ... 0 24
" ½'s " " " .. 0 25
" ¼'s " " " .. 0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—
Maple buds, 5-lb. boxes, lb. 0 35
Vanilla wafers, " 0 35
" " nonpariels, 5-lb. box 0 35
" " 2's, 5-lb. boxes, lb .. 0 28
" " 2's, nonpareils " .. 0 28
Ginger, 5-lb. boxes, lb. 0 30
Milk sticks, box 1 35
Milk cakes, 5c. size, box 1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case ..... per doz.	$ .90
½ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ½s (for cooking), doz 0 90
Prepared cocoa, ½'s 0 32
Prepared ½'s 0 30

Mott's breakfast cocoa, ½'s 0 42
" " ¼'s 0 42
" No. 1 chocolate, ½'s 0 36
" Navy " ½'s 0 32
" Vanilla sticks, per gross 1 00
" Diamond chocolate, ½'s 0 25
" Plain choice chocolate liquors 0 34
" Sweet Chocolate Coatings 0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages	0 26
1b "	0 27
1b. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18		0 16
Special Shred	0 17		0 15
Ribbon	0 19		0 17
Macaroon	0 17		0 15
Desiccated	0 16		0 14

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) $4 85
Reindeer" brand per case (4 doz.) 5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocha	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

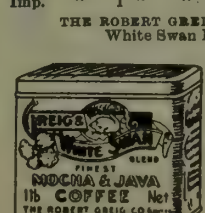
PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins $0 33
"Gilt Edge" in 2 lb. tins 0 32
Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

Cheese —Imperial

Large size jars, per doz	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	1 40
Small size, "	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

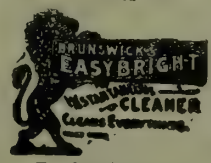
For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montrea $2, $3, $5, $10, $15 and $20.
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each .3½
500 books to 1000 books	.03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz	$3 20
"	2 "	" 1 "	3 00
"	4 "	" 1 "	4 50
"	20 "	" ½ "	4 75
"	20 "	" 1 "	9 00

THOMAS J. LIPTON

Prices on application.

Assorted Case,	Contains 2 doz..$2.50
Chocolate (Straight)	Contains 2 doz..$2.50
Vanilla (Straight)	Contains 2 doz..$2.50
Strawberry (Straight)	Contains 2 doz..$2.50
Lemon (Straight)	Contains 2 doz..$2.50
Unfavored (Straight)	Contains 2 doz..$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors)	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application.

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

MORSE BROS., Props. - Canton, Mass., U.S.A.

ROWLEY'S

Valencia Raisins and Almonds

THE FINEST IN THE LAND

F. W. Rowley
DENIA
Extra Fine Selected

These are the brands recognized as the standard for years.

You are safe to stock them in such belief.

S. Bodi
DENIA
Finest Selected

SHELLED ALMONDS, in 28-lb. and 14-lb. boxes.

We have the real goods. Write for samples.

UNDERWOOD and CRICHTON,

London, England — Valencia, Spain — Denia, Spain

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N. S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

Just One Big Word— # SOAP

We can supply your wants in toilet soaps—lines which we guarantee as to quality. Prices attractive.

SAVONS FRANCAIS

C. Pagnuelo, Manager

Factory: 1653 Notre Dame St. East — MONTREAL — Offices: 235 Coristine Building

FINE ORDERS BOOKED

We have already booked a large number of orders for

Old Homestead Canned Goods

from our customers who have handled these in former YEARS.

See that you place your order early with us.

GET OUR PRICES.

S. J. CARTER & CO.

58 McGill Street, - MONTREAL

Shelled Almonds

Valencias and Jordans

Cluster Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 3 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case.....per lb. 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb. 0 07
7 and 14-lb. wood pails.....per lb. 0 07
30-lb. wood pails ..... " 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 3 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb. 0 07
30-lb. wood pails..... 0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 8)

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted favors—gross 10.75.
MacLaren Imperial Cheese Co. Limited

GENESEE PURE FOOD CO

Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GRE IG

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price "Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 10	
½-bbls. 0 10½	
Tubs, 60 lbs. 0 10½	
20-lb. Pails. 2 10	
20-lb. tins .. 2 00	
Cases 3-lb.. 0 11	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	10 50
5 cases or more	3 40

Marmalade.

W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 3 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Shredded"—	
1-lb. glass, doz.....	1 90
2-lb. "	3 10
7-lb. tins, "	8 35

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins.....per doz.	$1 40
" ¼-lb. tins ..... "	2 50
" 1-lb. tins ..... "	5 00
Durham 4-lb. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F. D ½-lb. tins.....per doz.	0 85
½-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND. Per case

No. 1, cases, 60 1-lb. packages.....		$2 75
No. 2, " 120 ½-lb. "		2 75
No. 3, "	30 1-lb. "	2 75
	60 ½-lb. "	
No. 5 Magic soda—cases 100—10-oz. pkgs.		
1 case		1 00
5 cases.....		3 75

SUMMER REST

But you say you can't have any.
If you cannot, you can help others.
Your patrons are looking for it or enjoying it.
They are also looking for the material accessories to aid them in their quest.
Nothing among summer drinks can surpass the soothing and stimulating beverage made from

Wood's Package Teas

Purest and best, they are the ideal goods for the Grocer to handle, both for convenience and quality.

WOOD'S PURE PACKAGE TEA

MAY QUEEN PRIMROSE
FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 80
" " black.....	"	15 30
Oriole soap.....	"	10 80
Glorioia soap.....	"	12 00
Straw hat polish.....	"	10 80

3 doz. to box $3 45
6 doz. to box .. $3 90
30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

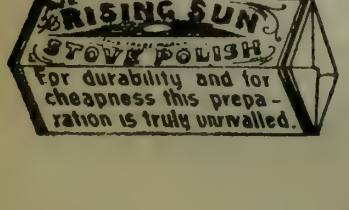
Laundry Starches—	per lb
No 1 White or blue, 1-lb. cartons	
No. 1 " " 1-lb. "	
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bblr. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps.....	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 42 lb....	6 06½
Barrels, 200 lb.....	0 9½
Kegs, 128 lb.....	0 09
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 07½
SAN TOY STARCH.	
pkgs, cases 5 doz., per case..	4 75

Stove Polish.

	Per gross.
Rising Sun, 5-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints.....	2 90
Quarts.....	5 40
½ gallons.....	5 10
Gallons.....	4 80
gallons.....	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¾ "
Kegs, 150 lbs.....	0 03¾ "
2-gal. pails 25 lbs.....	1 25 each
3 " " 38½ lbs.....	1 75 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case.....	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ per lb.
Kegs, 150 lbs.....	0 03¾ "
2-gal. pails 25 lb.....	1 25 each
" " 38½ lbs.....	1 75 "
2-lb. tins, 24 in case, per case ...	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½s, ¼'s and 1/8's	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s.....	0 44	0 60

LIPTON'S TEA
Thomas J. Lipton
75 Front St. East, Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only.....	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼s, ½'s and 1's	0 30	0 40
Pink " ¼'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's.....	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's..... $0 20 $0 25

Blue Label, ¼'s.....	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ¼'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ¼'s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19

BLUE RIBBON TEA CO., TORONTO

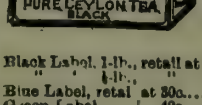
	Wholesale	Retail
Yellow Label, 1's.....	0 20	0 25
" " ½'s.....	0 21	0 25
Green Label, 1's and ½'s.....	0 24	0 30
Blue Label, 1's and ½'s.....	0 25	035
Red Label 1's, ½'s, ¼'s and 1/8's..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

MELAGAMA TEA.
MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s.....	0 70	1 00
" " ½s.....	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ¼s.	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs., ½s...,	0 30	0 40
" " ¼s		0 32
" " ½s.....	0 25	0 30
" " 1 lbs.....	0 24	0 30

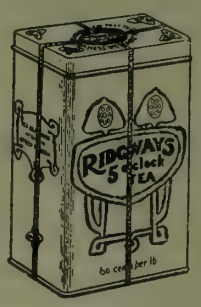
We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c.....	$0 20
" " ½-lb., " "	0 21
Blue Label, retail at 30c.....	0 22
Green Label. " 40c.....	0 30
Red Label, " 50c.....	0 35
Orange Label, " 60c.....	0 42
Gold Label, " 80c.....	0 55

R. DGWAYS.
London, Vancouver, Winnipeg and Ceylo



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 33	0 40
Old Country, 1's and ½s.....	0 35	0 50
5 o'Clock, 1's and ½s	0 41	0 60
H.M.B., 1's and ½s	0 41	1 00
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.		0 5

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s....	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 15
Chewing—Currency, 12s. and 6½....	0 46
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V.H.C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos. 1-20.....	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6.....	0 40
Queanel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ¼-lb "	0 70
" " 1-lb "	0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$18 00
Absorbine Jr., per dozen.....	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case ..	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

DWIGHT'S BAKING SODA

"COW BRAND" BAKING SODA

has become an almost indispensable household necessity for every family in Canada. This has been brought about solely through the superior merit of the goods, their unequalled strength and the reliability to the user.

A reputation like this means money and easy sales to every grocer handling "Cow Brand" Baking Soda.

EVERY JOBBER IN CANADA SELLS IT. ASK YOURS FOR IT.

Church & Dwight

MANUFACTURERS

MONTREAL

THE PEOPLE OF **JAMAICA**

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

INFORMATION

about every conceivable subject finds its way into the newspapers. The function of THE CANADIAN PRESS CLIPPING BUREAU is to collect all the items of information appearing in Canadian newspapers about any subject you are interested in. Our service is thorough. We don't miss an item. If you want all the current information about a pet subject, we can supply it at the lowest cost. By using our service you can keep posted on any subject.

Write for our free booklet.

THE CANADIAN PRESS CLIPPING BUREAU

232 McGill Street, MONTREAL

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TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

SALT

ALL KINDS

Ample supplies now arriving
to promptly fill all orders.

VERRET, STEWART & CO.
LIMITED
MONTREAL

We have a few spot goods to offer

Write us for prices.

Wax Beans 2's	White Peaches H.S. 2's
Whole Beets 3's	Gallon Apples
Sliced Beets 3's	Bartlett Pears 2's and 3's Heavy Syrup
Squash 3's	
Pumpkin 3's	Damson Plums 2's H.S.
Red Cherries H.S., 2's	Lombard " " "
Yellow Peaches H.S. 2's	Greengage " " "

Lawton Berries (light syrup) 2's

J. H. WETHEY, LIMITED
ST. CATHARINES, CANADA

MADE IN CANADA.

MAGIC BAKING POWDER

SOLD and USED EVERYWHERE in the Dominion.

Makes Baking Easy, Dependable and Economical.
All Canadian Dealers Have It. REFUSE SUBSTITUTES.

E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, AUGUST 7, 1908. NO. 32.

When Laundry Blue is wanted

the thoughtful housewife thinks of the world-famous

Keen's Oxford Blue

Experience has taught her that of all laundry blues Keen's Oxford Blue is the most reliable. To encourage this means money for you.

EVERY JOBBER SELLS IT.
ASK YOURS FOR IT.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion **Montreal.**

During the summer months housekeepers use

Benson's "Prepared" Corn

for Puddings, Blanc Manges and Desserts. Fifty years' use by Canadian housekeepers has convinced them of its superiority over all other Corn Starches. Just now is the time for you to suggest the use of Benson's "Prepared" Corn. It will be a profitable suggestion for you.

Demand "**Benson's**" from your jobber.

EDWARDSBURG STARCH CO., Limited

63 Front St., East TORONTO, Ont.

ESTABLISHED 1858
Works,
CARDINAL, Ont.

164 St. James Street MONTREAL, P.Q.

SURPRISE SOAP

A SURE, STEADY PROFIT IS WAITING FOR THE GROCER WHO PUSHES THE SALE OF "SURPRISE"—BE ONE OF THEM

The St. Croix Soap Mfg. Co.

Factory at St. Stephen, N.B.

Branches : Montreal, Toronto, Winnipeg, Vancouver, West Indies.

The best that money can buy

is never too good for Canadians, that is why it pays to handle "Stower's" goods, their **"Lime Juice Cordial"** is ready for immediate use by adding water—or soda—or ginger ale, already sweetened, their Lime Juice the strongest.

As used by King Edward the VII.

As used by The Prince of Wales

A few of the places where you can get these:

HAMILTON, ONT.—Lucas, Steele & Bristol
BRANTFORD, ONT.—Geo. Foster & Sons
KINGSTON, ONT.—Fenwick, Hendry & Co.
QUEBEC, P.Q.—J. B. Renaud & Co.
ST. JOHN, N.B.—A. G. Dick

ARTHUR P. TIPPETT & CO.
Sole Agents
Montreal

No Musty Flavor

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

HOWARD BLIGH & SONS
HALIFAX N.S.
Importers, Exporters and General Commission Merchants.
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.
Domestic and Foreign Agencies Solicited.
Highest References.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

ONE OR TWO
more agencies will be well looked after by the undersigned. Just able to take proper care of one or two more only. Excellent connections in Montreal and Quebec Province, and highest references.
Communicate at once.
C. A. Morin
Room 35, Alliance Bldg.
107 St. James St. - Montreal

MONTREAL

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

Dominion Storage & Forwarding Co., Ltd.
43 Colborne Street, TORONTO
Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.
TELEPHONE MAIN 5661

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

TORONTO.

CORNMEAL
The Best!! The Very Best!!
BECK'S "OLD GOLD"
Granulated Meal
Barrels and Bags
Now in stock
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

Foreign and Domestic
BEANS
on spot
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents and Importers
29 Melinda St., Toronto

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

(Continued on page 4.)

We have an especially good proposition on

Wm. P. Hartley's

—AINTREE—
LIVERPOOL
—ENGLAND—

Jams, Jellies and Marmalades—

For Import Orders——

Write us now or
see our travellers
for particulars

EBY-BLAIN, LIMITED

Wholesale Grocers TORONTO

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you You sell at	30c per lb. 40c per lb.
GOLD LABEL	1s and ½s	Costs you You sell at	35c per lb. 50c per lb.
LAVENDER LABEL	1s and ½s	Costs you You sell at	42c per lb. 60c per lb.
GREEN LABEL	1s and ½s	Costs you You sell at	50c per lb. 75c per lb.

CANISTERS

GOLD Tins	5s	Costs you You sell at	35c per lb.—$1 75 50c per lb.— 2 50
GOLD Tins	3s	Costs you You sell at	35c per lb.— 1 05 50c per lb.— 1 50
GOLD Tins	1s	Costs you You sell at	36c each 50c each
GOLD LABEL	½s	Costs you You sell at	18c each—36c per lb. 25c each—50c per lb.
RED Tins	½s	Costs you You sell at	35c each—70c per lb. 50c each—$1.00 per lb.
RED Tins	¼s	Costs you You sell at	18c each—72c per lb. 25c each—$1.00 per lb.

Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

Manufacturers' Agents—Continued.

QUEBEC

J. P. THOMAS
WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
Correspondence invited
25 ST. PETER STREET, - - QUEBEC

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

WINNIPEG.

Wholesale Grocery Brokers, Commission Merchants.
First-class connection with the trade. Established 1895. First-class references.
Your correspondence and business solicited.
GEORGE ADAM & CO.
430½ Main St. W.

RICHARDS & BROWN
Wholesale Commission Merchants and Brokers
314 Ross Avenue WINNIPEG, Man.
Correspondence Solicited

GROCERY BROKERS
and Manufacturers' Agents
CARMAN BROKERAGE CO., Ltd.,
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
Head Office and Track Warehouse,
141 Bannatyne Ave. WINNIPEG, MAN.

BRACK & KIRKLAND
Grocery Brokers, and Manufacturers Agents
Warehousemen and Distributers
Track Warehouse, 137 Bannatyne Ave. E.
WINNIPEG, MAN.

W. H. ESCOTT
(Formerly of Carman-Escott Co.)
Grocery Broker and Manufacturer's Agent
WINNIPEG, CALGARY and EDMONTON
Goods stored and distributed.
Head Office and Track Warehouse
141 Bannatyne Avenue Winnipeg, Man.

VANCOUVER

F. G. EVANS & CO.
Grocery Brokers and Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

STRANG BROTHERS
Commission Brokers and Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

EXPERIENCED ADVERTISEMENT WRITERS
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

Small's
Freight is no more on full strength
MAPLE SYRUP
containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.
Canada Maple Exchange, Limited, Montreal
TRADE MARK.
Smalls

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Try a business card in The Canadian Grocer.

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY
TORONTO MONTREAL

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

The Merchant Is Held Responsible

It is a curious fact that, when a woman buys Canned Goods that prove unsatisfactory, the blame is at once placed on the dealer—not upon the packer. It is equally true that, when the Canned Goods prove to be of high quality the merchant is given the credit. "They have such good things at Blank's," is the story then. Are you receiving praise or blame for the goods you handle ? On the answer depends the future of your business.

Canadian Canners' Peas Are Proving Their Worth Every Day

Our celebrated brands will enable you to build upon a firm foundation. They will bring you the best trade in your community. Recommend our Grade No. 2 SWEET WRINKLE PEAS, and the repeat orders will give you genuine satisfaction. They cost the merchant very little more than Grade No. 4, but on account of high quality can be sold at a good margin of profit.

Our Canned Peas are packed in four grades as follows:—

Grade No. 1—Extra Fine Sifted Peas
Grade No. 2—Sweet Wrinkle Peas
Grade No. 3—Early June Peas
Grade No. 4—Standard Peas.

BRANDS:—"Canada First" (Aylmer), "Little Chief," "Log Cabin," "Horseshoe" (Bowlby), "Auto" (Canadian Canners), "Kent," "Lynnvalley" (Simcoe), "Maple Leaf" (Delhi), "Lion" (Boulter), "Thistle" (Brighton), "Grand River" (Lalor), "White Rose" (Lakeport).

Canadian Canners, Limited

Hamilton, Canada.

When You are Ordering Canned Goods it'll pay you to specify

OLD HOMESTEAD BRAND

Because it's the brand that puts quality before everything. Every piece of fruit and vegetable used is selected for its soundness—not for its price. Our methods of packing are right up-to-date. We know how to pack and preserve the natural appetizing flavor of our selected stock. Moreover, we can suit you in the matter of price. Just ask for quotations on Old Homestead Brand before placing your order elsewhere.

The Old Homestead Canning Co.

Picton, Ontario

MESSRS. EBY-BLAIN, Limited, Ontario Agents

"MAKE A GOOD ARTICLE AND TELL THE PEOPLE OF ITS GOODNESS, AND THE PEOPLE WILL BUY IT AND CONTINUE TO BUY IT."

This is the most concise, comprehensive sentence that could be used to outline the principle upon which we have always transacted business. Real confidence in the goods purchased is created by one factor only—true worth. The fact that we advertise the goodness of

"SALADA"

is proof of the confidence we have in its worth. During the past seventeen years, without a single exception, we have had the most enormous increases in sales, thus proving conclusively the increasing confidence of the consumer in "SALADA." This is alone due to the fact that our aim has always been QUALITY FIRST.

PICKLING SPICE

We are offering exceptional values in high-grade Pickling Spice. Each of the varieties is specially selected with a view to the best results, so that it can be recommended to the most fastidious trade.

Sold either in bulk or packages.

Our "White Swan," glass front, ¼-lb. package is unequalled as a 10c. line. 4 doz. in a case.

The Robert Greig Co., Limited.

WHITE SWAN MILLS

TORONTO

STOCK THE BEST.

"KIT"

COFFEE

IS

BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St.; Ontario.—A.E. Bowron 18 King William St., Hamilton; Winnipeg, Mason & Hickey 108 Princess St.

National Licorice Co.

Brooklyn, N.Y.

Toronto Sales Agent—
R. S. McINDOE, 120 Church Street.
Montreal Sales Agent—
J. M. BRAYLEY, 55 St. Paul Street.
Winnipeg Sales Agency—
R. B. Wiseman and Company.
St. John Sales Agent—
H. S. Daly.
Vancouver Sales Agency—
J. F. Mowat & Company.

Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve).

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis. - -	Quebec.	Carman Escott Co., -	Winnipeg.
C. DeCarteret, - -	Kingston.	R. G. Bedlington & Co., -	Calgary
Jas. N. McIntosh, - -	Ottawa	Tees & Peerse, -	Edmonton.
Geo. Musson & Co., -	Toronto.	Wilson & McIntosh, -	Vancouver
J. W. Bickle & Greening, -	Hamilton.	C. Leonard Grant, -	P. E. Island
G. H. Gillespie, - - -	London		

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

...FOR...
Picnics, Camping, Yachting
ETC.

BATGER'S

LIME JUICE CORDIAL

IS JUST THE THING

ORDER FROM YOUR JOBBER

AGENTS:

ROSE & LAFLAMME, LIMITED
Montreal and Toronto

This Season When Ordering

VALENCIA RAISINS

Ask for these Marks—

"M.D. & Co. Beaver"
Special Fancy Quality

"W. Abel" Standard Quality
4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

PACKED BY

MAHIQUES, DOMENECH & CO.

Agents: ROSE & LAFLAMME, Limited
MONTREAL and TORONTO

We won't have a large Pack this season, that is one reason why you'll find

QUEEN BRAND

goods just a little better than usual.

We aim to make this a record year in QUALITY, and if you are neglecting to specify **QUEEN BRAND**

when placing your order, you are missing our best efforts to advertise YOUR business.

DON'T DELAY, but place your order with your dealer NOW, and underline "**QUEEN BRAND.**"

Belleville Canning Co.,

BELLEVILLE, - - ONT.

Butter Fruit

The best is always satisfactory.
We handle Butter, Cheese, Eggs, Fruits and Produce.

Let us handle your stock.

We buy, we sell.

When handling on commission we get best possible price and make prompt returns.

Write us to-day.

NICKERSON & HART,
HALIFAX, N. S.

P. O. BOX 352

THREE BRANDS THAT PAY YOU TO STOCK

PURNELL'S

Vinegar Pickles Sauces

No better line to stock than these high class English goods.

Our pure malt vinegar has been a standard article for over 150 years.

Pickles and Sauces of irreproachable quality, piquancy and flavor.

Get in touch with our agents, so as to have early delivery.

Purnell & Panter, Ltd.
Bristol, England

C. E. McMichael, - - St. John, N.B.
H. Haszard, - - Charlottetown, P.E.I.
Erb & Rankin, - - - - Halifax, N.S.
C. S Harding, Ottawa, Quebec & Montreal
Kyle & Hooper, - - - Toronto, Ont
J. W. Bickle & Greening, - Hamilton, Ont.
Carman, Escott Co., - Winnipeg, Man.
C. E. Jarvis & Co., - Vancouver, B.C.

GEO. E. BRISTOL

SPECIAL PRICES

CANNED MEATS

EMPIRE BRAND

Don't forget our 4 FREE Phones. Use them.

Thanks for orders sent us during travellers' holidays. Our men now on the road again. Watch for them.

LUCAS, STEELE & BRISTOL,
Wholesale Grocers,
HAMILTON, - - - - ONTARIO

Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato,** not the **Tomato** to the size of the **Opening.**

Pack **Whole Tomatoes,** not Crushed Fruit.

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

Max Ams Patents

The World's Best Coffee is

Lipton's

DON'T FORGET that your many customers who are delighted with

LIPTON'S TEA

will thank you for introducing them to

LIPTON'S COFFEE

Stands to reason—doesn't it?

The Greatest Tea Merchant in the World

cannot afford to sell anything but the finest coffee.

Write for Samples

THOMAS J. LIPTON, - 75 Front Street East, TORONTO

A GREAT BIG GARDEN

three thousand acres of the finest land in Prince Edward County, owned and controlled by ourselves, is behind

FARMER BRAND

CANNED FRUITS AND VEGETABLES

We won't pack a piece of imperfect fruit or vegetable—we don't have to! Our stock enters the factory straight from the garden where it has been specially grown for the purpose. It comes in at the right time and in perfect shape for the process.

FARMERS' CANNING CO., Limited

BLOOMFIELD, - ONTARIO

We are offering an exceptionally good value in a fine

Ceylon Green Tea

Our travellers will be pleased to show you sample—

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

About 3ft. Long

The man who first tried to catch a fly, did it without

Brown's "Fly Coil"

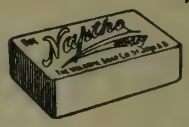
and the fly got away. That's why we are bothered with millions of them to day. BROWN'S "FLY COIL" is the thing to catch these millions with, because the flies can't leave it alone and can't get away from it, and it will catch more of these dangerous pests to the square inch than any other device extant. It is neat, hygienic and effective. Anyone can see its good points at a glance, so it sells "like hot cakes." Hang one up and try it on your flies and your trade.

To be obtained from

The National Drug & Chemical Co. of Canada Ltd., Montreal
The Wingate Chemical Co., 545 Notre Dame St. W., Montreal
G. C. Warren, Regina, Sask.
The Standard Brokerage Co. Ltd., 144 Water St., Vancouver, B.C.
T. A. Macnab & Co., Cabot Bldgs., St. John's, Newfoundland
W. S. Clawson & Co., 11 and 12 South Wharf, St. John, N B.
The MacLaren Imperial Cheese Co. Ltd., Toronto.

or direct from

The Brown Manufacturing Co., Ltd., Bury, Eng.



Naptho SOAP

MADE IN CANADA

MAKE

NAPTHO SOAP

YOUR LEADER

The result will be —satisfied customers — satisfactory profits.

The Welcome Soap Co.
Limited
St. John, - N.B.

New Japan Teas

We are now quoting on Low Grades and would be pleased to hear from our Wholesale friends at earliest date possible.

S. T. NISHIMURA & CO., Sole Agents. *55* St. Francois Xavier St., Montreal

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

Pure Fruit Pure Sugar

that's the composition of

E. D. S. Brand

Jams and Jellies

Government analysts say it is absolutely pure

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.

RAW SUGAR

in Sacks

WRITE US FOR QUOTATIONS

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

"Glencairn" Brand of Pressed Beef

Prime Brisket

A Splendid Picnic Beef or a ready dish for Luncheon or Supper.

The high quality of this **Good English Beef** is always remarked upon, and you need never hesitate to recommend it to your customers.

An A.1. Article

Agents in Canada :
ROSE & LAFLAMME, LIMITED, Montreal

Cunningham & De Fourier Ltd.
LONDON, E.

Butter Dishes

? US FOR PRICES.

Fruit Jars and Rings

Butter Tubs and Boxes

Butter Parchment

AND

John Bull Specials

Do you know about them?

Walter Woods & Co.
Hamilton and Winnipeg

For Continuous Profits Try

2 in 1 Shoe Polish

Our wide-spread advertising makes the public expect that YOU handle it, because we say that ALL UP-TO-DATE GROCERS handle 2 in 1. Keep up your stock of 2 in 1.

THE PEOPLE WANT IT

The F. F. DALLEY CO., Limited

HAMILTON, CANADA
BUFFALO, N.Y., U.S.A.

IMPORTANT

Our special representative, Mr. Arthur C. Deayton is now visiting the Dominion to establish agencies for the sale of our renowned

"TEA PLANT"

TEAS

His address for all communications is 303 Frank Street, Ottawa.

For over half a century

Cooper Cooper & Co's Teas

have upheld the very highest traditions of the British trade. Only the young juicy shoots of the plants are used rendering each blend unequalled for fragrance, aroma and all-round good quality.

Cooper Cooper & Co. Ltd.

"The World's Most Famous Teamen"

Head Office: 71-73 Tooley Street
LONDON, ENGLAND

MADE

Of the Best!
For the Best!
By the Best!

Young's Elite
Toilet Soap

"The Soap of Quality"

A Soap of Highest Quality, beautiful creamy lather, delicate perfume, for refined people.

Made Expertly by an Expert.

THE YOUNG-THOMAS SOAP CO., LTD.,
Regina, Canada.

A grocer adds prestige to his business when making a good counter or window display of

STERLING BRAND PICKLES

He adds dollars to his sales for it is these pickles that are asked for by the best class of customers everywhere.

Made in Canada by

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada

Headache is as Common a Complaint as Hunger

And Mathieu's Nervine Powders cure headaches just as bread cures hunger.

These powders sell almost as rapidly and uniformly as flour or bread. Simply let people know you have them.

The demand will be immediate and continuous.

Good profit, too. Let's have your order, please.

No need to say much about Mathieu's Syrup of Tar and Cod Liver Oil. You know how it sells in summer.

J. L. Mathieu Co., Sherbrooke, P.Q.

Proprietors
L. Chaput, Fils & Cie, Wholesale Depot, Montreal

E NICHOLSON

D H BAIN

CODES.
A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON

NICHOLSON & BAIN

WHOLESALE

COMMISSION MERCHANTS & BROKERS

EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BA

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A Bumper Crop in the West

MR. MANUFACTURER, do you realize what this year's bumper crop in the West may mean to you?

It is the biggest crop in the history of the country and it will be worth a pile of money—much more than any previous crop.

The West will have plenty of money to spend and there will be a strong demand for high class goods.

Now is the time to push your goods in the West and develop a trade that will grow from year to year.

We can help you, as we have the selling organization to place your goods on the market.

We are established in Winnipeg, Calgary and Edmonton, the three principal wholesale centres of the West. We can take your goods on commission basis, store them at these three points and distribute them to the wholesale trade.

To do business in the West it is essential that you should have live intelligent representation on the ground.

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise also cars distributed at Winnipeg, Calgary and Edmonton.

TO THE TRADE:

It Cannot be too Often Repeated that, in Selling

CEYLON TEA

You Should Teach the Customer

How to Prepare It.

The Superabundant Life and Vigor
of the Ceylon Plant Give Its Leaves

All Tea Properties in High Degree.

3 to 5 MINUTES' DRAWING
With Furiously Boiling Water Suffices to obtain the

DELICIOUS AROMA, the
DELICATE FLAVOR and the
INVIGORATING TONIC.

"There! The Cork Is Gone ——— ——"

But how much more strongly does a housewife express herself when the cork goes to pieces! Your Product may be first class, Mr. Manufacturer, but she is in no mood to appreciate it if she has to make her own stopper. Avoid causing such annoyance by using **Ewing's Corks and Capsules—always the best,—ever Reliable.**

PRICES SENT ON REQUEST

S. H. EWING & SONS

MONTREAL and TORONTO

THE POINT

IN A NUTSHELL

Contractors to the War Office and Admiralty.

The difference between the vinegar we make and the others you're sometimes asked to buy lies in the brewing. An honest attempt to produce a good article is not always rewarded with success, but

Since 1849 we have been renowned for the excellence of our plant and the perfection of our product.

During that time our trade has developed and extended to all parts of the world.

CANADIAN AGENTS :

Messrs. Martin & Robertson, Vancouver and Victoria, B.C.
" C. & J. Jones, Winnipeg.
" G. Stanway & Co., Toronto.
Mr. Kenneth H. Munro, Montreal.

White, Cottell & Co.,

Camberwell S.E., LONDON, ENG.

What Kind of Flavoring Extracts Are You Handling?

If you would handle the absolutely reliable kind, try

Shirriff's Flavoring Extracts

Highest in Strength and Purity

IMPERIAL EXTRACT CO., 18-22 Church St., Toronto

Tartan BRAND

BUY YOUR CANNED GOODS NOW, DO NOT DELAY FURTHER,
AND IF YOU WANT THE BEST, BOOK

TARTAN Brand Fruit and Vegetables

This is also the place to buy

Lea's Pickles with the home flavor
Wagstaffe's Jams, Jellies and Marmalades
Imperial Vinegar
TARTAN Spices Guaranteed Pure

Phone 596, Free to Buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

TRURO QUALITY BRANDS

TRURO QUALITY BRANDS

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

QUALITY TELLS

People will always remember a good thing, and they do not forget where they purchased it. Neither do they forget where they have been sold an imitation.

Pride of Canada

Maple Syrup brings customers back every time.

IT PAYS

The Maple Tree Producers' Association, Ltd.,

Waterloo, Quebec

For Delicacy of Flavor
Quality and Attractive Appearance

We have not seen anything more justly entitled to first place than—

LEA'S PICKLES

with the home-made flavor, Canadian grown—Canadian packed. Don't think you're getting the best if you miss buying Lea's.

We are commissioned to offer special inducements to new as well as regular buyers.

W. H. GILLARD & CO.
Wholesale Grocers
HAMILTON
Branch House—Sault Ste. Marie

The season is approaching when Granulated Sugar will be in active demand for preserving and canning purposes. When ordering supplies ask for

Redpath

the BRAND approved for over fifty years and to-day the STANDARD OF EXCELLENCE.

Made from PURE CANE Sugar by

The
Canada Sugar Refining Co.,
Limited

MONTREAL

Order
QUAKER SALMON
and Be Sure

TRADE MARK

This is Your M **Protection**

SONS
ESTABLISHED 1834.

You are buying salmon now. It is just as easy to get the best, so specify **Quaker Salmon,** highest grade Sockeye, from Fraser and Skeena rivers. Most attractive package obtainable in Canada. Prices—they speak for themselves:

QUAKER SALMON, flats, - - $2.05
QUAKER SALMON, talls, - - 1.90

EVERY TIN GUARANTEED

Mathewson's Sons
WHOLESALE GROCERS
202 McGILL STREET, - MONTREAL

GET
Balmoral Scotch MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO
J.W. WINDSOR
MONTREAL
SOLE AGENTS FOR CANADA

Pushing Wholesale Agents Wanted

FOR

DR TIBBLES' VI-Cocoa

The World Renowned Food Beverage

THE PUBLIC SAY:

And **"THERE IS MERIT IN IT,"**

THE TRADE SAY:

"THERE IS MONEY IN IT."

One of England's Greatly Advertised and Leading Lines

Our Representative is now in Canada fixing our Agents for the Dominion

WRITE HIM

"VI-COCOA," 303 Frank Street, OTTAWA

NOW READY FOR DELIVERY IN $25.00 CASES ASSORTED SIZES

THE WORLD'S STANDARD

WHITTEMORE'S POLISHES

ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World

Dirty Canvas Shoes

made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust No rubbing off. A Sponge in every package, so always ready for use.

Large size, per gross, 10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Largest quantity; finest quality. Its use saves time, labor and brushes, as it

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . .

OIL PASTE

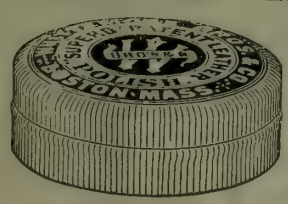
for ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Ola's.

Price per gross . . . . . .

Excellent for old rubbers.

"SUPERB" Patent Leather Paste



For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. ½ lb. boxes
Per doz. ½ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . . . .

Also in Russet and Ox Blood

"ELITE Combination"

BOX CALF PASTE
FOR BOX CALF VICI KID PATENT AND ENAMEL LEATHERS
WHITTEMORE'S ELITE
ELITE POLISH
BOX CALF
VICI KID AND ALL KIND OF FINE BLACK DRY LEATHER GOODS
Whittemore Bros & Co
BOSTON U.S.A.

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . . .

"BABY ELITE" Combination

10c. size per gross .

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross .

Star Russet Combination

10c. size per gross .

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . .

Elite, Ox Blood and Brown Pastes same sizes and prices

If interested write for CANADIAN PRICES.

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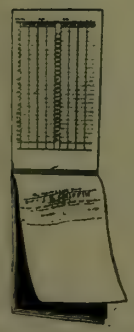

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For fifty years this has been so. It is now. For sale by all jobbers.

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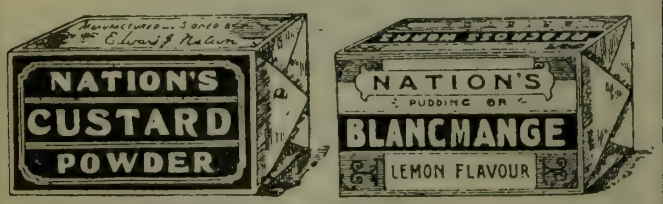
SIMPLY DELICIOUS
In Packets and 4-oz., 8-oz. and 16-oz. Tins



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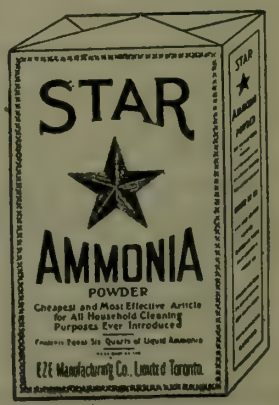
141 Bannatyne St. WINNIPEG
Manufactory—BRISTOL - ENGLAND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POWDER
Cheapest and Most Effective Article for All Household Cleaning Purposes Ever Introduced
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Leaves a nice margin of profit, and is of a quality which stimulates business.

How important it is for the retail merchant to be as sure as possible that the tea that he recommends is the very best that he can procure.

Some of his customers will insist on getting certain brands, which the merchant doubtless knows are not as good as some other one; but some of these customers have very decided opinions and must be humored. The great majority, however, are influenced by his opinion, and these are the very ones whose trade he is most likely to hold **providing they find that the goods he recommends are always to be relied on.**

Tea is one of the most important of the many things sold in a grocery or general store. You know from experience probably that a customer who complains about tea soon complains about other things and is dissatisfied all round.

You have also found that some customers who did not like the tea you recommended **did not complain but went to another store when they needed to buy again.**

To come right down to the point. **Do you think it pays to push or recommend any tea until you are satisfied yourself that it is the best tea on the market?**

Nothing but the best is good enough for your customers.

Now I believe Red Rose Tea is the best tea on the Canadian market and I believe any independent expert judge of tea will back up this opinion.

If you are not selling Red Rose Tea and feel that the best is none too good, order a sample case. Then form your own opinion, don't be persuaded one way or the other by my travelers or anyone else. **Judge for yourself.**

If it is the best you will continue to buy it; if it isn't, you won't.

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"PEERLESS" Brand
Canned Goods

Put up by the Beamsville Packing Co., Limited.

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Just arrived. One carload ***Ceylon Tea*** 150 half chests, 50 lbs. each; 150 chests, 90 lbs. each, which we will sell, while they last at..... ***16 cents.*** net 30 days F.O.B., Toronto.

This Tea is an elegant draw and pekoe leaf. Samples cheerfully forwarded, Write, Telephone or Telegraph at our expense. ***New Japan Tea.*** Just arrived ***Earl of Minto No. 1*** in 25, 50 and 80 lb. packages, first crop picking. Write for samples and quotations at once as they will go quickly.

P.S.—We take pleasure in notifying our numerous customers and friends who will be in Toronto during the Fair, that we will be pleased to receive and deliver daily all mail sent in our care, at the "Melagama" Demonstrating Booth, Manufacturers Building.

MINTO BROS., TORONTO

Good tea is a drawing card for any grocer.

Ridgways TEA

has a reputation through all the Anglo-Saxon world.

Specially blended for the Canadian trade.

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Cures Strained Puffy Ankles, Lymphangitis, Bruises and Swellings, Lameness and Allays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. $2.00 per bottle, delivered with full directions. Book 5-C, free.

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Canadian Agents, LYMAN SONS & CO., Montreal.

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You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,

OAKVILLE, ONT.

TELL THEM!

are you Looking

For a **Clerk**
For a **Position**
For a **New Store**
For a **Buyer for your Business**
For an **Agent or an Agency.**

Place a **WANT AD.** in The Canadian Grocer. It will tell its 10,000 or more readers from Halifax to Vancouver. Almost sure to bring you business. **1 cent a word.** That's all it costs.

THE CANADIAN GROCER, TORONTO

TRY A

Condensed Ad.

IN THE

Canadian Grocer

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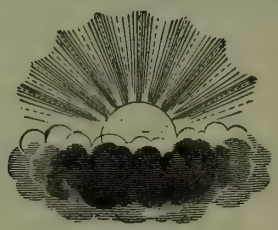
THE ESSEX CANNING & PRESERVING CO., Ltd.

28 Wellington Street East, Toronto, Canada

FACTORY AT ESSEX, ONT. ***(The Most Southerly County in Canada.)***



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

"Salad, Edible and Cooking Oils"

WINTER PRESSED

—Highly recommended.
—Guaranteed under the Pure Food Act.
—A substitute for Lard.
—The Quality of these Oils is their recommendation.
—Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

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J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

55 ST. PAUL ST., - - MONTREAL

Brooke Bond's Packet Teas.

Are you getting the best possible value in the tea you purchase?

Write for our prices and samples and compare them with the tea you are now getting and the prices you are paying.

If we do not show better value, you may rely on it that you are buying exceedingly well. If, on the other hand, our prices are lower or our tea better, we ask you to give us a trial order.

Agents for Western Canada:

Messrs. Hamblin & Brereton,

Corner of Notre Dame & Victoria Streets

WINNIPEG, MANITOBA.

LEA'S PICKLES

We expect to be able to deliver new goods in about a week.

Special arrangement for 5 case orders.

We are also offering the new and attractive variety

TID-BITS

Our travellers have full particulars, if they don't call, wire or write us.

James Turner & Co., Limited

Hamilton, Ontario

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Drummers' "Snack" a Glorious Success

A Host of Ontario Travelers Had the Time of the Year at the Annual Jollification at Alton Last Friday and Saturday—The Community Takes a Holiday and Welcomes the Visitors With Open Hearts, Homes and Pantries—A Unique Concert, an Enjoyable Banquet and a day of Novel Sports Make up an Occasion Long to be Remembered.

Isn't it bully, my friend of the grip,
In the summer's mid, to let things rip,
To run out there with the rest of the boys,
Shake hands all round, raise a deuce of a noise,
Meet " Father Bill " and have all the joys
Of the Drummers' Snack at Alton ?

Dr. Algie did a mighty wise thing when he chose that word "snack," with all its euphonious suggestiveness for the title of the most unique function or celebration or holiday or whatever it is, in the circle of Canadian commercial activity. It suggests a picnic, and the travelers certainly have it in both the usually-accepted and the slangy-meaning form, two days and a night of it—at least most of the night. It suggests a feast of some kind, and feasts there certainly are of various kinds—physical, provided in the generous helpings of country ham and eggs, and apple pie and

WM. ALGIE.

The "Father" of the Snack, the Most Popular Man in Alton.

other things, ad infinitum which the good ladies of Alton deal out in brobdingnaggian batches to the hungry-for-country-stuff travelers ; mental, in the flow of art, humor and fun in the proceedings of the concert, the banquet and the sports, and general in the glorious, satisfying and never-to-be-forgotten outing.

The "Sunshine" Spreaders at Play.

"A bunch of sunshine-spreaders," some one has called the Canadian commercial travelers. Get a hundred or so of these together, with the good humor and fun they have been storing up for a year fairly oozing out of them like cold blackstrap out of the bung of a molasses barrel, with all their troubles and little differences laid aside for the nonce, and in surroundings which could not well be more applicable and you have some idea of the event—the seventh annual Drummer's Snack, which ran itself joyously off in the little town of Alton last Friday and Saturday.

Well, the snack of 1908, like all the other snacks of other years, is gone. It only remains for us to chronicle some of the special features, to bring back to the minds of those who were there some of the things that were laughed at and to give those who were not so blessed some idea of what their traveler friends in Ontario do when they set out to enjoy themselves.

The Grand Entree.

The official opening of the great event came on Friday evening with the arrival of the trains from the east and west. The afternoon train from Toronto bore, as usual, a large quota of care-free drummers, who on the way ran over the memorable incidents of last year's outing and made plans as to the things that were to be done during the present one. At Inglewood the always-large and always-jolly Hamilton contingent was picked up and from there on the train was a place of merriment.

As usual, too, practically all of Alton's population was on hand at the station to extend the usual hearty and vociferous welcome. The band was there in the same conspicuous red suits, the daintily-dressed little girls were there, with and without their mothers, though the mothers were there all the same. The young ladies were there, with their sweetest smile of welcome, and in their very newest gowns, trying to pick out among the arrivals the chap they liked best last year. Last, but not least, the Algies were there, William, with a genial smile of welcome for the boys, who liked to come back, and the rest of the family with their hearts just as big and open as that of the father of the snack.

Of course, the usual procession was formed, with the band in front, then the contingent of little girls in white bearing the Snack banner, with the mystic device, "The Sample is Mightier than the Sword," and then the string of travelers and visitors. It was no mean procession, as it wound up the hill and along the main streets, and many visitors from towns considerably larger than Alton looked on with envious eyes.

At Camp Kilcare.

Camp Kilcare, a new cognomen for the concert tent, by the way, was the rendezvous, and on arrival the boys, most of whom had been waiting a couple of hours longer than usual for their supper, made a bolt for the "Cyclone cellar," where things many and various were provided.

We said the Snack was officially opened on Friday evening. In the afternoon, however, as a preliminary, a baseball match was pulled off between the town team and an aggregation organized from the early arriving drummers. Jack Wildfong undertook to hold the indicator, but ended up by pitching. Anyway, though no one can explain how, the game ended a tie, and with something resembling groans for the umpire.

Another Splendid Concert.

One of the biggest features of each year's Snack is the concert on Friday evening, and, as has been said on probably each succeeding year, "this was ahead of all those before." Anyway, the concert is popular for the people keep on coming, not only from Alton, but from all the country around, and it isn't at all to be wondered at, for from the standpoint of novelty and interest these

BAY HILL.

The Original Man From Hamilton and the Club's New Vice-president.

concerts put a five-ring circus, elephants and all, in the shade.

The people began coming early, too, and by the time the supplies in the cyclone cellar had gone down—we mean, of course, in quantity—about fifty per cent. Camp Kilcare was filled (as the Hillsburg Beaver would say) with "the youth, the beauty, the elite and the aristocracy of the community." Indeed, the big tent was so well filled that its capacious folds bellied out with the joy of it all and an overflow meeting had to be camped out under the apple trees at the rear end where the man in the moon looked down and probably rejoiced with the rest that the great day of the year had come for Alton.

President Mike Malone, in accepted Snack regalia, viz., white pants, white shirt, white collar and black bow tie, in

due time appeared on the stage and in a characteristically brief speech set the ball a-merrily rolling by calling on Wm. Algie, "the father of the Snack," to make the official welcome.

It must be rather a proud moment for Mr. Algie to look round on these gatherings year after year. Anyway, he fills the bill to perfection and gives a speech that makes one think things and the next minute explode with merriment. "You are a lot of splendid boys," he said, among a host of other good things, "and I am glad to see you come back year after year."

Toronto's Share of the Programme.

The first part of the concert was, as usual, of a highly artistic nature and though Donald McGregor, the travelers' old friend, could not be present, the programme was very high-class, thanks to the presence of some of the best musical talent Toronto and Hamilton can furnish. Vocal numbers were given by Mrs. Mabel Manley Pickard, whose reputation is national; by Miss Frances Wright, a rising young Toronto soprano with a pleasing voice; by Wilfrid Morrison, the well-known boy soprano, whose warbles and high c's and choir boy garb, took the audience, especially the little girls in the front seats, by storm; and by Will J. Reilly, one of the News' globe-trotting travelers, who must have been a source of considerable pleasure from a musical standpoint on the long way round. A couple of excellent violin solos were given by Roland Roberts, with Mrs. Roberts at the piano. But we mustn't forget Will White, who is always at the snack, is always very welcome, and who had most to do with preparing the Toronto end of the programme. Mr. White got the audience going on that sentimental little ditty of recent extraction, "When There Isn't a Girl About," and had sections of the audience and then the whole of it singing in a way he surely learned at the Torrey-Alexander meetings. Mr White's last number was a quick-change act in which he impersonated several famous characters, on whom the limelight has been thrown by recent events. E. R. Bowles was an efficient accompanist, though he worked under difficulties with one of those multiplied instrument attachments which turned on a tiny mandolin accompaniment when he wasn't looking.

In the intermission the Alton band, under the leadership of "Billy" Algie, played a somewhat heavy number which showed a good deal of ability. They helped also to keep the audience in good humor before the programme was begun.

Fun by the Hamilton Boys.

In the meantime, however, there were doings, fearful and wonderful in the spacious (?) dressing rooms behind the scenes. Brilliantly pink-cheeked maidens, with suspiciously male voices, coons (evidently of both sexes) and fat and thin figures, padded and unpadded, got mixed up so that they could scarcely be unravelled. In due time, however, the second part of the programme, labelled "Fun by the Hamilton Boys," which on account of the novelties and excellencies of former years, was anxiously looked forward to, was brought before the foot lights, or rather, in this case, head lights.

For originality and general all-round talent, those same Hamilton boys certainly carry off the palm. They could start off on a concert tour to-morrow and rake in shekels by pailfuls if people only knew them as they do in Alton. This, too, was about the idea of their stunt, which was in the form of a vaudeville act, staged in a way that would make the property man at Shea's or Bennett's turn blue with envy. To make the story short, "Bay" Hill, as the organizer of a traveling company, advertises for performers and these appear and give exhibitions of their turns.

The first, Prof. Ben Arthur, was engaged to punch the piano, an occupation which he certainly discharged with avidity, the melody handed out ranging from cakewalks to grand opera.

Sam Male, as Rastus, the coon servant, was the funniest thing on the stage, and provoked screams by his clever acting. He got outside the half of a big juicy watermelon about as fast as a steamshovel gobbles up a gravel bank. Billy Dore made a cracking fine Highlander, even to the rubber balls pasted to his calves on the inside of his white socks. Harry Eckstein did a turn as Madamoiselle something or other, an opera singer, and got off a couple of love songs in a falsetto soprano that would pass muster in the Mendelssohn choir. His make-up—rouge, corsets, hair net and all were as feminine as heart could wish and someone tells a story that a couple of the Alton boys wanted to kiss him or her, on his or her way up from the house to the tent. Billy Pringle came on in the varicolored garb of a freebooting Dago, with an Italian accent that surely was imported. One of the funniest stunts, though, was a burlesque boxing contest, put on by George and Charley Smye, the latter in Sol Waters' sixty-five-inch vest with a few yards of padding inside and a

A POPULAR ALTON RESIDENCE.
The Verandah of Robt. Algie's Home, Giving Some Idea of Alton Hospitality.

bristly whisker tacked to his chin to make a Dago of the Hebrew type. How many times Charlie slipped and landed on his soft, little stummick no one can say, but in the end, with a left uppercut jab around the back of the neck he put George out of business. Jim Mundie poured coffee for all the players out of an old tin pot and then putting the spout in his mouth made a big flute out of it. Mel Tufford made a good figure as "Cupid Hazen." Bob Cowan and Ed. Nally with a black face make up, stepped off a cakewalk in a way that would make your Aunt Liza look around some. The act closed with an exceedingly well-rendered burlesque on

A BIT OF THE PROCESSION.

The Travelers in Their Uniform in the Background.

the "Choral From Attila," by Messrs. Eckstein, Mundie and Pringle.

This, with a heartily-sung "God Save the King," closed the first part of the evening's doings.

Pyrotechnics in Reality.

Things are never done by halves at this celebration, however. After the concert from a point on the hill just above the cyclone cellar a fusilade of rockets was fired off which burst just above the mill pond and threw a sort of rejoicing light on the Algie homestead and in spots lighted the townspeople homeward.

Next Was the Banquet.

The next order of business, or rather pleasure, for the evening was the banquet. This was something they didn't have last year so a good deal of interest was manifest. After everybody had seen someone else home and had come back, after the chairs had been brought down from the tent and after the piano had been transported from Camp Kilcare on a dray drawn by hilarious human steeds, the fun began. The president and Billy Colville had a hard time keeping the boys away from those fresh country good things while waiting for the guests of honor to arrive but by herculean efforts, threats and cajolings the thing was done.

Science Hall was set with three long tables in the form of the legs of an E with a short table of honor across the top. The centre table was filled with ladies, old, young and younger. At the table of honor were the artists who took part in the evening's programme, the officers of the club and a few friends and around the others the travelers and visitors filled in in the friendly manner which characterized the whole affair.

No, the banquet wasn't at all formal. From Mike Malone's grace, which no one was ready for, down to the last spasm of gratitude to the ladies, everything was free and easy, though once or twice a feeling of pathos crept in which only served to lend variety.

As a matter of course the first person at the table of honor was Wm. Algie, and, naturally, he was called on to reply to the first toast, "The Drummers' Snack Club." After a brief expression of the pleasure it gave him to see the members of the Snack family enjoying themselves again he introduced his friend Mr. Barnet, a visitor from Ohio.

A Tribute to the Snack.

Mr. Barnet is a humorist, born and bred, and he threw out joke after joke that set the audience agoing. Speaking seriously, though, he paid a fitting tribute to the pleasant relations evidently existing between Canadian commercial men stating that such a gathering as the Snack would be impossible in Ohio, where the salesmen would only stay away to steal each others' good customers and to play poker. The spirit of friendliness shown, he said, was a good index to the healthy conditions of Canadian commercial life.

Next three of the travelers, who trotted round the world on the News treat, were called for. Valentine Wells, of Brantford, told of how he was enjoying the Snack and Will Reilly did his part in a Scotch song where he rolled the r's so loud the hall rattled. Billy Colville was the third member of the trio but his turn came later.

Some Humorous Asides.

With interpolations of song and story things were going famously, though interruptions of various kinds came from outside where some choice and impatient spirits were preparing, seemingly for the grand awakening, with horns and drums. Every once in a while, too, the fire bell would tinkle. The first time this happened Billy Algie, jr., who was standing near the door, forgot for the nonce what was going on in town and made a jump for outside. When he got to the door he remembered. Things went along pretty steadily, however, in spite of all.

"Bay" Hill was called on to propose a toast to the assisting artists. His reference to the artists wasn't long, but he got started on one of his original and inimitable after-dinner speeches, this time bemoaning the growth of the "hand-me-down" foods citing a list of grievances which would make a man's hair fall out (Bay's thatch is still pretty thick) and blaming the grocers for wrecking happy homes, all of which aroused bursts of enthusiasm. E. R. Bowles and Will J. White ,both honorary members of the club, responded in behalf of the artists.

"Now, gentlemen," said Mike Malone, when Bay Hill got down, "charge your glasses and drink to the health of the past presidents." Mike would insist on having those glasses "charged," though to tell the truth there was mighty little by this time to charge them with. Anyway, the toast was honored most heartily and Billy Colville, Jim Hooper and John Charles each gave a few words in reply. John Charles made a cracking fine speech, giving President Malone some well-deserved eulogy for his work and stimulating the boys to better effort generally. Bob Keyes, another past president, was also called on, but had disappeared somewhere and couldn't be found. Then

Jack Wildfong made a characteristic little speech and got down to the table to pound it in illustration of a funny story which brought out evidences of his German extraction.

At this point President Malone handed over the toast list to Billy Colville, who proceeded to get it over with in his usual energetic way.

Honors for the Press.

He referred very kindly to the press, mentioning particularly The Canadian Grocer, and said that undoubtedly the papers had done a good deal to remedy the travelers' problems. The toast was responded to by E. J. Moore, editor of The Grocer, W. Hobbes, of the Toronto News; W. Hull, of the Erin Advocate and W. J. McGuire, of the Orangeville Banner.

The Last to the Ladies.

As usual, the last toast was to the ladies. This was drunk heartily enough but the toast master had a big time in getting anybody to give a really capable reply. Harry Coffin, Harry Eckstein and Billy Meen all tried their hand, but it remained for Mr. Barnet to put on the climax with the following: To their sweetness we give love, to their beauty admiration, and to their Merry Widows —the whole sidewalk.

Robt. Algie, the hard-working home secretary, spoke seriously and appreciatively of the pleasure it was for him to work for the Snack. "I believe there is good stuff in every man," he said. "It only remains to find it out and this is one of the ways of doing it.'

The Midnight Jamboree.

This, with a hearty "God Save the King," closed the official proceedings of the evening at about 2.48 a.m. Then the real fun commenced. The midnight serenade is one of the real features of the Snack. The visiting travelers, old and young, for once in the year, dropped their dignity in the street and did the very thing they would lick their boys for—if they had 'em—paraded the town from "Wm.'s" to "Robt.'s," and from one end to the other, calling at the principal houses, paying particular attention to the ministerial residences as well as to the cyclone cellar, singing, shouting, beating the band's big drum, ringing the fire alarm, etc., etc., etc., while the populace took it all calmly and even seemed to enjoy it. About 4 a.m. the biggest part of the band of revellers had tired themselves out and quietness reigned, to last for a few hours at least.

The people of Alton are certainly strong examples of hospitality. They give their rooms up to the visiting drummers and leave their doors open for any chance visitor who perchance has not found a bunk elsewhere.

Getting Back to Business.

Active operations opened again about 10.30 a.m. next morning, when the members of the club, full of good country breakfasts and showing no evidences of the evening's jamboree except a more friendly feeling toward their brethren and the world generally, met in Science Hall to pass the business of the year and to elect the new officers.

The routine business was run through with all facility the reports showing a good substantial balance on the club's books and affairs generally in a thoroughly satisfactory condition.

Several telegrams were read from enthusiastic members who were mighty sorry they were not able to be present and the meeting proceeded to the election of officers.

The New Officers.

This went forward very smoothly. For president, Bob Asher was named and was at once unanimously elected with very flattering comments. Bob has been one of the hardest workers and most faithful workers of the club, and the honors are well deserved. In his inaugural address Bob said he would rather be at the head of the club than be president of the United States. With the executive elected he was sure the Snack would show improvement again next year. "Bay" Hill, who has always worked like a Canadian beaver for the success of the Hamilton end of the club, was unanimously placed in the vice-president's chair. In the same way Jack Wildfong was elected Toronto secretary and Geo. Smye the Hamilton secretary. The office of home secretary and treasurer went as usual. "That's a life job for Bob Algie," say the boys. And they're right for no one could and would do the work half so well.

The executive committee for Hamilton is composed as follows: Geo. Peen, Mel. Tufford, Chas. Smye, P. Smith, Harry Eckstein, Avery Smith, W. Dore, H. S. Welch, W. Mills, J. Wilkinson, C. Kirkpatrick and B. Arthurs.

The Toronto executive is made up of G. F. Campbell, Walter Scott, C. C. Weese, P. McIntosh, W. Meen, Tom Goucester, Will Whyte, W. G. Riley, Donald McGregor, C. Silver, E. R. Bowles.

THE LADIES' COMFORT SOAP RACE.

Proceeding again to general business it was decided that a letter of condolence should be sent to Mrs. Ritchie, of Orangeville, whose late husband was one of the club's most esteemed members.

The following gentlemen were named as honorary members: W. G. Reilly, W. Pringle Roland Roberts, J. B. Mundie, E. J. Moore, W. Hobbes and W. J. McGuire.

Enthusiastic Supporters.

This closed the business of the day and adjournment was made to the baseball field where the Alton team was playing an interesting game with the nine from Belwood. The presence of an attractive crowd of very enthusiastic supporters seemed to rattle rather than assist the Alton team, for they went to pieces rather badly a couple of times and let the boys from Belwood get an unreachable lead. The score was something like 13—9, but to hear and see

those Alton girls and some Toronto ones, too, "rooting" was really better fun than watching the game.

The last and to many the biggest feature of the Snack is the afternoon of sports, with always something new in evidence and with enough fun on tap to do an ordinary man for weeks.

Shortly after scheduled time the usual procession formed at Science Hall, and with the hard-worked and always-welcome band at the head marched down to the new town park, where the sports were held. One of the advertised features of the parade was a rickshaw brought from Japan. The vehicle was there all right—in Billy Colville's pocket. While the costumes were perhaps not so elaborate nor so ridiculous as last year still the parade presented a pretty satisfactory appearance. One of the accompanying engravings gives a pretty fair idea of its features.

Arrived at the park the fun began with an indoor baseball game played outside, with about fifteen on each side. The features of this were Sol Waters' actions on 1st, the difficulty of keeping the teams down to even numbers and the grist of white duck trousers that were made ready for the wash in sliding to second. The game kept on merrily till the other things began, and then interest fell off.

The baby show, as usual, was a barrel of fun, and Billy Colville managed the event, with the utmost sang froid imaginable. The babes were a pretty chubby-looking lot, too, as may be seen in the photograph shown here. The prizes were awarded as follows: 1st, Mrs. James Algie; 2nd, Mrs. J. Burke; 3rd, Mrs. W. Alexander; 4th, Mrs Robert Dolson.

The first prize winner is a grandson of the father of the Snack and will, it may safely be assumed, be a future Snack secretary.

The ladies' Comfort Soap race, which is also illustrated on these pages, was one of the best events of the day. The only trouble about it was in picking the winners in a particularly close finish. One or two of the boys made enemies for life by their selection. The winners were as follows: 1, Miss Alexander; 2, Mrs. Morrison; 3, Miss Smith; 4, Mrs. Burke; 5, Miss Reid; 6, Mrs. Roberts; 7, Miss Neilly,; 8, Miss Young; 9, Miss Webwood.

The Blue Ribbon Tea broom ball game was another event which took the crowd's fancy. Though the play was very active there was no score, The game was called and the prizes were divided. The teams were composed as follows:

No. 1—Mrs. Roberts, captain; Mrs. Dorrington, Hazel Mason, Ethel Dale, Lorena Standish, Miss Wellwood, Miss Norris.

No. 2—Lottie Mason, captain; Miss Alexander, Miss Neilly, Mrs. McLaughlin, Mrs. Lovell, Miss Hemsworth, Miss Campbell.

The tug of war was to have been between the married and single travelers, but not enough single men could be gathered in to make up a team, so they had to choose up in the good old-fashioned way. The following bunch of heavy-weights won easily: Glositer, Meen, Smye, Scott, Weese, Male, Smith.

The other events, with the various winners, were as follows:

Professional Artists' Race — 1, W. Dore; 2, Ed. Nally; 3, H. Eckstien; 4, W. Morrison.

Patterson's Chocolate Race, young ladies—1, Clara Chatters; 2, Lerena Standish; 3, Hazel Mason.

Patterson's Chocolate Race, married

A SECTION OF THE BABY SHOW.

Showing One or Two of the Winners—The Fine-looking Boy in the Bandsman's Arms is a Grandson of Wm. Algie, Sr.

ladies—1, Mrs. McLaughlin ; 2, Mrs. W. Algie, Jr.; 3. Mrs. Smith.

Nail Driving Contest—1, Mrs. Draber ; 2, Miss Morrison ; 3, Mrs. Black.

Sack Race—1, Fraser ; 2, Scott ; 3, McBride.

Fat Men's Race—1, John Charles ; 2, Moore ; 3, Sol Walters.

Married Men's Race—1, Scott ; 2, Dore ; 3, R. E. Smith ; 4, Forbes.

Band Men's Race—1, Amos Mason ; 2, Robt. Algie, Jr.; 3, E. J. Rocklifft.

Walking Race—1. Petch ; 2, McBride ; 3, R. McKenzie.

Vistors' Race, ladies—1, Miss Neilly ; 2, Mrs. Roberts ; 3, Miss Hemsworth.

Visitors' Race, gentlemen—1, Scott ; 2, Brally ; 3, Hughes ; 4. McGuire.

Merchants' Race—1, McKenzie ; 2, Mason.

Citizens' Race, ladies—1, Mrs. Wm. Algie, Jr.; 2, Mrs. McLaughlin ; 3, Miss Smith.

Citizens' Race, gentlemen—1, McKenzie ; 2, Black ; 3, Neilly.

Girls' Race—1, Lulu Taber ; 2, Greta Limebeer ; 3, Shirley Arthurs.

Boys' Race—1, Walters ; 2, Morrison ; 3, Leimbeer.

Three-headed Race—1, Meen, McBride and Agnew ; 2, Kirkpatrick, Smith and McGrath ; 3, Dore, Glositer and Scott.

Charlie Petch, the gritty little Toronto long distance man, did an exhibition mile around the edge of the field. The going was pretty poor but the time was quite fair. Later an Alton boy with some local reputation for speed made a try at Petch's time, but dropped behind by about thirty seconds.

The prize for the most modest man was deservedly awarded by popular vote of the ladies to P. McIntosh, Toronto.

The most popular lady visitor was judged to be Miss Aggie Algie, of Toronto.

The hardest-worked official turned out to be Robt. Algie, Alton.

By the time this lengthy list of events was disposed of the sun was getting well around in the west, warning of the approach of train time. After the last event the crowd made a rush for home, the Snack uniforms disappeared and packing-up began.

Train time found just as big a crowd at the station as had been there the evening before, but oh how much had happened since. It wasn't a bit peculiar either, that everybody seemed to be on considerably better terms than at the arrival twenty-four hours before. With a host of good-byes and farewell songs the train pulled out, and the Drummers' Snack of 1908 was over.

Nibbles From the Snack.

What a jolly, carefree lot of boys they were. Never a thought of opposition or cutting prices or stealing sample rooms.

"Laugh and grow fat" seems to be effective with a good many of the club men. With John Charles, Sol Waters, Mel Tufford, Bob Keyes, C. A. Weese and a number of other 200 pounders the recipe seems to work famously.

Billy Colville is a wonder at getting things going. The way he ran those events off, without a hitch any place, was a marvel.

Jack Wildfong carried off the prize for selling the largest number of buttons with a record of fifty. Bob Asher was next.

Wonder how the ministers liked the serenading? They certainly got it good and heavy.

Some one says that when the prize for the baby show was awarded last year Jim Algie, jr., remarked, "Wait till next year and I'll show them something." Congratulations, Jim, you certainly made good.

The way the Alton people let you wander through their houses after midnight is a wonder and is a mighty strong tribute to the behavior of the visitors in former years.

Taken all round Alton can boast about as nice a looking lot of girls as most towns thrice its size. There's some more coming up in a few years, too.

The hearty thanks of the press representatives are due to Billy Colville and the officers generally for a warm reception and mighty kind attention. Usually its a case of look out for yourself, but things were vastly different in Alton. Take 'em, Billy.

Geo. Peen got into a hot mix-up over that Comfort Soap race. He says no more of it for him.

One of the funniest things at the concert, and a view only one or two were favored with, was to see Mike Malone squatted down on his haunches behind the scenes in the tent, trying to read the next item on the programme by the flickering light of a tallow dip.

Sol Walters was pleased as a kitten (but what a comparison) when his son carried off a first in the boys' race. We are glad to see that Walters, junior, is following so closely in his father's footsteps so far as physical development is concerned.

How many do they stow away up at Wm. Algie's, anyway? Of course they've had a big family for some time but it couldn't touch Friday night's houseful.

John Charles carried his ham home as if he were a full-fledged family man. Who knows? It may come in useful before next Snack.

Bob Keyes and a couple of others deserve a big vote of thanks for the way they stayed in the prize tent and banded out parcels to the winners all afternoon. It's work like this that tells in the end.

The souvenir programme was well worked up and was quite worth carrying away. President Asher did a lot of good work here also.

Which were the happiest, the travelers with their wives or those without 'em? There's a problem for you.

Everyone was congratulating Amos Mason on his recently-achieved happiness. It's mighty well deserved, too, for she's a dear.

Everybody who said it was his first Snack said it wouldn't be his last. That's the way it seems to affect them all.

Those Hamilton boys can certainly sing. To hear them on the street at 4 a.m. one would think a bunch of choir boys from Westminster Abbey had broken loose.

How many wanted to do like the small boys and take a dip in the mill pond? Put on some swimming contests next year, Mr. President.

Did you notice, though, how few small boys there seemed to be in Alton. Seems to run the other way.

The new president's photo went astray somewhere in being forwarded to us and consequently his smiling face could not be reproduced. We'll use it again, though.

The refreshment tent on the grounds was a Mecca for many a thirsty youngster during the afternoon. It helped, too, to keep the sun off the baby show.

Alton's new park, though it will stand some trimming, is highly creditable for a town of its size. In time it may be made a beauty spot.

One didn't see all the good-byes that took place. They wern't all said at the station, by any means.

Mr. Barnet, you're a daisy Why don't you put all the funny things in a book?

The way that firebell and the big drum suffered ought to be called to the attention of the S.P.C.A.

The lunches served in the hall were much appreciated. Perhaps you saw Jack Wildfong carrying two plates of porridge in one hand and a loaf of bread, a plate of butter and a jug of milk in the other. But he doesn't do it at home.

The "cyclone cellar" was at its best on Friday night. Next day the attendance dwindled off some.

And shouldn't the Algie's be a pretty happy family? Everything heart could wish in surroundings and pleasures and enough work to keep them from getting into mischief.

Good-bye till next year!

PERSONAL NOTES.

John Doyle, father of John Doyle, grocer, 504 Queen Street West, Toronto, died on July 24, aged 90 years.

E. E. Boyd and Charlie Smith, of the Toronto branch of Red Rose Tea, were in Detroit on Sunday and Monday on

Bertram Carr, of Carr & Co., biscuit manufacturers, Carlisle, Eng., is in Canada at present on a visit of several weeks. He spent the best part of this week in Montreal, visiting the trade with his representative, W. H. Dunn.

A. W. Forde, late president of the Ottawa Retail Grocers' Association and A. G. Johnston, another prominent Ottawa grocer, are in Toronto this week in the interests of the Pure Food Show to be held in Ottawa in connection with the Central Canada Exhibition this fall.

WHAT TO DO IN AUGUST

Hints Which the Energetic Grocer Might Take Advantage of During the Mid-Summer Season—Keep the Store Cool and Push Timely Lines.

Did you ever get into a properly kept hardware store during the month of July or August? If you did the probabilities are that you spent sufficient time therein to cool off and rest yourself. It is often remarked that the hardware merchant keeps his store cooler and more comfortable in every way during the summer than does the grocer.

Those who criticize do not always take into consideration that there is a great difference between the two stores there being much more difficulty in keeping a grocery in condition than a hardware store.

Nevertheless, it is possible for the average grocer to run his store on lines which will result in keeping it cool and attractive during the extreme hot months, of which August is the worst.

There are some women who will not go near certain stores during the summer because it is so uncomfortable to shop in them. On the other hand, they patronize and advertise the store of the merchant who looks after and ensures the greatest possible comfort of his patrons. Therefore, it pays to look after this matter.

A few electric fans in different parts of the store are much appreciated during warm weather, while there are other devices which suggest themselves to the wide-awake retailer which will enable him to have a pleasant and attractive store at the time of year when trade is dullest and most effort must be put forth to keep up sales.

Soft Drinks in Demand.

Probably by this time you have sold a good many dozen bottles of soft drinks. How did you find the suggestion? A good one? If you keep soft drinks, aerated waters of all kinds, mineral waters and the like, on ice, and let people know you have them, you most assuredly will sell them during the warm months. One grocer in a good sized town has sold more lime juice so far this summer than twenty grocers in other places would sell in a year—simply because he has pushed the line. It is not too late to order a lot if you have nothing of this sort in stock. There will be demand during September as well as August.

Grocers conducting a store in a town which is a popular summer resort can very often run a small ice cream and refreshment parlor to good advantage. Of course, it is difficult to make anything out of this in a large town where there are several parlors.

The Month for Fruits.

August will be a great fruit month as it always is. Domestic fruits of nearly all kinds are obtainable in August, and prices are reasonable. Many grocers do not bother about melons at all. They are a very profitable line to handle and require little care as compared with grapes, strawberries and some other fruits. Canada is famed for its melons, which are used in the fashionable hotels and clubs in the chief cities of the United States. There is going to be a very satisfactory crop this year, and prices will be reasonable, so there is no reason why the average grocer should not do something handsome for himself. Raspberries will be plentiful during the month as will blueberries. The first apples will make their appearance, too, while plums, pear and other tree and bush fruits will arrive in quantity.

How Fruits Help.

A grocer with ideas can sell more than fruit when only fruit is requested. Naturally, much fruit is preserved, and sugar is required for this purpose. So are sealers. Why not advertise these two lines a little more strenuously than usual? There is not much profit in sugar, of course, but if it is possible to sell a lot of it there is a bigger margin. Sealers, pint and quart bottles allow the grocer a fairly good profit.

Have you noticed what a number of cereal manufacturers are advertising the deliciousness of their particular line when used with berries or other fruits? There is a suggestion in this. Do a little advertising along these lines in your own town—just suggesting the daintiness of such dishes for breakfast or luncheon, and see what results you will get. Many a business man eats little else at breakfast than some cereal and a cup of coffee. This is not much of a meal, but the appetite is not always good, or time is limited. Consequently, a suggestion for the improvement of the dish would be appreciated and when fruits are plentiful and reasonable in price is the time to make the suggestion.

Still Some Holiday Trade.

People are still going off on their holidays, and there is a good field for the grocer in preparing orders for camping, hunting and fishing parties. As the end of August draws near there will be more camping and fishing parties than ever, while as fall comes on hunters will depart in greater numbers. These people use any amount of canned goods, smoked meats, and such lines, and if the grocer makes a specialty of catering to this trade he soon gets a name for it, with the result that he secures much profitable cash trade. There is one firm in Montreal which has a reputation all over this continent for equipping holiday parties of this kind, and they make a barrel of money every year out of this trade.

City grocers will find that customers going but a short distance from home will be delighted if it can be arranged that they should continue to purchase their eatables from the family purveyor.

A Harvest Suggestion.

In the country, particularly in the West, preparations are now under way for the harvesting of a magnificent crop. This means that the farmers will be pretty busy. They will appreciate any assistance the grocer can give them. Let them know you are prepared to give them every satisfaction in expeditiously looking after their wants in foodstuffs. Many extra hands will be employed during harvest time, and this means many more mouths to feed. The grocer who gives the best service will secure the most trade.

Fly paper and fly pads are good sellers during these fly months, and it is worth while letting people know about them in case they should forget.

Keep On Advertising.

A great many grocers have the idea that there is no sense in advertising during July and August because they are "dead" months.

One very successful grocer says he advertises very strenuously during August. People then think that if others are buying—especially at bargain prices—they also should be in the field for purchases. This retailer says he notices no falling off in his trade during the warm summer months.

Pretty window displays are timely also. Every effort should be made to stimulate trade and these things help

Sporting Bulletins Interest.

There is a grocer in an Ontario town who bulletins during the summer all Saturday sporting events of local interest. He is the only retailer in town energetic enough to do it. It is surprising the number of people who drop around Saturday evening to see those bulletins, and many make purchases who would not otherwise have gone near the store. The local telegraph companies are very obliging in the matter of giving the results of big matches, and this is all that is necessary. Try out the idea.

EXCELLENT CANADIAN POSTERS.

During the annual meeting of the Associated Bill Posters' and Distributors of the United States and Canada at Detroit in July, a committee was appointed to judge as to the best poster exhibited by Canadian advertisers. After remarking that they had never seen posters which excelled those exhibited, the committee awarded first prize to the 16-sheet poster of St. George's Baking Powder, "for simplicity, strength and clever handling of the subject for efficient outdoor advertising."

PRUNE GROWING IN BRITISH COLUMBIA

A Very Profitable Industry in All Parts of the Province—Demand for Fresh Fruit Greater Than Supply—Compares Favorably With the Apple.

It may be news to a good many residents of Eastern Canada to know that prunes are grown largely in British Columbia, and that they are in fact one of the province's most profitable fruit crops. In view of this the following article from The Grocer's staff correspondent will be of particular interest:

Vancouver, July 24.—With the development of the fruit industry in British Columbia, perhaps no other tree is more widely grown in the province than the prune. Those who do not know the capabilities of the province may think that the prune is difficult of cultivation here, yet it is to be found in almost every orchard from the eastern boundary to the west coast of Vancouver Island. As a profitable tree, the Italian prune has few compeers, taking into comparison the different varieties of apple and the remunerative peach. At present in British Columbia, the demand for prunes is so great that curing and evaporating plants are practically unknown. When the supply becomes greater than the demand, then these plants will come into existence, but with the rapid growth of the prairie provinces it is not expected that this will be for a number of years yet. East of the mountains is the market for the products of British Columbia, and every effort is being made to retain the trade by growing good fruit, packing it with care, and shipping it with despatch.

Italian Variety More Profitable.

The Italian prune is the only variety profitably grown on a commercial basis in the province. The German and French prunes are grown to a limited extent, but these are of inferior quality, and more or less subject to a disease that attacks the plum family; namely, the brown rot, particularly in districts where the natural rainfall prevails, whereas the Italian prune is almost immune. This last variety may be found in the Kettle River Valley in the Boundary district, some of the finest trees being in the neighborhood of Grand Forks; in the Similkameen Valley, in the Okanagan, in the Kootenay, on the Lower Mainland and on Vancouver Island. It is very extensively grown, more than the peach, but hardly as much as the apple. It is superior for preserving purposes, because of its excellent flavor.

The prune crop is not quite as reliable from year to year as the apple, and the market is subject to more fluctuation. Generally speaking, the prune thus far in British Columbia has been bought up in the fresh state. Compared with the peach, the prune tree is more hardy and less subject to disease, resists the winter frosts better, and is much longer lived. Moreover, the peach is grown only in the irrigated districts, while the prune is successfully cultivated in all parts of the provinve where fruit is at all grown. The peach tree is out of date at 15 years, and is bearing its best when seven and eight years old, but the prune is as good as the average apple tree and bears well for twenty years and more if well taken care of.

Prunes and Apples.

Apples and prune trees may be said to come into commercial bearing when five years old. Since prunes are smaller the trees may be planted closer together, and for this reason when there is a full crop better returns may be secured from an acre than from apples. The life of apple trees vary according to variety. The usefulness of the yellow transparent expires at from ten to twelve years; the wealthy attains its highest perfection at from 12 to 18 years; the winter varieties, such as the Northern Spy, Grimes Golden, Yellow Newtown Pippin, Jonathan, Esopus Spitzbergen, etc., may be successfully cultivated from 20 to 40 years. Yet the prune is good as the best.

Of all the fruit this season, the prune has the only light crop. This was due to the continual cool weather. The warm weather was very late in coming, the season being almost a month behind, and the chilliness in the air just after the blossom was off caused the delicate fruit to fall off. There was no frost, but the cold was sufficient to kill the young prunes. It is on points like this that the apple has the better of the prune, but under favorable circumstances nothing grows better or yields greater profit.

CUSTOMERS LIKE ATTENTION.

Half the pleasure of the home-cooked dinner is due to the fact that the dear cook serves it herself. Restaurants lose on this point because we don't know and can't see the man behind who prepares the cuisine.

Isn't this the truth ?

Well, similar to this is the advantage enjoyed by the keeper of a small store who is able to get down on the floor and personally attend to the wants of his customers.

That's his trump card and he should play it to a finish.

Nearly everybody has elaborate ideas of his own importance and human nature appreciates being appreciated.

Customers appreciate the attention shown when they are taken care of by the storekeeper himself. It shows he takes an interest in them.

We all dislike a thoughtless man, particularly when he is thoughtless about us. But a storekeeper completely wins over prospective customers when he takes a personal interest in their purchasing.

Try it out !

Discretion is the better part of this interest the storekeeper should manifest. To become too much enthused and make a fuss over customers would be to send them away disgusted.

You know it.

Although the rose might smell as sweet if 'twere called an onion, the human animal called man takes particular delight in hearing the sound of his name.

He thinks it sounds well.

We're all alike in that.

It is but another species of the universal ego with which we are afflicted. Greet the customer by name, but be sure to pronounce that name correctly. It feels better to the customer than a pat on the back.

But pronouncing a man's name wrong is worse than making a poor guess at a baby's age.

All these are little things.

But it's the little things that count, so one should count the little things.

After a storekeeper has once commenced to wait on a customer he should stay on the job until the sale is effected. He makes a great mistake if he goes half way through with the sale, because the clerks are busy, and then turns the customer over to the first clerk who has time to handle it.

This is often considered a slight.

Customers are sure to resent it.

It makes them think that the storekeeper is very indifferent about their purchases, and they will be just as indifferent about purchasing in his store.

Can you blame them ?

No, you can't, because the storekeeper is at fault. He should not let his interest lag as soon as a clerk is ready to wait on a customer. He shocks the sense of importance the customer felt while the proprietor was doing the selling.

Every time a storekeeper turns over a customer he takes a chance, because he may be throwing cold water on the "psychological moment" when the customer is about ready to decide to buy.

He should finish the sale he started.

This personal interest influence can be made a potent factor in increasing sales. Small as the store may be, its very smallness can be turned to advantage. It will enable the storekeeper to attend to a greater number of customers.—The Sparkler.

Wm. Joynt, grocer, Ottawa, is succeeded by H. Richardson.

The Central Park Supply Co., grocers, Central Park, B.C., have been granted an extension of time and are incorporating their business.

THE CANADIAN GROCER

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Limited

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BETTER HANDLING NEEDED.

Now that the berry season is practically over a few words of advice to those interested may not be out of place. A few hints may be productive of good results. It is intended especially for the berry grower for it has to do with the packing and preservation of the small fruit.

In looking over the berry situation during the past several years one is especially struck with the high and improving qualities of the imported strawberry placed on the Canadian market. While our Canadian strawberry has not improved a particle, but has rather an insipid taste, compared with the southern berry. As a matter of fact, the standing of each has changed, for it is not long since the home-grown variety had the call. When we walked barefooted through the fields and across the berry patch snatching here and there a couple of these luscious edibles nothing was sweeter to the taste. It is not so much that old age is creeping on us and that we are growing crabbed, as that the packing conditions prevailing in the days of our youth, and which were good enough then, still prevail with many Canadian growers.

A comparison of packing conditions in Canada with those in the United States might prove valuable. In the Carolina fields care, of course, is the first consideration in looking after plant and flower in the early stages to prevent the weather cutting the life short. When the berry is ripe and ready for the market the pickers go into the fields and having chosen rows of plants on which to work, a healthy rivalry ensues. A series of overhead trolley wires cross the fields from one end of the patch to the storehouse, where the berries are got ready for shipment. When a picker has gathered about a peck of berries he places them in a wire basket-car run on the trolley and sends it off to the storehouse. There the berries are treated to a cooling process, which extracts all the vegetable heat and so gets them into condition for shipping. Refrigerator cars only are used for taking the berries to market. Care is taken with the packing and placing of the boxes and cases in the cars, the shipper being very careful to see that the cases do not rest on the floor, but on timbers laid lengthwise with the car. There is also sufficient space between each case to allow of fresh, cool air circulating constantly in all directions through and around each and every box in the car.

The berries themselves are not touched by hand from the time they leave the picker until they reach the consumer. As a consequence of this care and attention the southern berries, after traveling two days on the cars, are placed on the Canadian markets in fresh and sound condition, and will remain fresh and sound for three days thereafter, or five days in all from the time of picking. What home-grown variety of strawberry is able to do that? After one full day very few of our berries are able to stand up well.

True, the journey from the Canadian fields to the markets is very short, and berries picked in the morning are on the market the afternoon of that day. The berries may not, however, reach the retailer until the following day and by that time they are likely to show, and in the past have shown, signs of weakness.

The southern grower goes to a little trouble, and perhaps expense, to place his goods safely on the market, but the increased price he receives repays him for it all. Results count every time, and that this is so is amply evidenced by the testimony of G. Ford, general manager of the Dominion Express Co., Winnipeg, who says: "Berries shipped in refrigerator cars have reached here (Winnipeg) in splendid condition; in ventilator cars in very good condition; in regular working cars in soft condition. Berries netted to growers from $1.65 to $2.40 a crate. Average $1.90 a crate. Strongly recommend shipment of all berries by refrigerator cars."

The berries referred to are Kootenay berries, and they are the best placed on the Winnipeg market to-day. Some few years ago the total value of all Kootenay small fruits was $5,000; this season the strawberry crop alone was worth $25,000. These figures show conclusively what can be done by careful preparation and handling of strawberries, and speak more loudly than volumes of words written on the subject. What is done in the Southern States and in Western Canada can be and should be done in Ontario and other berry sections in eastern Canada. The extra care taken with strawberries in preparing them for and placing them on the market will, beyond doubt, pay well for any trouble and expense the grower may be put to. And what is here said about strawberries may in a lesser degree be taken as referring to other berries and small fruits generally.

PROMOTING HOME PATRONAGE.

The merchants of Shenandoah, Iowa, recently offered a handsome prize to the person writing the best short essay on the subject. "How to Promote Home Patronage." The following extract from the prize winning essay contains some very sound advice to merchants:

Be honest, earnest and accommodating. The most powerful factor in business is the personal element, and right there is where the home merchant has the advantage of the mail order man. The farmer knows his home merchant, knows him to be honest, obliging and straightforward. If he can get anywhere near as good prices at home he will not send away. Let the farmer know that you have his interest at heart and would not knowingly sell him anything of poor quality. Educate him to the use of the best qualities and show him the differences in the grades. Make it an open deal all the way through, straight and above board. The farmer does not object to a fair profit, but the mail order men have constantly impressed on his mind that the home merchant is a robber, till sometimes the farmer almost believes it.

POSTAL PROMOTIONS.

Some time ago in an article referring to the growing importance of the postal service we urged the promotion of efficient post office officials to fill the higher offices, instead of giving these, as now, as a reward for party services. Under such a system a young man who is to-day conducting a small post office in connection with a grocery, hardware

or general store and doing it well, may hope to attain the position of deputy postmaster-general by a series of upward steps from the small village to the town, then the city, and thence to the inspectional and headquarters staff at Ottawa.

The last issue of the Postal Current in an editorial adopts our views and elaborates on them. This system is the best that can be followed to give us an efficient postal organization, and it is to be hoped that the Postmasters' Association will make the development of it one of their principles.

CAUSE FOR PRIDE.

Grocers throughout Canada were shocked upon hearing of the terrible conflagration which practically wiped out the city of Three Rivers, Que., recently, and duly expressed their sympathy for their fellow grocers, most all of whom suffered.

It was encouraging to hear from a Montreal wholesaler this week that most of the grocers in Three Rivers were able to pay their debts despite the fire, justifying the ample credit allowed them by manufacturers and wholesalers. This merchant stated that at the time of the fire various grocers in the stricken city owed him $10,000. Of this he has been paid all but $45, which he lost through one retailer compromising.

That these retail grocers should pay up as promptly as usual despite the tremendous handicap under which they are working, speaks volumes for their business methods, and it will do a great deal to largely increase the confidence wholesalers already repose in the merchants of that city. Three Rivers grocers may well be proud of their achievements under such trying circumstances.

A GOOD INVESTMENT.

One of the best investments a business man can make is in good, commonsense advertising. It is impossible, however, to establish rules which will be applicable to every merchant under all conditions and the individual advertiser should be the judge as to how and what he should advertise to get the best possible returns. It is very important that the reputation of the store be established. This is good advertising at all times and under all conditions. If the hardware or other dealer bears the reputation of being honest in his dealings and not misrepresenting his goods this fact alone, if advertised, will undoubtedly bring him trade.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Aug. 1.—From a report covering 160 points, received during the past week, the outlook as to the western harvest is good and cutting will be general from the 15th to 20th of August. Now that the wheat areas of the west are increased to 6,000,000 acres and these acres are scattered over a territory 850 miles long and 500 miles wide, it is not reasonable to suppose that absolutely ideal conditions will prevail throughout an entire season. If the weather conditions were flawless there are variations of soil, climate and cultivation to be reckoned with, so that as the wheat acreage is extended year by year the probabilities of what is known as a bumper crop over the entire area in any one season are materially lessened.

The present crop, as has been repeatedly stated, went in on a good seed bed and had a good start. Taking the country as a whole, June rains were abundant and there was sufficient warmth for steady growth, the plants stooled well and there was not too much straw. Even in June, however, there were districts that reported barely enough rain for current requirement and no moisture being stored against the heat of July. July came in very hot and has continued so throughout the month. When June has been wet in the west the ideal July has a hot sun, light cool winds and heavy dew at nights. The present July has given hot rather than cool winds and there has been a marked absence of the usual heavy dew, while the atmosphere during the day time has been both hot and moist. On rich lands, and this is the land that predominates in the west, the crops have done well with the one or two light showers during the month; and have passed successfully through the blossom stage, have filled evenly and well and by the time the binders begin their work will give an excellent account of themselves in long heavy heads, without an excessive amount of straw. In fact the very crop the farmer delights to handle. There are, however, very considerable areas, especially south of the main line of the C.P.R. where the crops have suffered very materially from excessive heat and drought, where the straw is short and the heads short and uneven, thus reducing the yield very materially. Some of these sections will not go over 10 bushels to the acre. Further west in Saskatchewan there have been considerable areas hailed out either in whole or in part. The month of July has certainly divided the sheep from the goats among the farmers and the badly broken, badly cultivated and weedy land has felt the strain of the hot days.

In spite of these drawbacks the country as a whole will reap a good average crop and every hour of the present weather places it further from danger in the matter of frost. The damage from smut will be much less than last year and there is no rust damage. It may be asked that if the general outcome is to be good what is the object of stating the damage? Simply that undue boosting of the crop has a tendency to depress prices at the very time when the rush of wheat is leaving the farmers' hands, and in this way the man who does the heavy work does not get the just reward of his labors. The indications are that the world will be short of wheat and there should be a steady consumptive demand for our crop at good prices, but if the British buyers run away with the idea that we are having a 125,000,000-bushel crop he will be slow to buy and offer lower prices.

The thing for the business world to grasp is that the Canadian west is within easy distance of reaping a crop that will be one of the most profitable in her history—good wheat—good demand—good prices, but not any 125,000,000 bushels.

A round-up of the wholesale trade shows the western men in good spirits but not one of them looking for a bumper crop. They state that they expect business to be good, but that country merchants have learned their lesson and are buying carefully. Wholesale houses have big stocks on hand ready to meet any later rush that may come and because last year the country merchant was obliged to square up with his local bank and is now being carried by the wholesale houses it is reasonable to expect that these houses will receive a goodly share of the money for the crop at a much earlier period than usual. The retailer has done largely a cash business for the past ten months.

It is not anticipated by either the railways or by men in trade that there is going to be any congestion of freight of a serious character from a heavy western rush near the close of navigation. Wholesale houses report that manufacturers have been sending goods forward steadily and that this year the manufacturers have been seeking orders where a year ago they refused to accept them except at seven and eight months time to fill them. On the whole, western freight has been light for the season and the boats have got what freight was coming through quickly and it has arrived at destination and already a very large amount of the goods that usually do not arrive until September have passed into stock.

To sum up the views of the wholesale men, we are doing a fair business now, we expect an excellent business as soon as the crop moves and we expect an even greater volume of business, especially in dry goods lines next spring. It is a good average crop and will bring a lot of money, but it is not a bumper and we are not looking for it.—H.

CROP PROSPECTS FAVORABLE.

Fruit Division Reports on Conditions in July—Apples Not Too Plentiful, Others Generally Encouraging.

The Fruit Division of the Dominion Department of Agriculture has issued its monthly summary of the fruit crop report for the month of July. Conditions are summarized as follows:—The weather conditions throughout the country have been favorable during the past month for the fruit industry. Apples are estimated somewhat lower for July than for June, while early and fall varieties are estimated as slightly above medium; winter apples at less than a medium crop. The quality, however, is good. Pears are reported a light crop, except in British Columbia and Southern Ontario, where a medium crop is expected. Early peaches are reported a full crop, but late peaches are estimated light to medium.

Cherries have proved a medium crop and have sold at fair prices. Plums are reported light generally. In British Columbia certain sections report a medium crop. In the Georgian Bay District three or four varieties promise well. Grapes are reported a full crop.

Strawberries and raspberries have been reduced by dry weather, but the average has been very good. Small fruits, other than the foregoing, are yielding or promise a full crop.

Tomatoes are a medium crop, ripening early. Insects and fungus diseases are not so prevalent as usual.

The United States report prospects for a medium crop of apples, evenly distributed in season and territory. Peaches are a full crop and other fruits are good. Great Britain has prospects for a medium crop of apples, other fruits being good.

"TEN-CENT" GOODS.

Secretary John A. Green, of the National Retail Grocers' Association of the United States came out with the following little observation in a recent issue of the Trade Press Bulletin, which will be read with interest by grocers everywhere. The trade in Canada will feel the truth of it just as deeply as those in the United States:

"Retailers of groceries find it necessary this summer to get away from some of their old ideas about retail prices. For instance, many articles which retailed for 10 cents are not to be had at figures which allow a 10-cent price and at the same time pay a living profit. And there are many more in the 15-cent class and the 25-cent class which are just as scarce. The result is that to save his own hide the retailer is forced to get his trade accustomed to new prices.

"If the retailer cannot find a medium grade canned pea to sell at 10 cents, the same figure he sold it at three years ago, he must ask 12 cents for it. If his fancy brand of tomatoes costs him $1.50 per dozen at jobbing point, he must get away from his old 15-cent price. If his standard canned peach, which he sold at 20 cents or the extra standard which he sold at 25 cents are not to be had at the old figures, the new price must be named, and the sooner the better.

"Old prices on rice, rolled oats, dried fruits and dozens of things in the grocery list have had to be raised.

"The grocer who has his weather eye on the profit all of the time has revised.

"Have you revised?"

AUSTRALIA TO CANADA VIA MEXICO.

A shipment of raisins from Australia has arrived in Montreal, consigned to a large wholesale firm. The lot is interesting chiefly owing to the new route by which it came. Instead of coming by the all-water route, around the Horn, or via England, it has been shipped to Southern Mexico, and then sent by rail across this narrow strip of land, and on by boat again to Montreal. In this way the long railway journey across the continent by rail, which is expensive, was escaped, and the raisins were received in better condition.

B.C. APPLES FOR AUSTRALIA.

Large Shipments May Be Made This Fall—Good Quality Attractive.

Vancouver, Aug. 1.—James Drummond, secretary of the Victoria Fruit Growers' Association, states large shipments of apples will be made from British Columbia, possibly Victoria, this Fall, if an examination now being made by a gentleman representing fruit dealers in Australia, proves satisfactory. Last year some fruit was shipped from here to Australia, and it was stated at that time that large orders would be placed in British Columbia, and it was even announced that the interior association had received some business. Attention is being directed to British Columbia apples, which secure the highest awards in the first show of the world in London, and as this Province is nearer to Australia than other producing places, growers here are confident that they will get the trade.

U. S. PACKING HOUSE IN FRANCE.

Company With $2,500,000 Capital Will Build Factory in Havre.

Construction of the first American packing house in Europe is to be commenced in Havre, France early in September. A concession to build a private slaughter house in France, where the local Governments derive big revenues from the maintenance of public abattoirs, has just been granted to Alexander A. Eberson, of St. Louis, after a hard three years' fight.

From the time Mr. Eberson first set foot in France he met with the most bitter opposition on the part of dealers, wholesale and retail butchers, farmers and the press, who believed they were being threatened by the American Meat Trust. Paris turned the American down but Havre eventually became convinced that an up-to-date packing house on the Chicago plan will be the first step toward making the port the meat distributing centre of France .

$2,500,000 Capitalization.

Mr. Richard M. Frisby, late manager for the Swifts at Kansas City, will supervise the construction of the plant and afterward manage the business. The Havre concern will be run by the company under French laws and with a capital of $2,500,000, one-half of which will be subscribed for in France and the other in England.

An underwriting syndicate is now being formed and later a separate stock yard company will be organized. Mr. Eberson, who is now in London, told the story of his fight for the concession to a Herald correspondent at the Hotel Cecil.

"According to the French laws," he said, "only towns and communities have the right to make slaughter houses. Private individuals have not had the right since 1899 to build abattoirs, and when a public killing place is established in a town all the private concerns which may have been previously organized must be closed down.

"Huge revenues are derived by the local authorities from public slaughter houses and you can imagine I had a big task in getting the concession. I wished to commence operations in Paris, but after getting the communities outside to vote for the granting of the concession there was a hitch and negotiations fell through. The trade succeeded in convincing the authorities they were being menaced by the American Meat Trust.

Sees Big Industry.

"At Havre I met with the same opposition from the trade, but finally won. the packing house will create a big industry in Havre and give employment to thousands of workers.

"I will start in a comparatively small way, killing about five hundred head of cattle and one thousand five hundred sheep and pigs a day.

"This may, perhaps, be the first of a string of American packing houses throughout Europe. Geographically, France is the ideal centre for the packing house, for in Normandy the finest cattle in the world are reared.

"Our methods will result in saving $5 a head and all our surplus stock will be shipped to England. We are not going to kill the French farmer, as the high tariff will prevent us from importing American cattle. The building will be finished in eight months."—New York Herald.

W. C. Talbot, St. Thomas, has purchased the confectionery and bakery business of Frank Laur, also the business of L. O. Purdy, and will amalgamate the two. Mr. Purdy will have charge of the bakery for Mr. Talbot.

Markets and Market Notes

QUEBEC MARKETS

Montreal, Aug. 6, 1908.

POINTERS—
Butter—Easier.
Cheese—Firm.
Sugar—Declined.
Provisions—Bacon declined.
Fish—Advances.

The long looked for real brightening up of conditions in general seems to have at last set in, due, in a large degree, to the prospects of a heavy crop in the west. Business men are of the opinion that the pendulum has commenced to swing towards good times again, and they also assert that if the crop comes up to expectations in the west nothing will prevent a return of better conditions. The chief item of interest during this week is the decline in refined sugar, which took place July 29.

The Canadian market, which is at all times more or less an echo of the New York market, followed the American market closely in the decline. Buyers were not stocking very heavily, and it is thought this decline will lead to more activity, in fact it has already. The decline was a little late, but still it is opportune, as this is about the height of the canning and preserving season. Fruit and vegetables continue high. Fish has advanced in some lines. Altogether the week has been a good one in business circles, and may be taken as an augury of good things to come.

SUGAR—On July 29 a drop of 10c was recorded on prices all around, due to the fact that the rising tendency of the market has kept buyers off so that refiners have now made things a little more attractive. The demand during the week has been excellent owing, in a measure, to the drop, and the fact that the canning season is now in full progress. It was stated that stocks went quite low. An authority on the market states that the present heavy demand will influence the market up again because raws are rather scarce. Figures from the West Indies report that exports of sugar from there up to July 18, 1908, were 26,834, against 27,342 tons for the same period of last year.

Granulated, bbls	$4 80
" ½-bbls	4 95
" bags	4 75
Paris lump, boxes, 100 lbs	5 60
" " " 50 lbs	5 70
" 25 lbs	5 90
Extra ground, bbls	5 15
" " 50-lb. boxes	5 35
" " 25-lb. boxes	5 55
Powdered, bbls	4 95
" 50-lb. boxes	5 15
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bbls	4 40
No. 1 " bags	4 35

SYRUPS AND MOLASSES — Barbadoes molasses and corn syrups have been moving fairly well during the week, other lines, however, were neglected. Advices from West Indies report a falling off in exports as follows: Up to July 18, 1908, 44,663 puncheons were exported, against 56,429 puncheons for the corresponding period of last year. The last shipment of molasses from the West Indies for this season is due to arrive in Montreal August 10.

Barbadoes, in puncheons	0 31	0 35
" in barrels	0 33½	0 35
" in half-barrels	0 34½	0 36½
" fancy		0 34
" extra fancy		0 36½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—There is nothing new in this market. Demand is dull and prices unchanged.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 06	0 07
Pure syrup, 8½lb tin	0 60	0 65

TEAS—The Japan market remains unchanged with a firm tone and a somewhat increased activity in the lower grades. Advices from Japan state that the quality of second pickings is not so good as usual. The leaves now offered are generally "tea for price." In consequence of the high price maintained by the first picking, the second picking was sold at the same high figures, and some qualities fetched even higher prices than the first picking. The exports of tea show a slight decrease this year from the figures for the corresponding period of last year. "The month just closed," says a London letter, dated July 1, "has been rather quiet, in spite of the strong statistical position, and the generally favorable outlook. Imports of teas are likely to be lighter than last year for the next few weeks, and stocks in London are four million pounds lower than at the same time last year, and yet in London the price of tea is ½d less per pound than it was a month ago. It is probable that part of the decline is due to the generally dull state of trade throughout the country, but on the whole, prospects in the tea market for the fall appear healthy.

"In Indians, Darjeelings have fully borne out the favorable opinions expressed last month on the samples received by post. They have more than the ordinary color and flavor of first arrivals, and give promise of fairly good teas during the season. There have not been many invoices of Assam received, therefore, it is too early to speak with confidence upon the character and quality of the crop. Advices from Calcutta state that weather conditions are favorable.

"The Ceylon market, which has been somewhat heavily supplied, is subsiding into a normal condition, and the later arrivals are showing a marked improvement in quality."

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25½
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingauey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

DRIED FRUITS—Considerable activity prevails in currants and Valencias, but other lines are decidedly neglected. There has been no alteration in prices since our last quotations. Advices from California state that hot weather conditions continue to injure the crop. Market for futures is very firm.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06½
Fine Filiatras, per lb., in cases	0 06	0 06½
" " cleaned	0 06½	0 06¾
" " in 1-lb. cartons	0 07	0 07½
Finest Vostizzas "	0 07	0 08
Amalias "	0 05½	0 05½
" 1 lb. packages		0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 11½
" " 1-lb cartons		0 14
Elemé Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes		0 08
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.		0 05½
Selected, per lb		0 06½
Layers, "	0 06	0 06½
Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb.	0 03½	0 04
Packages "	0 05½	0 06½
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		
"Excelsior Windsor Clusters"		5 50
" ¼'s		1 50
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb		0 32
Peaches, "		0 18
Pears, "		0 18
Prunes—		per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08½	0 09½
" " " 50-60s	0 08	0 08½
" " " 60-70s		0 09
" " " 70-80s	0 07½	0 08
" " " 90-100s	0 06½	0 07

COFFEES—The coffee market continues to display steadiness, and a good demand is reported from all sources. A large house stated that the sale of coffee was steadily increasing owing to the growing popularity of the beverage. It was said that in many cases now where children formerly would learn to drink tea they were drinking coffee instead. The growth of the popularity of coffee has been very steady.

Jamaica	0 16	0 20
Java	0 20	0 30
Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos		0 11½
Maracaibo	0 14	0 19

Roasted and ground 20 per cent. additional.

SPICES—Spices are in good demand owing to the fact that the pickling season is on, large quantities being used in this connection. No fluctuations in price have occurred in the last week.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 18	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 20
Cloves, ground		0 25
Cream of tartar	0 25	0 33
Allspice	0 12	0 15
Nutmegs	0 25	0 60

BEANS—This market is firm and in spite of the arrival of Austrian and Hindustan beans it keeps up to its high level. It is thought this condition will be continued until after the new crop arrives. Choice primes are still being quoted at $2.10 to $2.15.

Choice prime beans	2 10 2 15

EVAPORATED APPLES—There has been a good demand during the week and no change in prices.

Evaporated apples	0 07½

CANNED GOODS

MONTREAL—The demand for canned sardines and canned salmon has been very good during the week, also for vegetables. Fruits have been somewhat duller owing to the lower prices on fresh fruits. Meats have been only fairly active.

TORONTO — Business generally has been pretty fair during the week with better demand for fruits and vegetables. Reports of short pea crop have been very current and are authenticated. Canners say the pack will be some short, though as yet the percentage cannot be estimated. Tomatoes are in large supply and the pack will be heavy.

ONTARIO MARKETS.

POINTERS—

Sugar—Firm at declined price.
Prunes—Advancing.
Seeded Raisins—Advancing.

Toronto, August 6, 1908.

A canvass of the wholesale houses reveals better reports this week. The travelers are pretty generally back on their ground again and orders are coming in rather more freely. A manifest interest in sugar and one or two other lines has brightened things up considerably. The features of the week's markets have been the strong position assumed in California dried fruits. Crops in nearly all lines seem to be short to a greater or less degree, and growers and buyers on the coast, who have a well-known penchant for speculation, have been boosting prices, particularly on prunes, in a way that is creating considerable interest.

SUGAR—Last week's decline has stimulated buying generally, both by jobbers and retailers, but prices are firm at the basis then quoted. While there does not now seem to be any immediate likelihood of an advance, in view of the comparatively lower value of raws, it is probable that the former prices will again be reached sometime during the present month; inasmuch as August promises to show an abnormal demand for refined sugars. Retailers will make no mistake by laying in full stocks at the present basis. Regarding the situation in raws, Willett & Gray say in their last report: "Last week spot centrifugals were 4.25c. During the week under review the quotations declined to 4.17c on moderate sales and returned to 4.25 again at the close, with sellers asking basis of 4.27c. The decline was in response to a considerable weakness and decline in the European markets which carried beet quotations from 10s 10½d to 10s 6d, returning to 10s 8½d. The receipts for the week were very heavy, 54,100 tons, giving a quite full supply for refiners use. The offerings from Cuba at the close are at 2 29-32c for 96 degrees test, equal to 4.27c landed. The old crop of Cuba is approaching completion, with two centrals grinding and the visible thus far amounting to 935,000 tons. Cuba next crop prospects still continue to improve and it is easy to anticipate at least 200,000 tons increase over the present crop, with all conditions remaining favorable. It is too early yet, however, to make definite estimates. European beet crop prospects are, also, very favorable warranting an expectation of some increase, at least, in first anticipations. The next crop beet sugars, October-December, are now 10s, equal to 4.11c per lb., while present crop is quoted at 10s 8½d. The outlook for raw sugars is now steady to firm with further possible improvement should the demand for refined materially increase."

Paris lumps, in 25-lb. boxes	6 15
Paris lumps, in 50-lb. boxes	5 95
" in 100-lb. "	5 85
Paris lumps, in 20, 5-lb. boxes	6 90
St. Lawrence granulated, barrels	4 90
St. Lawrence Beaver	4 85
Redpath's granulated	4 85
Redpath's Imperial	4 80
Acadia granulated, (bags and barrels)	4 80
Berlin granulated	4 80
Phoenix	4 85
Bright coffee	4 [illegible]
No. 3 yellow	4 70
No. 2 "	4 60
No. 1 "	4 50

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Little business is passing at the same prices and no interest is manifest.

Syrups—		
Dark	0 30	0 35
Medium	0 30	
Bright	0 36	
	Per case	
2 lb. Tins, 2 doz. in case	2 40	
5 " " " "	2 75	
10 " " "	2 65	
20 " " " "	2 60½	
Barrels	0 03½	
Half Barrels	0 03½	
Quarter "	0 03	
Pails, 38½ lbs. each	1 75	
" 25 " "	1 25	
Maple syrup—		
Gallons, 6 to case	4 50	
½ " 12 "	4 80	
Quarts, 24 "	4 80	
Pints, 24 "	2 50	
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy	0 37	0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 35

TEAS—Business locally continues very quiet.

Thompson Bros., of London, in their weekly circular, dated July 23, say regarding the general situation: "The week's sales have in all amounted to 45,000 packages, against 46,000 packages last year, and while quotations for ordinary and common kinds are again easier, we can report a better tone in the market and a freer business, notwithstanding that many of the regular buyers are holiday making. Daily deliveries for home consumption are only on a moderate scale, but the lower quotation of "tea for price" should sooner or later have its effect, and tend to stimulate the general trade, both at home and for export."

COFFEE—Dealers report business fairly good, with local demand improving and no new features in the local market.

DRIED FRUITS—A fair amount of business is passing locally with considerable interest focussed on the California markets. The curious situation is presented in the dried fruit field of shippers daily strengthening the tone of the prices and trading disposition, despite the fact that buyers are not disposed to do any business. Twice within the week the quotation for prunes has advanced and some of the leading California shippers are out of the market on Santa Claras. Despite this steadily advancing tone of the market, the buyers are showing little disposition to buy. Seeded raisins are coming forward fast as market factors, especially on orders for early October delivery. Apricots remain firm, especially in response to reports of small proportions of fine goods, as well as due to the control of the available supply by the growers.

Prunes, Santa Clara—	Per lb		Per lb.
100-120s	0 06	30-40,25's, 50-lb. boxes	0 07½
90-100s,50-lb boxes	0 06 0 07	70-80s "	0 08
80-90s "	0 07½ 0 08	60-70s, 50-lb boxes	0 07½ 0 09
" " "		40-50 "	0 09

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "	0 18 0 20		
Figs—			
Elemes, per lb	0 08 0 15		
Tapnets, "	0 03½ 0 04		
Bag Figs	0 02½ 0 04		
Currants—			
Fine Filiatras	0 06½ 0 07	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		
Uncleaned, ½c less.			
Raisins—			
Sultana	0 09½ 0 13		
" Fancy	0 11 0 12½		
" Extra fancy	0 14 0 15		
Valencias, new	0 06 0 06½		
Seeded, 1-lb packets, fancy	0 10 0 10½		
" 16 oz. packets, choice			0 08
" 12 oz. "			0 07½
Dates—			
Hallowees	0 05½ 0 05½	Fards choicest	0 08 0 09
Sairs	0 04½	" choice	0 08½

SPICES—Demand is fairly good with prices on a steady basis, as quoted herewith:

Peppers, blk pure	0 16	0 20
" white pure	0 25	0 30
" whole, black		0 18
" whole, white		0 28
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 45	0 50
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice		0 19
" whole	0 17	0 20
Mace ground	0 80	0 90
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25

RICE AND TAPIOCA—A fair amount of business is passing with nothing particularly new to report.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
B rice, 5 bag lots, delivered		3 05
Rangoon	0 03½	0 03¾
Patna	0 05½	0 05¾
Japan	0 05½	0 06¼
Java	0 06	0 07
Sago	0 05½	0 06½
Seed tapioca		0 06
Tapioca, medium pearl	0 05½	0 06

BEANS—Stocks held both by jobbers and shippers is pretty light but demand is small at this season. Prices continue about even.

Beans, hand picked, per bush	2 10	2 20
" prime No. 1, "	2 00	2 10
" Lima, per lb		0 07

EVAPORATED APPLES—Little interest is displayed and prices are steady.

Evaporated apples	0 08 0 08½

HIDES AND WOOL—Hides show a little more strength at advanced prices on steers and cows. Wool is unchanged.

No 1 inspected steers, 60 lbs. up	0 10
No. 2 " "	0 09
No. 1 " cows	0 09½
No. 2 " "	0 08½
Country hides,	0 08
City Calf skins	0 12
Country Calf skins	0 10 0 12
Sheep skins	0 90
Horse hides, No. 1	2 50
Rendered tallow, per lb	0 05 0 06
Horse hair, per lb	0 27
Wool, unwashed	0 07 0 08
" washed	0 13 0 14
Rejects	0 10

DEVELOPING CANADIAN FISHERIES

Profitable Results to Dealers From Cultivating Canadian Fields—Educating the Retailers to Carry on Fish Business— Opportunities for Eastern Producers.

The catch of the Gloucester fishing fleet in 1907 was 149,000,000 lbs green fish, or 21,000,000 lbs. greater than in 1906, while the catch of mackerel increased 4,000,000 lbs. The value of the raw catch in 1907 is placed at about $5,000,000, and the manufactured product about $8,000,000.—Exchange.

What was the value of the Lunenburg, Liverpool and other Nova Scotian fleets? Proportionately as large and valuable. One of Canada's greatest natural resources is the fishing industry of the Maritime Provinces. Those who live down by the sea appreciate in a large measure this value, and the prosperity of the lower provinces is largely bound up in the industry.

Cultivating Canadian Fields.

During the past 10 or 15 years the fish dealers of the east have materially increased this value by better methods of curing, packing and shipping. They have also awakened to the fact that the great provinces to the west want fish, and more fish every year, and the wise curers, instead of looking to the Boston and New York markets, geographically nearer, but financially more uncertain, have cultivated the central and western Canadian fields with most profitable results to themselves.

It was but natural through the conditions that existed before the abrogation of the Fish Treaty between the Dominion of Canada and the United States for the eastern fishermen to look to the United States for their market and their contiguity to same made it a readily available outlet. It is in a degree so to-day, but with the wonderful development of Canada and its transportation facilities our own market is beckoning to the enterprising Nova Scotia and New Brunswick fisherman. With a closer view of our Canadian market the packers and curers see possibilities for business not dreamed of before. The encouragement given the fishermen by the Government of Canada in the establishment of salting and bait stations and the instruction by the best Scotch herring curers supplied by the Government has stimulated the trade in this country very materially until to-day the centre and west of Canada has a vital interest in the fisheries of the east.

Enhancing the Industry's Value.

The stimulation accorded the fishermen by the Government, the publicity given the fishing industries by the press, and notably The Canadian Grocer, has also materially assisted in enhancing the interest and value of this great industry. The Canadian Grocer since its inception some twenty-two years ago realized the importance of the Maritime fisheries, and saw possibilities of a great business with the central and western portions of Canada. It advocated strenuously and continually during all these years the encouragement of our fisheries and pointed out to the shippers of the east the necessity and advantages of cultivating the home market. That this market is a valuable one and becoming more so through its exploitation by the more enterprising Maritime fish packers and shippers is evident by the improved statistical position of the trade as related to western Canada business. Though greatly improved, the outer crust has barely been broken and it devolves upon the business men engaged in the industry to enter upon a systematic and organized plan of educating the western Canadian consumer to the use of the sea food.

Educating the Retailers.

For many years The Canadian Grocer has editorially and otherwise through its columns drawn the attention of the grocers and provision dealers to the importance and value of handling Canadian fish. Its efforts have been directed to the intelligent exposition of fish in grocery stores and to the best methods of handling same. The objectionable features have been demonstrated to the grocer as easily surmountable by the correct arrangement of the fish department, and it is gratifying to learn that many of our subscribers have acted upon our suggestions, with acknowledged benefit to themselves. One feature that has assisted to the increased consumption of fish is the improved condition of transportation facilities between the lower provinces and the west. It is now possible to secure practically fresh fish from the seaboard in a few days, and with the system of refrigerating supplied by the railway companies it should be the object of everyone interested directly in the fisheries to still further extend the trade in the western markets.

West Calling for Fish.

The west wants the fish and it remains only for the producers in the Maritime Provinces to intelligently exploit the market. Those who have made the western field a study have reaped the benefit of their courage and though a large trade is awaiting dealers it will require unceasing educational demonstrative work to reach the highest financial results.

The Canadian Grocer is one of the most direct and powerful mediums available for packers and shippers of fish to reach the distributing trade of Canada. Its constant attention to the industry and the fact that every jobber and retailer of importance is either a subscriber or an advertiser should commend itself to such curers and packers as are in the line of advancement to a profitable business.

MORE TRAVELERS HOLIDAYING.

The travelers of the Toronto branch of Red Rose Tea are holidaying this week and next. The men, with the points they are visiting, are as follows: N. W. Williams at St. John, N.B., E. F. Whittemore, on Georgian Bay; J. H. Boyd, in the Thousand Islands; B. E. Miller, at Lindsay and the Kawartha Lakes; G. E. Taylor, at Port Stanley; G. S. Hull, at Owen Sound; H. A. Howey, Port Dover; A. H. Patience, Lake Simcoe.

TORONTO PICKLE MAKERS ASSIGN

Said to be Running on Insufficient Capital—May Start Again Shortly.

J. R. Yost & Son, who took over the pickle manufacturing business of C. Williams & Co., at 180 Front street, east, Toronto, about six months ago, have assigned to N. L. Martin & Co. The liabilities are placed at about $8,000, with assets approximately the same amount. It is claimed the concern had not sufficient capital to meet the requirements of the business. A meeting of creditors will be held some day next week when the disposition of the business will be decided. It is likely the firm will buy in the plant and begin manufacturing in new premises. In the meantime the plant and stock will be stored.

PERSONAL NOTES.

Robert Conley, grain dealer, Glencoe, Ont., is dead.

Wm. Armstrong, general merchant, of Cassel, Ont., is dead.

J. Edward Brown, Montreal, is at Kennebunkport Beach.

James Sutherland, grocer, Peterboro, was married to Miss Louise Armstrong early in July.

Fred Hughes has left Montreal to spend a few days with his family at Murray Bay.

A. R. Whittemore, of the Salada Tea Co., is spending a couple of weeks' holidays at Stony Lake.

D. W. Duff, of the Perkins, Ince Co., Toronto, is enjoying a well-earned vacation at Jackson's Point.

R. Gowland, representing Mansell Hunt, Catty & Co., is at present on a trip to Newfoundland in the interests of his firm.

Mr. Bowman, late of Bowman & Cole, wholesale grocers, St. John, was in Toronto this week and made a pleasant call on the Grocer.

John Fullerton, of Rowat's Pickles, Glasgow, is at present on a visit to Canada. Mr. Fullerton is visiting the trade with A. G. Snowdon, of Snowdon & Ebbett, who represents Rowat's Pickles.

W. A. Matheson, manager of the wheat department of the Lake-of-the-Woods Milling Co., was in Montreal this week, and stated that conditions were bright in the West. Prospects for a large crop are very good, but Mr. Matheson stated that he would not like to give an estimate for some days yet regarding the amount of it.

TRADE NOTES.

Mrs. F. Lagrenade, fruits, etc., Montreal, has been registered.

A. W. Dewar & Co., manufacturing confectioners, St. Johns, Que., have assigned.

H. Bourque & Fils, Montreal, recently put in some new machinery in their catsup plant.

TRADE NEWS OF AUSTRALIA.

The Grocer's Correspondent Tells of Local Conditions and Relations With Canada.

Sydney, July 7.—For many months past the grocery trade in Australia has been considerably harassed and hampered owing to the uncertainty regarding the new federal tariff. Sent from the House of Representatives to the Senate, and back again from there to the former chamber, the items were no sooner fixed than they were altered again and again. Such a condition of affairs was not, as you may well imagine, conducive to an active market, and only now, consequent upon the duties being finally fixed and backed up with a promise that they will remain so for some considerable time to come, is a saner and sounder trade being done. While in progress the tariff of course aroused the interest of all importers, who objected strongly to the consistently high rates of duty emanating from an ultra-protectionist Government. Nevertheless the trade of the Commonwealth in the aggregate is declining, the details of imports compared with corresponding periods of previous years showing disquieting decreases. Some of the decline may of course be attributed to increased local manufacture under a high tariff, and Victoria, one of the six states, shows a somewhat remarkable expansion in this direction.

Owing to our somewhat unsatisfactory mail arrangements with Canada, interest is always evinced by Australian merchants in anything relating to shipping matters. Satisfaction has been expressed here at the news that early next year the White Star Line, which trades extensively to Australia, will enter the Canadian trade, and in conjunction with the Dominion line maintain a service between Liverpool, Quebec and Montreal, the new venture to be known as the "White Star Dominion Service." Another shipping matter in the minds of Australians at present is the proposal to renew for three years, at the expiration of the present contract, the service for the carriage of Australian mails to Canada via Vancouver. It is said that considerable time must elapse before the present negotiations in that direction are completed, as your Dominion Government being a party to the existing contract, has to be communicated with and its sanction obtained. In return for the proposed extension of the contract for three years, the Union Company promises material improvements in its service.

It will be interesting to your readers to know that attention is being directed here by Board of Health officers to the question of fixing a standard of purity for what are usually known as "egg powders." Some samples of these wares sold in the open market have just been analysed, with in two cases at least somewhat startling results. In one of them the powder consisted of wheaten starch and a little coloring matter, and in another the powder was composed of maize starch, a little tartaric acid and aniline dye. The fixing of a standard of purity, which will make compulsory the use of eggs in the production of egg powders, it is being urged, will not only protect the public against what is termed by the officers in question "an impudent fraud," but will also prove of inestimable advantage to the rapidly growing poultry industry.

A considerable increase in the export of Australian honey of late should be a matter of interest to Canadian merchants. Last season nearly all the Commonwealth states shipped largely augmented supplies to oversea ports. The industry is one which has apparently benefitted by our Federal Commerce Act, which ensured among other things improved methods to modify the strong flavor of eucalyptus which in the past always characterized Australian honey. The flavor is still perceptible, but it is thought by exporters that objection to a very slight flavor of eucalyptus is mostly a matter of prejudice, and may be overcome in time. Among places to which Australian honey has been exported of late are Colombo. Singapore, London, San Francisco, Germany, Fiji, South Africa, and Manila, but not to any extent to Canada.

Sir Thomas Lipton's Indian agent is now in Australia enquiring into the matter of establishing a large tea factory in Sydney, where teas received from India and Ceylon will be blended and packed, whereas if packed in Ceylon as at present they are subjected to a duty of one penny per pound under the new tariff, a duty regarded in this matter as prohibitive. According to the agent the factory will be the finest and best-equipped in the world. The machinery will be of the latest, and some idea of its completeness can be judged from the fact that the tea during blending and packing will not be touched by the hand.

A close study of the cargoes leaving Australia every month for Canada soon reveals the fact that butter is destined to prove an important item in the trade relations between the two countries. In this respect it will interest you to know that what we term the Australian butter year 1907-1908 ended on June 30th. Exports from the Commonwealth during that year totalled about 869,000 boxes, a shrinkage of no less than 458,000 boxes as against the figures of the previous season. Sydney butter merchants met yesterday and decided to increase the price of butter by 4 shillings per cwt. from date. This will make present quotation for flavored brands of Australian butter 134s per cwt. This price exceeds by 6s per cwt. the season's record of a couple of months ago, and represents a total advance of 22s within the space of about a month. The existing cold weather materially reducing supplies, and interstate demand being largely on the increase, were the principal reasons which induced the merchants to arrive at the above decision regarding the further advance.

The R.M.S. Aorangi of the Canadian-Australian line—the vessel which carries this mail—sailed on her return trip to Vancouver yesterday, with a full cargo and passenger list. She calls at Brisbane—where she picks up the mail which goes overland to-day—Suva, Honolulu, and Victoria, B.C., en route. Her cargo for Canada from Australia consists of preserved meats (principally) felts, sulphate of ammonia, timber, raisins, and lesser products.

LOBSTER CATCH BELOW AVERAGE

Storms on Atlantic Coast Drove Crustaceans to Deep Water—Canada Supplying the Greater Part of the Trade.

J. W. Windsor, Montreal, who has lately returned from his lobster fisheries on the Gaspe Coast, talked interestingly to a Grocer representative this week of the prospects and results of the present season's catch. He stated that this year's catch would be under the previous year's quite considerably. This shortage is due to the fact that during the season which lasts practically only thirty days, the Coast was visited by a great storm and this resulted in the lobsters taking to deep waters. After the storm the catch diminished almost three-quarters and during the season remained in this condition. The storm affected all the fisheries along the Gaspe Coast and New Brunswick and Prince Edward Island as well.

Of all of these fisheries, it is conceded that the finest lobsters are taken from the waters along the Gaspe Coast. Some years ago lobsters were caught all along the Atlantic seaboard but of late the United States Coast has fallen off surprisingly in the output and consequently Canada is enjoying pretty much of a monopoly of this industry. Mr. Windsor, who has been associated with this business practically all his life and is a recognized authority on the subject talked of the many improvements which have taken place in the methods of lobster fishing. He also told of the conditions which have made them now an expensive luxury, whereas, years ago they were a comparatively cheap form of food. Other sources and means of obtaining a livelihood have been offered to the men who formerly were engaged solely in the industry with the result that it is difficult to obtain men to do the work. The failure of the American production and increasing demand for the product both in Europe and America, have contributed to the cause which has raised the price. It may be thought that this great increase in the price would benefit the packer but in the same proportion as other conditions have altered, so have the difficulties and obstacles which the packers have to contend with increased, and to such a degree that the margin of profit to them has not increased relatively to the increase in the price to the consumer. Mr. Windsor explained that the new railway which was building in that district, will be a great boon to the packers, as previously they had to depend entirely on the coasting schooners, and steamers which ply in those waters and their numbers and service have always been inadequate to the volume of business. In view of the acknowledged superiority of the Canadian lobster which now finds its way to the great cities of Europe and America, it is fair to say it has contributed its share towards the fame of the new and great country from which it comes.

Grocery News From Coast to Coast

Quebec and Eastern Province Notes.

The Fish Commission at Digby, N.S., is Investigating Conditions in the Industry—Some Hot Weather Ideas From Montreal.

MONTREAL.

Aug. 4.—A somewhat unique demonstration of clam bouillon and other clam products may be seen at Scroggies this week. The novelty lies in the booth where the demonstration takes place, which is built like a rustic summer house, and certainly looks very cool and enticing on hot weather days. The walls of the house are constructed of diminutive logs, and the roof is made of wide sheets of bark. Altogether, the effect is rather good, as it may be observed everyone who goes into the grocery department is immediately attracted to the display. The rustic idea is a highly appropriate one for this time of the year, and conveys a sense of rural simplicity and rest.

Another large grocery on St. Catherine St. has a window display which follows out the same idea. The window is made to represent a small bit of the country with its verdure, trees, and moss-covered stones, and all the other things which one conjures up upon thinking of some secluded nook in the country.

In wandering around town hundreds of examples of window dressing come within one's observation, and let it be said that every day, almost, examples of good work in this line are discovered in the most out of the way places where they are least expected. By no means have the big uptown stores got a monopoly of this art. A certain provision and vegetable store in this city has something which is proving an attraction to the many who may be seen watching the antics of four ducklings under a fountain playing in a tile-lined basin which surrounds the fountain. On these hot days it is refreshing to stand and watch the antics of these birds beneath the spray. This contains a timely hint to the window dresser, to make displays seasonable. This grocer aims simply to draw the attention of passers-by through this fountain.

A. Lalande, 704 Notre Dame St., W., contemplates making some changes to accommodate the increasing volume of his trade.

A Point St. Charles grocer stated that since the financial depression had set in he was behind about one hundred dollars per month in his sales, as compared with last year. He said, however, that there was a brightening up of business now, as many men who were out of employment in that section of the city, who were on short time, were beginning to work steadily.

A. Laniel, president of the Montreal Retail Grocers' Association, spent the week end in Quebec at the Tercentenary Celebration.

A. Laurendeau, J. D. Boileau and J. A. Dore were among the Montreal grocers who spent some time in Quebec during the Tercentenary.

A contest to determine which is the most popular grocery clerk in Montreal has been inaugurated by La Presse, the leading French daily of Montreal. Coupons appear in the paper from time to time, and the clerk winning the largest number of votes will be judged the most popular and sent on a trip to New York, all his expenses being paid by the paper. The second clerk will have a trip to Niagara Falls, while the third most popular grocer's assistant will journey to Quebec.

The miniature factory which was in operation in Quebec during the celebrations showing visitors the processes by

J. D. BOILEAU.
Secretary Montreal Retail Grocers' Association.

which Shredded Wheat is made, was moved in its entirety to the windows of Dupuis Freres' departmental store, Montreal, on Wednesday of this week.

ST. JOHN.

August 4.—Business has been rather quiet lately as is usual at this time of year when the farmers are busy haying. There have been few changes in market quotations. A decline of fifteen cents in Manitoba flours was announced last week and further declines in Manitoba and Ontarios are looked for very soon. Beans are a little easier and molasses has advanced another cent per gallon.

New canned peas, corn and strawberries have arrived and are being distributed to the dealers.

Large quantities of produce are coming down in the river boats every day and prices are becoming more reasonable with the exception of butter and eggs which are higher than for some time at this season. The reason assigned for high prices of butter and eggs is that large quantities are being placed in cold storage and it is predicted that one result of this will be lower prices for these commodities during the winter months.

A comparison of some of the prices to-day with seven years ago shows that the increase is about double. Then pork sold for 4 to 4½c, now it is 8½c; beef was 3 to 5c, now it is selling at 8 to 10c; fowl and chickens were 35 to 50c, and now are bringing 70c to $1.25; butter was 17 to 18c, and now is 23 to 28c; eggs were 12 to 15c, and now are 17 to 25c; lamb was 8 to 10c, while now 13 to 18c is asked.

A new steamship service is now being operated between St. John, Boston and Havana and it is expected quite a trade will be developed. The first steamer of the new line, the Talisman, sailed from here on Saturday last with a good cargo of lumber, hay, oats and other produce. It is expected after a few trips that the steamer will sail direct from Havana to St. John and that a full cargo will be carried both ways.

Lieut.-Governor Tweedie, who was in the city last week reports that business on the north shore is very quiet and many of the manufacturers on the Miramichi have closed their plants for a time on account of the poor markets. The Governor reports that the crops with the exception of hay and oats, are in excellent condition. Great preparations are being made to make the Chatham exhibition the best yet held.

The commission appointed by the Federal Government to inquire into the reasons for the failure in the shad fishing is now holding sessions along the bay coast of Nova Scotia. The salmon and gaspereaux fishing are also to be included in the commission's investigation.

On the first day of August a new schedule of fire insurance rates went into effect in Fredericton. The new rate takes off the 15 cents extra which was placed on commercial property some time ago, as well as other reductions.

The St. John exhibition, Sept. 12 to 20, promises to be one of the best ever held. A large number of exhibitors have applied for space. The contract for selling soft drinks has been awarded to the Havelock Mineral Springs Company.

G. A. Stanley Hopkins, of John Hopkins meat dealers and manufacturers,

was up the St. John River last week on a buying trip.

James Moulson, the Sydney St. coffee merchant, has installed an electric motor for roasting and grinding coffee. Mr. Moulson, who occupies the position of a colonel in the uniform rank Knights of Pythias, is now in Boston attending the big biennial encampment there.

The store vacated some time ago by W. L. McElwaine, at the corner of Sydney and Leinster Sts., is now being operated as a grocery by C. W. Greenslade.

W. S. Clawson, agent for New Brunswick of a number of leading grocery concerns, is in Boston attending the Pythian convention.

E. A. Titus, of J. and J. S. Titus, St. Martins, general merchants, is in St. John on a buying trip.

NEWCASTLE, N.B.

Aug. 1.—The price of Manitoba flour dropped 15c this week. The best Manitoba now retails at $6.85.

Frank Walsh has purchased from L. T. Joudry the Campbellton meat market.

J. F. Tweedale, Arthurette; J. C. Manzer, Andover; R. W. Demmings, Perth; D. B. Hopkins and H. H. Hopkins, Andover; J. E. Armstrong, F. D. Sadler and M. L. Stewart, Perth, have organized the N. B. Produce Co., Ltd., for general grocery and provision business. They will operate at Perth.

Strawberries were scarce this season. Sackville exported 35,000 boxes, and could have sold twice as much. The grocers received on an average 11c a box.

HALIFAX.

Halifax, August 1.—General business conditions are satisfactory and a large quantity of goods are being turned over. Just at the present time the farmers are not marketing very much owing to their being engaged at hay making. The commission men are busy handling a lot of perishable fruit from the American markets, such as bananas, pears, peaches, plums and apples. A considerable quantity of this stock is reshipped from Halifax to points throughout the Province, and business in this line is very brisk.

Prof. M. Cumming, Secretary for Agriculture, in his annual report to the Government on live stock and the crop prospects, says that the yield this year will be about as follows:—Hay, 90 per cent.; oats and other grains, 97; potatoes and roots, 105; apples, 100; plums, 90; small fruits, 90 per cent.

Dairying cows have, owing to the good pastures, been giving an unusually good flow of milk, and butter has been produced in larger quantities than for a number of years.

The apple crop will be below that of last year, though the size and the quality of the fruit will be superior. A Wolfville grower writes that the apple crop in sight for export is half a million barrels. Baldwins, Kings, Ribstons, Greenings, Golden Russets and Bishop Pippins will be good; other varieties light. A Kingston correspondent says that gravensteins, nonpareils, golden russets and baldwins will be a full crop; other varieties light. The black spot, up to the present, is less in evidence than formerly. Plums and pears are considerably below the average. Small fruits are for the most part very promising.

Eggs are unusually scarce for the season of the year, and the result is that prices are going higher. A further advance was made this week, Nova Scotia stock being quoted at 21 cents, and Island eggs at 19½ cents. Unless the receipts increase the price will go still higher.

Butter is in good supply and the prices are unchanged. For the next few weeks the receipts will probably show a falling off, as the farmers will be busy hay making. Many jobbers still complain that the present prices for butter are too high. The pasturage this season is unusually good, and butter should be plentiful.

The series of public sessions of the Canadian Government's Fisheries Commission opened at Digby this week. Prof. Prince, in his opening remarks announced that in addition to the shad, the Minister of Marine, Hon. Mr. Brodeur, desired that the gaspereau and salmon fisheries of the Bay of Fundy be included in the commission's investigations. Valuable evidence was laid before the commission by fishermen from Barton, Plympton and Digby. After the meetings at Digby the commission will proceed to Annapolis.

The West India liner Amanda which arrived here this week from Jamaica landed three thousand bunches of bananas, and seven hundred bags of sugar. A large quantity of the bananas were forwarded to the Montreal market. The steamer Dageid from Montreal for Sydney and St. John's, Nfld., arrived at Summerside, P.E.I., this week with a fairly large freight, and took on board one thousand bags of potatoes and fifty boxes of cheese. The steamer Oruro from the West Indies also landed a large cargo of sugar at this port during the present week.

A novel exhibit may be made in the Fisheries Department of the Provincial Exhibition in September if the idea of the Fisheries Committee of the Board of Trade is carried out. A meeting of the committee was held at the Board of Trade this week, and it was thought that the exhibit of live fish could be greatly improved and made more interesting by the display of some of the strange fish brought to the surface by the steam trawlers now operating on the coast. Numbers of fish quite unfamiliar to fishermen have been captured in the big nets and it will be the aim of the committee to get as many of these as possible and have them exhibited in tanks. A. H. Whitman has been appointed superintendent of the fisheries exhibit.

News From Western Canada

The Chinese Sugar Brought in is Not Proving Too Satisfactory in Vancouver —Co-operative Society Organized in New Westminster.

VANCOUVER.

August 1.—By keeping an eye on the daily trade one can see that articles of Oriental manufacture are coming into strong competition with those of Canada. One thing, though, the Canadian product is the better. This can be noticed in the sugar which has arrived from Hong Kong. Mention was made a couple of weeks ago that a consignment was expected, and it is now placed with dealers. It is not as fine or as bright as the sugar produced by the B.C. Sugar Refining Company, though if cheapness is considered the dealer may take the article from the Orient while it lasts, as it is ¼c less per pound.

It may be accepted as an axiom that cheap things cannot be the best. In days of active competition profits are cut as close as possible, and if any goods are cheaper it is because of some particular reason. In the case of the Japan rice now offered for sale at a little less than the Canadian refined product, the reason is at once seen, namely, because husks may be found in that refined by the Japanese in this city, and the kernels are not so luminant. But it is cheaper and there is a demand for it.

Kelly, Douglas & Company have created a record in bringing into the city at one time two cars of tobacco, the product of the American Tobacco Co., Montreal. The value is placed at $50,000, and it is stated that this is the largest single order of tobacco to be received in Canada. This firm has just issued a memo book for retailers. At the top and bottom of the pages, on which are ruled lines for writing, are the sole agencies of the house. Every time the retailer jots down something to be remembered the name of at least one of these articles cannot but be seen.

Prices of necessities in the way of provisions are stiffening up. Eggs are now jobbed, or will be in a day or so, at 32 and 34, and the retail price will be advanced from 35c to 40c. Butter, while not increased, may do so, as the creameries are having all they can do to keep the demand supplied. Notwithstanding the expansion of the dairy industry, there is no butter going into storage. This, too, has been a very favorable year. The spring was wet and rains have been more frequent than for several summers. As for the imported butters being shipped in, they have not the freshness of the local, which caused the demand, and that being the case fluctuations of a cent or two are nearly always taking place.

Outside wholesale business is continuing good. This is the season for outfitting for the Winter, and the trade is at a time when it can be handled easily.

A co-operative society has been started in New Westminster, and at a meeting held this week, when plans of the association were discussed and officers elected, matters progressed so far that a site for the store was considered. Shares are $5 each, the ownership of two shares constituting membership. The officers are: J. H. Campbell, president; Thomas Turnbull, vice-president; W. Brown, treasurer; W. Dodd, secretary; J. Archibald, R. Hampton, R. G. Patterson, John Roscoe, W. Beggs and A. E. Hale, trustees; A. F. Duncan and S. M. Strople, auditors. Last winter an attempt was made to form a similar society in Vancouver and though considerable canvassing was done it was found that a success could not be made of it. The principal reason was that retailers who had accounts out stated that if any debtors were to join an instant settlement would be demanded of the bill. As times were not of the best the customers felt they were "up against it" and refrained.

The United Commercial Travellers enjoyed themselves at a picnic on Saturday last. They left on the Britannia at 2 o'clock in the afternoon for Bowen Island, where the afternoon was spent and tea partaken of, and in the evening the boat steamed up Howe Sound and back. On Friday, the rain threatened, but Saturday was fine and clear.

Mrs. Bryant, travelling representative of the Tetley Tea Company, was at Vernon for several days recently giving a demonstration in the Hudson's Bay Company's stores there.

William Whyte, second vice-president of the C.P.R., was in the city and left for the north on Monday night. He spoke about the great wheat crop in particular, and while it may be a long way from the grain fields, Vancouver has a great interest in them, apart from the general results that come to the Province as a whole when good crops are garnered. This city has a successful flour mill already, and with the increase in the grain acreage in the Northwest elevators will be erected here in the trade of shipping wheat through this city to the world's markets. Mr. White says he is not too sanguine in placing the estimate of the yield at 120,000,000 bushels.

Correspondence from Ontario Towns

Guelph and London Are Full of Old Boys and Girls in Their Holiday Weeks —Arranging Big Picnic in Chatham.

LONDON.

Grocery travelers are on the road again after two weeks' holidays, it is to be hoped well refreshed after a period of relaxation.

This is a pretty busy week with local retail grocers and other food providers. The old boys' reunion has brought thousands of people to the city, and there are, of course, as many additional mouths to fill. The result is that everybody is busy and there will be no half-holiday this week.

The mayor had a chat with J. Graves, representative of the Heinz Pickle Co., a day or two ago, and his worship was informed that London's chances for getting the Canadian branch of this company's big concern are very bright. Mr. Graves has been spending some days in the country hereabouts and is much impressed with it. He has also been instructing some of the prominent farmers how to raise the stuff needed by the firm, and is confident they can make it a paying proposition catering to the company's wants. The mayor thinks that to secure this industry is well worth the city's while making an effort.

Millson and Robinson, for some time employed as clerks in local grocery stores, have purchased the business of C. J. Farr, South London.

CHATHAM.

Aug. 3.—Preparations for the big Merchants' Picnic on Aug. 20 still go merrily on. The committee have enlisted a capable aide in the person of Eddie Dore of Hamilton, who was present at a meeting last week and at their request presented a draft program, and gave them the benefit of his experience in the way of suggestions. Mr. Dore has taken a warm interest in the outing, and has done quite a bit to stir up a few of the merchants who showed any inclination of holding back. He was unanimously elected master of ceremonies, and will preside over the sports on the big day. The program, which has not as yet been finally revised, includes a good list of sports, among them a broom ball game between teams from the grocers on the one side, and the remaining merchants on the other. Fearman & Co., Gorman, Eckert & Co. and McCormick's are providing special events. Merchants in all lines should join hands in booming the picnic among clerks and customers, and in making their day the big day of the year.

Tobacco growers in Colchester South and vicinity are stated to be taking earnest hold on the problem of ensuring the stability of the industry. Large growers, among them A. R. Ferriss and Jas. Howie, have expressed their willingness to build tobacco dry kilns for the purpose of demonstrating what an improvement artificial curing is over the old method. The price is governed largely by the way the product is cured, and buyers have held out hopes of fancy prices if the growers would kiln cure their crop. It is hoped that this movement will result in putting the crop on a par with wheat and other grains so far as a reasonable stability of price is concerned, and a movement is on foot to establish a warehouse in Harrow as a purchasing depot as soon as some growers finally decide to experiment with the southern process of curing.

W. N. Warburton, formerly manager of the Chatham, Wallaceburg & Lake Erie electric line, has purchased the grocery business of Huth & Laffrey, at the corner of Hess St. and Charlton Ave., Hamilton. The deal was concluded and the new proprietor took possession on Thursday. Mr. Warburton is now engaged in moving his family and household goods to the Ambitious City. Mr. Warburton's son, Albert, formerly of H. A. Andrews, will be associated with him, the firm being known as Warburton & Son.

Representatives of the county independent telephone lines waited on the council last week, asking the city to reserve the privilege of allowing them to locate a toll station in Chatham. This would place the city in touch with a large number of buyers in the county who would not be reached by the Bell, and should prove of advantage to local merchants. If a competitive local system is to be established, however, local capital will have to make the first move.

Ernest Sloan of the grocery department of J. S. Richardson's department store, Tilbury, left last week for the Northwest, for the benefit of his health. His place has been taken by Jas. Campbell of Sandwich.

J. Caron, formerly of Highgate, has purchased the confectionery business conducted in the McKinlay block, Ridgetown for some time past by H. C. Hunter. He intends making considerable improvements to the premises.

James Bomorito has opened a fruit store in the building recently occupied by Henderson & Morriss, on Erie St., Leamington.

Sandy McVean, the popular Dresden miller, is being boomed locally as a candidate for the Dominion house in opposition to D. A. Gordon, the present Liberal M.P. for East Kent. Sandy is coy, however.

W. J. Cameron, who formerly conducted a grocery in Ridgetown, has purchased a store in Southampton.

Jas. H. Kadwell has repainted the front of the store on Grand Ave. recently purchased by him from Fred. Wood, the new proprietor's name appearing in striking letters above the door.

A summer line which could probably be profitably pushed by many grocers is ginger ale and similar soft drinks. To the grocer usually falls the pleasant duty of equipping the picnic party, and, when he supplies practically everything else, there is no reason why he should not supply the drinks as well. At this season of the year soft drinks could be handled side by side with cooked ham, canned meats and fancy biscuits. Wm. Anderson, of this city, featured soft drinks in a recent advertisement.

Geo. and Richard Zakoor, the local fruit dealers, are opening a branch store in Sarnia.

Now that the fruit and vegetable season is on, the grocer's trade in "perishables" may be advantageously boomed by judicious window display. Recently Bradley & Son devoted one window to a showing of vegetables, embracing practically everything on the market. A great difficulty in such displays is to keep the vegetables looking fresh, though a slight sprinkling of water and the use of the shady side of the window will work wonders.

Coarse cheesecloth is a great thing for adding to the tastiness of a window

display where goods, such as fancy biscuits or cooked meats, are exposed. The cheesecloth is not fine enough to obscure the view, and yet gives a remarvable impression of cleanliness. A show case frame draped with cheesecloth seems just as effective in excluding flies as a regular show case—and it looks cleaner, too.

Bob. Wilson, formerly of Jas. N. Massey's grocery, has joined H. A. Andrew's staff.

The Chilliwack Canning and Preserving Company has decided to instal an evaporating plant for the treatment of apples and prunes. It was pointed out that the quantity of apples and prunes in sight this year, a handsome profit on operations would be made.

George Thirnton, of Promotory, Chilliwack district, has Salome and Romani apples and Pound pears as fresh almost as the day they were picked last Fall. They are firm and solid, with fine flavor. What he wants for Summer use he packs in dry sand.

Window of the Trites-Wood Co., Fernie, B.C.

GUELPH.

Guelph, Aug. 3.—We are off to a good start. Our Old Home Week is a success assured by one day's receipts at the gate. The glad hand, lots of good business and a happy bunch of grocers is the best report this week.

Among the many visitors were numerous grocers from all over Canada. Tonight we have all kinds of cake walks and a general mixup—more of the latter. But there is nothing of an unpleasant nature so far. The grocers deserve credit for using creamery butter from outside to hold the farmers in check so the 40c butter was no go. Lots to eat and no unusual hold-up in prices. Just a good fair price in all kinds of groceries. Don't forget to register if you come up.

ST. THOMAS.

The familiar faces of the boys on the road who through the "united permission" of the wholesale grocers are at present enjoying their well-earned vacations, are missed by the retail grocer. Next week they will resume their usual trips and be welcomed back. While the holiday is a pleasure to them, it is of real benefit to the average grocer, as it gives him a much-needed opportunity to reduce his surplus stock and clean up on various lines. The travelers calling in St. Thomas are a gentlemanly lot without exception. The boys will be made happy by the fat orders awaiting them, especially on account of the big Oddfellows' convention taking place in this city on the 10th to 13th August, inclusive. The merchants have assisted the committee by taking advertising space in the souvenir gotten up for the occasion, and no doubt will be repaid for their generosity.

The N. Y. State Legislature have recently passed a law compelling railway corporations to pay their employes every two weeks, in consequence thereof the N.Y.C. Co. are busy arranging to comply with the law and as this city is situated on the N.Y.C. lines what a great benefit it would be to the grocers of this city if the Whitney Government would enact a similar law and do away with monthly payments and thus remove the greatest obstacle to a cash business here. The Retail Merchants' Association could endorse this legislation, and the already popular government would gain the good will of the labor organizations thereby.

An Italian banana peddler, Angelo Caruso, was before the magistrate for breach of the transient traders' and peddlers' act, and although engaged in the business for the past two years and found guilty, was fined $2 and dismissed with his promise that he would take out a license. Between the Italians and the Greeks the grocers do very little fruit business in this city.

OTTAWA.

August 4.—A very good market with everything present in quantity and selling briskly was in evidence in Ottawa Saturday. Buyers and sellers were out in full force and seemed ready for business. The farmers want to make hay while the sun shines; or rather the rain falls, and were willing to dispose of their produce where they could find a purchaser. There was a good offering of vegetables of the usual kinds. There was no lack of potatoes, as was the case Thursday, but the prices, like those of Thursday, were fancy ones. Of course, you could get old potatoes for $1.50 to $1.60 a bag, but the infirmities of advancing age had in the majority of cases made the offering very decrepit. Butter is practically unchanged in price. Eggs are a little stiffer, sales being made at as high a figure as 25c. They seem to be scarce, for some reason.

The Ontario and Manitoba Flour Mills Co. are incorporated with a capital stock of $750,000, the chief place of business to be in Ottawa. The following Ottawa men are interested: A. W. Fraser, J. G. Gibson, John Mulhall, H. H. Williams, James Gibson, A. G. Marshall and Newton J. Ker. The business of the company is to carry on a general grain business, and to manufacture and sell flour.

Millions of moths appeared in the city the other evening, and where they suddenly sprung from seemed a mystery. Thousands of the insets fluttered around the arc lights on the corners, clung to the windows of stores, where they were attracted by the light, and stuck to the walls of the buildings. Fruit stores that had their doors open were soon full of the moths, which took unwarranted liberties with the customers by such playful tricks as dropping into their glasses of ice cream soda. Next morning the main streets of the city were littered with the bodies of the insects, which had fallen during the night. The windows and doors of many shops on Bank and Sparks Streets were covered with the moths, which clung there in an apparently drowsy condition. Brooms had to be utilized to sweep down the insects. People wondered if another plague of locusts had come.

Dawson Brothers, who have kept a large general store at Bell's Corners for many years, and are widely known throughout Carleton county, will retire from business early next year. They have sold out for a handsome sum to George Wilson, a farmer living between Britannia and Bell's Corners. The bar-

gain was closed recently. The store is a general one and does a large business. Mr. Wilson will take possession next March.

Ernest A. Lintel, butcher, Somerset Street, and Mrs. Lintel have the sympathy of their many friends in the death of their infant daughter, Una Bell Lintel, which took place last week at the family residence.

The business situation shows an improvement during the past few weeks. In Ottawa collections have been improving. Small orders for immediate shipment largely make up the volume of business doing by jobbers. Retail trade is fair as a whole, being stimulated by price reduction sales, though complaint of stocks not moving rapidly from some localities as in previous years.

2,000,000 CASES OF SALMON.

Estimate of Pack Below Average of Last Seven Years.

According to advices from New Westminster the estimated salmon pack for 1908 is 2,000,000 cases. This is slightly over that of last year, but not equal to the general average of the past seven years, which was 2,957,438 cases. On the other hand, it is stated that stocks never reached, within the period mentioned, so low a mark as they did this spring.

In the estimate given for the present season only slightly over half the number of traps in the various parts of Puget Sound and British Columbia are taken into account.

From Mr. Deaville, who has just returned from Puget Sound, it has been learned that of the ninety traps located in these waters there are at present in operation: six at West Beach; one at Strawberry Bay; six at Salmon Point; four at Lopez Island; seven between Sand Point and Blaine, and six at sundry other places, while around Point Roberts some twenty are catching fish. In northern waters there are no traps used so far, that is in Canadian territorial waters.

One feature that enters into the matter upon which calculations are formed this year is, what is regarded as an "off" year for humpbacks (pinks, as they are called when canned). These fish run every other year only, the pack of them for last year having been 448,730 cases. Consequently no allowance is made for a pack of humpbacks this season. Indeed, not until the year 1911 can it be expected that a full pack of humpbacks will be obtained, for in 1909 many, if not the major number of trap men say there will be no time for the packing of humpbacks, that being the year when the big quadrennial pack of sockeyes is expected, so-called, as those know who are in any way acquainted with the industry from the general plentifulness of the fish every fourth year.

THE SMALLEST GROCERY.

The march of progress in Boston and the razing of one of its business blocks has disclosed the fact that that city has for some time enjoyed the distinction of possessing what was probably the smallest grocery store in the United States. It was a little establishment on Washington Street.

Its measurements are 3 by 3½ feet, although a few inches had recently been added. This store holds the proprietor, a large man, a telephone, three cases of eggs, a quantity of tea, coffee, condensed milk and other canned goods, and it has a tiny refrigerator, although this is not entirely within the store's confines.

A customer does not enter the store when making a purchase, but stands on the sidewalk. A window is opened, business is transacted, goods passed out, money exchanged, and both makers of the bargain satisfied.

The proprietor says the small rent, $10, is the secret of his success. When there is a small margin of profit on groceries there is little to be made by the grocer who has a big rental and the expenses of teams and delivery service.

One of the riddles of keeping so small a shop has been solved by this grocer's experience. How to keep a large enough stock on hand in small quarters has been a conundrum too hard for many, and when one examines the little ice chest filled with butter and cheese the question naturally arises, "What would he do if I purchased two extra ounces of cheese to-night?"

Yet, in this remarkable little store a business of not less than $8,000 a year was transacted and—naturally—at a good profit.—New York Journal of Commerce.

Interior Grocery Department Trites-Wood Co., Fernie, B.C.

SPLENDID STORE BURNED AT FERNIE.

The photographs reproduced herewith show the window and the store interior of the grocery department of the Trites-Wood Co., of Fernie, B.C., one of the firms which suffered very severely in the disastrous fire which visited the western towns this week. As can be seen from the photos the store is thoroughly up-to-date, modern fittings and methods being used throughout. The Trites-Wood Co. are said to have lost altogether about $150,000. It is to be hoped that with the rebuilding of the town, which seems probable, the company will be able to restore their fine premises.

"Men Who Sell Things"

Self-Restraint a Large Factor in Success—How the Live Salesman Improves Dull Months—A Salesman's Creed—Personal Magnetism and Its Part in the Game of Trade.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER XII.—(Continued.)

The salesman who succeeds believes that his position implies that the firm puts its trust in him, that it calls for the best work in him, and that he should perform it to the best of his ability. That is the only view that brings any satisfaction to the doer.

The salesman who skimps his work not only runs an excellent chance of being detected, but he is constantly injuring himself.

The position of the salesman at the top of the sales sheet may seem to be up-hill, but to the salesman on the down-grade it only increases the opportunities of the up-grade man to try to cheat.

No salesman ever built his house upon the sands but some hurricane came along and blew it over. In this age of lightning-like business changes, who can predict when the next hurricane will arrive? When it comes to the salesman it is better for him to be living in a secure place.

No salesman can tell to what test his salesmanship will be put. It is better, then, to fortify himself against the day of trial with true knowledge, so that no matter what strain is put upon it, his professional skill will pass through triumphantly and bring to him promotion and honor.

The most selfish salesmen agree that it is poor policy, if nothing worse, to cheat oneself. The best is none too good to attempt.

It is sometimes necessary to have nerve enough to lose some business, in order to gain the best business that is to be secured on your territory. A great many salesmen form the practice in sales-building of holding a dime so close to the eye that they fail utterly to perceive the dollars beyond.

Self-restraint Brought Success.

One of the most successful salesmen of my acquaintance employed the quality of self-restraint in his work on the road to a marked degree.

At the time of my first meeting with him he was very much cast down because his house had intimated a desire to let him go, for the reason that his sales did not seem large enough for the territory he was covering—mostly in large cities.

He related his experience to me, and his plan was one of the most logical I have ever known; but during the two years he had been representing that house he had not been able to secure their confidence to the extent the he could frankly confide in them his plans for ultimate success.

We talked things over, and I encouraged him to persist in his methods, maintaining that they were bound to win, because, whether he knew it or not, he was working along highly scientific lines. I urged him to take his managers more fully into his confidence, which he was shortly afterwards able to do through a fortunate combination of circumstances. And then I watched him advance, which he did by leaps and bounds. To-day he enjoys an enviable reputation for high-grade salesmanship in that very house that wanted to let him out a few years since.

On first entering his territory, his plan was to look the ground over carefully. He then commenced to build, always with an eye to the future. The prospect of immediate sales failed to dazzle him, unless they were of the sort that would make good timber for erecting his superstructure as a whole.

When calling on the trade in a large city, it was entirely foreign to his policy to jump right in and sell to every dealer that had a Bradstreet or Dun rating that would pass muster in the credit department. Instead, he cautiously laid his acquaintance among a limited number of the very best merchants, and began by trying to secure their confidence, and thus draw their sympathy largely to himself and his house. He believed that the best way to do that was not by selling them the largest possible bill every time he had a chance, but by often selling them the smallest bill possible.

Frequently on his return visits, if conditions were not just right, he would not attempt a sale at all, preferring to cement his relations by helpful suggestions, and otherwise strengthen his position in their confidence.

In starting a new customer, he highly favored the plan of selling merely a sample or "sorting up" order. From the small vantage-point gained, step by step he followed up his work, never permitting himself to betray a confidence once reposed in him by overloading a customer.

He was clear-headed, patient, honest, logical, courteous, always on his guard, and extremely tactful. Finally, when his preliminary work was complete, he moved in and took possession of his own. He sells the very best accounts in his territory, and no competitor can either undermine or wrench away from him the confidence his customers repose in him.

To sum up his work from start to finish, he succeeded because he was not over-anxious, and knew the value of making his work fit a set plan.

Playing a Waiting Game.

It is a great thing to be able to play, not a dull game, but a waiting game in salesmanship. The salesman gets what he goes after, provided only he is not afraid to work and sweat. But he must not forget that it is a good thing to sweat mentally once in a while, as well as physically.

There are no dull months for the intelligent salesman. Dull months are for dull salesmen, not for live ones. If you were a carpenter and your saw was dull, would you say, "I can't work this month; my saw is dull"? No. You would get up early in the morning and file that saw before breakfast. You would make it eat its way through an oak board like a ten-year-old boy through a piece of pumpkin pie.

The live salesman does exactly the same thing. At the first sign of approaching dulness he sharpens up his business tools and goes after business. And he gets it, too.

The salesman who expects trade to be dull, and is willing it should be dull, will have it dull.

Likewise the salesman who expects his customers to have no more confidence in him than in the ordinary salesman will find just what he expects.

The salesman who lags back on the straight and narrow path of rectitude, and says, "I've got my customers just where I want them now, and I'll take pretty good care that they get enough of my goods to keep them from buying elsewhere," just because he has succeeded in winning their confidence for the time being will get just what he is looking for—lost prestige, by the shortest possible route. You can have lost prestige, like dull months, if you want it. But you'll be out of date if you get either, because confidence is the basis of all right trade.

The right kind of salesman believes in doing his duty every day, and in doing each duty faithfully.

Overlooking an Opportunity.

President Roosevelt tells a good story to urge duty and emphasize his oft-repeated declarations that opportunities are often overlooked.

"I remember down in the village where I lived there was a decent but dreamy young fellow, and a little apt to spend his time thinking how well he could have led his life under other conditions. His mother was a hard-working woman. One day he was reading in the paper an account of a fire in New York and the heroic deeds of a fireman in rescuing people from the burning building. His mother was busy around the room. Soon he put down the paper and said, with a sigh, 'Oh, how I would like to rescue somebody from a burning building!'

"His mother answered, 'Well, I'll tell you. This building is not on fire, but if you will get in the kindling wood, I'll be obliged to you'."

There is a good moral lesson in that for all salesmen.

The way to be a good salesman is to be a good neighbor to your customers, then a good neighbor to your fellow-salesmen in your own establishment, and

to act toward your firm so that you become the kind of man they are glad to have work for them, or for whom they are glad to work. The business life of the employer and that of the employe should go hand in hand, supporting one another. Make your firm feel glad to have you in their business family; feel that you are a good man to do business for them, and a good man for them to do business with.

A Salesman's Creed.

That's what the right kind of salesman does. His creed for all day, and every day in the year except Sunday, is:

"I believe in the goods I am selling, in the firm I am working for, and in my ability to get results.

"I believe that honest goods can be sold to honest men by honest methods.

"I believe in working, not waiting; in laughing, not weeping; in boosting, not knocking; and in the pleasure of selling goods.

"I believe that a man gets what he goes after; that one order to-day is worth two orders to-morrow; and that no man is down and out until he has lost faith in himself.

"I believe in to-day and in the work I am doing; in to-morrow when it comes, and in the work I hope to do; and in the sure reward which the future holds.

"I believe in courtesy, in generosity, in good cheer, in kindness, in friendship, and in honest competition.

"I believe there is an order somewhere for every man ready to take one. I believe I am ready right now."

CHAPTER XIII.

The Mind as a Magnet.

He who adopts no high standards
is the only one who never fails.

Half the pleasure in making a big success consists in knowing just how it has been accomplished—in being able to say, "I used this or that chance to good advantage"; "I should have failed if I had not known just how and when to apply this faculty or that talent, as the case required. How glad I am that I understand myself and my work, and can use what accomplishments I have intelligently!"

But a good many men lose half the pleasure of their success. All they know is that they have worked hard and done their best, and, "as luck would have it," everything has prospered. They are satisfied with the material results, so that it does not occur to them to find out specifically to what powers within themselves these results can be attributed.

What Qualities Bring Success?

If you were to ask them by what steps they had developed into "geniuses," they would have to answer, like Topsy, that they "jest growed." Or they perhaps would privately agree with you, if you called them "born salesman." It would be more satisfying to know just what qualities, alleged to have been born in a man, operate in assuring the success of everything he undertakes.

Any salesman who seriously hopes to improve his work must sometimes weigh very carefully the mental qualifications that tend to make him either a success or a failure. If he is at all thoughtful, he attaches more importance to his progress than he does to the weighing of external conditions, such as labor troubles, a shortage in crops, rumors of war, etc. He knows that the laws that govern the mind's action have a more direct bearing on the results of his work as a salesman than foreign complications and the stringency in trade conditions described as "hard times."

Practical psychology is a mighty motive power in business-getting, and is receiving marked attention on the part of thinking men in various walks of business life.

Some people speak of the "soul power" which gives its possessor some measure of control over others. We hear of ministers and missionary workers who are practically masters of whole communities. Sometimes they are opposed and even persecuted when they begin their work, but end by commanding the docile obendience of the persons who at the start made trouble. Other people describe the same quality as "psychic force." The important thing is not so much the name given to such an agency as the fact that it enables a man to make others see and accept his point of view as their own. The vital question is, whether or not it can be used by salesmen as a means for increasing the volume of their orders.

Exercising "Soul Power."

Some salesmen have demonstrated that this can be done. They seldom hear a refusal. Customers who are prejudiced and obdurate forget their natural combativeness when a salesman of the type we are describing appears. He gets their order, sometimes without any argument at all, and almost always without any difficulty or waste of time. It seems natural that all people should agree with him, accept the ideas he advances, and do very nearly what he wants them to do.

Either consciously or unconsciously, he is exercising what has been variously described as "soul power," "psychic force" and "personal magnetism."

There is no question that the power of attraction which gives one man ascendency over others can be cultivated by any one who is sufficiently persistent and painstaking in the effort. Psychologists have not given us any formula for developing this quality. Any one who is interested, however, can suggest ways and means for himself, which will help toward the desired end.

Earnestness and Magnetism.

The first step toward accomplishment in this direction is a careful study of the successful men who are described as "born salesmen," and who get their results by exercising this mental force. It will be found that all men possessed of personal magnetism are very much in earnest. Their intense earnestness is magnetic. Their minds are filled with one controlling idea—success in whatever undertaking they have in hand.

Their earnestness cannot fail to have its effect on every prospective customer with whom they come in contact. Besides its direct effect on the man addressed, the quality of earnestness in the salesman has also an immediate effect upon himself, in increasing his powers of reasoning and self-expression. By stimulating these powers, and through their agency, it also has an indirect effect upon the customer.

Among people who live much alone, and whose labor exercises their muscles and not their brains, a common and significant phenomenon is observed. We are all familiar with cases where an ignorant, stolid fellow, ordinarily incapable of expressing himself in speech very well, has suddenly found himself gifted with eloquence at some emotional crisis in his life—eloquence not the less splendid and powerful for grammatical inaccuracies.

When this happens, the mind of the speaker has swept aside by the very force of earnestness the limitations which hampered it in ordinary intercourse. The same principle accounts for a man's ability to improvise means of escape from great and sudden danger, which would have been entirely beyond his ingenuity at other times.

(To be Continued.)

NEVER HEARD OF HIM

Trade paper advertising is essential to the manufacturer; not always for the direct returns it may bring, but because it helps the salesman on the road.

Every firm that advertises makes it just that much easier for the man on the road to sell goods.. Let a "drummer" start out to sell a line of goods not advertised in a technical or general paper, and he must work ten times as hard to sell a bill of goods as the man whose employers believe in printer's ink.

One of the largest rubber goods manufacturers had an experience, recently, which brought this fact very prominently to his notice.

"No use to advertise," he said; "our goods are so well known, that they don't need to be advertised."

One of his salesmen called on a dealer in a small town, and after quite a talk, he discovered that the dealer had not even heard of his goods.

The dealer was a subscriber to one of the journals devoted to the rubber trade; turning to the salesman, he said, "See that paper? Well, your firm doesn't advertise in it, so how could you expect me to hear of it?"

Our careful selection of the young Hogs suitable for Canadian Trade.

Our experience in handling, and Our regularity of cure help to make

O'MARA'S BACON

the best on the market

Prices cheerfully quoted, delivered your station, for large quantities.

JOSEPH O'MARA

PORK PACKER

PALMERSTON, - ONTARIO

Cheese
Butter
Eggs

These are no side lines with us. We are headquarters for them. Whether you wish to buy or sell in any quantity come to us.

F. W. Fearman Co.

Pork Packers and Lard Refiners

Hamilton, Ont.

NIAGARA FALLS CANNING CO'Y

have now on hand a full pack of Preserved Pitted Cherries, Strawberries and Raspberries, which are of the finest quality, and are sure to win customers for every Grocerman who handles them.

We invite comparison with other goods, which convinces at once that we are a class by ourselves. Our factory is a model from mechanical and sanitary standpoints. We pack all goods in sanitary enamel-lined cans, which preserves the natural flavor and color of fruits. No cheap stuff—all high-grade goods, and guaranteed to be as represented.

WINNIPEG AND WESTERN AGENT :

CANADA BROKERAGE CO., Ltd.
Toronto

Your Provision Business

can be mightily "gingered up" by handling goods that are "wanted" again. That's the distinguishing characteristic of

Ryan Brand Pork Products

They prove so delicious that your customers want them continually. And, remember, the government food inspector has put the stamp of approval on them.

GET OUR PRICES NOW!

The WM. RYAN CO. LIMITED

70-72 Front Street East

TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, Aug. 6, 1908.

The receipts of cheese for last week were 90,062 boxes, as against 91,057 boxes for the same period of last year. Total receipts for the season since May 1, 858,603 boxes, against 1,000,995 boxes for the corresponding period of last year. A comparison of these figures shows that so far this season we are behind last year's record by 142,392 boxes. Taking into consideration the grave disadvantage which the trade has labored under this year the record is not so bad after all. An authority on the cheese trade said that he thought that each individual cow in the Dominion was straining to make up for the deficit in their numbers. It will be remembered that last fall a large number of cows were killed owing to the shortage in feed and as a result of this the yield of milk has been short. Whilst there has been this shortage it has not been nearly as great relatively speaking as the number of cows which were killed, therefore this fact led to the statement that each cow was contributing more per capita to the supply.

When this fact is taken into consideration it will be seen that if this misfortune regarding feed shortage had not overtaken the farmers last fall the yield of milk this year would have been a record one. It is interesting to know that the use of condensed milk is becoming much more general than formerly, and all this is good for the farmer, who has an opportunity of selling his milk to more competitors, therefore he can get a better price. This fact, of course, will exert a tendency to curtail the cheese and butter production.

Shipments of cheese from Montreal last week amounted to 77,428 boxes, as compared with 76,253 boxes for the previous week, and 72,626 boxes for the corresponding week of last year. Total shipments from Montreal since May 1, 761,003 boxes, as compared with 891,112 boxes for the same period of last year. Total shipments via Quebec since May 1, 20,159 boxes, as compared with 34,743 boxes for the corresponding period of last year. Total exports since May 1 781,162 boxes, as compared with 925,855 boxes for the corresponding period of last year. Export price of cheese rules at 12 to 12¼ cents for easterns and 12¼ to 12½ cents for westerns. Exports of butter last week amounted to 5,822 packages, as compared with 2,621 packages for the previous week, and 9,439 packages for the corresponding week of last year. Total exports since May 1, 55,223 packages, as compared with 36,062 packages for the corresponding period of last year. Receipts of butter for the last week were 20,687 packages, as against 16,901 packages for the previous week, and 18,805 packages for the corresponding week of last year. Total receipts since May 1, 209,800 packages, as compared with 218,538 packages for the corresponding period of last year. Prices of butter are a shade easier, ruling at 23½c to 24c.

THE PROVISION SITUATION

Toronto, August 6, 1908.

Canadian markets are rather irregular this week from a variety of causes. The British market under average shipments from Denmark and the United States has kept fairly steady and considerable Canadian bacon has been sent over at prices ranging from 58 to 60 shillings. Demand in this market is good and the outlook for a continuance of receptive conditions for some time at least is very fair.

The home markets, too, continue active, with the usual heavy summer demand in evidence. Taken together these conditions would seem to be likely to work out to the advantage of the Canadian packer.

There are other things to consider, however. Several factors this week have played with the hog market and as a result deliveries have been very light. The Monday holiday, for one thing, which was pretty generally observed in Ontario, kept the farmers away from the factories. The prevalence of harvesting operations, too, is having considerable effect, and the hot weather is another matter which is working out to limit the supply.

In the face of these light deliveries it would seem in the natural course of events that prices would advance. This time, however, buyers seem to be holding off, trusting to get along on light supplies. $6.05 f.o.b. is the price offered to-day, ten cents less than the price a week ago. With these conditions in evidence what the next week may bring forth is rather a matter of speculation.

Conditions in the United States markets are summarized in the Journal of Commerce as follows:—"The speculative trading in hog products for the week just past has been quite brisk and prices, while irregular, tending toward a higher level, with the general feeling strong, due to the bullish condition of the live hog situation. There has been considerable buying of pork for investment, while the packing interest took lard and the shippers ribs, and the offerings were generally small; while the selling has been scattered and by the smaller holders, who were taking profits. The cash situation has shown some improvement, particularly in meat, and a large business was reported early in the week. The demand for lard was slow, as is the rule at this time of the year, but the indications point to a better demand for foreign account as well as for tierced beef before long.

PROVISION MARKETS

MONTREAL.

PROVISIONS — There is a fair demand for most lines, and the market is steady. Cables received here show a decline in bacon prices. Canadian short cut clear is a little stronger this week, now being quoted at $23 to $23.50. Otherwise prices remain the same.

Lard, pure tierces	0 12
" " 56-lb. tubs	0 12½
" " 20-lb. pails, wood	0 11
" cases, 10-lb. tins, 60 lbs. in case	0 12½
" " 5-lb. "	0 12½
" " 3-lb. "	0 12½
Lard, compound, tierces, per lb.	0 09 0 09½
" " tubs	0 08½ 0 09½
" " 20-lb. pails, wood	0 10
" " 20-lb. pails, tin	0 09½
" " cases, 10-lb. tins, 60 lbs. in case	0 09½ 0 10
" " 5-lb. "	0 08½ 0 10
" " 3-lb. "	0 10
Wood, net; tin packages, gross weight—	
Canadian short cut mess pork	23 50
Canadian short cut clear	23 00 23 50
Very heavy clear fat back	24 50
Breakfast bacon, per lb	0 14½ 0 16
Hams	0 12 0 14½
Extra plate beef, per bbl.	17

BUTTER—The market for creamery is easier, due to prevailing conditions in British markets, as well as easier feeling in the United States. Reports from England state that stocks held in warehouses are very large. Locally prices are from ¼c to ½c below last week's figures. Consumption still continues large.

Fresh Creamery, solids, lb	0 24 0 24½
" " prints, lb	0 24½ 0 25
Dairy, tubs, lb	0 20 0 22

CHEESE—The cheese market is very firm, due to the decreasing make and better English demand. Prices paid in the country are around 12c to 12¼c. Locally the demand is very good.

Cheese, new, large	0 12 0 12½
" " twins	0 12½ 0 12¾
" old	0 14 0 14½

EGGS—The quality of eggs from the country is much better but still there seems to be plenty of opportunity for improvement. The demand is good and the market continues firm.

New laids	0 23
No. 1 Eggs	0 20
No. 2 Eggs	0 16

HONEY—Some weeks ago this market began to display signs of returning life, and this condition has been maintained in a small measure, although the amount of activity has not yet reached very momentous dimensions. Prices remain the same.

White clover comb honey	0 13 0 14
Buckwheat, extracted	0 10 0 11
Clover, strained, bulk, 10 lb. tins	0 09 0 10

GEO. W. PROUT
WINNIPEG and BRANDON, MAN.
Wholesale Produce
Always a Buyer and Seller
WRITE ME

Saskatchewan Merchants!!
Get highest CASH prices on the
REGINA MARKET
(and prompt returns) for your
BUTTER, EGGS and POULTRY
by shipping direct to
THE REGINA
FRUIT AND PRODUCE CO.,
ROSE ST. REGINA, SASK.
Trial orders and correspondence solicited

SALT
Car lots of Fine, Medium or Coarse,
in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

We Want Butter!
Dairy Tubs, Creamery Solids
We will buy f.o.b. your station, in large or small quantities.
Write or phone us with best quotations.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

USE OVAL WOODEN BUTTER DISHES
THOMAS BROS., St. Thomas, Ont.

When writing advertisers kindly mention having seen the advertisement in this paper.

TORONTO.

PROVISIONS—Rather quiet has been all provisions and kindred lines this week. No doubt the holiday has had much to do with this, at least dealers attribute the lightness of business to this fact. Summer lines—smoked and cooked bacon and hams—have been going well, but other lines are slow. Dressed hogs are up another half cent, though trade has been rather light.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11	0 11½
Light hams, per lb	0 14½	0 15
Medium hams, per lb	0 14½	0 15
Large hams, per lb	0 12	0 12½
Shoulder hams, per lb	0 09½	0 10
Backs, plain, per lb		0 17½
" pea meal		0 18
Heavy mess pork, per bbl	18 50	19 00
Short cut, per bbl		23 50
Lard, tierces, per lb		0 12
" tubs "		0 12½
" pails "		0 13½
" compounds, per lb	0 8½	0 09½
Plate beef, per 200-lb. bbl	15 50	16 00
Dressed hogs	0 09½	0 09½

EGGS—Supplies keep on increasing, and are now freer than demand. Extra choice new laids still call for 24c and good eggs are around 22 and 23 cents. It would not be surprising, however, to note a slight decline in the price during the week to induce buying.

CHEESE—Very little demand exists for the various grades of cheese, and while supplies are light they are sufficient for present needs. There are fewer cheese factories operating this year, farmers preferring to send their milk to the creameries. This might lead one to suppose that there would be little cheese later on, but the fact that the export lines have greatly declined warrants the assumption that there will be plenty of cheese for the Canadian markets the coming winter. Prices are at last week's quotations.

Cheese, large, prime old	0 14½	0 15½
" " " new	0 12½	0 13
" twins, new	0 13	0 13½

BUTTER—Creamery lines continue to hold the fort, and while supplies are plentiful and increasing, demand, too, keeps fully abreast. Prices remain unchanged from a week ago. Business in the city is slower than during the past few weeks, but country trade is active.

	Per lb.	
Creamery prints	0 24	0 25
Creamery solids		0 24
Farmers' separator butter	0 22	0 23
Dairy prints, choice	0 21	0 22
" " ordinary	0 18	0 20
" tubs, choice	0 21	0 22
Bakers' butter	0 18	0 19

POULTRY—Slowly improving is the market feature of this line. Of course mainly live birds are offered, though some dead ones may be had. Supplies are free and much in advance of demand, though buyers are more numerous than a month ago. By September business in this line is expected to be active again.

Spring chickens, per lb, live		0 13
Hens, per lb., live		0 10
Young ducks, per lb.	0 09	0 12
Turkeys, per lb	0 13	0 14

FRUIT, PROVISION AND FISH NOTES.

James V. Gentile, fruiter, Toronto, has assigned.

New Liskeard, Ont., opened its first farmers' market on July 25.

A curator has been appointed for the butter factory business of Emile D. Lazure, Compton, Que.

The lobster fishery in Newfoundland is said to be the worst for some years.

British Columbia fruit-growers report a phenomenal growth of all kinds of fruit.

The salmon season has scarcely started, though some good catches are reported from British Columbia.

E. Gibb, Johnshaven, Nfld, is experimenting with the export of living Labrador salmon to the English market. A steamer fitted for the purpose is now on its way with a cargo of fish.

That Alberta should control and operate the pork-packing industry in that Province, appears to be the trend of the evidence given before the commission now investigating the subject.

Mr. Duffy, one of the largest fruit exporters on the Coast, is arranging for a trial shipment of 8,000 boxes of B. C. fruit to Australia in October and another 6,000 in November, the fruit being mostly apples and pears.

California's fruit crop is expected to be double that of last year. In round numbers 7,500 cars were shipped in 1907 and 15,000 will come out this season. The grape crop is expected to be the greatest ever known in the State.

Canada's exhibit of butter at the Franco-British exhibition takes the form of statues. One group depicts King Edward and President Fallieres shaking hands and another group represents Jacques Cartier, the discoverer of Canada, standing in a butter boat.

Recent government census returns show that the value of Canadian creamery butter and cheese only, produced in 1907, exceeded in value by over five million dollars that of 1900, and show an increase of over two million dollars since 1905.

The total annual production of dairy produce in Canada is estimated to be nearly $100,000,000, divided as follows.

Creamery butter and cheese	$36,000,000
Dairy butter	22,000,000
Condensed milk	1,000 000
Milk for direct consumption	35,000,000
Total	$94,000,000

J. A. Ruddick, dairy commissioner for Canada, says that although the exports of dairy produce, mainly butter and cheese, have declined to the extent of over $7,000,000 since 1903, in which year our exports of dairy products reached the maximum, the increase in the consumption of milk, butter, cheese and condensed milk in Canada amounts to several million dollars more than the decline in exports.

P. D. Hodgetts, director of the Ontario Fruit Bureau, is circulating reports and literature among fruit-growers telling them to stick to the co-operative associations. Last year it is said apple buyers offered higher than prevailing prices for their apples to members of the associations if they would but separate themselves from the organizations and sell independently and Mr. Hodgetts says they are doing the same thing this year.

Save Money!

Use a

National Cash Register

OUR new prices leave no excuse for any merchant being without one.

Price $40, new.

Guaranteed new National Detail Adders, $30.00, $40.00 and $50.00. Other kinds generally sold by jobbers, like the Detroit, Victory, Western, Peninsular, etc., $25.00 each, new.

We guarantee the public to sell a better Cash Register for less money than any other concern in the world. We stand uncontradicted. Investigate for yourself.

We have a new line of Total Adders, unequalled in the world, $60.00 up. We supply Registers from $15.00 to $900.00, suitable to any business. All Registers sold on easy terms.

The National Cash Register Co.

F. E. MUTTON, Canadian Manager

129 West King St. - TORONTO, ONT

Royal Salad Dressing

has many imitators and imitations. There are plenty of people trying in one way or another to sell these imitations on the strength of the value, merit and popularity of **ROYAL SALAD DRESSING** by saying it's just as good.

Royal Salad Dressing is made only by

The Horton-Cato Mfg. Co.

Windsor, Ont.

Detroit, Mich.

CLARK'S SPECIAL OX-TONGUE CAMPAIGN

in all leading newspapers from coast to coast is now running.

Over 1,000,000 people will read these advertisements.

Be prepared for the demand this will create.

Send in your orders now for Clark's Ox Tongue. Specify 2s as that is the size which is pushed.

WM. CLARK

Manufacturer

MONTREAL

THE VALUE OF BOVRIL

and the advantages of its use will be explained persistently and continuously in the public press through the Fall and Winter.

See that you have stocks of all sizes. 1 oz., 2 oz., 4 oz, 8 oz., and 16 oz.

A post card addressed to

BOVRIL Ltd.

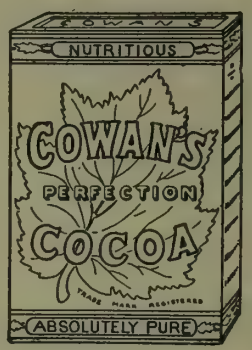
27 St. Peter St. **MONTREAL**

will bring you, Express prepaid, a supply of attractive show cards for your store.

COWAN'S

Cocoa and Chocolate

Absolutely Pure—Unequalled in Flavor.



Are you handling Cowan's line of

Dainty Chocolate Confections ?

The Cowan Co., Ltd.

By Royal **Letters Patent**

Nelson's Gelatine

Opaque, Brilliant, Isinglass, Leaf, and Powdered

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice Lozenges

NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S: No better Chocolate

They have the consumers' confidence—obtained through MERIT ONLY—pure, clean, rich and healthful—

Mott's

"Diamond" and "Elite"

brands of

Chocolate

cannot be improved upon in respect to purity of ingredients and cleanliness.

Ask your wholesaler for MOTT'S.

John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

HEAVY ADVERTISING

keeps **"FORCE"** in the minds of your customers and quality keeps it in their mouths When the resulting big demand gets to your store you keep a good big profit in your pocket.

REMEMBER, "you can sell **"FORCE"** without talking."

THE H-O MILLS
HAMILTON, - CANADA

THE FLOUR AND CEREAL MARKETS

Eastern Markets Firm and Brighter—Conditions Dull in Ontario—Everything Depends on Western Wheat Crop.

Everything these days seems to depend to a greater or less extent on the report of the western crops. Unfavorable reports give a feeling of strength to the flour market, optimistic advices act oppositely and all this has its effect on the cereal markets as well.

In Montreal and eastern markets demand seems to be brightening up and conditions appear more encouraging than for several weeks past. In Ontario the flour market is dull and cereal business, while fairly good, presents no new features.

Very little export business is being done these days, prices being scarcely on a permissible basis.

MONTREAL.

FLOUR—Flour is firm and in much better demand than for some weeks. For some time trade which has been passing has consisted almost entirely of the hand-to-mouth variety, but now buyers are the cause of considerable activity in the market. The supply of last year's flour is very limited and hardly likely to last until the new crop of wheat is harvested, and the new flour milled. This will result in continued firmness in the local market.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household,		6 00
Glenora		5 50
Manitoba spring wheat patents		6 00
" strong bakers		5 50
Five Roses		6 00
Harvest Queen		5 50

ROLLED OATS—The demand for rolled oats has followed other lines of its class and has been in good demand during the week. The market is firm, and prices have not altered, although in some quarters it is thought it is displaying a strong undertone which will result in an advance.

Fine oatmeal, bags		3 05
Standard oatmeal, bags		3 05
Granulated "		3 05
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 70
Rolled oats, 90-lb. bags		2 50
" 80-lb. bags		2 25
" bbls		5 25

FEED—The long quietness which has prevailed in this market is beginning to disappear and demand during the week has been much better than for some time. The market is firm, but prices remain unchanged.

Ontario bran	21 00	22 00
Ontario shorts	25 00	27 00
Manitoba shorts	24 00	26 00
" bran		22 00
Moullie, milled	27 00	31 00
" straight grained	27 00	33 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—The market is dull, though a strong feeling continues in evidence. Part of this seems to be caused by "crop-killing" stories from the west, and it is just possible that prices may be advanced again under such influences. But little or nothing is doing locally, and prices are unchanged from last week's quotations.

Manitoba Wheat.

90 per cent. patents	5 30
85 " "	5 00
Strong bakers	4 80

Winter Wheat.

Straight roller	3 80
Patents	4 60
Blended	4 20

CEREALS—The markets are pretty steady, with nothing materially new in evidence. Business continues fairly good with an encouraging outlook for a good opening in the fall.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 75
Oatmeal, standard and granulated, in bags 98 lbs	3 05

TRADE NOTES.

Jose Granda, Ltd., cigar manufacturers, Montreal, has been registered.

The Hayne Milling Co. has completed its new oatmeal mill at Brigden, Ont.

The Kerr Milling Co.'s flour mill at Dundas, Ont., was completely gutted by fire on July 24.

Frank Laur, baker and confectioner, Aylmer, Ont., has sold his business to L. Purdy.

La Compagnie de Confiserie Viger, (confectionery), Montreal, has been registered.

The British Columbia Candy Co., Victoria, has disposed of its retail business to G. B. Lanigan.

The Arden, Man., Flour Mills were burned to the ground on July 24. About 6,000 bushels of wheat were consumed.

The Ontario and Manitoba Flour Mills, Ottawa, capitalized at $50,000, has been incorporated. The directors are A. W. Fraser, J. G. Gibson, J. Mulhall, H. H. Williams, J. Gibson, A. G. Mather and N. J. Kerr,

The Dominion Government has given the Imperial Tobacco Co. authority to sub-divide 50,000 preferred shares of capital stock valued at $100 each into 1,000,000 preferred shares at a par value of $5 each.

The Schrader Cigar Co., Hamilton, Ont., capitalized at $40,000, has been granted a charter. The provisional directors are J. H. Schrader, C. L. Schrader, A. L. Lay, D. W. Evans and Louisa M. Schrader.

W. A. Black, manager of the Ogilvie Milling Company, Winnipeg, makes an estimate of 120,000,000 bushels of wheat for the Canadian west this season. Harvesting will likely begin about August 10, three weeks earlier than last year.

The Maple Leaf Flour Mills Company, Kenora, Ont., is said to have purchased the Wheat City Mills, Brandon, Man., for a large figure. The latter industry has been in financial difficulties lately, and the sale is a result of negotiations with the Merchants Bank. The plant will be considerably enlarged.

Robert Stewart, president of the American Cereal Company, Chicago, w a branch factory in Peterboro, declared lately that as soon as the Trent Valley canal is completed he will build barges and guarantee to haul 6,000,000 bushels of oats and 4,000,000 bushels of wheat yearly into Peterboro to be made into "Quaker Oats" and flour, thence to be shipped in the company's boats to Montreal for export.

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When you sell a customer an article that is well worth the price asked you are doing better business than if you were selling an inferior article even though the latter were more immediately profitable.

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are really good value. Every package you sell adds to your reputation as a fair-dealing grocer, and makes your prestige that much greater.

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THE BUSY MAN'S MAGAZINE
10 Front Street East : : : : : Toronto, Canada

The arrival of Canadian Fruits and Vegetables is now very heavy.

Raspberries are near end of crop.

Lawtons arriving very fine.

Plums early varieties.

Peaches " "

Black Currants and **Blueberries** are plentiful.

All kinds Canadian vegetables now offering.

Full lines of Imported Fruits.

Late Valencia Oranges,

Messina and **California Lemons,**

Bananas, Watermelons.

California Peaches, Plums and **Bartlett Pears.**

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This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

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This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

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FRUITS, VEGETABLES AND FISH

Canadian Peaches Are Here—Splendid Apples and Thimbleberries—Watermelons and Bananas the Best Sellers—Potatoes Declining—Rush for Tomatoes—Lobster Season Over.

Very little change has come over the fruit markets this week. The red raspberry is still being offered, though in fewer quantities, but the thimbleberry has taken its place. It is a large, sound, firm stock and prices are easier. Imported fruit, especially peaches and plums, have advanced, but no harm will be done by this for Ontario markets report the advent of the Niagara peach, which appears to be of very fine quality. Bananas and watermelons are the best sellers just now. Canadian apples are being offered in large lots now and judging by the arrivals coming in are a better stock than last year.

Potatoes are the leading feature among vegetables and with the appearance in larger quantities of home-grown stock prices on the imported and Canadian lines have dropped. Tomatoes are good sellers and the low prices should and do induce sales. Green lines are easier and the demand is good, while supplies are getting freer all the while.

The Canadian lobster season is over and very few of the crustaceans are to be had. In fact all sea lines are rather slow arrivals considering the brisk demand. Fresh fish, too, are none too plentiful, though a good deal freer than a couple of weeks ago. The usual summer lines continue to be offered.

MONTREAL.

GREEN FRUITS—Bananas are in good demand, and the price for good stock continues around the $2 mark. Watermelons are quoted a little higher, having gone forward 5c, which may be taken as an indication of the advancing season. Peaches are now quoted at $1.75 to $2.25, having advanced since our last quotation from $1.50. The best grade of pears are stronger in price, having gone forward 50c. A few raspberries have been offered at 11c but in no large quantity. The fruit business in most lines has been dull, for this season of the year, with the exception of bananas and domestic melons, which have been in good demand.

Bananas, fine stalk	1 50	2 00
Cocoanuts, new, per bag		3 50
Lemons	2 50	3 00
California oranges, late Valencia	4 00	4 75
Watermelons, each	0 30	0 45
Pineapples, case	3 25	4 00
Sorrento oranges	3 25	3 50
New Apples, bushel basket		2 50
Apricots, 4 basket crate	1 50	1 75
Peaches, " "	1 75	2 25
Plums, " "	1 50	2 00
Pears, boxes	2 50	3 00
Tomatoes	1 10	1 25
Blueberries, 18-20 qt. box	2 00	2 25
Raspberries	0 13	0 15
Montreal melons, basket	10 00	15 00

VEGETABLES — Dealers reported trade very good during the week. Egyptian onions are now being offered at 2c. Egg plant has declined, being quoted at $1.50, instead of $1.75 and $2.00. Cabbages are now being quoted at 30c to 40c a dozen. New potatoes are offering at $2.75 to $3.25 per barrel. Other lines remain the same as the last quotations.

Parsley, per doz. bunches		0 35
Sage, per doz.		0 60
Savory, per doz		0 60
Celery, doz		0 50
Water cress, large bunches, per doz	0 40	0 45
Spinach, box		0 40
Green peppers, crate		3 00
Montreal cucumbers	0 25	0 35
California asparagus, bunch	1 50	6 00
Beets doz bunch		0 25
Carrots, doz. bunch		0 40
Tomatoes, hot house, per lb		0 15
Montreal tomatoes, 40 lb. box		1 00
Spanish onions, small crates		0 75
" " large crates		2 00
Egyptian onions		0 02
Lettuce, per doz		0 35
Radishes, doz		0 10
Canadian parsley, doz	0 25	0 30
Horse radish, per lb		0 10
Beans, green, bag		1 00
French beans, wax, bag	0 60	0 65
Egg plant, doz		1 50
Cabbage, doz	0 30	0 40
New potatoes, green mountain, bbl	2 75	3 25
Onions, large bunch, 2 for		0 25

FISH—Eastern fresh salmon is practically finished, very little being obtainable in the local market. Fresh B.C. salmon continues scarce. Haddock and cod are in good supply. Brook trout is in poor supply and none to speak of is expected before September. Choice mackerel and halibut are arriving freely. Lake fish are only in fair supply, and prices are firm. The continued hot weather has demoralized the demand for smoked and prepared fish. In boneless fish a limited trade is being done in standard lines, but demand will be small until September.

With the exception of brook trout and Gaspe salmon, which have advanced, prices remain the same.

Fresh and Frozen Fish.

Brook trout, lb		0 25
Haddock, per lb	0 04	0 05
Fresh halibut		0 09
Mackerel, "		0 10
Dore, "	0 10	0 12
Steak cod	0 06	0 07
Market cod, lb	0 03½	0 04
Pike, lb	0 05	0 06
Whitefish, lb		0 10
Gaspe Salmon		0 17
Lake trout		0 10
Sea trout, lb		0 12
Flounders, lb		0 10
Bluefish, lb		0 15
Smoked and Prepared—		
Kippered Herring, 50 in box		1 00
Yarmouth Bloaters, per box		1 10
Shredded cod, box of 2 dozen cartons		1 80
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 05½
Boneless fish, 20-lb. boxes, blocks		0 06½
Boneless fish, 25-lb., boxes, per lb		0 04½
Smoked herring, box		0 18
Dry cod, 112 lb. bundles		6 75
Oysters and Lobsters—		
American l've lobsters, lb		0 22
Standards, bulk, per imp. gal		1 50
Standards, quart tins, sealed		0 40
Paper pails, 100, pint size		1 10
" 100, quart size		1 50
Pickled fish—		
No. 1 Mackerel, 20-lb. kitts		1 75
No. 1 mackerel, half bbls		8 00
Green cod, large, lb		0 04
Green cod, 1 lb		0 05
Labrador Salmon, ½-bbls		8 50

TORONTO.

GREEN FRUITS—The berry is still with us, though the big black thimbleberry has displaced the red raspberry. Canadian peaches are being offered and judging from the early arrivals they should be good sellers, for they look in prime condition. Oranges are going up,

and lemons, too, are scaling the ladder. California lemons are about off the market. Canadian apples are of better quality than the first samples seen on the market, and are cheaper also. Bananas are the sellers just now, and great quantities are arriving daily. Commission men are advising outside buyers to take green stock, thereby saving something on the crating and express charges, as well as having the bananas in better shape for disposal. California peaches and plums are firmer, but pears are easier. Watermelons keep well to the front, and some excellent gooseberries are coming in.

Oranges, late Valencias, California, cases	4 75	5 50
Lemons, Verdilli	4 50	6 00
Apples, early basket	0 20	0 50
Bananas, Jamaicas, eights	1 30	1 50
" Jamaica firsts, per bunch	1 75	2 25
" jumbo bunches	1 85	2 25
Pineapples, Florida	2 00	3 25
Gooseberries, Canadian, large baskets	0 50	1 25
Red currants	0 65	0 90
Black currants, basket		1 50
Raspberries red, per box	0 12	0 13
Thimbleberries	0 10	0 11
Blueberries, per basket	1 00	1 25
Cocoanuts, per sack		4 50
Watermelons	0 30	0 45
Limes, per case		1 25
Cantaloupes, California, crate		4 50
" Rockyfords		3 50
Plums, California	1 75	2 00
Peaches, California	1 75	2 00
Bartlett pears, California, box	3 00	3 25
Peaches, Niagaras, basket	0 60	1 00

VEGETABLES—Potato prices have taken quite a drop during the week, due to the freer arrivals of home-grown spuds. The Oakville district is sending in the supplies just now. Imported potatoes have declined almost a dollar per barrel but Ontarios have come down even lower in price. Tomatoes had quite a run and last Friday and Saturday dealers were unable to supply the demand. Prices had been coming down from day to day but an immediate advance was made when the business rest was noticed and prices went up to 75c a basket. Freer supplies have brought tomatoes down again and prices range all the way from 35c to 60c a basket. All Canadian fresh vegetables are lowering, especially green corn, squash and peppers.

Cucumbers, Canadian, per basket	0 20	0 35
Tomatoes, Canadian, per basket	0 35	0 60
Beets, Canadian, basket	0 25	0 35
Egg plant, each	0 65	0 75
Beans, wax, per basket	0 20	0 30
Peas, new, basket	0 35	0 40
Potatoes, Canadian, per bushel	1 00	1 10
" bbl		3 25
" new, bbl., Virginia		3 50
Onions, Bermudas, per 50 lb. crate		1 00
" green, per doz., Canadian		0 15
Carrots, new, per basket	0 30	0 35
Green Peppers		0 35
Cabbage, Canadian, crate		1 50
Green corn, doz	0 12½	0 14
Vegetable marrow, basket		0 25
Squash, basket		0 30
White turnips, basket		0 50

FISH—Continued brisk business prevails and both supply and demand are highly satisfactory. Lobsters are off, for a time at least, as the season is over, and Toronto dealers are unable to get supplies. Perch ranges in price all the way from 6 to 10c, and herring from 5 to 7c. Some few mackerel are offered at about 13c each. All other lines are at last week's quotations.

Perch, large, per lb	0 06	1
Blue pickerel, per lb	0 05	0 07
White fish, Georgian Bay, per lb		0 11
Herring, medium, per lb	0 05	0 07
Whitefish, Lake Erie		0 11
Cod, fresh	0 08	0 09
Finnan Haddie	0 07	0 08
Trout, fresh, per lb		0 11
Halibut, fresh caught	0 09	0 10
Shredded cod, per doz		0 90
Bluefins, small white, per lb		0 07
Haddock, fresh		0 07
Sturgeon, per lb	0 12	0 13
Sea salmon	0 15	0 18
Pike	0 05	0 05½
Pickerel, yellow	0 03½	0 09

TO FRUIT DEALERS

The warm weather is creating very heavy demand for fruit of all kinds. Our arrivals are heavy, consist of

California Peaches, Pears, Plums and Grapes

California Late Valencia Oranges, New Verdilli Lemons, Cantaloupes, Bananas

and a full assortment of local Fruits and Vegetables.

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Southern and Canadian Cabbage and Cucumbers

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FOR SALE OR TO RENT—A general country store and post office in one of the best wheat sections in Southern Sask. Large trade; no competition. Good reason for selling. Address, Postmaster, Ingleford, Sask

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SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

MISCELLANEOUS.

CHERRIES SHIPPED TO ANY ADDRESS. Correspond with W. T. Riddell, Auburn.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

IT PAYS FOR ITSELF.—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (tf6)

BUSINESS CHANCES.

GENERAL BUSINESS FOR SALE OR RENT—Turnover $18,000; good farming and dairying district east of St. Thomas; all new stock. Immediate possession. Satisfactory reasons for selling. Apply Box 207, CANADIAN GROCER.

AN EXCEPTIONAL OPPORTUNITY to purchase one of the best general store businesses in Southern Alberta. Stock approximately $20,000, all new. Ill health reason for selling. Has cleared $5,000 per year and will do better. If satisfactory, financial arrangements can be made; 90 cents on the dollar will buy. Apply Drawer 13, CANADIAN GROCER, Winnipeg, Man.

GENERAL STORE, long established, doing lively business, town surrounded by best farming district in Ontario and big summer resort. Stock, store and house for sale. Grand opening. Good reason for selling. George Cuttle, Sutton West.

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

AGENTS WANTED in Hamilton, Quebec City and St. John, N.B., to sell pork and pork products. Joseph O'Mara, Pork Packer, Palmerston, Ont. (32)

EXPERIMENTS IN EGG PRESERVATION.

The Italian Department of Agriculture has recently issued a report upon the experiment of Dr. Campanini with reference to the preservation of eggs.

Dr. Campanini's theory is that to preserve eggs some system must be adopted that will absolutely prevent the exchange between the air outside and that inside the egg—for it is this continual exchange that causes putrification. Dr. Campanini selected perfectly fresh eggs and covered them with lard, so as effectually to stop up all the pores. The shells were thus rendered impermeable, the exchange of air was prevented, and, the obstruction of the pores not permitting the evaporation of the water, there was no loss of weight. The whites and yellows of the eggs retained their color perfectly, and the taste was not modified in the slightest degree. When properly coated with lard—not too thickly—the eggs are put in baskets or boxes upon a bed of tow and fine odorless shavings, and so arranged that there will be no point of contact between them—otherwise a mold would develop and putrefaction result. The packing room should be perfectly dry, the question of temperature not being important. By his process Dr. Campanini kept a quantity of eggs for a whole year—through a very hot summer and a very cold winter—and they were perfectly preserved. He says that four cents' worth of lard sufficed to coat 100 eggs, and that anyone could easily prepare that number of eggs in one hour's time.

HAMILTON TRAVELERS' OUTING.

Seven members of the travelling staff of Lucas, Steele & Bristol, Hamilton, took a ten-days' jaunt to Empire Camp, Normandie, during their vacation weeks. The party included T. W. Edwards, J. T. Price, W. T. Harris, S. E. Lindabury, W. E. Orton, W. Harvey and S. W. Somerville. The spot was great for an outing, with good bathing, a nearby trout creek, where they really bit, and some good bass holes. The camp had many visitors from Port Dover, Jarvis and other towns in the vicinity. W. O. McPherson spent a jolly holiday at Sans Souchi and Nat. Irvine put in the time resting at home.

TRADE NOTES.

A. D. Wishart, grocer, Renfrew, has assigned.

S. Elgin Sweet, grocer, Hamilton, has assigned.

E. L. Day, grocer, Ottawa, is succeeded in business by Thompson Bros.

James N. Massey, Chatham, Ont., has sold his grocery business to Burnie & Co.

A READY SELLER

You have but to sell the first tin to ensure steady sales of Orsi Concentrated Extract of Tomato. It is invaluable in the household for tomato soups, sauces, catsups, etc. Its popular price, 10c. a tin up, makes it appeal to all classes. Order to-day.

$18 PER CASE OF 100 LBS.

MUSEO COMMERCIALE ITALIANO

43 St. Antoine St., - MONTREAL

Sole Agents American Continent. Phone Main 2731.

ST. CHARLES CREAM

UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.

St. Charles Condensing Co.

INGERSOLL, - ONTARIO

CANADA

NEW PACK

BRUNSWICK BRAND KIPPERED HERRING

Sanitary Can

A-1 Stock

Every tin guaranteed.

Place your order now.

Connors Bros., Limited

Black's Harbor, N.B.

Dominion Fruit Exchange

52 Nicholas St., - - - OTTAWA, CANADA

We want your shipments of Strawberries and all other kinds of Fruits and Vegetables.

Remember we handle all Fruits and Vegetables for the Dominion Government, grown at Experimental Farm here.

You will certainly make money by corresponding with us when you are open to buy or sell anything in our line.

We also make returns promptly, charging ten per cent. commission and no more.

Don't forget that we operate the largest Fruit auction rooms in Canada.

We also have G.T.R. siding, so that there is no cartage at this end.

OUR REFERENCE:

Crown Bank, or any mercantile agency.

AUCTION SALES

Monday, Wednesday and Friday, at 2 p.m.

Also every morning at eight o'clock during berry season.

WILSON'S FLY PADS

are immensely superior to any other Fly Killers, and give universal satisfaction.

Their yearly sale is many times larger than all other fly poisons combined.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

REFRIGERATORS
FOR BUTCHERS AND GROCERS
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

FACTS ABOUT GROCERIES

Useful Information for Grocers and Clerks Concerning the Goods They Hand Over the Counter.

The Value of Bananas.

Bananas are always abundant and cheap, but we have not learned their full value as the inhabitants of the West Indies and of Central America have. To these people the banana is very necessary and important; they generally eat it baked or cooked and in connection with some light bread or cake. The banana substance is so dense that it is apt to be indigestive if eaten raw. Where they are allowed to ripen on the trees they are not used as food until the skin has turned brown and the fruit is soft and creamy. There are 176 known varieties, and the yield per acre is from 200 to 400 bunches. One of the big fruit companies of the United States has a fleet of about eighty steamers constantly bringing bananas from various points in the tropics to the States. This company handled a total of thirty million bunches, or about three billion bananas, in the course of a year. The same company handled about one-half of a million bunches per year in the seventies, and at that time bananas retailed at ten cents each.

Sultana or Smyrna Raisins.

These small light-colored raisins derive the name of Sultanas from the specie of grape used. They chiefly come from Turkey, and are nearly all shipped at Smyrna; the inland districts of Nymphio and Magnesia producing half the whole crop, but of late years some very fine Sultanas have been produced in Greece. Considerable quantities are also grown around Tchesme. Sultanas comprise many varieties, distinguished by the names of the places of their respective growths, such as Carabournou, Vourla, Tchesme, Phoce, Yerli, etc. The first named are considered to be the best.

Sultanas are usually of a pale golden yellow color, with thin and delicate skins, and are very sweet, but without much flavor. They are usually cured in boiling oil. Their chief characteristic is the absence of stones, seeds or kernels, thus saving time in cooking, but they are also popular as a table fruit and for confectionery.

Tablet Tea.

Tablet tea has become a very popular form of tea in Russia and Siberia. It is of much superior quality to brick tea and tile tea.

Tablet tea is nearly all packed at Kiukiang, in Canton, by Russian firms. It is made from the finest tea dust procurable, the selection of which is the work of skilled experts. The price paid at the factories for the dust varies from 10d per pound upwards, while that used for brick tea costs only about 2½d, and for tile tea about 1½d per pound.

It is manufactured by steam machinery, but the tea is not moistened or softened by steam, as with the other compressed teas. Dry tea dust is poured into a steam mold on a steel cylinder, and the pressure brought to bear is about two tons per tablet, which renders it perfectly hard and solid, and something like a block of chocolate in appearance, particularly as the tablets are also marked or divided into similar small portions. Each tablet of tea weighs about 110 grams, of about 15½ grains to the gram.

WILL MAKE NO MORE PICKLES.

Ozo Company, Montreal, Will Manufacture Vinegar Only.

No more pickles and jams will be manufactured by the Ozo Company, Montreal, the management having decided to close down that portion of their plant turning out these lines. They will continue their vinegar business. The firm employed four to five hundred hands during the busy season.

The plant of the Ozo Company is one of the finest, and their decision to cease manufacturing the lines mentioned will be received with regret by the trade throughout Canada, among whom their lines are favorably known. During the few years in which it has been carrying on business the Ozo Company has won a reputation for making fine Canadian jams and pickles.

John G. Carsley, president of the Ozo Company, discussing his firm's action, stated that there was altogether too little protection afforded Canadian manufacturers of these goods under the present tariff, and until there were radical reforms it was of no use to attempt competition with imported pickles and jams.

E. L. Jackson, general manager Sugars and Canners, Limited, Montreal, was in Toronto on Saturday en route to his father's summer cottage at Roache's Point, Lake Simcoe.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

CLAY PIPES
A perfect article. Sell it
Insist upon having McDougall's.
D. McDOUGALL & CO., Glasgow, Scot.

Mr. Jos. Cote
Importer of pipes and wholesale tobacco merchant of QUEBEC, cordially thanks his customers who have done the honor to visit his business while passing through Quebec during the Centenary Celebration.
The travellers of this important house are now on the road with the most complete assortment of pipes, cigars, cigarettes, tobaccos of all kinds, biscuits and confectionery, etc. Merchants should, therefore, give attention to what these travellers have to offer before placing their orders.
Office and Sample Room: 186-188 Rue St. Paul; Phone 1272. Warehouse: 119 Rue St. Andre; Phone 1272. Branch Office: 179 Rue St. Joseph: Phone 2097.

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH
The Big Black Plug
Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

THE IDEAL STORE FIXTURE

"WALKER BINS"

There is a personal satisfaction in having a store equipped with Walker Bin Fixtures.

The beauty of their design and their elegant appearance are unsurpassed, and for this, as well as for the peculiar attractiveness of their display, they impress the customer and offer a continued and irresistible temptation to buy. Their compactness and convenience are appreciated by the clerk, who finds everything he wants, when and where he wants it. They are a joy forever to the proprietor, for he sees his sales increasing, his losses, from waste, dirt, insects and samplers, diminishing and his store service prompt and effective.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

Toledo Cylinder Computing Scale

The only springless, automatic, cylinder Computing Scale in the world.

It Protects both Merchant and Customer

—BECAUSE—

It has no springs; therefore is always reliable, as it is not affected by changes in temperature. It is automatic; therefore it positively stops downweight and avoids errors due to hand operations. It saves you time, labor and money, no weights to lift, poises to move, no cylinder to turn, nothing to do but place the goods on the scale and then read the answer given automatically for cash value, and accurate weight value. The Toledo Scale pays for itself.

—WORLD'S GOLD MEDAL—

The Toledo Computing Scale Co. received the **Gold Medal**, the **Highest Award**, for computing scales. The points of superiority which gained for Toledo scales this grand distinction were as follows: springless, automatic, computing, simplicity, accuracy and rapidity in weighing and computing, superior construction, durability and extreme sensitiveness.

Don't fail to see our exhibit at The Canadian National Exhibition, August 29th to Sept 14th, or at any time when considering the purchase of a Computing Scale.

149 Queen Street West

Toronto Representatives:
UPTON & REID SPECIALTY CO., TORONTO

HAND POWER ELEVATOR

LOAD, 1,500 lbs. CAR, 6 x 5 FT.

$100.00

F. O. B. HAMILTON ONTARIO

We supply drawings and instructions enabling anyone to install.

SAVE
TIME
LABOR
EXPENSE
HANDLING
GOODS
FOR UPPER
FLOORS

Write our nearest office for full particulars.

MONTREAL St. James St. | WINNIPEG McRea Block | VANCOUVER Alexander St. | OTTAWA O'Connor St.

Otis-Fensom Elevator Company, Limited
HEAD OFFICE — TORONTO, ONTARIO

PAYS FOR ITSELF EVERY 90 DAYS

LASTS A LIFETIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it.

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton, Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA
18 and 20 Mary St., HAMILTON, Ont.

We make a specialty of

COUNTER CHECK BOOKS

for all kinds and makes of LOOSE LEAF SYSTEMS

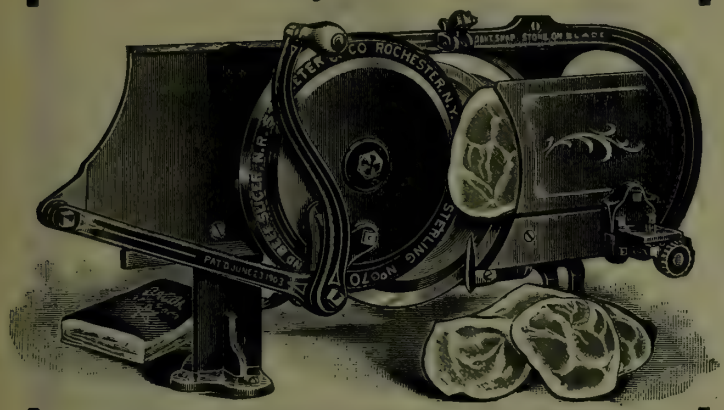
Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

The Ends of the Meat Will Pay for It



THE STERLING SLICER

Cuts perfectly Bacon, Boiled Ham and Boneless Meats of all descriptions. It is equal to any one hundred dollar slicer on the market and has the additional advantage of being able to slice the ends.

A High Grade Slicer at a Low Price

Write us for illustrated booklet containing testimonials from prominent grocers and butchers who are using it.

HOWARD BROS. **Brantford**

CANADIAN AGENTS

The Elgin National Coffee Mills

40 Sizes and Styles

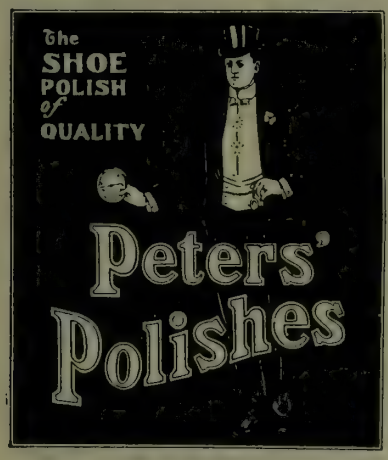
They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



PETERS' POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St, West
Toronto

TEA;
Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

CONTENTS

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.

Mailed to any address on receipt of

Price $2.00 Postpaid

12mo. Bound in Cloth.

TECHNICAL BOOK DEPARTMENT

The Maclean Publishing Co.,

10 Front St. East, - - TORONTO, CAN.

Arctic Refrigerators

for Grocers and Butchers, The Coldest, Dryest and most up-to-date refrigerator on the market.

Western representatives, Ryan Bros., Winnipeg

Eastern representatives, Wolf, Sayer & Heller, Montreal. Write for Catalogue.

John Hillock & Co., Lt

154 George St., Toronto

Why Have Bad Debts?

No need to! Let us handle the overdue debts of your slow-paying customers and we'll get the money for you. We've been in business a year, now, and all our clients are still sending us business.

They are Satisfied You'll be, Too!

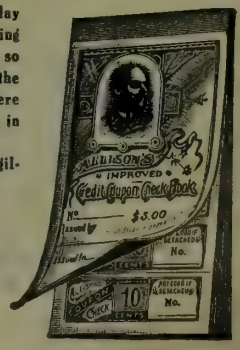
The Beardwood Agency

313 New York Life Building - MONTREAL

Install the Allison Coupon System and Take a Vacation

You can take a day off and go fishing whenever you are so inclined, secure in the knowledge that there will be no leaks in your absence.

No matter how vigilant you may be, the Allison Coupon System is a better safeguard against errors and petty losses than your own presence and watchfulness.



Here is how it works:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by

Allison Coupon Co.

INDIANAPOLIS, IND.

LEA'S

The Pickle with the Home-made Flavor

The travellers will soon be showing our new line, the Tid-Bit. We claim this to be the finest pickle ever offered to the Canadian trade for the money. When the traveller has them around take a good look at them, you will be surprised.

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Western Representatives: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

August 8, 1908.

Baking Powder.

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz	2 0
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Brooms

	Per doz.
Nelson's—	
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals

Wheat Oh, 2-lb. pkgs., per pkg	0 08
" 7-lb. cotton bags, per bag	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

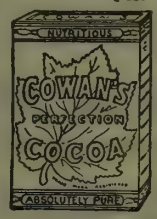
THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz	$4 50
Perfection, ½-lb., per doz	2 40
" ¼-lb. "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb	0 22
pecial quotations for Cocoa in bbls., kegs, etc	
Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—	
Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 4
Vanilla, ½-lb., 12-lb. boxes per lb	$ 35
Parisian 8s, lb.	$0 30
Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb	0 33
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—	
Maple buds, 5-lb. boxes, lb	0 37
Vanilla wafers, " "	0 35
" " nonpareils, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	4 doz.	to case	per doz.,	$ 90
¼ " "	4	" "	"	2.40
½ " "	2	" "	"	4.75
1 " "	1	" "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Hurley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ¼ s (for cooking), doz	0 90
Prepared cocoa, ½'s	0 32
Prepared ½'s	0 30

Mott's breakfast cocoa, ½'s	0 42
" " ¼'s	0 42
" No. 1 chocolate, ½'s	0 36
" Navy ½'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	0 16	
Special Shred	0 17	0 15	
Ribbon	0 19	0 17	
Macaroon	0 17	0 15	
Desiccated	0 16	0 14	

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4-oz., 8-oz., lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.
Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14
Package Coffees	
Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles,	4 doz.	per doz.	1 75
10 "	4 "	"	3 00
Rep. quarts,	1 "	"	6 50
Imp.	1 "	"	9 00

THE ROBERT GREIG CO., LTD.
White Swan Blend.

1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —Imperial

Large size jars, per doz	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	1 40
Small size, "	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box "	1 35
" 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montrea
$2, $3, $5, $10, $15 and $20.
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	" 1 "	"	3 00
"	4 "	" 1 "	"	4 50
"	20 "	" ¼ "	"	4 75
"	20 "	" 1 "	"	9 00

THOMAS J. LIPTON

Prices on application.

Assorted Case,		Contains 2 doz. $2.50
Chocolate	(Straight)	Contains 2 doz. $2.50
Vanilla	(Straight)	Contains 2 doz. $2.50
Strawberry	(Straight)	Contains 2 doz. $2.50
Lemon	(Straight)	Contains 2 doz. $2.50
Unflavored	(Straight)	Contains 2 doz. $2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb tins	2 25
" groats ½-lb tins	1 25
" " 1-lb. tins	2 25

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.

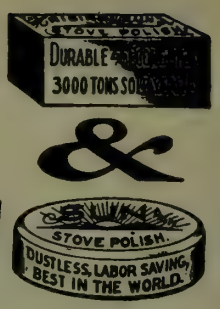
Fly Pads.
Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

RISING SUN STOVE POLISH IN CAKES



SUN PASTE STOVE POLISH IN TINS

MORSE BROS., Props. - Canton, Mass., U.S.A.

VALENCIA RAISINS AND ALMONDS

Do you want to satisfy your customers?
Do you want to make a decent profit?
Do you want to stock the best goods?

F. W. ROWLEY
Canadian Standard—
Quality Extra Fine - Valencias

S. BODI
Finest Selected

These are the brands recognized as the standards for years, and it is pretty safe to stock them in such belief.

You take no risk in ordering these brands, but insure an increase in your business.

How About Shelled Almonds?

In 14 lb. and 28 lb. boxes. We have the real goods.

UNDERDOWN & CRICHTON

London, Eng. **Valencia, Spain** **Denia, Spain**

AGENTS:

Wm. C. Christmas, Montreal; Eugene Moore, Toronto; Grant, Oxley & Co., Halifax, N.S.; E. T. Sturdee, St. John, N.B.; Carman, Escott & Co., Winnipeg.

Cables—BOYD, TRINIDAD — All Codes Used

BOYD & CO., TRINIDAD, B.W.I.

Late Watson, Boyd & Co.

General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Cocoanuts and other Produce.
Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited. **London and New York, Frame & Co.**

Goodwillie's Fruits

IN GLASS

Have You Tasted Them Yourself ?

If Not Do So

Agents:

Rose & Laflamme Limited

Montreal and Toronto

Shelled Almonds

Valencias and Jordans

Cluster Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies

SATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails.....	0 06½
Pure Jams—1-lb. glass jars (16-oz. jem) 2 doz. in case.....per doz.	$1 8

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited

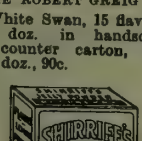
GENESEE PURE FOOD CO

Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight 3 lbs. per case; freight rate 2nd class

THE ROBERT GREIG CO.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price 'Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 10	
½-bbls. 0 10½	
Tubs, 60 lbs. 0 10½	
20-lb. Pails. 2 10	
20-lb. tins.. 2 00	
Cases 3-lb.. 0 11	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	3 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	3 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 00
3 cases of 4 doz.....	8 50
5 cases or more	3 40

Marmalade.

W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—

1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35

"Shredded"—

1-lb. glass, doz.....	1 90
2-lb. "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$13 00
per case of doz. net 3 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4.70
" " hotel.....	4.90
Silver Cow Milk.....	5.00
Purity Milk.....	4.70
Good Luck.....	4.30

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins.....per doz.	$1 40
" ¼-lb. tins ..... "	2 50
" ½-lb. tins ..... "	5 00
Durham 4-lb. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F. D ¼-lb. tins .....per doz.	0 85
" ½-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND.	Per case
No. 1, cases, 60 1-lb. packages.....	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " {60 ½-lb. " }.....	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 25
5 cases.....	3 75

MAY QUEEN PRIMROSE
FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

UNIFORMITY!

It is not "something similar" that you want.
You don't get Uniformity in "something nearly the same."
That word means a good deal in this connection.
It stands as one of the corner stones on which the magnificent success of

Wood's Package Teas

is founded, and which with their unvarying high quality has made them phenomenal Trade Builders.

The trade-mark "WOOD'S" means something tangible, not "something just as good" or "something nearly the same."

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - MONTREAL

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Glorine soap	"	13 00
Sta-[illegible]	"	10 20

3 doz. to box $3 45
6 doz. to box $6 90
30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 1-lb. cartons	
No. 1 " " 6-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 06
Silver gloss, 6-lb. tin canisters	0 06
Edward's silver gloss, 1-lb. pkg.	0 06
Kegs silver gloss, large crystal	0 [illegible]
Benson's satin, 1-lb. cartons	[illegible] 8
No. 1 white, bbls. and kegs	0 [illegible]
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 8½

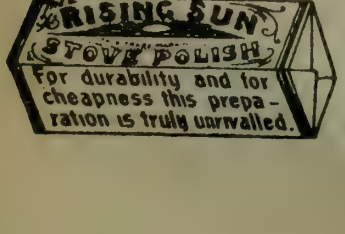
BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 [illegible]
Kegs 100 lb.	0 [illegible]
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 6 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 60
Celluloid Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.
pkgs, cases 5 doz., per case 4 75

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
5 gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
Kegs, 150 lbs.	0 03¾ "
2-gal. pails 25 lbs.	1 25 each
3 " " 38½ lbs.	1 75 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ per lb.
Kegs, 150 lbs.	0 03¾ "
2-gal. pails 25 lb.	1 25 each
" " 38½ lbs.	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ¼'s	0 44	0 60

LIPTON'S TEA
Thomas J. Lipton
75 Front St. East, Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's	$0 20	$0 25
Blue Label, ½'s	0 21	0 26
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ¼'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ¼'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 15
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., TORONTO

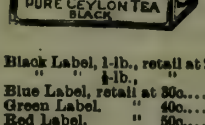
	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

MELAGAMA TEA.
MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	2 40
" " ½s		0 32
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

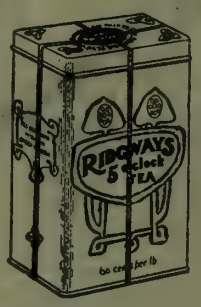
We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20	
" " ½-lb., " "	0 21	
Blue Label, retail at 30c	0 22	
Green Label. " 40c	0 30	
Red Label, " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label, " 80c	0 55	

RIDGWAYS.
London, Vancouver, Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H.M.B., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 45
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 12s	0 59
" Club, 6s. and 12s.	0 46
" Universal, 12s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 45
" 1-9	0 46
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$12 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

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about every conceivable subject finds its way into the newspapers. The function of THE CANADIAN PRESS CLIPPING BUREAU is to collect all the items of information appearing in Canadian newspapers about any subject you are interested in. Our service is thorough. We don't miss an item. If you want all the current information about a pet subject, we can supply it at the lowest cost. By using our service you can keep posted on any subject.

Write for our free booklet.

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TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

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ALL KINDS

Ample supplies now arriving
to promptly fill all orders.

VERRET, STEWART & CO.
LIMITED
MONTREAL

We have a few spot goods to offer

Write us for prices.

Wax Beans 2's	White Peaches H.S. 2's
Whole Beets 3's	Gallon Apples
Sliced Beets 3's	Bartlett Pears 2's and 3's Heavy Syrup
Squash 3's	
Pumpkin 3's	Damson Plums 2's H.S.
Red Cherries H.S., 2's	Lombard " " "
Yellow Peaches H.S. 2's	Greengage " " "

Lawton Berries (light syrup) 2's

J. H. WETHEY, LIMITED
ST. CATHARINES, CANADA

GILLETT'S PERFUMED LYE

CAUTION.

Put a strong glass on the label and examine it closely every time. Always look for the name **"Gillett's."**

Like all good articles, which are extensively advertised, **Gillett's Lye** is frequently and very closely imitated. In some instances the imitators have actually copied directions and other printed matter from our label word for word. Be wise, and refuse to purchase imitation articles for they are never satisfactory.

Insist On Getting Gillett's Lye

and decline to accept anything that looks to be an imitation or that is represented to be "just as good" or "better," or "the same thing." In our experience of over fifty years in business we have never known of an imitation article that has been a success, for imitators are not reliable people. At the best the "just as good" kinds are only trashy imitations, so decline them with thanks every time.

E. W. GILLETT COMPANY LIMITED

WINNIPEG. TORONTO, ONT. MONTREAL.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, AUGUST 14, 1908. NO. 33.

B. B. O. E.

Stands for

Best Blue on Earth

Keen's Oxford Blue

For sale by all the best grocers and used by the best people.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion Montreal.

Every Culinary and Laundry Requirement

demanding the use of STARCH can be filled with

Benson's "Prepared" Corn and
Edwardsburg "Silver Gloss" Starch

These brands are the housekeeper's most reliable brands—Every jobber sells them.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St., East TORONTO, Ont. Works, CARDINAL, Ont. 164 St. James Street MONTREAL

Imperial Dessert Jelly

The grocer who sells Imperial Dessert Jelly has the assurance that he is offering his customer an article which is supported by a reputation that has won public confidence.

To place Imperial Dessert Jelly in a class by itself the jelly had to be made—not copied—and it is no idle boast to say that it approximates "jelly perfection" in a manner not heretofore conceived.

The margin on Imperial Dessert Jelly affords a liberal profit to the grocer who will take an interest and push it, and his efforts will be augmented by aggressive advertising and consistent treatment.

Be convinced yourself by trying a package.

MacLaren Imperial Cheese Co.
Limited

Toronto - Detroit

The best that money can buy

is never too good for Canadians, that is why it pays to handle "Stower's" goods, their **"Lime Juice Cordial"** is ready for immediate use by adding water—or soda—or ginger ale, already sweetened, their Lime Juice the strongest.

As used by King Edward the VII.

As used by The Prince of Wales

A few of the places where you can get these:

HAMILTON, ONT.—Lucas, Steele & Bristol
BRANTFORD, ONT.—Geo. Foster & Sons
KINGSTON, ONT.—Fenwick, Hendry & Co.
QUEBEC, P.Q.—J. B. Renaud & Co.
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ARTHUR P. TIPPETT & CO.
Sole Agents
Montreal

No Musty Flavor

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HALIFAX, N.S.

J. W. GORHAM & CO.
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HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

HOWARD BLIGH & SONS
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Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago, Pork and Lard.

ONE OR TWO
more agencies will be well looked after by the undersigned. Just able to take proper care of one or two more only. Excellent connections in Montreal and Quebec Province, and highest references.
Communicate at once.
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Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
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Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

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G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

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W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

Dominion Storage & Forwarding Co., Ltd.
43 Colborne Street, TORONTO
Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.
TELEPHONE MAIN 5661

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

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The Best!! The Very Best!!
BECK'S "OLD GOLD"
Granulated Meal
Barrels and Bags
Now in stock
Anderson, Powis & Co.
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BEANS
on spot
W. H. MILLMAN & SONS
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Limited
AGENCY DEPARTMENT:
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and
Importers
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MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

(Continued on page 4.)

Canned Goods

New Pack

We have a proposition that must interest every merchant. We guarantee to save you money. Write for prices. The time is right. Place your order with us while the prices are low.

"Anchor" "Old Homestead" & "Riverdale" brands

EBY-BLAIN, LIMITED

Wholesale Grocers TORONTO

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you You sell at	30c per lb. 40c per lb.
GOLD LABEL	1s and ½s	Costs you You sell at	35c per lb. 50c per lb.
LAVENDER LABEL	1s and ½s	Costs you You sell at	42c per lb. 60c per lb.
GREET LABEL	1s and ½s	Costs you You sell at	50c per lb. 75c per lb.

CANISTERS

GOLD Tins	5s	Costs you You sell at	35c per lb.—$1 75 50c per lb.— 2 50
GOLD Tins	3s	Costs you You sell at	35c per lb.— 1 05 50c per lb.— 1 50
GOLD Tins	1s	Costs you You sell at	36c each 50c each
GOLD LABEL	½s	Costs you You sell at	18c each—36c per lb. 25c each—50c per lb.
RED Tins	½s	Costs you You sell at	35c each—70c per lb. 50c each—$1.00 per lb.
RED Tins	¼s	Costs you You sell at	18c each—72c per lb. 25c each—$1.00 per lb.

Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

Manufacturers' Agents—Continued.

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J. P. THOMAS
WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
Correspondence invited
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Wholesale Commission Brokers and Manufacturers' Agents
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Domestic and Foreign Agencies Solicited.

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Wholesale Grocery Brokers, Commission Merchants.
First-class connection with the trade. Established 1895. First-class references.
Your correspondence and business solicited.
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CARMAN BROKERAGE CO., Ltd.,
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
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BRACK & KIRKLAND
Grocery Brokers,
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Track Warehouse, 137 Bannatyne Ave. E.
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Wholesale
Grocery Broker and M'f'rs Agent
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Branch at Calgary.

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F. G. EVANS & CO.
Grocery Brokers and Commission Merchants
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Commission Brokers and Manufacturers' Agents
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Correspondence Solicited

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Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

...ESTABLISHED 1849...

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EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

Small's
Freight is no more on full strength
MAPLE SYRUP
containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.
Canada Maple Exchange, Limited, Montreal
TRADE MARK
Small's

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Try a business card in The Canadian Grocer.

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A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY
TORONTO MONTREAL

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

The Merchant Is Held Responsible

It is a curious fact that, when a woman buys Canned Goods that prove unsatisfactory, the blame is at once placed on the dealer—not upon the packer. It is equally true that, when the Canned Goods prove to be of high quality the merchant is given the credit. "They have such good things at Blank's," is the story then. Are you receiving praise or blame for the goods you handle? On the answer depends the future of your business.

Canadian Canners' Peas Are Proving Their Worth Every Day

Our celebrated brands will enable you to build upon a firm foundation. They will bring you the best trade in your community. Recommend our Grade No. 2 SWEET WRINKLE PEAS, and the repeat orders will give you genuine satisfaction. They cost the merchant very little more than Grade No. 4, but on account of high quality can be sold at a good margin of profit.

Our Canned Peas are packed in four grades as follows:—

Grade No. 1 - Extra Fine Sifted Peas
Grade No. 2—Sweet Wrinkle Peas
Grade No. 3—Early June Peas
Grade No. 4—Standard Peas.

BRANDS:—"Canada First" (Aylmer), "Little Chief," "Log Cabin," "Horseshoe" (Bowlby), "Auto" (Canadian Canners), "Kent," "Lynnvalley" (Simcoe), "Maple Leaf" (Delhi), "Lion" (Boulter), "Thistle" (Brighton), "Grand River" (Lalor), "White Rose" (Lakeport).

Canadian Canners, Limited

Hamilton, Canada.

Your Reputation Depends upon the Quality of the Goods You Sell

There's no "back door" into a good reputation—you've simply got to sell good goods. Our ever-increasing business is founded on a thorough knowledge of this fact.

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

are produced from the finest stock obtainable, handled all the way through by people who thoroughly understand up-to-date processing. For really satisfactory business in canned goods, stock up with Old Homestead Brand.

The Old Homestead Canning Co.

Picton, Ontario

MESSRS. EBY-BLAIN, Limited, Ontario Agents

EVERY POUND COUNTS

Every Pound of Tea You Sell Either Helps Your Business or Does It Harm

When you sell a cheap tea you may please the bargain hunters at the time of buying but at the time of drinking they are condemning you most strongly, ignoring altogether the fact that they purchased at a low price. While that tea lasts everyone drinking it is dissatisfied. On the other hand, if you sell good tea at a fair price you are constantly making and keeping customers, and the remark is constantly made—"Yes, everything you buy at _____ is good."

"SALADA"

will make you hosts of lasting customers, for all are delighted with its flavor.

WHITE SWAN

Jelly Powders

All true Fruit Flavors.
High-grade and dependable in every respect.

THE ROBERT GREIG CO., LIMITED

WHITE SWAN MILLS

TORONTO

STOCK THE BEST.

"KIT"

COFFEE

IS

BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

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A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyers to H.M. the King, Mayfair Works, Vauxhall, LONDON - ENG.
LIMITED

Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato,** not the **Tomato** to the size of the **Opening.**

Pack **Whole Tomatoes,** not Crushed Fruit.

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

Max Ame Patente

We help the grocer **SELL JELL-O**

Advertising matter for store display and recipe books to give to customers sent prepaid on request. This offer applies also to

JELL-O ICE CREAM POWDER

JELL-O FLAVORS—Lemon, Orange, Raspberry, Strawberry, Chocolate, Peach, Cherry. Retails 10c. per package } 90c a doz.

JELL-O ICE CREAM POWDER FLAVORS

Chocolate, Vanilla, Strawberry, Lemon and Unflavored. $1.25 a doz.

Retails 15c. a package

If your jobber does not handle these products, write us and we will tell you how to get them.

THE GENESEE PURE FOOD CO., Bridgeburg, Canada and LeRoy, N.Y.

DWIGHT'S BAKING SODA

"COW BRAND" BAKING SODA

has become an almost indispensable household necessity for every family in Canada. This has been brought about solely through the superior merit of the goods, their unequalled strength and the reliability to the user.

A reputation like this means money and easy sales to every grocer handling "Cow Brand" Baking Soda.

EVERY JOBBER IN CANADA SELLS IT. ASK YOURS FOR IT.

Church & Dwight

MANUFACTURERS

MONTREAL

People Who are Asking for Pure Malt Vinegar

generally want English Vinegar, good vinegar. Don't cause dissatisfaction amongst your customers by offering any but the best.

PURNELL'S

Vinegar Sauces Pickles

are of highest quality, made for appreciative people and all who want to be sure of purity, flavor and delicate piquancy.

The best never fails to please. Order to-day from our

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Erb & Rankin, - - - - Halifax, N.S.
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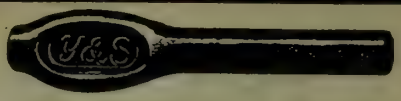

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SCUDDER
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ACME PELLETS
M. &R. WAFERS
and a complete line of **LOZENGES, ETC.**
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

National Licorice Co.

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St. John Sales Agent—
H. S. Daly.
Vancouver Sales Agency—
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Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve).

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GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

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Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

...FOR...
Picnics, Camping, Yachting
ETC.

BATGER'S

LIME JUICE CORDIAL

IS
JUST THE THING

ORDER FROM YOUR JOBBER

AGENTS:

ROSE & LAFLAMME, LIMITED
Montreal and Toronto

This Season When Ordering

VALENCIA RAISINS

Ask for these Marks—

"M. D. & Co. Beaver"
Special Fancy Quality

"W. Abel" Standard Quality
4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

PACKED BY

MAHIQUES, DOMENECH & CO.

Agents: ROSE & LAFLAMME, Limited
MONTREAL and TORONTO

The World's Best Coffee is

Lipton's

DON'T FORGET that your many customers who are delighted with

LIPTON'S TEA

will thank you for introducing them to

LIPTON'S COFFEE

Stands to reason—doesn't it?

The Greatest Tea Merchant in the World

cannot afford to sell anything but the finest coffee.

Write for Samples

THOMAS J. LIPTON, - 75 Front Street East, TORONTO

FLUCTUATING PRICES DON'T BOTHER US

We have our own garden—three thousand acres of the finest land in Prince Edward County. When fruit and vegetable prices happen to be soaring we don't have to buy poor quality, because our source of supply is absolutely under our control.

THAT'S WHY YOU CAN RELY ON

FARMER BRAND

The quality is always the same—Unbeatable!

When placing your order for 1908 pack, protect yourself by specifying Farmer Brand.

FARMERS' CANNING CO., Limited

BLOOMFIELD, - ONTARIO

Special offer in canned

SALMON

See our travellers

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

About 3ft. Long

Brown's Famous "Fly Coil"

catches more flies to the square inch than any other flycatcher. It attracts customers by its novelty, neatness and cleanliness. Hang up a couple of them and see how much they improve the appearance of your store and increase the comfort of your customers. When people see a good thing like this they want it and you sell lots of them. Why not catch customers as well as flies?

BROWN'S "FLY COIL" is easier to use and easier to sell than any "fly paper."

To be obtained from

The National Drug & Chemical Co. of Canada Ltd., Montreal
The Wingate Chemical Co., 545 Notre Dame St. W., Montreal
G. C. Warren, Regina, Sask.
The Standard Brokerage Co. Ltd., 144 Water St., Vancouver, B.C.
T. A. Macnab & Co., Cabot Bldgs., St. John's, Newfoundland
W. S. Clawson & Co., 11 and 12 South Wharf, St. John, N.B.
The MacLaren Imperial Cheese Co. Ltd., Toronto.

or direct from

The Brown Manufacturing Co., Ltd., Bury, Eng.

Naptho SOAP

MADE IN CANADA

MAKE

NAPTHO SOAP

YOUR LEADER

The result will be —satisfied customers — satisfactory profits.

The Welcome Soap Co.
Limited
St. John, - N.B.

New Japan Teas

We are now quoting on Low Grades and would be pleased to hear from our Wholesale friends at earliest date possible.

S. T. NISHIMURA & CO., Sole Agents. *55* **St. Francois Xavier St., Montreal**

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

PURITY IS THE BULWARK OF A GROCER'S REPUTATION

If you don't sell the purest goods you can't expect the best trade. Government analysis has conclusively proved that

E. D. S. Brand Jams and Jellies

ARE ABSOLUTELY PURE.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.

Capricorn Malaga Seeded Raisins

1-Pound Packages

PRICE AND QUALITY RIGHT

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

How About Soup?

You cannot get anything better than

"CONNOISSEUR" and "GLENCAIRN" Brands

Real Turtle
Mock Turtle
Ox Tail
Tomato
Julienne
Macaroni
am e

20 others

Cook-a-leekie
Hotch Potch
Mulligatawny
Kidney
Chicken Broth
Vermicelli
Giblet

20 others

FINEST QUALITY

Put up in glass and tin

Cunningham & De Fourier Co., Ltd.

LONDON, ENG.

Agents in Canada:
ROSE & LAFLAMME, LIMITED, Montreal

Butter Dishes

? US FOR PRICES.

Fruit Jars and Rings

Butter Tubs and Boxes

Butter Parchment

AND

John Bull Specials

Do you know about them?

Walter Woods & Co.
Hamilton and Winnipeg

E. T. Grocers, How About Canned Goods?

We are booking orders for all popular brands of canned goods, and are delivering early lines. We are desirous of filling your order, because we can sell you at prices minus the freight, allowing you that much more clear profit.

WRITE US TO-DAY.

T. A. Bourque & Co., Reg., Sherbrooke, Que.

Wholesale Grocers

IMPORTANT

Our special representative is now visiting the Dominion establishing agencies for the sale of our renowned

"TEA PLANT"

PACKET TEAS

His address is 303 Frank St., Ottawa. Write him.

For **over half a century**

Cooper Cooper & Co's Teas

have upheld the very highest traditions of the British trade.

Our Teas PAY YOU well

Cooper Cooper & Co. Ltd.

"The World's Most Famous Teamen"

Head Office: 71-73 Tooley Street
LONDON, ENGLAND

PURITY

Is a Soap

which is snow white, pure and unrivalled in its cleansing and saving properties.

In the manufacture of Laundry Soap the ingredients used must be of the best the same as in Toilet Soaps—PURITY is of the best and if you use it you will agree that it is

"The Soap without a Rival"

Made for Careful, Particular People by Particular People!

THE YOUNG-THOMAS SOAP CO., LTD.,
Regina, Canada.

PEOPLE EVERYWHERE ARE HEAVY DRINKERS OF

LYTLE'S LIME FRUIT JUICE

AND

LYTLE'S RASPBERRY VINEGAR

These sweltering August days add largely to the consumption, and grocers who are out for brisk summer business are keeping well stocked in these two popular lines.

ORDER FROM YOUR JOBBER OR DIRECT.

THE T. A. LYTLE CO. LTD.
Sterling Road, Toronto, Canada

REAP THE BENEFIT OF OUR ADVERTISING

By keeping a good stock of

MATHIEU'S NERVINE POWDERS

Display them on your counter and in your windows. They sell like wildfire—in fact they are always in demand. We advertise—you get the benefit. An order from you now will be appreciated.

You never know when a customer will ask for Mathieu's Syrup of Tar and Cod Liver Oil. Keep some in stock.

J. L. Mathieu Co., Sherbrooke, P.Q.

Proprietors

L. Chaput, Fils & Cie, Wholesale Depot, Montreal

E NICHOLSON

CODES.
A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

D H BAIN

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON

NICHOLSON & BAIN

WHOLESALE

COMMISSION MERCHANTS & BROKERS

EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A Bumper Crop in the West

MR. MANUFACTURER, do you realize what this year's bumper crop in the West may mean to you?

It is the biggest crop in the history of the country and it will be worth a pile of money—much more than any previous crop.

The West will have plenty of money to spend and there will be a strong demand for high class goods.

Now is the time to push your goods in the West and develop a trade that will grow from year to year.

We can help you, as we have the selling organization to place your goods on the market.

We are established in Winnipeg, Calgary and Edmonton, the three principal wholesale centres of the West. We can take your goods on commission basis, store them at these three points and distribute them to the wholesale trade.

To do business in the West it is essential that you should have live intelligent representation on the ground.

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise also cars distributed at Winnipeg, Calgary and Edmonton.

TO THE TRADE:

It Cannot be too Often Repeated that, in Selling

CEYLON TEA

You Should Teach the Customer

How to Prepare It.

The Superabundant Life and Vigor
of the Ceylon Plant Give Its Leaves

All Tea Properties in High Degree.

3 to 5 MINUTES' DRAWING
With Furiously Boiling Water Suffices to obtain the

DELICIOUS AROMA, the
DELICATE FLAVOR and the
INVIGORATING TONIC.

This is Pickling Spice Time!

How is your stock? What are you selling? We have, in our ¼-lb. transparent packages of **MIXED PICKLING SPICES,** the finest selling line on the market. It is known and appreciated most everywhere. We shall be glad to ship you a trial order.

Ask for Prices To-day.

S. H. EWING & SONS

MONTREAL and TORONTO

English Brewed

Ale and Stout

The most healthful drink of Old England is KOPS ALE, brewed from finest Kentish hops. It is in enormous demand in all parts of the world, and our six large breweries situated in London, Birmingham, and elsewhere, are kept busy all the year round.

Kops Ale or Kops Stout

will be found the best for luncheon or dinner, and are refreshing and stimulating at any time. They have a fine bitter taste, but are entirely free from anything of an injurious nature. THEY ARE ABSOLUTELY NON-INTOXICATING. Good for all the year round trade. Let us correspond with you and send you Analytical report, with other information.

CANADIAN AGENTS—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldg., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, Nfld.

KOPS' BREWERIES, - - London, S.W.

When your customer wants to make pure, full flavored, sparkling jelly, recommend

Shirriff's Jelly Powders

For over a quarter of a century they have been the standard of quality.

IMPERIAL EXTRACT CO., 18-22 Church St., Toronto

Tartan
BRAND

BUY YOUR CANNED GOODS NOW, DO NOT DELAY FURTHER,
AND IF YOU WANT THE BEST, BOOK

TARTAN Brand Fruit and Vegetables

This is also the place to buy

Lea's Pickles with the home flavor
Wagstaffe's Jams, Jellies and Marmalades
Imperial Vinegar
TARTAN Spices Guaranteed Pure

Phone 596, Free to Buyers.

BALFOUR, SMYE & CO.
Wholesale Grocers, - - HAMILTON

CARPET TACKS

will be required by housekeepers in the fall. Are you supplied? You will find

Our Bank Package

which retails at 5c, a splendid seller.

SECURE A TRIAL SHIPMENT

THE BAZIN MFG. CO.
94 Arago St.
QUEBEC

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

TODHUNTER'S COFFEE BLENDS ARE GOOD COFFEE

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT. WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER, MITCHELL & Co. COFFEE IMPORTERS, TORONTO

For Delicacy of Flavor
Quality and Attractive Appearance

We have not seen anything more justly entitled to first place than—

LEA'S PICKLES

with the home-made flavor, Canadian grown—Canadian packed. Don't think you're getting the best if you miss buying Lea's.

We are commissioned to offer special inducements to new as well as regular buyers.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

The season is approaching when Granulated Sugar will be in active demand for preserving and canning purposes. When ordering supplies ask for

Redpath

the BRAND approved for over fifty years and to-day the STANDARD OF EXCELLENCE.

Made from PURE CANE Sugar by

The

Canada Sugar Refining Co.,

Limited

MONTREAL

2 GUARANTEES

QUAKER SALMON

WITH EVERY ORDER

TRADE MARK

Your M *Surety*

SONS

ESTABLISHED 1834.

THIS IS ONE

and the other is the word and guarantee of Mathewson's Sons, here given, that EVERY TIN of QUAKER SALMON is highest grade Sockeye Salmon, from the Fraser and Skeena rivers. The package is the most attractive on the Canadian market, and here are the prices that talk.

QUAKER SALMON, flats, - -	$2.05
QUAKER SALMON, talls, - -	1.90

ORDER FROM

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

GET

Balmoral Scotch MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO

J.W. WINDSOR

MONTREAL

SOLE AGENTS FOR CANADA

DR TIBBLES' VI-Cocoa

One of England's Greatly Advertised and Leading Lines

The World Renowned Food Beverage

THE PUBLIC SAY:

"THERE IS MERIT IN IT,"

And

THE TRADE SAY:

"THERE IS MONEY IN IT."

Agent for Montreal:
G. W. HODGSON
509 Lindsay Bldg.
Montreal

Ontario Agents:
GREEN & CO.
25 Front St. E., Toronto

Our Representative is now fixing Agencies

WRITE TO

"VI-COCOA," 303 Frank Street, Ottawa

NOW READY FOR DELIVERY IN CASES OF ASSORTED SIZES

THE WORLD'S STANDARD

WHITTEMORE'S POLISHES

ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World

QUICK WHITE
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY EASILY APPLIED
ALSO CLEANS ALL ARTICLES MADE FOR WHITE CANVAS
WHITTEMORE BROS. & CO.

Dirty Canvas Shoes

made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust No rubbing off.
A Sponge in every package, so always ready for use

Large size, per gross,
10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

OIL PASTE

for ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Ola's.

Price per gross . . . . . .

Excellent for old rubbers.

"ELITE Combination"

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . .

"BABY ELITE" Combination

10c. size per gross

"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Largest quantity; finest quality. Its use saves time, labor and brushes, as it

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . .

"SUPERB" Patent Leather Paste

For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. ¼ lb. boxes
Per doz. ½ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . . . .

Also in Russet and Ox Blood

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross .

Star Russet Combination

10c. size per gross .

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . .

Elite, Ox Blood and Brown Pastes same sizes and prices

If interested write for CANADIAN PRICES.

WHITTEMORE BROS. & CO., 20-22-24-26 ALBANY STREET CAMBRIDGE, MASS., U. S. A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.

Superior Quality — Canada First Brands

Evaporated Cream and Condensed Milk

Orders promptly attended to. **Every Can Absolutely Guaranteed.**

PREPARED IN MODERN SANITARY FACTORY

AYLMER CONDENSED MILK CO., LIMITED

Factory: Aylmer, Ont. Sales Office: 39 James St. South, Hamilton

A GOOD LINE

There is a "want more" fascination in H. P. Sauce that is crowding English Grocery Stores, and the new Sauce is replacing the older ones on all the best tables.

Judging from its reception, the Canadian Grocer sees in H. P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers. Brisk sales—liberal profit in H. P.

Postal to our Canadian agents secures full sized tasting sample and quotations. Try it for yourself. Then you'll get the reason for its success.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
The Codville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

PURE
ANNAPOLIS VALLEY

Cyder

"Land of Evangeline" Brand

Guaranteed absolutely free from chemical preservatives.

Will keep **SWEET, CLEAR** and **SPARKLING** in any climate.

The pure juice of the finest Nova Scotian apples manufactured and bottled by secret process, under direct supervision of a member of the most celebrated English Cyder makers—H. Whiteway & Co. Ltd., whose patrons include H. M. King Edward VII, H. M. Alfonso of Spain.

Bottled in champagne quart, pint or half-pint bottles; also supplied in casks.

For Prices and Particulars Address
R. S. McIndoe, - - Toronto.
S. W. Shackell, - - Montreal.
J. S. Creed, - - - Halifax.

ANNAPOLIS VALLEY CYDER CO.
LIMITED

BRIDGETOWN, - NOVA SCOTIA

Horses and Cattle Fed On

MOLASSINE MEAL

are kept healthy and in good condition, and do not suffer from the many ailments that all classes of cattle are so liable to.

ASK FOR BOOKLETS AND ALL PARTICULARS FROM

ANDREW WATSON

SOLE IMPORTER

91 Youville Square, - Montreal

CAPSTAN Brand

High-Grade Tomato Catsup

Put up in 10, 16 and 20 oz., bottles of a new design and is very attractive. This catsup is far superior to many others and is giving perfect satisfaction.

Sold By all Wholesale Dealers.
Once Sold Always Asked For.

THE CAPSTAN MFG. CO.

TORONTO, CANADA.

ESTABLISHED OVER 200 YEARS

CHAMPION'S

LONDON, ENGLAND

IS THE TABLE VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.

We are now appointing Wholesale Agents throughout the Dominion.

Write to "CHAMPION" 303 Frank St., Ottawa. Agent for province of Quebec, Walt. I. Snowdon 23 Burton Ave., Montreal

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS

Wagstaffe's

New Season's Strawberry Jams and Sealed Fruits are now ready, **order at once**, quality **cannot be beaten.**

Wagstaffe Limited

THE PURE FRUIT PRESERVERS

Hamilton

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

Norton Manufacturing Co.

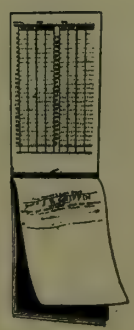
HAMILTON

Prevent Misunderstanding!

Keep an accurate and simple record of all goods sold by using our

"DUPLEX"

COUNTER CHECK BOOK



Many grocers have felt the need for a check book that has both white and colored checks—one for originals, the other for duplicates. That's the simplest way of knowing how much is coming to you, from whom and what for. Write and let's tell you all about it!

The Carter-Crume Company Limited,

Toronto and Montreal

Agencies Wanted

We are open to handle a few more high-class accounts. We are established wholesale grocery brokers with good connections with the Western wholesale trade.

If you are not represented in Winnipeg, Mr. Manufacturer, you should be. Good representation on the ground is absolutely essential.

We have splendid storage and track facilities.

Correspondence Invited.

R. B. Wiseman & Co.,

123 Bannatyne Avenue East WINNIPEG, MAN.

Unsweetened

You will find more and more of your customers asking if you sell Condensed Milk. People find it is more economical and reliable than fresh milk, especially in summer. The BEST OF ALL are

BORDEN'S BRANDS

"EAGLE BRAND" CONDENSED MILK and "PEERLESS BRAND" EVAPORATED CREAM

For fifty years this has been so. It is now. For sale by all jobbers.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. *Shallcross, Macauley & Co., Vancouver and Victoria, B.C.*

Increased Sales—Bigger Profits

In a nutshell, Mr. Grocer, that's what you are aiming at. The only sure method of accomplishing your aim is to handle goods of sterling quality. In the line of canned goods

RIVERDALE BRAND
is the Standard of Quality

When you handle Riverdale Brand you are in a position to get the cream of the trade.

ASK FOR QUOTATIONS.

The Lakeside Canning Co., Ltd. - Wellington, Ont.

MESSRS. EBY-BLAIN Limited, Ontario Agents.

AT LAST

NATION'S TON-NIK

LEMONADE POWDER

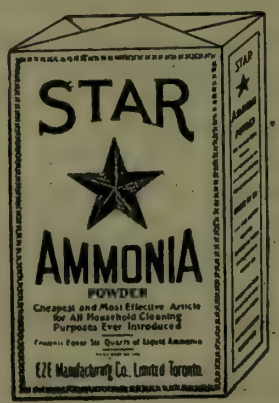
Non-intoxicating but a "pick-me-up."

Always ready in ½ lb. tins

Agents: GREEN & CO., 25 Front St., E. Toronto

CARMAN, ESCOTT CO., 141 Bannatyne St. WINNIPEG

Manufactory—BRISTOL - ENGLAND



Popular in Price and a Producer of Permanent Profits.

W. H. ESCOTT

(Formerly of Carman-Escott Co., now dissolved)

Wholesale Grocery Broker & Manufacturers' Agent, - Winnipeg, Manitoba

REPRESENTING AMONG OTHERS THE FOLLOWING FIRMS:

Underdown & Crichton, London, England and Valencia & Denia, Spain
(Rowley brand Raisins, Spanish Onions, Shelled Almonds, etc.)

Wilts United Dairies, Ltd., Devizes, England
(Condensed Milk, etc.)

Battle Creek Corn Flake Co., London, Ont.
(Kellogg's Toasted Corn Flakes)

The Hills Brothers Co., New York
(Dates, Nuts, Figs, etc.)

Thurston & Braidish, New York
(Vanilla and Tonka Beans, Gum Arabic and Gum Tragacanth.)

C. Vlahu, Patras, Greece
(Currants and Sultanas.)

Alart & McGuire, New York
(Olives, Bottle and Bulk.)

Gurd & Co., London, Ont.
(Brooms, Whisks, etc.)

Claus-Anderson, Enke, Stavanger, Norway
(Sardines, etc.)

Dwinell, Wright & Co., Boston, Mass.
(White House Coffee.)

CORRESPONDENCE SOLICITED.

Are You Satisfactorily Represented in the West?

Head Office and Track Warehouse:

141 Bannatyne Avenue East, Winnipeg, Manitoba.

BRANCH AT CALGARY, ALTA.

THE PEOPLE WANT

2 in 1

Does the work of 2 Liquid & Paste Combinations
Combinación de Líquido y Pasta
TWO IN ONE
SHOE 2 POLISH
DOS DENTRO UNO
BE TUN SUPERIOR
The F.F. DALLEY Co LIMITED
HAMILTON, CAN.
CONTAINS NO TURPENTINE OR ACID
CONTIENE ACIDE NI TERREBENTINE

SHOE POLISH

Our widespread advertising gets the people to buy a trial tin; and the real quality makes them prefer 2 in 1 to all others, whatever their price or wherever they are.

How is Your Stock?

The F. F. Dalley Co, Ltd.

Hamilton, Canada Buffalo, N.Y, U.S.A.

SNAP!

A Real Snap For the Grocer

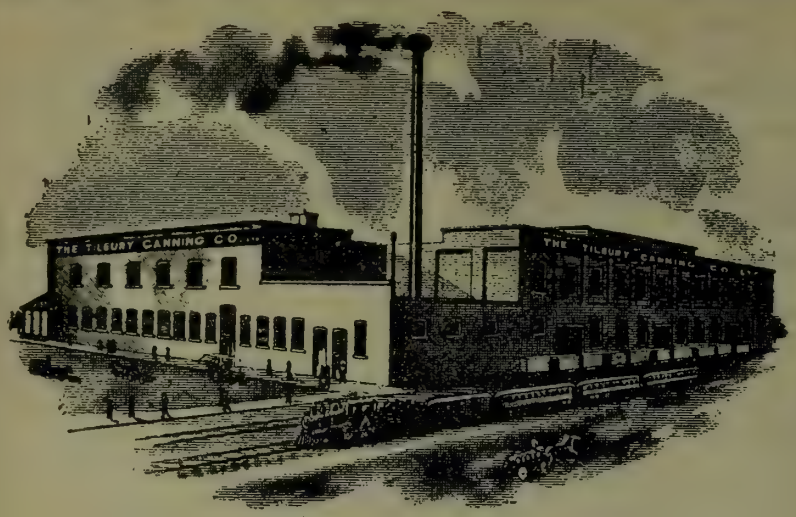
Soap isn't in it with Snap when it comes to cleaning dirty hands in record time and leaving them soft and white. Pretty nearly every person who passes your window would be happier if they knew about Snap. And we are advertising the advantages of Snap far and wide. We say, "*Ask your Grocer.*"

Are you handling it? Better order a trial case from your Jobber.

Snap Company,

Limited

Montreal, - - - Quebec



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

Get our prices for immediate and future delivery.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

THOS. McCREADY & SON, Ltd.
Bonded Vinegar and Pickle Manufacturers
Est. 1883 *ST. JOHN, N.B.*

The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

No matter what happens in the trade

Ridgways TEA

is a winner.

The quality—always unfailing—makes appreciative customers. They come back for Ridgway's Tea. **Do you carry it?**

CANADIAN OFFICE. - VANCOUVER, B.C.

Agents—Richards & Brown, 34 Notre Dame Street, Winnipeg, Man.

SHOE BOILS
Are Hard to Cure, yet
ABSORBINE

will remove them and leave no blemish. **Does not blister** or remove the hair. Cures any puff or swelling. Horse can be worked. $2.00 per bottle, delivered. Book 6-C Free.
ABSORBINE, JR. for mankind, $1.00 per bottle. Cures Boils, Bruises, Old Sores, Swellings, Varicose Veins, Varicocele, Hydrocele. Allays Pain

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents, LYMAN SONS & CO., Montreal.

TRY A
Condensed Ad.
IN THE
Canadian Grocer

HOLBROOK'S WORCESTERSHIRE SAUCE

HOLBROOKS LIMITED

CANADIAN BRANCH
25 Front St. E., Toronto
Canadian Manager, H. Gilbert Nobbs

MADE AND BOTTLED IN ENGLAND.

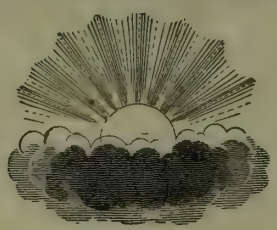
PROMPT SHIPMENTS !

We're in a position to fill all orders promptly for Essex canned goods, and the fact that Toronto is now only 36 hours distant from Winnipeg ought to interest the Western trade in the very best of Ontario fruits and vegetables. Improved railway facilities bring us nearer and nearer the great and growing West, and shipments are now made with a facility that shows how thoroughly we anticipate every possible requirement.

THE ESSEX CANNING & PRESERVING CO., Ltd.

28 Wellington Street East, Toronto, Canada

FACTORY AT ESSEX, ONT.
(The Most Southerly County in Canada.)



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

"Salad, Edible and Cooking Oils"

WINTER PRESSED

—Highly recommended.
—Guaranteed under the Pure Food Act.
—A substitute for Lard.
—The Quality of these Oils is their recommendation.
—Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M. 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL ST., - - MONTREAL

Brooke Bond's Packet Teas.

Are you getting the best possible value in the tea you purchase?

Write for our prices and samples and compare them with the tea you are now getting and the prices you are paying.

If we do not show better value, you may rely on it that you are buying exceedingly well. If, on the other hand, our prices are lower or our tea better, we ask you to give us a trial order.

Agents for Western Canada:

Messrs. Hamblin & Brereton,

Corner of Notre Dame & Victoria Streets

WINNIPEG, MANITOBA.

You Can Stand Behind

an article that has the quality to back it up like

James Dome Black Lead

It's just Stove Polish, nothing else. All Shine, NO DIRT or DUST. Gives a lasting brilliant shine.

W. G. A. LAMBE & CO., Canadian Agents

"GLOBE" with Percolator.

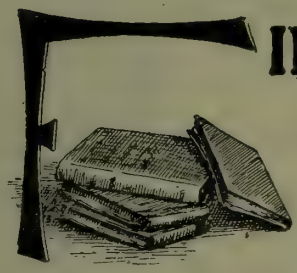
This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO



FINE ORDERS BOOKED

We are still booking orders for

Old Homestead Canned Goods

and we are now making the early deliveries. You should place your order at once for your supply of this old, reliable brand.

SEND FOR QUOTATIONS

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EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. EDINBURGH

**It isn't so much a question of *"Getting Along"*
---the other fellow may get along so much faster
that you won't be in the race---
What you want to do is to *"Get Ahead"*
Your best asset is "ENTERPRISE"**

"ENTERPRISE"

with new Total Registering Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent presence of flies and dirt.

Accurately measures molasses, heavy oils, tar and other thick liquids.

SELF-PRIMING & MEASURING PUMP

Has total registering device showing when stock is low in barrel.

NO. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube, 50 cents a foot.

Write for Illustrated Catalogue of all the Enterprise Specialties.

The Enterprise Mfg. Co. of Pa.
Philadelphia, U.S.A.

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

Canned Goods FROM A MODEL FACTORY.

THE NIAGARA FALLS CANNING CO., with the newest, most modern, and most sanitary factory in Canada, have now on hand a full pack of

Preserved Pitted Cherries **Strawberries and Raspberries** **Refugee Wax Beans**

which are of finest quality, and are sure to win and hold customers for every grocer who stocks them.

We invite comparison with other goods, which will convince at once that we are in a class by ourselves. Our factory is a model from mechanical and sanitary standpoints.

We pack all goods in SANITARY ENAMEL-LINED CANS, which preserves the natural flavor and color of fruits and vegetables. No cheap stuff—all high-grade goods, and guaranteed to be as represented.

The Niagara Falls Canning Company

WINNIPEG and WESTERN AGENTS: CANADA BROKERAGE CO.

The

Jubilee Broom

For several years we have been manufacturing this broom, and without any special advertising its sale has increased rapidly until it is now our leading line. It is made of the choicest selected stock, by the best mechanics in Canada, and is just the proper weight and length for a perfect sweeping broom. If you are not handling this broom, send us a sample order.

Stevens - Hepner Company

LIMITED

PORT ELGIN, ONT.

WHITE MOSS COCOANUT

When a Branded Cocoanut has come to be recognized as a necessity in the housewife's pantry it is safe to count upon that brand as being the best on the market and you should stock it to please your customers.

Such Is White Moss

The Canadian Cocoanut Co., = Montreal

Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kin of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

Your Unused Funds

should bear interest at the highest current rates. Amounts of $1.00 and upwards are received in the SAVINGS DEPARTMENT of THE METROPOLITAN BANK. Interest is allowed from date of deposit, and compounded every 3 months. No delay in withdrawal.

ALL DEPARTMENTS OF BANKING ARE CONDUCTED WITH ABSOLUTE SATISFACTION AND SECURITY.

The Metropolitan Bank

Capital Paid Up: - - - - - $1,000 000
Reserve Fund and Undivided Profits: - $1,241,532.26

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

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W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - - - - $1,400,000.00
ASSETS - - - - - - - - - 2,162,753.85
LOSSES PAID SINCE ORGANIZATION, 29,833,820.96

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N. S.

WINTER RESORT—QUEEN'S PARK HOTEL

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN MCEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.
Open Now. Closes on May 1.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

The Art of Decorating Show Windows and Interiors

THIS is a complete and up-to-date treatise on dressing of windows and decoration of store interiors. It is the work of not one man but of HUNDREDS OF EXPERTS. Practically every prominent window dresser in America has contributed to it. The instruction may be followed readily—no matter how little experience the decorator may have had. It is absolutely necessary that every window dresser should have this information—especially for his XMAS DECORATION—There is only one way of getting it. GET A COPY. Send us

$3.50

and we will mail you a copy postpaid by return.

410 pages **618 illustrations**

MACLEAN PUBLISHING CO.

Technical Book Dept.

10 Front Street East, - - - TORONTO

"RED FEATHER" SPICES

Our last special deal was so much appreciated, and we have had so many requests for inauguration of another deal, we are now offering another, more attractive than ever.

Our Travellers will Give Full Particulars

James Turner & Co., Limited

Hamilton, Ontario

INDEX TO ADVERTISERS.

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Grocery News From Coast to Coast

News From Western Canada

Pacific Coast Canneries May Unite Under Single Organization—New Wholesale House in Saskatoon—Trouble Regarding Early Closing in Fort William.

VANCOUVER.

August 8.—The Empress Manufacturing Company reports that it has handled a larger quantity of fruit this year than in any previous season. A large export trade is enjoyed with the Northwest, and this is steadily increasing, while all the trade on their special lines is practically in British Columbia. Since the fire several months ago, the old site has been rebuilt upon, and the plant is nearly in working order. A property across the street has been purchased, which has C.P.R. trackage, and a large permanent building will be erected. The floor space of the old building was 200x120 feet, but the new one is already 300x120 feet in area. The products of this company are coffees spices, flavoring extracts, jams, jellies, pickles, sauces and catsups.

There has been a local cut in the price of bread to five cents per loaf. This has been brought about by the continued offering by small bakers, mostly without delivery, of bread at that price, but the larger firms have had to bring down their price to enable them to meet the trade.

Many manufacturers are these days putting up their good goods in more attractive ways. One of these may be noticed on grocers' counters in Libby's food products. In a neat package, with flap openings, they have two dozen quarter-pound tins of their sandwich meats, the halves being in dozens. The representative of Huyler's cocoa, New York, who is in town this week, has an attraction in the way of a nice polished wood cabinet, which will stand in a conspicuous place, and which goes with the goods if the cabinet full is purchased. Included are five pounds of halves, three pounds of ones, with three or four pounds of sweetened and unsweetened cocoa, the whole approximating $5 or $6 in cost. Huyler's is also introducing a special article in the way of a shredded wheat stick, with chocolate coating a neat and tasty thing.

Prices of foodstuffs are generally firm, with an advance in eggs, which now retail at 40 cents. They have started on the upward climb, which reaches 70 or 75 cents in the middle of winter.

The run of salmon this year does not appear to be much more than last year, if as large. Some of the cannerymen think it will be a little better, since last year on the Fraser was the worst on record. Mention was made previously of a movement to amalgamate all canneries under one association, and now the report comes from Bellingham, one of the canning centres just south of the border, that every establishment both in the United States and Canada will be under one management next year, if the project now proposed is carried through. Next year, according to the schedule, should be a profitable one and the idea of the combine is to have a regular price for the benefit of the business generally.

Vancouver Island cherries are creating a strong demand in the Northwest, and the Victoria Fruit Growers' Association has had more orders than could be filled. The cherries are being packed carefully and in an attractive way and are reaching their destination in first-class shape.

On the Empress of Japan, which left this week for the Orient, were twelve cars of flour, six Canadian and six American.

William Reid, who was driver for T. S. Annandale, New Westminster, was injured in a runaway accident and died the day after. He was 22 years of age.

J. G. Taylor has resigned the position as manager of the co-operative store at Chilliwack and will move to Victoria. A. J. Carleton, secretary and bookkeeper, will take charge of the store, with Mr. Mitchell, of Vancouver, in charge of the order and delivery department.

Menzie's store, Duncan, had a narrow escape from being destroyed by fire last week. A customer after lighting a cigarette threw the match into a barrel of packing material which immediately broke into flames. The blaze was put out before serious damage was done.

W. L. Lake & Co. who bought out the grocery store of G. A. Layton, of Penticton, has adopted a new idea to encourage business. He is a photographer and with a studio established in the same building, he gives coupons with purchases, a certain number entitling the holder to have so much photographic work done.

The Cabello Cigar Company, of Vancouver, has written to the city council of Ladysmith, Vancouver Island, stating that it was thinking of changing its location and asikng what could be secured in the way of a bonus. It suggested $15,000, or a suitable building for the accommodation of 100 work people and $10,000 for ten years without interest. The request was filed, as the Ladysmith council does not grant cash bonuses.

Mr. Campbell has disposed of his grocery business on the corner of Fourth Ave. and Granville St. to Gruchy & Carlow. Mr. Gruchy is an experienced grocer, having been until recently in a grocery partnership on Granville St.

A. MacLachlan, of the city wharf grocery, Nelson, is counted among the oldest merchants in that city. He was born in Ontario on July 29, 1838.

J. Murray, a pioneer resident of the West Coast of Vancouver Island, was in the city this week, and spoke of the progress of whaling on the West Coast. He states that this industry is one of the most profitable in the province. The two stations on the West Coast and the one at Nanaimo are taking more whales than were expected this summer, one steamer having secured about 200 already. At first it was somewhat difficult to dispose of the different parts, but now, even in their crude state, the company has no trouble in finding a market for its products. The Japanese are becoming the best customers, and besides, great quantities are shipped to England. The Pacific Whaling Company, which embarked in this business only two or three years ago, is making much money on the capital invested.

Among the sufferers at the big fire at Fernie were P. Burns & Co., $15,000; A. Macdonald & Co., wholesale grocers, $45 000; Trites-Wood Company, wholesale and retail, and numerous small losers.

SASKATOON.

August 8.—A start was made this week on the new wholesale warehouse of the A. Macdonald Co. Last year a temporary warehouse was put up but with the expansion of the business the company decided on putting up a thoroughly equipped establishment. The new warehouse will be situated at the corner of Twenty-third St. and First Ave., in close proximity to the C.N.R. tracks. Only a portion of the building will be erected this year but this will give ample room in which to store and handle the goods until next season. The portion now under construction will be finished in about two months' time, when the goods will be transferred from the old building to the new one. A. Macdonald, president of the company, was here a few months ago making arrangements for the purchase of the site. The work is conducted under the management of W. A. Irish, of Winnipeg. The new warehouse will enable the com-

pany to handle a much larger stock of groceries than previously.

This is fair week and most of the grocers in town have taken special pains to make their stores and windows attractive. The dust nuisance annoyed every merchant in town for a few days but with the calmer weather everything has been made neat and clean again. The stores were open until ten o'clock some evenings this week in order to accommodate the visitors to the fair. Unusually large stocks of fruits and candies were also kept on hand to tempt the holiday makers.

Special preparations were made at the Cairn's store on Second Ave. for the fair, which lasted four days. Bargains were advertised in all departments and a neatly trimmed display of Huntley and Palmer's biscuits occupied one window. An orchestra was employed to play in the evenings and on the main floor a cloak room was opened for the convenience of customers where wraps and parcels could be left.

FORT WILLIAM.

August 8.—T. Kehoe has just opened a new grocery store on the corner of May and Leith Sts.

John King, the manager of the John King Co., Limited, who suffered such a severe loss from fire last month, has had the ruins of his block removed and expects either this fall or next spring to build a solid brick four-storey block covering the whole of the site, 75x105 feet. The new block will be leased and Mr. King himself intends to enter the wholesale grocery trade. He has a large concrete block warehouse with track facilities on Hardisty St. which he will use for the wholesale business.

Prices for produce are keeping away above the normal for this season. Grocers are paying 26 cents for butter and 23 cents for eggs at Owen Sound, and local dairies and farms are getting 35 cents for butter and from 25 to 30 cents for eggs. The home-raised eggs, however, are cutting very little figure in the market, almost all being absorbed at once by private consumers.

The trade in canned vegetables presents a complete change since last summer. At that time the local grocers had to use considerable effort to secure quotations and then the price was extremely high. This season travelers have been in active competition to dispose of their goods, with the result that there is a drop of price in orders for fall delivery of from 30 to 50 per cent. and it is expected that tomatoes which have been retailing for 15 cents will sell in the fall for 10 cents and other canned vegetables will be sold at 3 for 25 cents.

California fruits are much cheaper than last year, and will probably continue so for the balance of the season. Peaches, which form a big percentage of the shipments, which were retailed for $2.50 per crate last year, will be sold for not more than $1.75 this season.

The larger grocers of Fort William are complaining of the working of the early-closing by-law of the city. They are compelled to close at 6 p.m. and are quite willing to comply with the regulation, but say that there have recently sprung up a number of small grocery stores on the side streets in the residential parts of the city, which are not being forced to live up to the conditions of the city ordinance. These are, to some extent, places which have been converted from private dwellings into corner groceries, and are often carried on by the family residing in the same building, to whom it is no hardship to wait on customers in the evening, especially when they are getting a share of the trade, which the big stores are barred out from by the city regulations. The latter feel that this is a class of competition which presses unfairly upon them, but to enforce the by-law thoroughly would require some special patrolling of the residential quarters. The city police are always on duty near the business centre and can easily watch for infraction of the by-law by the men who have the large stores on the main business streets, but others can escape unnoticed.

Quebec and Eastern Province Notes.

Storm in Nova Scotia Plays Havoc With Crops—High Prices for Produce—Some New Ideas From Montreal.

MONTREAL.

August 11.—The regular monthly meeting of the Montreal Retail Grocers' Association was held in their hall, St. Catherine St. on Thursday evening, July 6. The chief business of the meeting was to distribute the prizes which were won at the grocers' picnic recently held at Highgate Springs, Vt. A large number of the victorious contestants were present, including many ladies, to receive their prizes. The meeting was presided over by President A. Laniel, assisted by the other officers of the association.

The problem of disposing of odds and ends of goods which become slightly shopworn, or which have fallen into disuse, is always a perlexing one. This difficulty, however, is well circumvented by a small local grocer, who, by the way, has always had a habit of doing things well, although his store is not in the most fashionable part of the city. This grocer never allows such things to collect in out-of-the-way corners, but keeps all odds and ends in large baskets near the front door in full view of everyone who enters his store. In addition to a reduction in price he offers coupons, which are good for so much in trade with each dollar's worth of the odds and ends purchased. He finds that this plan works out admirably.

The Shredded Wheat display, which was mentioned in last week's issue as having been in Quebec and is now being shown in the windows of Dupins Freres, St. Catherine St. east continues to attract attention. A machine which demonstrates the process of shredding the wheat is in operation in full view of the passing crowd. The cutting process may be seen. Baking and preparing the wheat is done in the basement of the building on account of a lack of necessary space in the window.

Aug. Racine, corner De Lorimer and St. Catherine St., reports business so good that he has no time for holidays. One feature which is characteristic of this store is the inverted V shaped bulletin board which one always sees on the sidewalk in front of the store, telling of the bargains which may be obtained inside. As a business getter this form of advertising for retail grocers is certainly all right.

In conversation with a grocer who is fortunate enough to have his store in a locality inhabited by a picnic-loving people, he spoke of its advantages. Let it be said, however, to this man's credit, he was quick to observe the advantages of the variety of business, and he was quick to get after it, so that now he can tell to a nicety just what is required for a picnic.

"Lessive Phenix," a new washing compound, is the subject of a very unique window display on St. Catherine St. west. This display is rather of the mechanical order, as it consists of figures, or marionettes, in the act of washing clothes and doing various other things which can be done with "Lessive Phenix." As is usually the case with displays of this nature, that is, where there is some animation given considerable interest is created in the minds of passersby.

Perhaps now more than at any other time the difficulty of obtaining good clerks in a store is greater than it has been formerly. While this may be so, a prominent grocer who has met with great success and who has always been surrounded by efficient clerks, believes in making their pay commensurate with their efforts. This he does by instilling in them their own importance as a part of the firm, and the moment they manifest any very particular interest in the business he rewards them in a material way. As a result of this they are struggling to outstrip one another, all of which means greater sales, which in turn means larger bonuses for the employes.

This is the very height of the fly season, and every grocer should have an

appreciation of the horror with which the average woman regards flies and take good care that his stock is sufficiently protected from the depredations of flies, otherwise many a good customer may transfer her patronage to another store. In this connection it may be said that many stores hang fly netting over the shelves, and in this way the goods are protected. One cannot say too much about the value of cleanly appearances in the grocery. Probably nothing in the world will militate against success so surely as shabby and uncleanly appearances.

Laurie Mathewson, of Mathewson's Sons, who has been confined to the house for the past two months, is now able to be about.

HALIFAX.

August 8.—The only special feature in the local grocery market this week is a decline of ten cents per hundred pounds in the price of sugar. The announcement caused no surprise as the jobbers had been anticipating a decline for some time. The prices quoted in Halifax are: extra standard granulated, $4.90; Austrian granulated, $4.80; bright yellow, $4.70; No. 1, yellow, $4.40; cut loaf in barrels, $5.45.

Provisions on the whole are very high for the season of the year, and the market as a whole is somewhat of a puzzle to both the jobber and the consumer. On account of the rather unsettled condition of the market and the prevailing high prices no very large orders have been placed of late and stocks in many lines are now becoming quite low. Both beef and pork are very firm. American pork, fat backs, is quoted at $23, and Canadian at $22. American plate beef is $21, and the best Canadian $19. Lard in pails is 13½c, and in cases, 14½c. Hams and bacon are in good demand, the former being quoted at 15c. Side bacon is 16c, and rolls, 12c. All breadstuffs are very firm, and cheese is high, being quoted at 12½c and twins at 12¾c.

As regards eggs and butter there is little to say, outside of the fact that there is general complaint regarding the prices, which are considered too high for the season of the year. Nova Scotia eggs continue scarce at 22c, while P.E. Island stock is worth 19½c to 20c. The price of butter is unchanged from last quotation.

The fish business is a little quiet just at present. There is a good variety of fresh fish on the local market, and some of the fishermen along the shore are making good hauls of mackerel. As usual most of these fish are iced and shipped fresh to the American market.

A heavy wind and rain storm during the early part of the week played havoc with the growing crops throughout the Province, causing a loss estimated at thousands of dollars. The storm was particularly severe and small fruits and the apple trees suffered severely. Hundreds of tons of hay stacked on the marshes in many districts were swept to sea. The standing hay and the crops were beaten down and in many cases were completely ruined. The rainfall was a record-breaker, over five inches falling in twelve hours.

The market is well supplied with all seasonable fruit. The demand, however, is not so heavy this week, probably due to the fact that berries are coming in very freely. Large shipments of blueberries are being made from Nova Scotia to Boston, the steamer from Yarmouth taking as many as eleven hundred crates in one shipment.

Interesting Ontario Items

St. Thomas Grocers Busy With Oddf ellow Visitors—Ottawa Retailers Pushing Pure Food Show—An Advertising Novelty From Chatham.

GUELPH.

Aug. 10.—Guelph Old Home Week was a decided success as a reunion of old boys and girls. The committee made money and provided lots of fun besides. There were lots of old boys and girls, including Admiral Kingsmill. The fun was fast and furious at nights especially. People loosened up and spent money who never were known to spend before. But, and it ought to be a capital B, as far as the grocers and bakers were concerned, they all lost money. Preparations were made to avoid being eaten out of house and home, but to eat out the stocks of groceries carried in Guelph would need several old home weeks. The crowds did not apparently come to eat. In one bakeshop alone 500 loaves of stale bread were in stock on Thursday morning, showing about how things were going. Even the small fruit and soft drinks stands were from $20 to $200 out.

Among the old boys present were noticed Fred T. Smye, of Balfour, Smye & Co., and Chas. Smye, Hamilton; Fred. Tobias, of Brantford, traveller for Todhunter & Mitchell; J. H. Scott and H. G. Macdonald, grocers, Toronto; Dick Darcy, Peterboro, and numerous others.

J. A. McCrae, of J. A. McCrae & Son, left on Friday for a month's holidays at Milford Bay, Muskoka.

The market Saturday was considerable of a failure on account of most people having spent their spare cash, and so prices took quite a slump. Eggs dropped from 22c to 18c a doz., with the stores carrying large stocks. Butter also dropped too from 20c to 21c, and potatoes to 75c a bushel. Tomatoes were good sellers at 30c a basket. Berries were scarce at from 12c to 15c a box. We expect a quiet week after the great rush of people.

Prof. Zavitz, of the Experimental Department of the O.A.C., states there should be no reason for complaints this year from the farmers. Everything seems to be in the very best of condition and good to very good yields should be secured on the average. Speaking particularly of the wheat crop the professor said there should be better than an average crop of good quality.

There were some funny stunts done on Windham St. by some of our local grocers and travellers on Thursday night that would have done credit to the traveller's snack at Alton.

Some of the boys made money out of flour this week, one young man selling 25 lbs. and making $10.00 out of it, putting it up in packages of 5c each. Another made a lot by selling corn starch by the ounce. Talcum powder and confetti were also in great demand.

J. A. McCrae & Son got a nice letter from Carman, Manitoba, last week which shows that grocery ads are read a long way from home.

STRATFORD.

August 10.—Edmund Baker, traveller for the Stratford Wholesale Grocery Co. for the past three years, is receiving congratulations from his numerous friends on lately joining the ranks of the benedicts. He has also severed his connection with the above firm to accept a position with W. H. Gillard & Co., of Hamilton, where he will in future reside. Jas. Scott is taking Mr. Baker's trip.

Mr. Deniche, of McCully & Haugh's, died suddenly in the hospital here from appendicitis, last week.

Fruit trade is rather dull at the present time, between the preserving seasons, and as a consequence a number of the boys are taking holidays. Tomatoes are arriving plentifully. Berries are over and peaches are coming in slowly. The pickling season has started and local growers are pushing and displaying pure spices.

At this season of the year most grocers allow their windows to become dirty and fly-specked, much to the disgust of customers. A little more time and attention spent on the show window would greatly improve this state of affairs.

LONDON.

August 10.—Wholesale trade is picking up and the prospects are considered excellent. A feature of the trade is the slow movement of sugar, a great falling off in consumption being noticeable everywhere. This is taken to mean that housekeepers have not so much money to spend as usual, and are economizing by doing less preserving. The market appears to be rather demoralized. Japan teas are higher and very scarce, with an advancing tendency. Ceylons and Indians are steady. Coffees are steady. Other staples are unchanged, but a drop is looked for in the price of foods. Retail trade is satisfactory.

The retail grocers intend having a big time the last Wednesday night of this month, when the weekly half-holidays come to an end. It is intended to hold games and sports at Springbank, and at to-morrow night's meeting of the Retail Grocers' Association a committee will be appointed to make final arrangements for the blow-out.

It is understood that John Diprose the Dundas Street grocer, intends es-

tablishing a north end branch in the store until recently occupied by Frank E. Smythe, who recently made an assignment. This will make three stores owned and controlled by Mr. Diprose.

It is estimated that this season's crop of honey will be double that of either 1906 or 1907. One man near Strathroy estimates his supply at 5,000 pounds. Each hive is yielding from 30 to 100 pounds. The reason of the big crop is the splendid clover fields, which blossomed earlier than usual. Bee keepers say that all the honey that is made up to the last of June is taken by the bees from clover blossoms. In both of the past two years the weather was coln until late in the spring, and consequently the clover did not blossom until late in the summer. It is expected, however, that honey prices will be maintained.

The consumption of fruit during the hot days of last week was unusually large, people evidently realizing that during the heated term there is no better diet than fresh. luscious fruit, such as is grown hereabouts.

CHATHAM.

August 10.—Everything looks bright for the big merchants' picnic to Erie Beach on August 20. Merchants in all lines of trade are heartily co-operating in making the affair a success. Though some difficulty was at one time anticipated in inducing all the merchants to close for the afternoon, they have been practically unanimous in falling in line, and the petition recently circulated to close at 12 o'clock on excursion day has met with a hearty response. A noteworthy feature is the unanimity with which grocers, whether on King Street or on the side streets, put down their names. Experience in other cities has shown that merchants who refused to close have lost more in public sympathy than they have gained in trade by keeping their stores open.

Burnie & Co., successors to James N. Massey, made their formal bow to the Chatham public last week. A handsome new black and green sign adorns their place of business, and the firm are using newspaper space in plenty to introduce themselves. The new firm have behind them 18 years of experience in the grocery business, and are retaining all the original Massey staff. A cordial invitation is extended to all, whether purchasing or not, to come in and get acquainted.

C. G. Elliott, of Comber, is enlarging his general store by removing the partitions between it and taking in the premises next door formerly occupied by the Crown Bank.

Rus Wigle & Co., of Leamington, have installed a new computing scale. This is stated to be the first of its kind in the town.

A. M. McCormick & Son, Pelee Island, are having plans and specifications drawn for a new $7,000 store to replace the premises destroyed by fire last fall.

E. R. Wigle, of Ruthven, has purchased Smith & Son's grocery, in Leamington, and is now in possession. Mr. Rodell Smith will probably take a trip to the Northwest in a couple of weeks.

The retail clerks are taking a warm interest in the forthcoming merchants' picnic. Last week at a well-attended meeting it was decided to form a uniformed corps of 200 or more. They will parade King Street at 12.30, leaving on the 1 o'clock car for Erie Beach.

There is some talk among local milkmen of supplying a quality of milk especially designed for infants. Milkmen express themselves as willing to take up the project, but doubt if the people would care to pay the price, which, on account of the waste involved and the time taken to perfect the milk, would be about double the present price of 6c a quart.

Is the common, everyday kite a good advertising medium? That it affords possibilities in this direction is evidently the belief of a local sign painter, who last week had a kite, adorned with his name, flying high over the city. It certainly attracted lots of attention. In these days of airships, the kite as an advertising medium is a timely novelty.

HAMILTON.

August 11.—The markets here have been abundantly supplied for the last few weeks and prices of fruit and vegetables have slumped to pretty low figures. On Tuesday last tomatoes sold at 15c a basket; apples at 10c, peaches at 40c, plums at 30c, green corn, 7c a dozen, and all other garden truck at low prices. It is the first time in years that this market has been so glutted that the people could not rise to the occasion and clear it up, but, unfortunately, they have not as yet recovered from the panic. On Wednesday, the 12th, the Fruit and Vegetable Growers' Association of this district held their annual picnic at the Brant House, Hamilton Beach. It was a grand success, as it occurred on the grocers' half-holiday. Most of the city grocers were there and they certainly helped their country friends to pass a pleasant hour, and incidentally also to share from their commodious lunch baskets those good things that only the country girls know how to put up.

Our streets in every direction are lined up with Italians and Greeks with their peddling carts. They seem now to be spreading out in the things they sell. Peanuts and pop-corn are now augmented by bananas, peaches, plums, cherries, etc. It is said that our local pedlars have been reinforced by 20 or 30 carts from Toronto. Some time ago the city council passed a by-law prohibiting the peddling of foreign fruit on the streets, but as usual it has not been enforced. The grocers everywhere are complaining about the falling off in sales of bananas, etc., but it does not seem to have dawned on them that they have the law on their side if they would only stir up the police and have a few of those fellows fined. It is the old story, nobody wants to take the matter up. Grocers all over the country should take up the fight against these aggressive foreigners, before they get so thoroughly entrenched that it will be hard to disturb them.

ST. THOMAS.

August 10.—As expected, the grocers are kept quite busy to-day putting up extra orders on account of the already numerous arrivals of visiting Oddfellows. The stores are quite handsomely decorated, and windows well cleaned and dressed. Banners are hung across Talbot and other streets, bunting, Union Jacks, and Stars and Stripes everywhere displayed in their honor, giving the city a very inviting and creditable appearance. The mayor has proclaimed Wednesday our Civic holiday, and the Oddfellows' demonstration is to be held that day at Pinafore park. The grocers and butchers will likely keep open until noon on the Civic holiday, as is usual.

Many of the grocers are complaining of being obliged to work till midnight and sometimes after on Saturdays thereby rendering them unable to attend worship on Sunday. The ministers could remedy this condition of affairs, as it is their duty to request the thoughtless late shoppers to mend their ways by buying earlier, and the grocers might likewise assist by agreeing not to accept orders for delivery after nine p.m. Saturday nights, and this relic of slavery would soon be a thing of the past.

The city council is about to pass a by-law making the markets, of which we have two, one in the west and the other in the east end, feed instead of free, as they have been for the past twenty years, and also making it a punishable offence if any grocer makes any purchases thereon before 9 a.m. It is now up to the grocers, as they are the most interested, to call a meeting for the purpose of considering the council's action, and this should be done immediately, otherwise it will be taken for granted that the grocers are in favor of going back to conditions which the older men will remember existed and which they opposed at the time. If the weather is a trifle hot, it might pay to hold the meeting at once.

Tomatoes took a slump in earnest last week, dropping from a dollar to twenty-five cents for 11-quart baskets, over supplies and over-ripe fruit being the cause. Potatoes are keeping unusually high, owing to the small yield which the growers all seem to agree on, the grocers paying a dollar per bushel for them and retailing at thirty cents per peck. Dairy butter is very scarce, retailing at 25c and creamery prints at 29c.

All berries, excepting the Lawton or thimbleberries, are done for the year, and they have been very high all season, partly owing to the fact that the growers have telephone connection and make use of it to arrange prices, and the grocers get all the blame for the high prices by the consumers. Blackberries sell at 10c per box, and are quite plentiful, but the market is rarely oversupplied.

INGERSOLL.

August 11.—One of the oldest and best known grocery stands in the town is about to be vacated by A. Beattie & Co., to make way for the Royal Bank. This stand, which is admirably suited to the grocery business, is situated at the corner of Thames and King streets, the two leading thoroughfares, and when the business was taken over by Beattie & Co. a few years ago it had the advantage of a long established trade built up by Robinson Bros., who were successfully engaged in the grocery business for years. It will be difficult for the people of the town and the surrounding districts to associate any other business with this stand. Beattie & Co. will remove to new premises

nearby about the first of September. The new stand will undergo alterations and improvements and with their characteristic enterprise as a propelling factor as heretofore the business is bound to flourish in the new quarters.

Grocer C. A. O'Neill and Mrs. O'Neill have returned from a delightful trip to Detroit and other American points of interest. While away Mr. O'Neill had the pleasure of witnessing several of the American League baseball games, and in this connection it might be remarked that in his early days he was one of the star players of the U.S., hence his great interest in the game at the present time.

Trade has livened up with grocers considerably during the past few weeks and with the preparations for the autumn season there are anticipations of a good volume of business. The "financial depression" has been relegated to the background and with abundant crops and plenty of work for the energetic ones a high spirit of optimism reigns. The apple yield is said to be decidedly promising, while in regard to all the other crops the farmers have absolutely no cause to again take up the time-worn cry of "hard times."

Few people outside of those actually in business have any conception of the losses with which merchants meet, simply through the stealing proclivities of those who enter their places of business or who manage to get in their work from the outside. Considerable petty thieving has taken place here of late, but it is now thought to have been given a check. On Saturday night Chief Wright detected two of a party of four Woodstock young men in the act of stealing a watermelon from in front of Fotheringham's store. The gang had aroused suspicion on the part of the officer and he had carefully planned to watch their movements. After they had made off with the watermelon he followed and eventually placed three of them under arrest, while the fourth was summoned to appear in the police court with the others. The four pleaded guilty to the charge against them, and three of them received sentences ranging from one to two months in the county jail. The fourth offender, owing to his previous good character and the fact that he had only fallen in with the others shortly before the theft, was committed and allowed out on suspended sentence. The magistrate pointed out that stealing from merchants had to be stopped. Merchants everywhere suffer in a like manner and the wonder is that there is not a more organized effort to have the offenders hunted down.

OTTAWA.

August 11.—Honey is likely to be a little lower in price this year. R. P. Yetts, Ann street, Glebe, one of the most enthusiastic apiarists in Ottawa, has submitted some rather interesting statistics. Since June 23 Mr. Yetts has had a hive of bees on scales, and an increase in weight from 16 lbs. on June 23 to 88 lbs. to-day has been noticed. The first six days the hive increased 36 lbs. in weight, and during the 13 days in July has increased 20 lbs. This year, according to Mr. Yetts, has been one of unprecedented success for the cultivation of bees.

Contracting for blueberries before 8.30 o'clock on By Ward Market last Thursday, was the charge laid by Inspector Borthwick against Chas. P. Prevost, grocer, in the police court last week. The inspector said that the defendant had purchased 14 pails of berries before the gong on the market building rung 8.30. Mr. Prevost said it was 8.45 when he made arrangements for buying the berries. The deputy magistrate dismissed the case, remarking that the evidence was not sufficient to convict.

Ottawa's population this year will be near the 80,000 mark, according to reliable estimates. The taxable assessment is likely to be around forty million dollars. No official figures, of course, are as yet obtainable at the city assessment department but it is learned that the population indicated will be around that figure.

Despite the recent influences working against a big business turnover it is

F. W. FORDE.

One of the Ottawa Grocers who is taking a Prominent Part in the Association's Pure Food Show.

interesting to know that many wholesale firms have equalled the records of prosperous times. This applies even to those who handle luxuries. Naturally the purchaser of an article costing fifty cents has been inclined of late to turn his attention to those at twenty-five cents. To the captain of industry this has meant the birth of an effort to sell two articles in place of one. "By means of hard work," said a wholesaler this week, "our sales for this year are up to previous records; but it has been uphill labor." The squeezing out of business from a tight-money public is not an easy task. Scores of firms have accomplished it; which is a good thing for everybody.

F. W. Forde and A. G. Johnston, two enthusiastic officers of the Grocers' Association, who went West in the interests of the Pure Food Fair, have returned, and have brought with them the assurance of many more exhibits. Manufacturers throughout the country are giving the Ottawa Retail Grocers' Association loyal support with their fair, and everything promises to be lovely. Further arrangements have been made during the last couple of weeks and as the time draws near for the opening of the Central Canada Exhibition, interest on the part of grocers centres upon the pure food fair. All the members of the association are working hard.

PETERBORO.

August 11.—The grocers of this city are very much averse to the prevailing habit among Sunday schools, churches and other organizations of soliciting prizes for picnics. Almost every excursion leaving the city has previously arranged a programme of sports and many of the prizes for these are "begged" from the merchants. One grocer in referring to this matter stated that it was a nuisance which instead of being lessened or curtailed altogether was on the increase. It is only endured because of the fear of offending a number of customers. Once he begins to give he is always giving and thus the nuisance continues. Baseball and other sporting clubs want to be supported and during the summer months in particular, the generosity of the grocers is imposed upon. The evil, it was thought by the grocer, was one that ought not to be countenanced. Though in a few cases it may work out so as to put the grocer in a better light in the community it has become so common a thing that this scarcely applies. It is not good business, remarked the grocer, and he thoroughly believed that the grocers who refused politely, though firmly, to countenance such requests will be a good deal better off in the end.

The window of White & Gillespie's store is at present attracting much attention. It is dressed to advertise Quaker Oats, manufactured by the Quaker Oats Company in Peterboro. The sides of the window are dressed with sheaves of oats from the field and through the centre of the window is running water in zinc pipes, which operates two miniature water-wheels illustrating the primitive method of the grinding of grain. Quaker Oats in a large pan and a few packages scattered about complete the advertising scheme.

The officers of the Ontario Co-Operative Fruit Growers, which association recently held its annual meeting in Toronto, are: Hon. President, A. E. Shertington, Walkerton; President, D. Johnson, Forest; 1st Vice-President, Robt. Thompson, St. Catharines; 2nd Vice-President, J. E. Johnston, Simcoe; 3rd Vice-President, Elnor Lick, Oshawa. Mr. Cutting resigned the secretaryship and P. W. Hodgetts, Parliament buildings, Toronto, was elected to succeed him. This is a temporary arrangement, however. Last year twenty-four local associations joined the body as compared with thirteen the year previous. An effort will be made to have a central organization.

TO FACILITATE FRUIT SHIPMENTS

Dairy and Cold Storage Commissioner Makes Arrangement of Advantage to Canadian Fruit Growers.

The following notification of an arrangement for facilitating the shipment of early apples and other perishable fruits to Great Britain has been sent out by J. A. Ruddick, Dairy and Cold Storage Commissioner. The arrangement is very convenient and should prove of considerable advantage to fruit shippers interested in early varieties:

"Growers of early apples and other tender fruits who have in the past been desirous of shipping to Great Britain have met with difficulty in securing suitable cold storage temperatures on board steamships, because of the fact that they did not have a sufficient quantity to fill a cold storage chamber. Owing to the special temperature required, there is no other produce with which fruit can be successfully shipped in cold storage. In order to meet this difficulty, and to provide suitable cold storage temperatures for the shipment of early apples and other fruits in small lots, the honorable the Minister of Agriculture has authorized me to contract for the entire space of one chamber on the steamship "Ontarian," sailing from Montreal for London on August 22, and also on the steamship "Sicilian," sailing for the same port on August 29. The space in these chambers is now available for shippers at regular rate of freight which is thirty shillings per ton measurement (forty cubic feet), payable to the steamship company in the regular way. The proper temperature will be maintained in these chambers regardless of the quantity of fruit which may be offered for shipment. The Government guarantees the earnings of the whole space.

"As the space in these chambers is limited, intending shippers must notify the Dairy and Cold Storage Commissioner, Ottawa, without delay. First come will be first served until the space is all engaged, when no further shipments for that steamer can be accepted. Applications for space should state the number and size of the packages which are to be shipped, in order that a proper estimate of the space to be occupied may be made.

"The Department of Agriculture will assume no responsibility in connection with these shipments, but there will be the usual supervision by the cargo inspectors at Montreal and London and a complete temperature record will be secured of the chamber during the voyage.

"Shipments for the 'Ontarian' on August 22nd should reach Montreal not later than the morning of the 21st, and for the 'Sicilian' not later than the morning of the 28th.

"Chambers will be secured for later shipments if there is sufficient fruit to warrant making a contract."

CARRYING ON W. A. GIBB CO.

The business of W. A. Gibb Co., Hamilton, dealers and exporters of evaporated apples and other lines, which was built up by the late W. A. Gibb, has been taken over by a new company, of which James Somerville is the energetic manager. The new company will carry on the same lines as formerly and will operate under the same name.

CANADA'S APPLE CROP.

Apple Shippers' Association Furnish Comprehensive Report.

The convention of the International Apple Shippers' Association met at Niagara Falls, N.Y., on Friday and Saturday of last week. One of the important features was the submitting of a report by the executive on the estimated crop of the year.

Canada's crop will be substantially the same as last year's, but will be differently located. Nova Scotia's will be equal to last year's and Ontario's east of Toronto slightly lighter. The district north of the main line of the Grand Trunk will be the same; south of the main line will be in excess of last year's yield. British Columbia's will be below that of last year, and will require shipments from eastern Canada. The New England States promise little better than half of last year. The quality for the entire Canadian territory promises to be good.

The following officers were elected :— President, W. L. Wagner, Chicago; secretary, C. P. Bothwell, Martinsburg, West Va.; treasurer, William French, New York. R. J. Graham, Belleville, was elected a member of the executive committee. Vice-presidents were named from all the apple-growing states. The 1909 meeting will be held in August at Niagara Falls.

WHOLESALERS AND THE WEST.

The towns of the new provinces, Saskatchewan and Alberta, are at the present time most keenly alive to the importance of inducing wholesale firms to establish warehouses in their midst. At present, of course, Winnipeg is the great distributing centre, but several of the towns west of that city are ambitious to become wholesale centres for their respective localities.

The natural redistribution centres next to Winnipeg, are the cities of Regina, Moose Jaw and Saskatoon. Among these cities the competition for commercial supremacy is most keen. The cities have employed publicity commissioners at high salaries to advertise their good points in the east, and to expound to the wholesale houses the advantages they offer for location.

Regina, being the oldest centre and the seat of Government, has hitherto been most successful in securing wholesale houses. Regina, besides being on the main line of the C.P.R., also has branch lines running north and south. Saskatoon, however, which has just been connected by a new railroad with Winnipeg, and which will be on the main line of the Grand Trunk Pacific, will probably be one of the greatest railroad centres in the west, and hence one of the most important commercial centres.

Moose Jaw, which is the main divisional point on the C.P.R. west of Winnipeg, is also a most important factor in commercial life in the west. Being the terminus of one of the most important lines from across the border and with a line under construction leading into the most fertile lands of the north, and also with projected connections with the Grand Trunk Pacific and the Canadian Northern, Moose Jaw holds many inducements to wholesale men seeking for locations to establish new warehouses.

Hitherto the Boards of Trade of these provinces have spent a good deal of money in advertising their towns, but now they realize that more must be done. They are communicating directly with wholesalers and showing them the money they would save in cheaper freight rates by establishing a branch in the west.

The keenness of the merchants and business men regarding the commercial well-being of their cities is shown in Moose Jaw by the formation of a Progressive Club, which includes nearly all the members of the leading firms in the city. This association has already been successful in securing several wholesalers and are contemplating an organized campaign to secure others.

The wholesalers who are the first to secure warehouses in the west are, of course, those whose products are of a bulky nature, and whose freight rates are high. Hence engine and threshing machine firms, carriage firms, etc., are the first to secure the advantages of the diminution of freight rates by erecting warehouses. The others will follow shortly if they figure out closely the comparative cost of shipping piecemeal and the cost of shipping in lots to warehouses.

It is affirmed that many of the larger American firms have their eye on the Canadian west and it behooves their Canadian competitors to get into the race in time.

ONE PRICE STOPS HAGGLING.

There are many buyers of the class which a contributor calls "hagglers," who work the dealer for cut prices. It makes no difference how low a price the dealer names, they respond with a lower offer. They are like the man who asked the price of a certain article and thinking the storekeeper had said 50 cents, exclaimed, "Too much; I'll give you 40." "I said 15 cents," replied the storekeeper. "Oh! in that case I'll give you 10," said the haggler. Some dealers make quick advances in prices when a known haggler puts in his appearance, thus preparing themselves for the inevitable cut, but making the latter harmless. This cannot always be done, however, and the better way is to have one price and stick. When a dealer achieves a reputation as a one-price tradesman the hagglers do not try their wiles on him.

TRADE NOTES.

W. J. McCleary, of the Salada Tea Co. staff, is off on a short holiday trip.

J. B. McKenzie, of H. P. Eckardt & Co., Toronto, is spending a vacation at Parry Sound.

A. G. Gleiser and J. S. Leslie, general merchants, of Gainsboro, Sask., suffered loss by fire last week.

W. Woodley Musson, of Geo. Musson & Co., Toronto, and Mrs. Musson, are holidaying at Lake of Bays, Muskoka.

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CANADA'S PLACE IN THE WHEAT-PRODUCING WORLD.

An official statement has been issued by the statistical department at Ottawa giving the estimated wheat crop of the Dominion at 130,263,000 bushels. This is nearly 6,000,000 bushels less than the estimate published July 31 by Beerbohm's Corn Trade List, one of the world's greatest authorities. The Ottawa figures estimate the crop in Ontario at 18,164,000 bushels; in Manitoba at 56,164,000 bushels; Saskatchewan at 47,080,000 bushels; in Alberta at 7,280,000 bushels.

This will be a record yield of wheat for Canada and but for the dry weather of July it would have been still larger.

Canada to-day stands about eighth among the wheat-growing nations of the world, based on this year's figures, and in about the same position as Italy. The order of the first seven is: United States, Russia, France, India, Argentine, Hungary, Germany.

But if this country develops at the rate it has done during the past half-dozen years it will not be a great while before she will vie with the United States for the position of the leading wheat-producing country of the world. Seven or eight years ago Canada only produced 55,572,368 bushels of wheat. This year Manitoba alone is estimated to have rather more than that, while Saskatchewan and Alberta between them will produce something like forty-five to fifty million bushels more than they did in 1901.

Not only are the crop conditions good in Canada, but the world's wheat market is favorable. Beerbohm's Corn Trade List says that the world's visible supply of wheat on August 1st was the smallest on record, with the exception of the years 1897 and 1898. But what is probably the most interesting to Canadians is the following quotation from the same authority:—"The most extraordinary feature, however, is the combined absence of Russian and Indian wheat and the obvious fact that Europe is likely to be dependent upon America and Canada for the next six months for its supplies, and consequently for its lead as to future prices."

The situation of the world's wheat market should contribute to the strengthening of the general trade situation in Canada. We have the wheat and a good market is promised for it.

THE GOVERNOR-GENERAL AND CO-OPERATION.

It has been reported in business circles recently that Earl Grey has identified himself with and is to accept the presidency of one of the large co-operative companies now being organized. This is something we regret to hear. As Governor-General Earl Grey has shown himself to be a shrewd, keen business man, with an evident appreciation of the practical side of the affairs with which he has had to do. He has shown, too, his appreciation of the benefits of good advertising in his vigorous support of the recent Tercentenary Celebration at Quebec. From the standpoint of an advertisement, as well as in other ways, this was one of the greatest events in Canada's history. While the cost of the celebration was perhaps half a million, it undoubtedly will be worth ten millions in its general effect. The Governor-General deserves a good deal of credit for his connection with this.

In the matter mentioned above, however, if the report is true, His Excellency shows much less business foresight. The business situation in Canada is entirely different from conditions in Great Britain and Europe, and this is something the Governor-General should realize. Canada is a new country, and one in which the smaller merchants and retailers, the corner stores and the country traders, have played and are playing a great part in the country's development. These have done and will continue to do a work which the co-operative societies it is proposed to organize would not undertake. This is one of Canada's strong business features and is something which is not evident in Great Britain and the European countries.

The Governor-General of Canada should not permit himself to be drawn into any connection such as is suggested above. Even as Earl Grey he should have the foresight to see the injustice and unwise features of taking any such action.

LOOKING INTO TECHNICAL EDUCATION.

The Premier of Ontario will look into technical education matters when in Europe. It is a subject that will take a great deal of looking into.

Canada has been blessed by nature with a great many things that if utilized will make it a great nation; but we are not always so quick to take advantage of our opportunities as we are to boast of their existence.

It is not because a country is rich in natural resources that it becomes great. Greatness depends more upon the character of its people than upon any other factor in nation building.

Technical education builds up character by awakening the intelligence and stimulating the creative powers of the youth of the country who come under its influence. This is not a supposition. It is a fact attested by the experience of other nations and particularly Germany. The position that country has assumed during the last ten years among the industrial nations of the world is ascribed more to technical education than anything else.

In Canada we have made a beginning, but it is a very small beginning. Outside a Board of Trade or two and the Canadian Manufacturers' Association no body of men seem to be very enthusiastic over the subject. Even the educationalists, with few exceptions, are indifferent. Last year the inspector of technical education for Ontario, with a view to ascertaining what technical work was being done, sent a circular to the public school inspectors in that Province. In his official report he says that not nearly 50 per cent. replied. This is certainly discouraging. And yet Ontario is doing more for technical education than any other Province.

Two or three years ago a movement was started to secure the co-operation of the Dominion Government. While supervision and care of education devolves upon the Provinces it is only proper that in a matter of such national importance as technical education assistance should be given by the Federal authorities. So

far the most the Dominion Government appears to have done is to consider the advisability of appointing a commission to investigate and report upon this important subject. The matter has not yet gone beyond the consideration stage.

Politicians are usually slow to move in the direction of reform but it is to be hoped that while abroad the Premier of Ontario will be so strongly inoculated with the technical education microbe that his enthusiasm will burn as a fever. In the meantime why should not another effort be made to inoculate the Dominion Government?

A FAVORABLE YEAR FOR HONEY.

The warm weather during the late spring and early summer is having a beneficial effect on other things than the fruit crop. Reports from the honey-producing centres of Ontario say that the yield this year is likely to be double that of either 1906 or 1907. The yield, bee keepers say, depends to a great extent on the condition of the clover crop up to and through June, when the bulk of honey is made. For the last two years the weather was too cold and the insect workers were not able to pursue their saccharine-seeking activities to any favorable extent. This year, however, the clover crop was splendid and the bees were able to work at the best advantage. As a result there will be a splendid yield of clover honey.

WILL SALMON CANNERIES COMBINE?

A significant item comes from the coast this week in the form of a report to the effect that arrangements are being made to form a combine of all the salmon canneries on the Pacific Coast.

According to the drift of seasons, next year, following four short years, will be a good one for salmon and the pack in 1909 is expected to be very large. The idea of the amalgamation, it is stated, is to keep up the regular prices for the benefit of the industry generally and to provide for the even distribution of the pack. The amalgamation, it is suggested, is to take in all the factories on the Pacific Coast, so that the industry can be practically controlled under one organization. While the report cannot be authenticated it bears considerable of the earmarks of verity.

PERSONAL NOTES.

F. W. Hudson, of the Canada Brokerage Co., Toronto, is enjoying an auto trip with his family in the Orillia and Muskoka district.

Gerald Larkin, of the Salada Tea Co., Toronto, is enjoying a vacation at Ferndale in Muskoka and Good Cheer Island on Georgian Bay.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Aug. 11.—The week has been one of disaster in the Canadian West, though not anything that has touched the crop. The Fernie disaster, appaling in its details, both as to the loss of life and property, has not yet been felt to any appreciable extent in business circles, though later it undoubtedly will be, owing to the enormous destruction of coal and timber and the delay in the production of coke. It is the most terrible thing of its kind that has happened in Canada and nothing can exceed the promptness with which help has been rushed to the relief of the sufferers from all parts of Canada, and the sympathy and help of the Western United States towns has been of the most practical kind. The Spokane contingent who thought of the supply of sterilized and refrigerated milk for the babies and little children certainly deserve the thanks of all the mothers in Canada, and was so badly needed and arrived with such promptitude.

The disaster of the burning of the steamer Premier and the loss of eight lives cast a still further gloom over Winnipeg, the monetary loss was comparatively trifling considered in the light of the Fernie losses, but was a good round sum, nevertheless.

But even these things, terrible as they were for the sufferers and heavy as the loss will be are mere fleabites in comparison to the railway strike. Of course it has made no difference at present, trains are running regularly and no section of business is embarrassed, but every thoughtful citizen is asking himself what will happen if the strike continues? It is evidently a fight to a finish, there is no thought of yielding on either side and it is less than three weeks to the time when the crop should begin to move. The railway company is sitting tight and saying nothing, but they are, nevertheless, quietly and apparently effectively preparing to replace the striking men. The question is, can they do it in time to handle the crop successfully, and the great fear is that they cannot.

No railway official will say a word, but there are certain avenues of information open and from these it is learned that the C.P.R. at Winnipeg is prepared to feed and lodge 1,000 men in their yards and there are about 350 now at work again. These men are being accumulated and brought in small gangs and run right into the yards. The pickets of the union men are not allowed to come within a certain distance of the big fence and all the holes in the fence have been stopped so that they have no very definite information as to what the company are doing. The company have a very large force of special police guarding their works and the only claim they make is that the system will be kept operating in spite of the strike. They have taken not the slightest notice of the strikers and it looks as if preparations for the struggle had been made a long time ahead.

Even if they are able to fill the places of the men it is not probable that the system can be kept working as quickly and as smoothly as with the old hands and all this will mean delay in the movement of the crop. For this reason the strike is very unpopular and the sympathy of the public is all with the railway company rather than with the men. The men claim they do not care for sympathy, that it buys no bread and butter, but they have never really had a big strike before when the sympathy of the public was so entirely with the road and it may be that before it is over it will come home to them that public approval is a help in most matters. The strike has not affected retail trade so far, but if it continues it certainly will do so. The railway men have always been free spenders and as there is a large body of them their trade has been much sought after. Strike pay is only $5 for single and $7 per week for married men, and many of the men were making all the way from $75 to $125 a month so that their spending power will be reduced by that much.

In every other way things in the West are as good as can be, there has been little rain, which is still much needed, but there have been cool days and cold winds and this will help to fill the wheat. Cutting will be quite general next week and the wheat is of excellent quality. Just how much of the yield has been cut down by the drought it is impossible to say but there is no other damage and the quality is excellent and on 6,000,000 acres even a depreciation in yield of three or four bushels will still leave us with fully 100,000,000 and there is no present indication that the yield will go below that figure.

The financial situation seems all right and there will certainly be less discontent than there was last fall. In the twelve months it is claimed that banks have reduced their credits 50 per cent., so that while the extension of speculative credits will not be as great as in the years prior to 1907 the legitimate demands of farmers and grain men in general will be met all right. The amendment to the Banking Act, which increases the power of the bank in the matter of note circulation will make it possible to have in circulation at least $12,000,000 more than was available last year.

Everything looks good but the strike and even that is not as bad as it might be, though every good citizen will work and hope for its speedy adjustment.—H.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Fruits—Declined.
Vegetables—Declined.
Sugar—Steady.
Fish—Advanced.
Cheese—Firm.

Montreal, Aug. 13.

The past week has been thoroughly characteristic of this period in August. At the time of our last writing business generally had taken on considerable activity, but this evidently was a flowing over into August of a few dying struggles of July, because now business is typical of August. This dullness possesses the feature of being expected, so no great pessimism has been stirred up by it. Everyone is looking forward to the good crop which promises in the West to remedy all evils, and at this point this seems pretty well assured if no extraordinary circumstance makes it otherwise.

Prices all round remain high, and there does not seem to be much chance of any very great declines. Even in the face of small demand many lines are exceptionally firm under such conditions. Butter and cheese are maintaining a high altitude which, in the case of cheese especially, has a tendency to check trade somewhat. The sugar market, which has been very active for the past few weeks, "has been hit on the head," as one dealer expressed it, and a quietness reigns supreme in this line.

SUGAR—The sugar market has certainly changed since our last report. It was reported last week that there was big demand, and it was thought that the drop in prices would increase this demand, but it seems to have acted like a wet blanket, as the bottom dropped out of the market so far as demand is concerned. The decline failed to prove very attractive.

Granulated, bbls	$4 80
" ½-bbls	4 95
" bags	4 75
Paris lump, boxes, 100 lbs	5 60
" 50 lbs	5 70
" 25 lbs	5 90
Extra ground, bbls	5 15
" " 50-lb. boxes	5 35
" " 25-lb. boxes	5 55
Powdered, bbls	4 95
" 50-lb. boxes	5 15
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bbls	4 40
No. 1 " bags	4 35

SYRUPS AND MOLASSES—There is not much activity in these markets. A few straggling orders only have been recorded in Barbadoes molasses and corn syrups. Other lines have been very dull. Despite the dullness prices remain firm.

Barbadoes, in puncheons	0 31	0 35
" in barrels	0 33½	0 35
" in half-barrels	0 34½	0 36½
" fancy		0 34
" extra fancy		0 36½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03¾
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—This market is absolutely featureless. Demand is light and prices are unchanged.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 06	0 07
Pure syrup, 8½ lb. tin	0 60	0 65

TEAS—Locally there has been a fair demand in all lines. Cheaper prices may prevail in some of the lower grades of blacks. Japans remain practically the same as at last quotations, no new features having presented themselves in this market. The firm tone of last week is maintained this week, and the activity in lower grades continues. There have been no changes in prices during the past week.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25½
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—The demand is steady and prices remain firm. The even tone which this market preserves is due in a large measure to the action of the Brazilian Government in regulating the sale of coffee. The Government has succeeded in keeping the supply uniform, by storage measures. Prices have not changed since our last quotations.

Jamaica	0 16	0 20
Java	0 20	0 30
Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos		0 11½
Maracaibo	0 14	0 19

Roasted and ground 20 per cent. additional.

DRIED FRUITS—There is considerable friction between the buyers and packers relative to prices, and owing to this there has been a strong undertone to this market. Some of the packers sold for future shipment, and are now likely to lose money, so they are trying to get even by boosting the present market. The Grecian Government has now taken a hand in the currant trade, which will tend to limit the supply from now until the new crop comes in October. Locally, the market has been dull, with the exception of Valencia raisins, also currants and prunes, which have been fairly active. Valencia raisins (fine off stalk) have gone forward, ½c in price, now being quoted at 6c, instead of 5½c per pound. Fine Filiatras currants (cleaned) are also stronger, having advanced ½c per pound.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06½
Fine Filiatras, per lb., in cases	0 06	0 06½
" " cleaned	0 06½	0 07
" " in 1-lb. cartons	0 07	0 07½
Finest Vostizzas "	0 07	0 08
Amalias "	0 05½	0 06½
" 1 lb. packages		0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 11½
" " 1-lb cartons		0 14
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes		0 08
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.	0 05½	0 06
Selected, per lb		0 06½
Layers, "		0 06½
Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb	0 03½	0 04
Packages "	0 05½	0 06½
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" " ½-box		1 60
"Royal Buckingham Clusters," ½-boxes		1 37½
" boxes		
"Excelsior Windsor Clusters"		5 50
" ¼s		1 50
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb		0 12
Peaches, "		0 11
Pears, "		0 11
Prunes—		per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08½	0 09½
" " " 50-60s	0 08	0 08½
" " " 60-70s		0 09
" " " 70-90s	0 07½	0 08
" " " 90-100s	0 06½	0 07

SPICES—Some increased activity owing to the commencement of the pickling season, is reported, otherwise there are no new features presented in this line.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 18	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 20
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 15
Nutmegs	0 25	0 60

RICE AND TAPIOCA—The demand for rice has been fair while tapioca is very much neglected. There has been no change in prices since our last quotations. It is thought that tapioca may go forward again slightly before long, but this, so far, is only conjecture.

B rice, in 10 bag lots	3 20
B rice, less than 10 bags	3 30
C C rice, in 10 bag lots	3 06
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 05½ 0 06

BEANS—The demand has been slight during the week and foreign beans have had the preference. The Indian bean has met with considerable success in this market, so far giving general satisfaction. Prices present no new features. Quotations on all beans are presented below.

Ontario's	2 01	2 10
Choice prime beans	2 10	2 15
Rangoon	1 65	1 75
Austrian	1 95	2 00

EVAPORATED APPLES—There is nothing new in this line. The demand is very slow and price is unaltered.

Evaporated apples 0 07½

L. S. Doyle, general merchant, of Claresholm, Alta., has sold his business to N. Holmes.

CANNED GOODS

MONTREAL—Canned vegetables have fallen off largely in demand during August, owing to the fresh products coming into the market. The demand this year for these goods was sustained for a longer time than usual, owing to the lateness of the season. Canned fruits are much duller also. Canned salmon is in good demand just now. The demand for Canadian meats is good but American varieties are neglected.

TORONTO—Jobbers report rather better business in these goods and an awakening interest in futures. Considerable of the 1908 pack goods is on the market and is being kindly received.

NEW PRICES—1908 PACK.

	Per doz Group 1.	Per doz Group 2
FRUITS.		
3's apples, standard	1.00	.95
3's apples, preserved	1.45	1.40
Gals apples, standard	2.55	2.50
Gals, apples, preserved	4.00	3.95
Blueberries (Huckleberries)—		
2's standard	1.20	1.15
2's preserved	1.70	1.65
Gals, standard	5.05	5.00
Cherries—		
2's, red, pitted	1.95	1.90
2's red, not pitted	1.55	1.50
Gals. red, pitted		8.00
Gals. red, not pitted		6.50
2's black, pitted	1.95	1.90
2's, black, not pitted	1.55	1.50
2's white, pitted	2.05	2.00
2's white, not pitted	1.65	1.60
Currants—		
2's red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals. red, standard		5.00
Gals. red, solid pack		7.00
2's black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals. black, standard		5.25
Gals. black, solid pack		8.00
Gooseberries—		
2's, heavy syrup	2.15	2.10
2's, preserved	2.40	2.35
Gals., standards		6.00
Gals., solid pack		8.00
Grapes—		
2's white, Niagara, pres'd.	1.45	1.40
Gals., ditto., standards	3.55	3.50
Lawtonberries—		
2's, heavy syrup	1.95	1.90
2's, preserved	2.20	2.15
Gals., standards	7.55	7.50
Peaches—		
1½'s, yellow, (flats)	1.70	1.65
2's yellow	1.95	1.90
2½'s yellow	2.65	2.60
3's yellow	3.05	3.00
3's yellow (whole)	2.30	2.25
2's white	1.85	1.80
2½'s white	2.55	2.50
3's white	2.80	2.75
3's, pie, not peeled	1.45	1.40
Gals., pie, not peeled	4.30	4.25
Gals., pie, not peeled	6.05	6.00
Gals., assorted pie fruits (add 5 p.c.)		
Pears—		
2's Flemish Beauty	1.70	1.65
2½'s Flemish Beauty	2.00	1.95
3's Flemish Beauty	2.15	2.10
2's Bartletts	1.90	1.85
2½'s Bartletts	2.20	2.15
3's Bartletts	2.35	2.30
3's pie, not peeled	1.30	1.25
Gals., pie, peeled	4.05	4.00
Gals., pie, not peeled	3.55	3.50
2's, light syrup, "Globe"		1.25
3's, ditto		1.85
2's pineapple, sliced	1.95	1.90
2's, do., grated	1.95	1.90
2½'s, do., whole	2.45	2.40
Plums—		
2's, Damson, light syrup	1.00	.95
3's, ditto	1.40	1.35
2's Damson, heavy syrup	1.15	1.10
2½'s, ditto	1.80	1.75
3's ditto	1.90	1.85
Gals., Damson, standard	2.90	2.85
2's Lombard light syrup	1.00	.95
3's " "	1.45	1.40
2's " heavy syrup	1.20	1.15
2½'s " "	1.85	1.80
3's " "	1.95	1.90
Gals. " Standard	3.05	3.00
2's G. Gage, light syrup	1.40	1.35
2's " heavy syrup	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00
3's " light syrup	1.85	1.80
Gals. " Standard	4.05	4.00
2's Egg, heavy syrup	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00
Raspberries—		
2's, red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals., red, standard	7.05	7.00
Gals., red, solid pack	9.80	9.75
2's, black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals., black, standard	7.05	7.00
Gals., black, solid pack	9.80	9.75
2's, rhubarb, preserved	1.80	1.75
3's rhubarb, preserved	2.45	2.40
Gals., rhubarb, preserved	3.30	3.25
2's strawberries, heavy syrup	1.95	1.90
2's " preserved	2.20	2.15
Gals. " standards	7.05	7.00
Gals. " solid pack.	9.80	9.75
VEGETABLES.		
Beets—		
2's, sliced, br., "Simcoe"		.95
2's, sliced, b.r., Simcoe		.95
2's, whole, b.r., "Simcoe"		.95
2's, whole, br. "Rosebud"		1.15
3's, sliced, br., "Simcoe"		1.25
3's, whole, br., "Simcoe"		1.25
3's, whole, br., "Rosebud"		1.40
2's, golden wax, midget, "Auto"	1.25	
Beans—		
2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85
3's, ditto.	1.40	1.35
2's. Refugee, midget, 'Auto'	1.25	
2's, Crystal Wax	1.00	.95
2's, Red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's corn	.90	.85
Gals., corn-on-cob		4.50
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's cabbage	.95	.90
2's cauliflower	1.50	1.45
3's cauliflower	1.90	1.85
2's parsnips	1.00	.95
3's parsnips	1.10	1.05
Peas—		
1's, No. 1 extra fine sifted	1.10	1.05
2's. No. 4 standards	.80	.75
2's, No. 3 early June	.85	.80
2's, No. 2 Sweet Wrinkle	.95	.90
2's, No. 1 extra fine sifted	1.40	1.35
Gals., No. 4	3.75	3.70
3's pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's table spinach	1.30	1.25
3's table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's succotash	1.20	1.15
3's squash	1.15	1.10
Gals., squash	3.55	3.50
2's tomatoes	.90	.85
3's tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's turnips	1.00	.95

ONTARIO MARKETS.

POINTERS—
Sugar—Steady.
Dried Fruits—Firmer.
Canned Goods—Moving well.
Collections—Better.

Toronto, August 13, 1908.

Business continues on a pretty fair basis with steady staple buying, though there are no particularly new features in evidence in the local markets. Wholesalers speak encouragingly of the outlook for the autumn business. Collections seem to be a little more free recently and renewals are not asked for quite so frequently.

SUGAR—The market remains steady, though without any tendency toward advance. The demand for sugar seems to have been rather disappointing during the last few weeks, not only in Canada but also in the United States, and the refiners' stocks are thought to be quite heavy, making it in some instances advisable to curtail meltings The continued small demand is rather puzzling. Some jobbers say August is never a big sugar month as compared with June and September, but the same conditions prevailed through May and June. At present the market is steady, with no sign of any immediate change.

The situation in raws is summarized by Willett & Gray as follows:—

"The market developed weakness toward the close of the week under review. The movement of refined in Europe, also, is disappointing, and, with prospects of the new beet crop improving, quotations for beet sugars have declined 6d. to 10s. 2½d. for old crop, the parity of 4.15c. landed for Centrifugals and a decline of 3d. to 9s. 9d. for new crop (October-December), parity of 4.04c for Centrifugals. Reports from Cuba continue favorable for the growing crop. Our special cable of yesterday from Java reported that it was yet too early to estimate the total outturn of the present crop and that rain continued to interfere with the harvesting. The exports, however, are much larger than for the same month last year, amounting to 159,000 tons to America and Europe, 69,000 tons to Eastern countries and 11,000 to British Columbia; these include 152,000 tons with United States options, thus insuring a good supply for the American refiners in September, the month of largest distribution of refined sugars. Indications point to a larger world's stock of sugar on September 1st than was anticipated earlier in the season, thus there is now no reason to look for extremely high quotations, but, should the demand for refined suddenly increase to large proportions, some recovery in prices would be in order.

Paris lump, in 25-lb. boxes	6 15
Paris lumps, in 50-lb. boxes	5 95
" in 100-lb. "	5 85
Paris lumps, in 20, 5-lb. boxes	6 90
St. Lawrence granulated, barrels	4 90
St. Lawrence Beaver	4 65
Redpath's granulated	4 75
Redpath's Imperial	4 80
Acadia granulated, (bags and barrels)	4 80
Berlin granulated	4 80
Phoenix	4 85
Bright coffee	4 40

No. 3 yellow	4 70
No. 2 "	4 60
No. 1 "	4 50

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Business continues dull at old prices.

Syrups—	
Dark	
Medium	0 30 @ 35
Bright	0 36
	Per case.
2 lb. Tins, 2 doz. in case	2 40
5 " " "	2 75
10 " "	2 65
20 " " ½ " "	2 60½
Barrels	0 03½
Half Barrels	0 03½
Quarter "	0 03
Pails, 38½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons, 6 to case	4 50
½ " 12 "	4 80
Quarts, 24 "	4 80
Pints, 24 "	2 50
Molasses—	
New Orleans, medium	0 30 @ 35
" bbls	0 28 0 30
Barbadoes, extra fancy	0 37 0 45
Porto Rico	0 45 0 60
West Indian	0 30 0 35

TEA—Business locally continues quiet sales being still of the hand-to-mouth variety.

Concerning general market, Thompson Bros'., London, weekly circular, dated July 30, says: "The noticeable feature of the week's sales has been the well-sustained demand for all good liquoring grades, both of Indian and Ceylon at, generally speaking, firm prices. There seems to be more attention given to the sales, and when the supply is larger and more varied a better business all round may be looked for. We learn from several quarters that since the beginning of June good rain has fallen in most districts, and that large quantities of tea have been made in the Dooars, Terai and Sylhet districts. In Assam owing to the prevalence of blights, growth has not been so rapid; but this is compensated for by the finer quality expected. The Darjeeling output up to the present has proved satisfactory so far as outturn is concerned, but growth has been too rapid for much really fine quality. The market now is virtually closed for a fortnight and there will be little or no private business worth mentioning passing, as buyers generally are taking advantage of the bank holiday."

COFFEE—Local business continues fair with no new features.

Willett & Gray, in reviewing the markets generally say: "During the week speculative selling has continued, stimulated by liberal receipts at Santos and also by a flood of wild rumors of all kinds in the different coffee markets. While the credit of the San Paulo Government is fully equal to the best of any country in South America, as was proven by the price of its bonds during the financial panic last year, unscrupulous bears do not hesitate to circulate articles derogatory to the Government, for which attacks there is not the slightest foundation. All the consignments of the San Paulo Government held in Europe are equally as well secured there as here, which means that there is a margin of at least four dollars a bag at present prices. The weather in the coffee regions in San Paulo has turned very cold again. From one of the best known sources in Brazil, under date of June 16 at San Paulo, the following report was received: 'The way I feel we will again have a very irregular crop next year. Up to the present the winter has hardly made itself felt, and if we should experience the same weather as in Europe in April and May, cold weather may be expected here at the flowering period. Such events are not infallible. We have often ascertained that same are about to repeat themselves on the southern hemisphere four to six months later. It is not said that on that account severe night frosts are to be expected. The cold alone, at the time of flowering, would destroy part of same.' After the 1901-1902 crop it required five seasons before another large crop was possible. It is not at all probable that conditions now can be more favorable for a large crop, as in the meantime the trees have aged and in most cases have gone beyond their best production. But the flowering season is commencing and will undergo seasonal vicissitudes up to next November. Those parties who have sold short and are still selling short, represents there will be another large crop, notwithstanding the above."

DRIED FRUITS—Advices received within the last few days by local brokers from Denia regarding Valencia raisins report not too favorably on the crop. Very hot weather has affected many of the grapes, it is said, and the crop cannot be very good. At present it is anticipated that opening prices will be about the same as last year. Sultana raisins are a little easier in primary markets and prices are expected to be a little lower than last year.

Prunes, Santa Clara—	Per lb			Per lb.	
100-120s	0 06		30-40,25's, 50-lb. boxes	0 07½	
90-100s,50-lb boxes	0 06	0 07	70-80s "	0 08	
80-90s "	0 07½	0 08	60-70s, 50-lb boxes	0 07½	0 09
" " "			40-50 "	0 09	

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—					
Lemon	0 11	0 11½	Citron	0 21	0 22
Orange	0 11	0 12			
Peaches, "				0 18	0 20
Figs—					
Elemes, per lb				0 08	0 15
Tapnets, "				0 03½	0 04
Bag Figs				0 02½	0 04
Currants—					
Fine Filiatras	0 06½	0 07	Vostizzas	0 09	0 09½
Patras	0 08	0 08½			

Uncleaned, ½c less.

Raisins—		
Sultana	0 09½	0 13
" Fancy	0 11	0 12½
" Extra fancy	0 14	0 15
Valencias, new	0 05	0 06½
Seeded, 1-lb packets, fancy	0 10	0 10½
" 16 oz. packets, choice		0 0[illegible]
" 12 oz. " "		0 0½
Dates—		
Hallowees	0 05½	0 05½
Sairs	0 04½	
Fards choicest	0 08	0 09
" choice		0 08½

SPICES—Beyond a little more firmness in the market generally there is little new to report. Prices are steady as quoted.

Peppers, black pure	0 16 0 20
" white pure	0 25 0 30
" whole, black	0 18
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 45 0 90
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 19
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

RICE AND TAPIOCA—Business is fairly good and compares very favorably with other years at the same season. Prices are unchanged.

	Per lb.
Rice, stand. B	0 03½ 0 03¾
B rice, 5 bag lots, delivered	3 05
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05¾ 0 06¼
Java	0 06 0 07
Sago	0 05½ 0 06½
Seed tapioca	0 06
Tapioca, medium pearl	0 05½ 0 06

BEANS—The market is still short but as demand is light at this season and new crop beans are expected shortly there is little interest manifest.

Beans, hand picked, per bush	2 10	2 20
" prime No. 1 "	2 00	2 10
" Lima, per lb		0 07

PLEASANT TRIP TO GREAT BRITAIN.

T. Kinnear, jr., of the T. Kinnear Co., Toronto, returned this week after a very enjoyable three months' trip through Ireland, Scotland and England. Mr. Kinnear went first to Ireland, where he spent some time in Belfast and with friends in other places. From Ireland he ran over to Scotland, taking a hasty trip through the land o' the hills an' heather. The main part of his trip, however, was through England. While stopping most of the time in London he took a good many side trips to other points of interest and incidentally took in about all that was going in the way of sport during his stay. He saw both the English Derby and the Ascot gold cup run, as well as minor events; was an interested spectator and enthusiastic supporter of the Canadian athletes at the Olympic contests and saw both the Royal Henley and the Olympic regattas. Mr. Kinnear is looking hale and hearty and speaks most enthusiastically of the pleasures of the trip.

DECLINE OF THE SHAD FISHERY.

Interesting Evidence Before Commission in Nova Scotia.

The investigation into the shad, salmon and gaspereau fisheries in the Bay of Fundy now being carried on by a special government commission, is arousing a good deal of interest in the fishing communities on the Bay. The commissioners. Prof. Prince and Mr. S. F. Morrison, have held long and exhaustive sittings at several points during the past two weeks.

Large numbers of fishermen have been in attendance and evidence of a very important nature has been given. The great age of some of the most experienced shad and salmon fishermen was a notable feature, many of the witnesses, who offered testimony to the commissioners, were eighty years of age and over, and their knowledge of the Bay of Fundy fisheries covered the long period of sixty and seventy years.

The evidence shows that since 1885 the fishery had greatly declined owing to the destruction of shad in the rivers where they spawn in spring. In 1897 there was a spurt and forty or fifty thousand were taken in a Scott's Bay weir on a tide. No spawn shad ever appear now in Scott's Bay. Not one in a thousand. They come in to feed up, in July, after they have spawned elsewhere and a few may be taken as late as September 10. Various causes are said to have produced the decline, but the use of drift nets, the blocking of rivers by dams and the destruction of spawn shad in St. John River, N.B., were some of the chief reasons. The sittings of the commission are being continued and should be productive of much benefit.

MELON CULTURE IN CANADA

Fruit Reaches Finest Development on Island of Montreal, Where the Industry Assumes Considerable Importance—Large Demand at High Prices From United States—Some Incidinest of Melon Growing.

The old, but now happily disappearing illusion that Canada is a land of snow and ice obtains its finest refutation in the fact that she raises certain varieties of fruits which reach their greatest excellence within her boundaries. There are some fruits which we invariably associate with a tropical country, and among these melons may be numbered. To say that they reach their finest development in size and flavor in the Island of Montreal at first appears improbable, but such, however, is undoubtedly the case. While all varieties of melons can be raised on the island with varying degrees of success. the variety known as the nutmeg melon may be called Montreal's pride. On investigating the origin of the melon, its native habitat, habits of growth and other peculiarities, it is found that this fruit had its origin in a very warm country, having been first cultivated in India. From India its cultivation is next recorded in Persia and Egypt, and along the northern coast of the Mediterranean. It is a remarkable fact that it was introduced into America by Columbus, and in their various peregrinations over the North American continent have found most favorable root on the Island of Montreal, and have become localized to Outremont and Notre Dame de Grace, where they reach their greatest state of perfection, both in flavor and size.

Upon investigation it was found that they required the tenderest care in cultivation, and an infinite amount of work and attention.

In March the seeds are planted in hot beds, and fifteen days afterwards, if the plants have made suitable progress, they are transplanted into other hot-beds. As the season progresses and all fear of further frosts disappear the plants are again transplanted into what are called summer hot-beds. The vines are by this time well started, but it is a specially critical period in their life, as soon after this the frames from around each bed of plants are withdrawn and the plants are submitted to the prevailing climate.

A melon patch consists of several long beds divided from each other by an interval of about four or five feet. In this interval some growers plant two rows of potatoes, which serve as a wind shield. to prevent the wind getting in under the young vines and turning them over, which frequently happens when they are exposed. Some growers plant corn for this purpose, but it possesses the disadvantage of imprisoning the air, so to speak, and rendering a free circulation among the vines impossible. Toward the middle of July the most advanced plants will be producing melons of fair size, which, up to this time, are quite green and smooth. When this smooth, dark green appearance commences to give way to a process of change known as "netting." and which changes its whole appearance externally, the melon has reached the time when it is nearly ready to go to market.

This time is definitely determined, however, by a series of cracks which take place around the point of junction of the stem with the melon.

It is known that if any fruit or vegetable of the same family lies in one position on the ground when it is finally picked there is a disfiguring mark on it covering the spot which came in contact with the ground. This difficulty is obviated by carefully blocking each melon up with small stones, so the air reaches all sides of it equally.

The greatest care is exercised in gathering the melons, as bruising leads to immediate decay. This precaution is carried to such an extent that the path over which the wheelbarrow passes is swept clean of stones and pebbles in order that its passage may be as smooth as possible.

The melons are labeled, and packed with hay in large baskets, which contain from eight to twelve each. The fruit is classified as firsts and seconds, in both quality and size. The harvesting season lasts generally from five to seven weeks, and during this time the grower must exercise great care in disposing of his crop as they ripen, in view of the fact that this fruit is particularly susceptible to rot. After the crop commences to move the melons find their way over Canada and a large proportion of them are exported to the United States, where they are in good demand.

In some of the larger hotels of New York City Montreal melons are sold for one dollar a portion. Melons are shipped exclusively by express. As they are a rather short-lived fruit this means of transportation is rendered necessary in order to land them on the market as soon as possible. Owing to the supply being immensely inadequate to the demand, good prices are maintained for the product, and no difficulty in disposing of the yield is experienced. Every year brings an increasing number of inquiries from the United States for the fruit. Some of the largest producers act as their own agents and ship directly to New York, while others sell their output to agents, and commission men.

At the present time it is estimated that there are from twenty to twenty-five farms on the Island of Montreal which grow melons, and during the season there are from one hundred to a hundred and fifty men engaged in their cultivation. While the cultivation of this fruit may be regarded as a lucrative one, the initial expenses are very heavy, and it requires both experience and means to achieve a successful issue. One of the largest producers on the island stated to a representative of The Canadian Grocer that he had from $18,000 to $20,000 invested in paraphernalia alone. This condition, taken in conjunction with the fact that these farms lie, in most cases, contiguous to the City of Montreal, where the taxes are very high show something of the expensive side of the industry.

Although growers are, by artificial means, in a small measure independent of the nature of the season, it is generally recognized that a dry, hot summer is best adapted to the highest degree of perfection, both in size and flavor. As their popularity increases more farms may be noticed under cultivation, but there will never be much danger of a glut of the market, because the acreage on which they may be cultivated, even on the island, is sharply marked. With the advance of scientific methods of farming more concentrated means of raising them may be discovered, but at the present time this may be regarded as a rather remote possibility.

A Load of Prime Canadian Melons Grown on the Island of Montreal.

For much of this information. The Grocer is indebted to B. T. Decarie, of Notre Dame de Grace. Mr. Decarie is one of the largest producers on the island, and the art of cultivating melons comes to him from a long line of ancestors, who have resided on the same farm since the days of Maisonneuve. This fact, and the present high standard of his crop, makes him an authority on this subject. Mr. Decarie's particular brand is known as the King Edward VII., and the little round red lable setting forth this fact is a familiar mark which may be seen almost anywhere where this high class fruit is exposed for sale.

THE DELIVERY RIG AS AN ADVERTISEMENT

Valuable Opportunities Are Presented for Developing Business by Means of a Clean and Striking Wagon—What One or Two Grocers Have Done in This Way.

Written specially for the Canadian Grocer by Victor Lauriston, Ekildna,

The average housewife, between intervals of cooking the meals, putting the house to rights and minding the baby, has her eyes and ears wide open; and at supper time she is a paragon of deafness and blindness if she can't name every grocery rig which has driven past the house since sunrise. This is chiefly why the delivery rig, especially in a town or small city where the number of rigs is limited, is an advertising medium just as genuinely valuable as printers' ink or window display.

Yet it is an advertising medium which grocers, even grocers who use plenty of newspaper space and dress their windows to the limit, are apt to neglect, from sheer blindness to its value.

What McPush Did.

When McPush—we'll call him McPush for the sake of argument—started in business on a side street a good many years ago, he had no desire to limit himself to the usual corner grocery business, done chiefly after nightfall. Among his first moves was the purchase of a delivery rig which proved to be one of the handsomest and most up-to-date in town. In all probability his total deliveries at that precise time were embraced within a radius of a few blocks, and he could have covered the whole territory with a boy and a push cart.

But he built for the future, as all business men should. Every day that rig started out bright and early, and kept on the go with slight intermissions all day long. And everywhere housewives, sighting the attractive design in scarlet and gold and reading the name, "McPush" in big, bold letters, wondered how it came about that McPush, who had been in business only a month or two, was already delivering clear across the city.

Curiosity Brought Results.

Curiosity prompted investigation. Investigation brought people in streams to the McPush counters. When the time came to actually deliver, McPush had the goods. The quality was right, the prices were right, and finally, McPush was the kind of man who knew how to retain custom once it came his way. Those who had come originally from curiosity, kept coming because it was business, and the far-reaching trips of the handsome delivery rig ceased to be all bluff, or anything like bluff. No—it was not the deluge of business of which one reads in romances; but it was a good, substantial trade, drawn from all parts of the town.

Now, if McPush had been content to send out a rig just like every other rig or a little worse, painted an obsolete hue and with the firm name scarcely distinguishable for spattered mud—but never mind! If McPush had been content to send out a rig like that, he would never have sent out a rig at all, but would have used the small-boy-and-push-cart delivery system to the end of his days.

Good Advertising and Bad.

The rig may be a good advertisement for your business, or it may be a bad one. It may attract trade, or it may actually drive it away. The average rig, a purely indifferent quantity, does neither. Like your show window, your delivery rig is the outward and visible sign of the quality and methods within.

The impression the rig creates may be favorable; or it may be just the reverse. To make a favorable impression involves steady care and watchfulness work, and finally, the expenditure of money. Nevertheless, in the end, it will prove amply worth while.

The first essential in the rig, as in the store itself, is cleanliness.

Cleanliness An Essential.

The average housewife devoutly believes that cleanliness is part of godliness, and a very important part. It is a gospel which she not only believes, but lives. It is the housewife to whom the grocer must cater.

The rig should, therefore, be kept scrupulously clean. While, of course, at certain seasons of the year mud is prevalent and in a measure excusable, nevertheless it should not be permitted to accumulate until the original color of the rig is a thing forgotten, and the hubs and spokes, caked and crusted with the refuse of the streets, look like integral portions of terra firma. The outward dirt of the rig may not, probably does not injure the groceries, especially when, as is almost universally the case, the goods are carefully wrapped; but the impression is unfavorable. To the public mind, contamination is wonderfully easy, and the dirty rig indicates a carelessness which may be just as evident when the groceries are wrapped.

If external cleanliness in connection with the rig is policy, internal cleanliness is a duty.

Make It Distinctive.

The grocer is losing an opportunity when he fails to make his rig as distinctive in appearance as possible.

All rigs are, of course, of a general size and shap. But in the blending of colors and the styles of lettering the grocer is afforded opportunities to make his rig so different from all others that one who sees it cannot help but remember.

For instance, away back in 1893—the year of the Columbian Exposition—a grocer in a small town adorned his rig with a handsome painting of Columbus discovering America. Expensive, of course. Nevertheless that rig attracted attention; and, as a result, advertised that particular grocer and his business. Of course it is not necessary for the average grocer to go that far in his search after effect.

New Paint and Bright.

A first essential to an attractive rig is that it should look new. Faded paint presents an aspect scarcely more cleanly than does dirt itself; and the impression it creates is suggestive of age, mildew and decay. While a new coat of paint cannot be put on with every season, nevertheless, it should not be withheld when the rig needs it. Care as to the quality of the paint used will produce good results.

Other essentials are: the grocer's name in striking letters, his street address, and his telephone number. If you have a striking store emblem or a catchy advertising phrase, add that too. If you have a specialty, use your rig to boom it. The big, blank side of that rig is a certain amount of valuable advertising space where passers-by will read because they cannot escape from it.

Avoid the Traditional.

Don't tie yourself down to any traditional color of background, or to any traditional style of lettering. Don't imitate. Because the majority of grocerys rigs in your town are all the same faded yellow, is the very reason why you should choose a more pronounced and less hackneyed color. Study combinations of color, and strive for new effects.

For instance, all the ice wagons in a certain town have from time immemorial been innocent of any adornment. Here comes a new dealer who, along with his name and business, portrays in suitable colors a polar bear on a cake of ice. There is a cool suggestiveness in such a design that appears to a man in the street, especially in mid summer. A baker features a special variety of "registered" bread. He adorns his rig with the picture of a farm house and the legend, "Farm House Bread." Doesn't that help to fix the name of the baker and his brand in the memory of the passerby?

In fact, for all classes of people and all ages of life, pictures will never cease to appeal. The people who haven't the patience to peruse any other part of the Sunday paper invariably turn to the illustrated supplement. Any magazine story is rendered far more effective by illustrations.

What is your specialty? Use your rig to boom it pictorially, as well as in words. Are you, for instance, making a feature of having early fruits in stock a day or two before anyone else? Just set that pictorial artist of yours to work.

Enterprise Pays.

A few years ago there were many comments upon the public spiritedness of the grocer who turned out a handsome rig, while the man who added a picture threw the public into spasms. They looked upon him as people used to look upon Andrew Carnegie when he went scattering libraries through the length and breadth of the land. They said that it cost a lot, but it showed that Grocer S-oand-So was enterprising and progressive. To-day however, grocers are realizing that the man who was apparently throwing away his money in an extravagant display of good taste, may really have been gifted with exceptionally keen business sense. For it is, and always will be, good business to make your rigs so attractive that they will help to draw customers to your counters; just as it is bad business to leave them muddy, uncleanly, decrepit and consequently repulsive.

CANADA'S GREAT EXHIBITION.

Displays of Foodstuffs and Manufactures of Special Interest to Grocers and the General Public.

The Canadian National Exhibition, to be held in Toronto from August 29 to Sept. 14th, always offers an attraction to grocers and provision dealers, as well as the public generally, by reason of the comprehensive displays of foodstuffs and household articles made by manufacturers and agents. For several years this has been one of the most attractive features of the Exhibition, and this year promises to be just as full if not more complete.

This year, also, there will be more than the usual number of foreign exhibits. Several manufacturers of different products in France and Great Britain having signified their intention of sending over exhibits. In addition there will be exhibits of varied character from different islands in the West Indies, from Mexico, and a number of the States in the Union.

Other features, such as music, special entertainment, and novel attractions of various kinds are being well looked after, and the Canadian National Exhibition as a whole promises this year to be as usual better than the last.

LARGE FRUIT SHIPMENTS.

Large shipments of lemons and limes are coming into Toronto the present season and the demand seems to be unusually good. White & Co. received over 1,200 boxes of verdelli lemons this week and also large shipments of fresh limes. W. B. Stringer is receiving quantities of Dominica limes direct from the growers.

NEW PROCESS OF FOOD PRESERVATION

French Chemist Discovers Method of Keeping Perishable Products by Application of Carbon Fumes—Promises to Play Havoc With Refrigerator System.

Recent advices from France report the discovery of a new process of food preservation by a Brussels chemist, Isidore Hislaire, for which most remarkable results are claimed. From tests of the new discovery which have already been made it would appear that the method will work wonders in the business of food preservation, and will, to a great extent, do away with the refrigeration method of preservation now so largely employed.

Carbon Fumes the Preservative.

The discovery may be briefly stated as the substitution of carbon for cold storage. The food, whether it be half a dozen eggs or a hundred tons of cheese, is exposed to the fumes that arise from some tablets prepared by the discoverer. This vapor coats the surface of the food with an invisible film, thus effectually preserving it from the oxidization of the air, and arresting putrefaction. The food thus treated remains for months in exactly the same condition, and it is said that it may be safely kept in any temperature thereafter. It is necessary, however, in order to apply the vapor that the food should first be placed in an air-tight chamber. Then the vapor is passed over it, and in a few moments the embalming has taken place.

The Secret of the Process.

The vapor is obtained from the melting at 170 degrees Fahrenheit of a white tablet, about the size of a 25-cent piece, and about four times as thick. About ten ingredients go to the making of the tablet and the combination of these, of course, is the chemist's secret. The vapor itself is said to answer to the tests of the purest form of carbon. Its presence may be easily detected by a peculiarly pungent smell, and its effect is seen in watering eyes and severe headache. These symptoms render accidental asphyxiation almost impossible. Before the preserved food can be eaten the carbon must be expelled, and this is accomplished by heating in the oven or boiling. The fumes are thus dissipated, and neither the nostrils nor the palate can detect the slightest trace of carbon.

Tests on Bacon and Eggs.

A test of the new process was made in England not long ago by a well-known firm of bacon-curers. Of a consignment received from Ireland four sides were "Hislairized," and four were left untreated. They were then returned to Ireland. In a few days the untreated bacon had to be thrown away, but the other sides were left for thirty-two days. At the end of that time two were sent back to London for examination, and found to be perfectly pure and edible, and free from the first sign of slime or fermentation. They were then smoked, and ten days afterwards were eaten. Another test was made with treated and untreated eggs, immersed in artifically prepared gastric juice. One disappeared as quickly as the other, thus proving that the carbon had not made the food indigestible.

An Effective Germicide.

Another important advantage claimed for the vapor is that it is an effective germicide. Meat once treated is rendered immune from flies and insects. Fifteen minutes' submission to the vapor will destroy all organisms. The bacilli causing typhoid, cholera, pneumonia, suppuration and anthrax all succumb. These results are expected to make the tablets valuable for the sterilizing of linen in hospitals. It is thought, too, that the silkworm industry will benefit by the process. At present the destruction of the chrysalis in the cocoon is an extremely delicate operation. The vapor, however, will destroy the chrysalis without injuring the silken filaments.

So far as expense is concerned the application of the new process seems likely to play havoc with the iceman's business. A ton of meat, for instance can be treated at the expense of about half a dollar, and this is expected to keep the food in good condition for a month at least. The apparatus necessary, when the new method comes into general use, would include only an air-tight box, a tube and a spirit lamb for melting the Hislaire tablets. The discovery has been spoken of very highly by scientists and chemists in Europe and Great Britain, and the developments of its possibilities is awaited with great interest.

TRADE NOTES.

Barry Bros, grocers, Montreal, have assigned.

George Harrison, general merchant, of Wilkesport, Ont., has assigned.

J. M. Clairoux, general merchant, of Blezard Valley, Ont., has assigned.

The general store business of D. Bickell, of Gore Bay, is advertised for sale.

Mrs. R. McGowan, confectioner, of Gladstone, Man., has sold her business.

The grocery stock of S. E. Sweet, Hamilton, has been sold to Fannie E. Sweet.

Huth & Laffrey, grocers, Hamilton, have sold their business to Warburton & Son.

The Caledonia Biscuit and Confectionery Co., of Montreal, has been incorporated.

"Men Who Sell Things"

The Salesman Should Talk the "Gospel" of His Line and Talk it Hard—Don't Let the Backbone be a Wishbone—Some Considerations Regarding "Territory," Its Treatment and Possibilities—What to do in the Enemy's Country.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

Harmonious Conditions.

The second step toward gaining the end in view is for the salesman to put himself as far as possible in entire harmony with all the conditions under which he works. To do this, his relations with his house should be candid and agreeable; there should be no rankling remembrances of differences which he may have had with the manager or others in the house. He should have absolute faith in the product he is selling; he should feel in entire sympathy with every prospective customer with whom he talks.

This last is a most important matter. Some salesmen seem to think that it is sufficient if they preserve the outward forms of courtesy and patience and consideration in dealing with a trying customer.

Perhaps the customer's objections are ridiculous because of his ignorance, and prejudiced because of his narrow-mindedness. It is necessary to get down to first principles and improve upon his education before he can form any conception of the value of what is offered him. The salesman who is not genuinely in earnest will hate this slow and tedious process. He will talk in the kindliest possible manner to his customer, of course, but mentally he will be calling the man a fool, and wondering how such an antiquated specimen managed to survive the flood. The customer, of course, hears what the salesman says, and does not know what the salesman is thinking. Still, he is very likely to be affected by the negative thoughts in the salesman's mind. If he gives his order at all, it is because he has either been beaten in argument or made to feel ashamed of his own conservatism. It is certain that he has not been influenced by the power of attraction.

The salesman who was really in earnest would undertake the same task without any mental reservation. This at least would leave his mind free to devise ways and means by which his prospects might be enlightened. He would have a quicker insight into the circumstances that govern the case. A mutual understanding and appreciation would be established, such as exist when two persons are said to be enrapport—a very necessary condition before one mind can exercise any attraction over another.

No one should confuse the mental action described here with hypnotism. It is not recommended to make an attack on the will power of a customer, for that is neither fair play nor practical business. One can, however, develop a power to arouse the interest and goodwill of others, so that they will sometimes do voluntarily what a hypnotist seeks to make them do involuntarily. Such power, when acquired, assures some measure of success at least.

CHAPTER XIV.

Specializing Efforts.

Is your mind on the real game of salesmanship, or on a dozen outside ones?

This is the age of the specialist. In the world of materia medica the general practitioner is all right in his place; but when you are suffering with some specific ailment that requires a careful diagnosis and more careful treatment, if you value your life, a specialist is called in for consultation.

If you were obliged to engage the services of a lawyer on a difficult case, you would employ a lawyer who had a reputation for being particularly skilful in the very line in which your case is classed. The merchant does not long patronize a salesman whose energy is wavering and whose mind is set on anything and everything but the thing he has to sell. Singleness of purpose is one of the predominating features of successful salesmanship, just as it is in any other profession.

Some years ago a city clergyman of inquiring mind sent a number of postal card inquiries to non-church-going men in the neighborhood in which his church was situated, asking why so few business men attended church. He received many interesting replies, but the one that opened his eyes and set him to thinking hard was from a traveling man. It ran something like this:

"The doctor practises medicine; the lawyer practises law; a politician talks politics, and the business man talks his business; but the average modern clergyman of the so-called new school talks everything and preaches everything but the Gospel, the thing he was ordained to preach. Business men, or any other class of men, except, perhaps, Beau Brummells, do not care to go to church and listen to talks about the boys' brigade, the girls' cooking school, the ladies' sewing society, a treatise on the latest novel, nor side talks on current events of the day."

Talk "Gospel" and Talk it Hard.

The salesman who wanders about in his profession, like the Mississippi river seeking a straight course but not finding it, is not unlike the minister portrayed by our friend the traveling man.

If you are selling shoes talk shoes; dry goods, talk dry goods; clothing, talk clothing. Keep your mind on the one important thing.

Your customers do not care to discuss with you the candidacy of the next President of the United States; whether your baby has a new tooth or a dozen, your wife's disposition, nor the disposition of your neighbors. Neither are they interested in your competitors from your point of view. Their whole mind is centred, so far as you are concerned, on what you can do for them with your goods, not the other fellow's.

Concentration—putting your real thought in your real work; that is it.

You don't need to waste time reading this chapter if you are morally certain that the best that is in you is being used every hour, and used to give your customers, your house, and yourself the best chance possible—maximum results with minimum waste; and that applies to everything pertaining to your work—energy, time, expense, territory, and all.

Among the thousands of salesmen there may be a few that play the game of salesmanship as a good checker-player plays the game of checkers. The few in the thousands do not need to think about the importance of concentration, but a very great majority of salesmen do need to realize what oneness of purpose might mean to them.

The Wishbone Out of Place.

Every salesman wants something that he has not got. "His wish-bone may be where his backbone ought to be," but he wishes just as if Nature had made him right.

There is not a single salesman that is not planning in a more or less aimless way to do something, to get somewhere in life's journey, to be something worthy of the recognition of his superiors; and there is really not one that could not have his heart's desire, or at least succeed in a fair measure, if he would wear that wish-bone in the place for which it was originally intended. Keeping his mind on the essential things in salesmanship, and off other things, will help wonderfully his desire to get, do, and be something more than a wayfarer on the highway of success.

Have you ever seen two salesmen with relatively equal chances—a good salesman and a bad salesman?

The bad salesman makes excuses for himself at the end of every trip, all through the year, and at the end takes a cut in his salary or looks for another position. The good salesman plans his year's work from the beginning. Carefully he studies his territory, making his work fit his set plan; watches every move of his competitors; takes every

vantage-point smilingly, easily, but fairly, and wins in the end because his mind has been on his business.

Territory as a Firm Asset.

One of the most important things to the average salesman in specializing his efforts is to confine his work to as limited a territory as possible, insuring profitable returns for energy expended. Seven out of ten salesmen traveling with trunks and representing wholesale concerns, cover from 33 1-3 to 50 per cent. more territory than is necessary to produce the best results to be obtained. Few, apparently, recognize the fact that concentration of energy on a limited number of accounts produces in the end much more satisfactory business than the same results reaped from a broader field. A little soil well tilled is infinitely better than a large acreage half raked over.

Your territory is an asset of your house just as much as its surplus capital, stock, or book accounts. The worth of your territory as an asset is gauged entirely by the manner in which it is gone over. This does not apply to all lines in the manufacturing world, but it is invariably the case with jobbing houses or wholesalers in any line.

The too infrequent calling upon customers leaves a loophole for your trade to escape and scatter its accounts among a large number of houses; but this escape could not be possible if you would visit your customers oftener. Every time you give your competitors a chance to wean away your customers' accounts and likewise their confidence, you render your trade of an uncertain quantity as well as quality.

"But," argues the salesman who has not tried this plan, "how can I keep my road work up and show good sales every day, if I visit my trade oftener than their demand for goods requires?"

The answer is: The nature of your accounts and the results at the end of the year, not at the end of the day, is the determining factor in your ultimate success.

By keeping in the closest possible touch with your trade you are eventually enabled to establish a custom that you can call your own, and your work is accomplished with the minimum amount of effort and expense. But that is not all. Confidence in business is the guiding-star of all satisfactory operation. It is secured mainly by a close relationship between buyer and seller.

Keeping the Eggs in One Basket.

Did it ever occur to you how thoroughly you can aid in promoting the interests of your customers, as well as your own, when you have once obtained their confidence to the fullest degree, and that the best possible thing under any circumstances for them is to keep their purchasing eggs as much in one basket as possible, provided the basket is the right one?

Many a small town dealer has allowed his ship of commerce to ground on the shoals of bankruptcy, solely because he purchased from too many houses and could not watch his payments, besides getting more goods on hand than his limited output demanded. All this the clever salesman with singleness of purpose can avert.

I have witnessed the plan of traveling men on limited territories carried out to an eminently successful conclusion in many cases where it was tried. A few years ago my house had but one man covering the state adjoining the one on the east of that in which we were situated—territory that was generally conceded to be in "the enemy's country." Right here I want to emphasize that that "enemy's country" cry is pretty much a time-worn, punctured theory in the minds of the energetic salesman and the progressive and aggressive house. These assume—and correctly so—that the logical market for any territory, irrespective of distance or position, is the one that can offer the best inducements to draw the patronage of that territory.

In the "Enemy's Country."

Well, Mr. Salesman of the "enemy's country" argued that there was not enough business for a second salesman in his state. He protested against the intrusion with a fervor that would easily have made him top man on the annual sales sheet had this new-found energy been directed on sales-making on his own account in place of arguing against it on the other fellow's. He stoutly maintained that if a division of his territory occurred he could not conduct a profitable business on the section allotted him; that the experiment was bound to be a failure; that the house would regret it, and in the end he would be obliged to take back that portion of his territory given to a new man, and have the up-hill work of regaining the lost prestige that was certain to result from the change.

We were determined to try the experiment, however, and the following year the state was split in halves, the eastern section going to a new man and the western to our old traveler.

Five years later the new man's sales amounted to one hundred thousand dollars a year, against eighty thousand of our former salesman, and yet the latter showed an increase over his previous work and was gaining every year.

Later, precisely the same thing was repeated in two or three other states, with the same results.

In a still more notable instance we had a man traveling on a territory situated far distant from the house. His annual sales amounted to about one hundred and forty thousand dollars, for the greater part of which he received credit on house sales.

In the "Divine Rights" Class.

The sales manager endeavored to point out to him the superior advantages of his territory, and the results to be obtained by making two trips each season in place of one, as was his custom. Being of that "divine rights" class of men, he was a trifle touchy on the subject of any interference from the house as to the regular routine of his work as he thought it should be conducted. The matter was urged upon him until it got on his nerves, and he became exceedingly uncomfortable, so much so that one day he rushed into the office of the president and flaunted his resignation before him in a tragic manner, loudly protesting against interference with his personal rights. Little did he realize that the man who always thinks of his rights is the first to forget that they involve an equal number of responsibilities.

The reverse of what he expected from his melo-dramatic effort happened. His resignation was accepted promptly, and just as promptly there commenced a rehabilitation of his former territory. It was divided into three sections and given to three young men in the house anxious to get on the road, and who were charged to the brim with enthusiasm and with ideas instilled into them from headquarters. At the end of the first year their sales in the aggregate amounted to two hundred and fifty thousand dollars. Three distinct territories had been established, each covered by a man with fine, growing prospects, and each man working like a Trojan in a spirit of friendly rivalry, the outcome of which could only mean a largely increased business for all concerned.

It is a great thing for a salesman to realize that honest, intelligent effort will bring its reward much more effectually and satisfactorily on a territory that does not encumber him with dead weight on account of its size. Clear your ship for action, and see to it that the barnacles of shortsightedness are cleaned from its bottom.

Getting Hold of a Life's Plan.

At the very period in which this chapter was under consideration it was my privilege to form the acquaintance of a gentleman whom I engaged on a commission to assist the committee of which I had the honor to be chairman, in the great public-spirited movement looking to the commercial and physical advancement of a Greater Chicago.

In the special work upon which we were engaged the services of my newfound acquaintance proved to be invaluable, notwithstanding we were paying him a commission that netted him on an average more than four hundred dollars per month. From boyhood his business career had been decidedly checkered, embracing the promotion of all manner of enterprises, from political campaigns, mining stocks, and expositions, to the management of theatrical companies, and even appearances before the footlights himself as an understudy when occasion demanded.

(To be Continued.)

IT SURPRISED HIM.

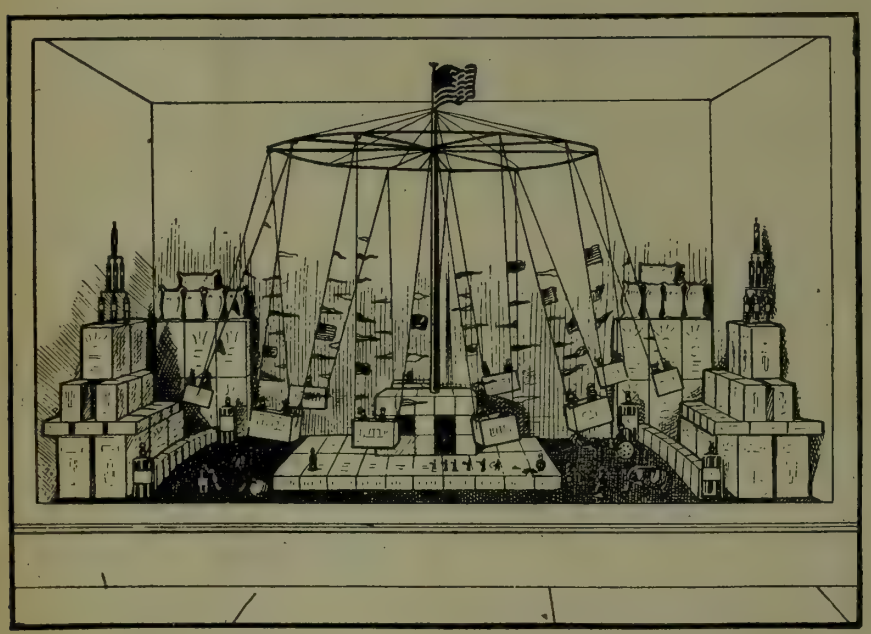
The sales manager of a large dry goods company recently took an extended trip over his field in order to become acquainted with the customers of his company. For some time previous to his trip he had been carrying liberal advertising in a representative trade newspaper. Upon his return, in conversation with the advertising representative of that paper, he said he was quite surprised to find what a help his advertising was in building up the reputation of his company with the trade. "Salesmen," said he, "often fail to realize how trade paper advertising helps them, but I know it does, nevertheless."

THE GROCER'S WINDOW

Suggestion for An Attractive Display for the Fair Season—Something About Signs and Display Car ds—Window Dont's.

With the approaching season of fall fairs, each of which has its special attractions in the form of merry-go-rounds, circle swings, etc., a window such as suggested in the accompanying sketch, which, by the way, with the idea appeared originally in the Modern Grocer, will attract an enormous amount of attention, would prove a remarkably good advertisement and should lead to the sale of a good deal of goods. A mechanical window, with something moving, always proves a big attraction. This carries out that idea and brings it on at a time when it is particularly applicable.

The suggestion is for a window imitating the familiar airship swings, with packages of goods being swung instead of people, the model utilizing the principle of centrifugal motion. The swing is intended to be run with a small electric motor, which may be bought for



A Suggestion for a Grocer's Airship Window.

a couple of dollars and connected with a battery or with the electric lighting system, according as it is wired. This, of course, depends on local conditions. The swing itself is comparatively easy to make.

To start with a good, straight, stout pole is needed for the shaft. Upon the upper end of this shaft a wheel-like frame to be constructed. Rods of equal length are run out from the shaft and the other ends are connected around by a wire. This wire is divided into equal parts.

From each division drop two cords, making twenty cords in all, each to be the same length, coming about six inches from the floor. To the end of one of the two cords tie one end of a carton. To one of the two cords which drop at the next division tie the other end of this carton. Guy strings will be necessary to make the carton sit upright. The upper side of the carton is to be cut away and figures, dolls, etc., are set inside.

When all the ends of the strings are connected there will be ten cartons used. Upon the strings flags and pennants are strung so that when the swing is in motion it will present a gay and lively effect.

Upon the floor at the back of the shaft a platform is made of cartons and also a little power house. The motor connections may be made beneath the floor of the window, or the connecting belt may be left in sight to add to the interest. As the small motors, as suggested, run at high speed, it will be necessary to reduce this by means of a large driving pulley on the swing shaft, or possibly by means of an intermediate shaft and set of pulleys. The swing should run so that the carton cars swing out to about a 45 degree angle. The effectiveness of the display may be heightened by adding seasonable goods at the sides and rear of the window, and a couple of appropriate display cards.

CARDS HELP WINDOWS.

Grocery windows are always strengthened by window signs and display cards. The advertising ammunition furnished by the manufacturers of the products you handle can be used to bring out the artistic effect of your window.

But you should not depend on the other fellow's ideas entirely. Every man must work out an idea, which he feels will appeal to his customers and bring them into his store.

New shipments and consignments of an extensively advertised product can all be used to strengthen your window. New ideas never fail to appeal.

Your display windows as well as your advertisements should be planned and designed to sell something. To merely attract attention is not enough. It means that your window is not a paying proposition.

You would not think of retaining the clerk who was a loss to you, and you should be just as particular about your display windows.

SOME WINDOW DON'TS.

Don't slight the windows.

Don't let the glass become dirty.

Don't depend too much on fixtures.

Don't neglect the upper part of the window.

Don't stick to one style of trimming; branch out.

Don't skimp on elbow grease in cleaning the glass.

Don't wait until a trim is fly-specked before changing it.

Don't overlook the utility of a certain number of fixtures.

Don't be afraid to try something new in the way of a display.

Don't let a window stand too long. A week is about the limit.

Don't fill a sunny window with goods that the sun will discolor.

Don't be afraid to spend a little money on the trim. It will come back. —Ex.

$160,000,000 ON CANDY.

It is estimated that from $140,000,000 to $160,000,000 is spent every year in the United States and Canada for gum drops, lolly-pops, taffy, jawbreakers and candy of different kinds. Without the children the candy manufacturers would have to go out of business. It isn't the rich man's dollars, but the poor children's pennies that made the enormous total. And most of the candy sold to children is, of course, of the penny variety.

"Take the all-day sucker, for instance, A certain manufacturer conceived the idea of sticking a meat skewer through a piece of candy and the thing made a hit with the children. Within a few months the demand for the all-day sucker became enormous and the man who originated it became a millionaire. A few years ago the Easter egg was practically unknown in the land. It was brought over to this country by the Germans, who place a great deal of importance on the observance of Easter. Now the Easter candy trade is as important as the Christmas trade, which is saying a great deal. In these two instances tastes were created, absolutely. It is the same with the Italian squash and others."

PERSONAL NOTES.

W. S. Silcock, Montreal, has returned from a trip to Europe.

E. E. Boyd, sales manager, Toronto branch of Red Rose Tea, is holidaying at Port Dover.

Geo. A. Holland, Montreal, has returned from a three weeks' vacation trip in the mountains.

John A. Gillies, fruit and commission merchant, Montreal, was in Toronto this week and made the rounds of the local fruit houses.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

All grocers should carry a full stock of Royal Baking Powder.

It gives the greatest satisfaction to customers and pays the grocer a greater profit, pound for pound, than any other baking powder he sells

O'MARA'S BACON

Quality Exceptional — Prompt Delivery

Prices Right — Government Inspected

Quotations gladly given

JOSEPH O'MARA

PORK PACKER

PALMERSTON, - ONTARIO

Boneless Cooked Hams

We have always on hand a fresh supply of Boneless Cooked Hams, specially selected and prepared for our trade. The quality is the very best, and we recommend them to our customers during the picnic and out of town season.

F. W. Fearman Co.

Pork Packers and Lard Refiners

Phones 674 and 675. 17 MacNab North

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REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Butter Eggs Cheese Poultry

(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO. LIMITED

70-72 Front Street East

TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

In passing through the Eastern Townships, and especially those parts of it which have been most productive, evidences of the past drought may be observed, although the country has pretty much recovered. The tendency of the market to continue high looks like an indication of the increasing sale of milk for other purposes beside the manufacture of cheese and butter. The increase of shipments of milk to the cities, for household purposes is increasing in compound proportion to the increase in population, which shows that it is becoming more popular as a beverage. Then, the condensed milk factories are taking large amounts where formerly there was no demand in this country for milk for this purpose. So far none is being used in this country in the manufacture of powdered milk, but it will be only a matter of time until large quantities will be required for this purpose. While for reasons of expediency the farmers were compelled to kill some of their cows last year owing to the high price of feed, the enduring evil of this action cannot be too strongly urged. It has been stated that the country will not recover its equilibrium in milk production for three years, and if other sources of consumption appear as rapidly as they have in the past few years it will require more than three years.

Receipts of cheese for the week ending August 8 were 78,149 boxes, against 86,395 boxes for the corresponding week last year. Receipts for the season, up to August 8, were 936,752 boxes, as against 1,087,390 boxes for the same period of last year. These figures are not so discouraging as they have been on occasions before, and point very eloquently to the fact that with the vast number of disadvantages which we have encountered this year we may yet finish ahead of last season in the total production. Shipments of cheese from Montreal last week amounted to 60,216 boxes, as compared with 77,428 boxes for the corresponding week of last year. for the previous week, and 72,575 boxes From Quebec there were shipped 7,161 boxes, making a total of exports for the week of 67,377 boxes. Total shipments from Montreal since May 1, were 821,-219 boxes, as against 963,687 boxes for the corresponding period of last year. Total shipments from Quebec since May 1, 27.320 boxes, as against 37,903 boxes for the corresponding period of last year. Total exports since May 1, 848,-539 boxes, as compared with 1.001.590 boxes for the corresponding period of last year.

Some weeks ago a few facts were mentioned in connection with the advent of Siberian butter in the British market and the possibility of it replacing, in a measure, the products of some of the British colonies. After some investigation it was found that this condition was only prevented by the lack of adequate transportation facilities in Siberia. Suddenly this summer, however, a considerable supply of Siberian butter arrived on the London market, and it was found that some improvements had been made in the freighting facilities of that country, and immediately the effect of it was felt in London. The influx of Siberian butter leaves it in almost supreme command, as the Danish article is very scarce and the Australian product is not arriving freely. Prices are high, which means that the Siberian product is receiving a fancy margin over others in view of a reduction in transportation charges and prevailing high prices for other makes. In this instance the profit has increased in two directions. All of these conditions tend to make it more difficult for Canada to compete in this market, However, she is this year laboring under extraordinary conditions, which, it is hoped, will disappear in a couple of years.

Shipments of butter last week were 3,869 packages, as against 5,822 packages for the previous week, and 4,188 packages for the corresponding week last year. Total shipments since May 1, 59,-092 packages, as against 40,250 packages for the corresponding period of last year. Receipts of butter for the week ending August 8 were 20,573 packages, as compared with 14,984 packages for the corresponding week of last year. This shows that we are for the corresponding periods of the two seasons gaining on the record established last year. Total shipments of butter since May 1 are 59,092 packages, as against 40,250 packages for the corresponding period of last year. Export price, 23c.

THE PROVISION SITUATION

Toronto, Aug. 13, 1908.

Good business at home and less encouragement from abroad is the report from Canadian packers this week.

The drop of from 6 to 8 shillings in Great Britain explains the reason for little business being done in that market. The slump is explained, not by any large receipts from other producing points, for as a matter of fact these have been below average, the Danish "killings" aggregating only 39,000, as against a usual 45,000 to 48,000, but the trouble has evidently arisen in England itself. Very hot weather has been prevalent for some time over a large part of the island and this has reflected in a rather unusual way on the demand for meats and bacon of all descriptions. Canadian bacon, being a little above the average, suffers at once from such conditions and the decline is operating here in materially checking exports of pork products.

Canadian business, fortunately, keeps on an excellent basis, the cool weather of the past week probably having a beneficial effect on demand, which continues active. This helps to keep the packers busy and factories are running this week up to fair capacity.

The slump in the British market has, however, had its effect on prices offered here, which have dropped about 15c. Packers are offering $16.40 f.o.b., and the market is none too firm at this as the supply of hogs is fairly plentiful. One unfortunate feature of the deliveries, however, is that the hogs are not up to the top notch, the quality being prevailingly light.

United States markets have been on a lower basis since last report on large receipts of hogs, and lower prices in the west. The home trade is rather disappointing, and eastern exporters are doing little by reason of large western sales at Chicago parities.

PROVISION MARKETS

MONTREAL.

PROVISIONS—There has been a good demand for live hogs during the past few days, otherwise the market is quiet, but prices are steady.

Lard, pure tierces		0 12
"	56-lb. tubs	0 12½
"	20-lb. pails, wood	0 11
"	cases, 10-lb. tins, 60 lbs. in case	0 12½
"	" 5-lb. "	0 12⅝
"	" 3-lb. "	0 12¾
Lard, compound, tierces, per lb.	0 09	0 09½
" " tubs	0 08¾	0 09⅛
" " 20-lb. pails, wood		0 10
" " 20-lb. pails, tin		0 09½
" " cases, 10-lb. tins, 60 lbs. in case	0 09⅜	0 10
" " " 5-lb. "	0 08⅝	0 10
" " " 3-lb. "		0 10
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork		23 50
Canadian short cut clear	23 00	23 50
Very heavy clear fat back		24 50
Breakfast bacon, per lb	0 14½	0 16
Hams	0 12	0 14½
Extra plate beef, per bbl.		17 50

BUTTER—In Montreal there is a slightly easier undertone to the market, although it has not yet affected the price, which remains the same. This condition is due to a lack of English demand. Stocks have rather accumulated here.

Fresh Creamery, solids, l	0 2	0 24½
" prints, lb	0 24½	0 2
Dairy, tubs, lb.	0 .0	0 12

CHEESE—Cheese prices are firm and high, which tends to check business slightly. The pastures have nearly recovered from the scorching which they received some time ago and at the present time cows are getting enough to eat. Prices are high, 12⅜c to 12½c being paid

GEO. W. PROUT
WINNIPEG and BRANDON, MAN.
Wholesale Produce
Always a Buyer and Seller
WRITE ME

Saskatchewan Merchants!!
Get highest CASH prices on the
REGINA MARKET
(and prompt returns) for your
BUTTER, EGGS and POULTRY
by shipping direct to
THE REGINA
FRUIT AND PRODUCE CO.,
ROSE ST. REGINA, SASK.
Trial orders and correspondence solicited

SALT
Car lots of Fine, Medium or Coarse,
in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

We Want Butter!
Dairy Tubs, Creamery Solids
We will buy f.o.b. your station, in large or small quantities.
Write or phone us with best quotations.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

USE OVAL WOODEN BUTTER DISHES
THOMAS BROS., St. Thomas, Ont.

When writing advertisers kindly mention having seen the advertisement in this paper.

for finest westerns, and 12⅛c to 12¼c for easterns.

Cheese, new, large	0 12	0 12½
" " twins	0 12½	0 12¾
" old	0 14	0 14½

EGGS—Receipts of eggs are increasing and the quality is improving. Local demand is good. The total receipts of eggs for the season so far have been ahead of the corresponding period last year. Prices are slightly easier.

New laids		0 23
No. 1 Eggs	0 19	0 20
No. 2 Eggs	0 15	0 16

HONEY—This market is slowly awakening, and the crop has been a large one with the result that supplies arriving are increasing. The quality is very good, when compared with former seasons. Prices remain the same.

White clover comb honey	0 13	0 14
Buckwheat, ext acted	0 10	0 11
Clover, strained, bulk, 30 lb. tins	0 09	0 10

TORONTO.

PROVISIONS—Very little change has come over the market during the week. Smoked and cooked meats continue to be the lines most in demand. Medium hams have declined one-half cent, and lard has gone up a quarter of a cent in all varieties, principally due to a sympathetic rise in butter.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11	0 11½
Light hams, per lb	0 14½	0 15
Medium hams, per lb	0 14	0 14½
Large hams, per lb	0 12	0 12½
Shoulder hams, per lb	0 09½	0 10
Backs, plain, per lb		0 17½
" pea meal		" 18
Heavy mess pork, per bbl	18 50	19 00
Short cut, per bbl		23 50
Lard, tierces, per lb		0 12½
" tubs "		0 12½
" pails "		0 13½
" compounds, per lb	0 8½	0 09½
Plate beef, per 200 lb. bbl	15 50	16 00
Dressed hogs	0 09½	0 09½

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

BASKETS
You can make money as well as oblige your customers if you handle our
Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.
We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.
The Oakville Basket Co.,
OAKVILLE, ONT.

BUTTER—Demand is very great just at present, but the supplies have dropped off some. The factories are not making so much creamery owing to their inability to get milk and cream. As a consequence the choicest varieties have advanced about a cent all along the line.

	Per lb.	
Creamery prints	0 25	0 26
Creamery solids		0 24½
Farmers' separator butter	0 23	0 24
Dairy prints, choice	0 22	0 23
" " ordinary	0 18	0 20
" tubs, choice	0 21	0 22
Bakers' butter	0 18	0 19

EGGS—The supply still keeps a little in advance of the demand and prices are now around 22c, though some dealers are selling at 21c. This is a little lower than a week ago. Supplies are expected to drop off when harvesting is in full blast, and prices will then go up again.

CHEESE—The present is one of the quietest summers in cheese for several years past. Very little is being done locally, and both supply and demand are light. Prices remain unchanged.

Cheese, large, prime old	0 14½	0 15½
" " " new	0 12½	0 13
" twins, new	0 13	0 13½

POULTRY—Pretty fair business is now being done in this line. Of course, mostly live fowl is being sold, though an increasing number of orders is coming in almost daily for dressed fowl. Live weight quotations continue to be given. Young ducks are slightly firmer.

Spring chickens, per lb, live		0 13
Hens, per lb., live		0 10
Young ducks, per lb	0 10	0 12
Turkeys, per lb	0 13	0 14

A NEW EARLY TOMATO.

London Man Secures Crop Several Weeks in Advance of Usual Time.

Phillip Jean, who resides on the Hamilton road, east of this city, has perfected a tomato which will yield a crop several weeks before the ordinary plant.

The growers have been watching the plant closely and were surprised to hear that the first crop was sold at the canning company's plant on Rectory Street the early part of this week. The regular season for the tomato begins about the first week in September.

Since the London Canning Company located its plant in this city the growers have taken a much keener interest in the perfecting of produce. Each year Mr. Jean has taken the earliest and largest tomato and kept it for seed and in this manner has perfected the tomato.

Much interest is also being taken in a new butter bean which was imported by the company from Orange, N.J. It is practically solid meat and bears as fast as the ripe ones are picked.—London Free Press.

The reputation of

Rowat's Pickles and Olives

is one based on

Quality, Purity, Cleanliness of pack, Uniformity and generally bright packing.

Canadian Grocers

find them the most ready and profitable sellers of any line of imported or domestic pickles.

Are you getting your customers interested?

Your jobber can sell them.

ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal
HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet
VANCOUVER—Jarvis & Co.

Royal Salad Dressing

has many imitators and imitations. There are plenty of people trying in one way or another to sell these imitations on the strength of the value, merit and popularity of **ROYAL SALAD DRESSING** by saying it's just as good.

Royal Salad Dressing is made only by

The Horton-Cato Mfg. Co.

Windsor, Ont.

Detroit, Mich.

CLARK'S SPECIAL OX-TONGUE CAMPAIGN

in all leading newspapers from coast to coast is now running.

Over 1,000,000 people will read these advertisements.

Be prepared for the demand this will create.

Send in your orders now for Clark's Ox Tongue. Specify 2s as that is the size which is pushed.

WM. CLARK

Manufacturer

MONTREAL

THE VALUE OF BOVRIL

and the advantages of its use will be explained persistently and continuously in the public press through the Fall and Winter.

See that you have stocks of all sizes. 1 oz., 2 oz., 4 oz., 8 oz., and 16 oz.

A post card addressed to

BOVRIL Ltd.

27 St. Peter St. MONTREAL

will bring you, Express prepaid, a supply of attractive show cards for your store.

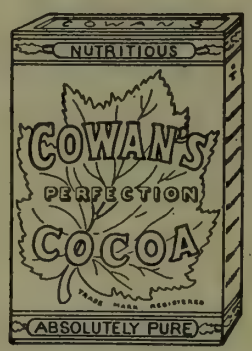
COWAN'S

is the name that is synonymous with the highest excellence in

Cocoa and Chocolate

Cocoa for all purposes, and the very acme of trade-winning

Dainty
Delicious
Chocolate
Confections



The Cowan Co., Ltd.

By Royal Letters Patent

Nelson's Gelatine

Opaque, Brilliant, Isinglass, Leaf, and Powdered

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice Lozenges

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

They have the consumers' confidence—obtained through MERIT ONLY—pure, clean, rich and healthful—

Mott's

"Diamond" and "Elite"
brands of

Chocolate

cannot be improved upon in respect to purity of ingredients and cleanliness.

Ask your wholesaler for MOTT'S.

John P. Mott & Co.,
Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

THE HIGH-WATER MARK in Low-water Times

That's the record of

SHREDDED WHEAT

to August, 1908.

While other cereal concerns have cut down advertising and show a decreased business, Shredded Wheat is advertising more extensively than ever and shows an increase in sales of many thousand cases over the sales for corresponding month of 1907.

The reason? You know it if you know Shredded Wheat. No other cereal food can match it for strength-giving, body-building material, for economy, or for wide culinary uses.

No other grocer makes a larger profit on Shredded Wheat than YOU do—no "deals," no premiums, no "sugar," no bribes. The same old policy—A Square Deal for a Square Dealer.

The Canadian Shredded Wheat Co.
Niagara Falls, Ont.

THE FLOUR AND CEREAL MARKETS

Flour Steady and Firm with Good Outlook—Business in Cereals Good for Summer Season.

There is little change of any kind to report this week in grain and its products. The markets are generally steady and firm with prices unchanged.

The flour situation seems to depend almost wholly on the reports of the western crop, and in accordance it has been firm, though not to say stiff, during the past week. With the present good prospects for a bumper wheat crop in all parts of Canada, and with less encouraging reports from other wheat-growing countries the outlook for good business this fall is exceedingly bright. Prices promise to be fairly high, but not unreasonably so. Prospects are bright also for a large and increased export business.

Cereals, too, are steady, and manufacturers generally report encouragingly on the business being done at this usually quiet time of the year.

MONTREAL.

FLOUR—During the past week numerous inquiries from foreign countries bring before our notice more forcibly the fact that most sources of supply, except Canada, are short. The Russian wheat crop is very small and the Argentine is not up to last year's crop. All of these conditions, it is thought, will keep prices in Canada fairly high, and it is expected the export price for new flour will be stiff. It is expected that this year Canada's crop, which, if nothing unforeseen occurs, will be a large one and will be distributed pretty widely. Prices remain unchanged locally.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household	6 00
Glenora	5 50
Manitoba spring wheat patents	6 00
" strong bakers	5 50
Five Roses	6 00
Harvest Queen	5 50

ROLLED OATS—At the time of our last quotation considerable activity characterized this market, which, however, seems to have relapsed into its former dull condition. Dealers seem to think this only a temporary condition, and are looking for a permanent brightening up soon. It was thought that prices might weaken, but just now the market possesses a strong undertone, which will tend towards an advance, rather than a decline. Prices are the same.

Fine oatmeal, bags	3 05
Standard oatmeal, bags	3 05
Granulated " "	3 05
Golddust cornmeal, 98-lb bags	2 25
White cornmeal	1 65 1 70
Rolled oats, 90-lb. bags	2 50
" 80-lb. bags	2 25
" bbls	5 25

FEED—The market is firm and the demand is only fair. The volume of trade in this line is made up of small orders, chiefly. Prices have not changed but there is an undertone of strength.

Ontario bran	21 00 22 00
Ontario shorts	25 00 27 00
Manitoba shorts	24 00 26 00
" bran	22 00
Moullie, milled	27 00 31 00
" straight grained	27 00 33 00
Feed flour	1 50 1 60

TORONTO.

FLOUR—While there is nothing of material interest to note, markets continue firm and steady, the situation generally being controlled by reports from the west. The outlook, however, is most favorable.

Manitoba Wheat.

60 per cent. patents	5 30
85 "	5 00
Strong bakers	4 80

Winter Wheat.

Straight roller	3 70 3 80
Patents	4 60
Blended	4 20

CEREALS — The market remains steady with prices unchanged. New wheat is coming in quite freely though it is not being generally used. Old wheat is scarcer, but is still procurable. Business is particularly good for this season of the year.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 75
Oatmeal, standard and granulated, in bags 98 lbs.	3 05

OFFICERS OF NEW SUGAR CO.

A meeting of the recently-elected Board of Directors of the Berlin Sugar Refining Co., was held in Berlin on Thursday, July 30, at which the following officers were elected:—President, W. H. Breithaupt; Vice-President, E. W. R. Snider; Secretary and Manager, James Fowler; Member of Executive, C. K. Hagedorn.

TRADE NOTES.

Langsner & Lebovics, grocers, Montreal, have been registered.

Wilson & Co.'s flour mill at Arden, Man., was burned last week.

R. I. Leroux, general merchant, Roxton Falls, Que., has assigned.

A. Osborne, general merchant, Keremos, B.C., has sold his business.

Large runs of salmon are reported from southern British Columbia.

Hesterman & Maloon, confectioners, Yorkton, Sask., are succeeded by John McCaslin.

A curator has been appointed for the grocery business of the estate of Martin Delaney, Farnham, Que.

A. Menerey's general store, Warwick, Ont., was broken into one night a week ago and some goods and odd change in the till were taken.

Baker and John, formerly in the employ of Conas & Young, grocers, Victoria, will enter business for themselves having recently purchased the business of A. Hunter.

The general store of Henry C. Hankinson, Weymouth, N.S., was destroyed by fire on July 25. The loss is between two and three hundred dollars.

J. W. Waddell is building a storehouse at Havelock, Ont., and will go into the tea and coffee business on a big scale. He is a tea mixer and expert of many years' experience.

A Square Dealer

Whenever you convince a customer that you have given her good value for her money, she regards you as a square dealer, which is the only sure foundation of success! Whenever you sell a package of

Mooney's Perfection Cream Sodas

you are giving her a square deal. The very fresh, crisp deliciousness of every cracker in the package will convince her of this.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S INSTANT POWDERED GELATINE

The Purity of this GELATINE is GUARANTEED by Messrs COX, who themselves both MANUFACTURE and PACK their Brand under scientific supervision.

Canadian Agents:
C.E. Colson & Son, Montreal
. Masson & Co., "
P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

TRADE POSSIBILITIES IN AFRICA

Large Opportunities for Canadian Manufacturers Who Are in Earnest.

"Canadian business men do not realize what a fertile field there is in South Africa awaiting their cultivation to yield splendid results."

This is what Captain J. W. C. Martyr, F.R.A.S., Chief South African Agent of the Elder Dempster Company steamships, said to a representative of the Canadian Grocer regarding trade relations between Canada and South Africa. Captain Martyr is visiting Canada with a view to promoting commercial relations between the two countries.

"South African merchants," said he, "would much prefer to handle the lines of Canadian manufacturers, but the latter do not appear to realize this, and they are allowing the United States firms to capture practically all of the trade which Canadians could have for the taking.

"In some lines there is noticeable an increase in exports to our country. I speak chiefly of cheese. Of this South Africans are importing larger quantities than ever, and the Canadian article is now crowding out that of English make. The export of this line may be developed to an unlimited extent. The United States cannot compete, for the vessels going to South Africa from American ports are not equipped to carry cheese. Freight rates from Canada are more advantageous also.

"Your butter is a little too salty for the trade in South Africa, and the Australian line is sold chiefly. We make very little ourselves.

"There is any amount of trade to be secured in canned meats, fruits and vegetables. Two of the largest American packers control the canned meat trade at present, but if Canadian packers went after the trade in earnest they could win it. Twenty million natives are beginning to use canned goods, besides the white population. This will give you an idea as to the future there is for these.

"The best part of our flour imports are from Canada, two of your large milling companies shipping very largely every year. Our only mills are located at Cape Town and are not able to nearly supply the demand. These are only a few of the lines which might be developed.

"You have every advantage over the United States yet you do not seem anxious to profit by the opportunities presented. Our tariff gives you a preference of three per cent., while freight rates between Canada and South Africa

Mr. Groceryman

¶ You are in a favorable position to take advantage of the offer of the Orange Meat people.

¶ They are advertising a series of Cash Prizes to the parties sending in the largest number of Carton bottoms taken from their Orange Meat packages.

¶ These prizes range from one dollar each up to a single Cash Prize of Seven Hundred Dollars, or an annuity of Fifty-two dollars every year during the life time of the Winner. Begin immediately. Full particulars on Card found in every package.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Canadian Grocer.

A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00

EASY TERMS.

Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

The Condensed Ads. in The Canadian Grocer bring results

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No 38 Front Street, NEW YORK.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

MEGS

NUTMEGS AT FIRST-HAND. To wholesale only

C. H. BINKS & CO., MONTREAL

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

are in every case below those from the United States to South Africa.

"I might say that our company is willing to do everything possible to promote business. We will gratuitously transport any bona fide Canadian traveler and his samples from Canada to South Africa, and will permit his use of our ship as a sample room, to which he can invite the merchants of the different ports we visit to see his goods. This is possible because we stop two or three days at the ports where we touch.

"It is only a matter of getting busy, and I can assure you Canadian goods would be given the preference every time once they are known."

MUST IMPROVE EVAPORATED APPLES.

Suggestions for Better Curing and Packing which Evaporators Should take Cognizance of.

The following letter, from a firm well qualified to speak authoritatively on the subject, draws attention to a matter which deserves attention and action. It will be read with interest by the wholesale and retail grocery trade generally and should be brought to the attention of manufacturers of evaporated apples. —Editor.

Editor Canadian Grocer,—We would be glad if you could find space in your valuable paper for a few lines on evaporated apples. Having handled this product largely during the past few years we can easily see where improvements can be made, in the interests of this valuable commodity for Canada. During our experience we have had various complaints. Probably the worst is, the manufacturers do not dry their apples sufficiently to keep them. They are not cured properly, too much moisture is left in the goods, causing them to ferment very soon after the buyers have them in store, especially so when the weather turns a little warm. We have had many complaints of this sort, both locally and from abroad, and it certainly would be in the interests of all manufacturers to see that they pack their goods in dry condition. They should also see that they are better trimmed and cored, and be more particular in screening the apples. Too much small waste and seeds are left in the stock.

It is possible that the question might be asked in making these suggestions, whether we expect to get choice or fancy apples, but this is not the case. The driers in New York State make a good uniform prime evaporated apple, on the conditions mentioned, and the Canadians have lost a lot of ground here, and there is no reason why they cannot take more care and have a better reputation.

One of the difficulties is, we know, that there are too many small plants in Ontario, who pack say, 25 to 50 boxes at a time, and set them aside, waiting for another batch to be made up. As the season advances the quality improves, but there may be a dozen different qualities in making up enough for a carload. When these goods are received on the market, on a contract calling for prime evaporated apples, some of them will pass, but a portion of the car will not. The fact is, they run very irregularly. We would advise the evaporators to pay more attention to the uniformity of their quality. This can be adjusted by not packing their goods so soon, but letting them lay in a pile until they get a shipment and have these mixed thoroughly to make the lot run uniform. If this is done a good deal of the trouble that has taken place the last two years would be done away with.

We also have had some complaints about short weight. This has caused considerable trouble in several cases that we know of. Buyers are quite willing to pay for the goods whatever they agree to, and expect full weights, and when they arrive and they find they run from three to five pounds short, the packer in some cases is unwilling to adjust such a claim, but the middle buyer of car lots must suffer, unless he makes the shipper give him the allowance, which is only just. This should be avoided from the start, and no doubt the buyers will be more careful in future on account of past troubles. This applies to barrels as well. Most of the shippers try to ship allowing a 20-lb. tare in each, and these barrels will run all the way from 20 to 28 lbs. In packing cores and waste they should allow actual tare.

Unless these things are given more attention and more care is taken Canada is bound to lose a reputation as an exporter and manufacturer of evaporated apples. This latter clause applies to green apples as well. Canadians apparently are more careless about shipping apples, both green and evaporated, than many of our neighbors to the south. We must wake up to keep abreast of the times, pack better goods, and be more true to the brands, so that the buyers will not hesitate so much about buying Canadian brands.

There is a discriminating duty in Germany against our apples, which is unfortunate. If this troublesome question could be overcome our Canadian evaporators would receive about 60c per cwt. more for their apples. The Canadians are letting the matter go along passively, without any action being taken by the authorities to have it settled. The same question will arise this year, and something should certainly be done to offset it. Probably the producer figures he can dispose of his product to domestic consumption. This may be the case in off years of crop, but with any size apple crop it is difficult to dispose of the output, as will be seen by last year's pack. It is up to the evaporator himself to avoid these difficulties, and we feel certain if every one will produce better goods it will pay them doubly in the end.

Yours truly,
W. H. MILLMAN & SONS,
Toronto.

WHO ARE PHILANTHROPISTS?

Patrons of catalogue houses should realize that they cannot get something for nothing, except in a few rare instances, and even then not from the successful mail order houses whose profits make millionaires. If something must be gotten for nothing it may be had from the small store which has not perfectly systematized its selling cost, but certainly not from the large corporation. They do not know the meaning of philanthropy any more than any one else.

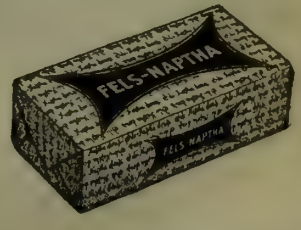
Ask your editor to urge that before sending out of town, customers ask the local dealer what his price is. They will not have to pay any more at home, quality considered, and will see the goods before they buy.

The fruit trade of Toronto has assumed such proportions that three M.C.R. fruit cars will make the trip from Queenston to Toronto every day for the balance of the season.

Summed Up

Fels-Naptha is conceded by consumers to be: The very "best" soap. For, in the shortest time, with the least effort, it will do the most work.

When a dealer has the "best soap"—**Fels-Naptha**—well displayed and plentifully stocked, it amounts to a direct invitation to the "best" trade to bring dollars and dimes to his store.



Ample Supplies

of all Basket Fruits are now offering, Peaches, Plums, Pears, Apples, Huckleberries, "Lawton Berries."

Also Tomatoes, Cantaloupes, Onions, Potatoes, Cucumbers, Squash, Corn.

Full lines of all seasonable Imported Fruits.

Lemons, Oranges, Bananas, Watermelons, and California Fruits, Peaches, Pears and Plums.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

QUEEN QUALITY PICKLES

Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

FRUITS, VEGETABLES AND FISH

Oranges and Lemons Advancing—Canadian Pears the Latest Arrival—Apples Reported Scarce—Plenty of Potatoes, Tomatoes and Green Corn—Atlantic Sea Fish Hard to Obtain.

Fair business with plentiful supplies of Canadian lines, appear to cover the fruit situation in the Canadian markets this week. Import lines—oranges, lemons, pineapples—are firming up and are decreasing in receipts. Watermelons and California fruit are now ready sellers, and are good, firm lines. Canadian pears have made their appearance and they, together with home-grown plums and peaches, are expected to oust the imported lines of similar fruit. Apples are not coming in so freely as was expected, the dry weather in the country having had much to do with that.

Tomatoes and potatoes are the important lines among the vegetables. From all over the country comes word as to the excellence of these two lines. They are very free in supply also, and this has brought down prices to some extent. They would go lower but for the fact that dealers are bidding high for the privilege of buying. Cabbage continues to arrive freely, and corn is on the markets in great quantities.

Among fish lines the Eastern markets are depending almost entirely on the Pacific Coast for supplies, and the central markets are short on some sea varieties. Fresh water fish, too, are rather scarce, and buyers are picking up everything offering.

MONTREAL.

GREEN FRUITS—Verdelli lemons are now being quoted at $4.75 to $5. Pineapples are slightly firmer, the minimum price having advanced 25c. California Valencias are also stronger, now being quoted, in 288 size, at $5. Blueberries have declined slightly and are now arriving freely. Other lines remain the same. The demand during the week has been very good.

Bananas, fine stalk	1 50	2 00
Cocoanuts, new, per bag		3 50
Verdelli lemons	4 75	5 00
California oranges, late Valencia	4 00	5 00
Watermelons, each	0 30	0 45
Pineapples, case	3 50	4 00
Sorrento oranges	3 25	3 50
New Apples, bushel basket		2 50
Apricots, 4 basket crate	1 50	1 75
Peaches, " "	1 75	2 25
Plums, " "	1 50	2 00
Pears, boxes	2 50	3 00
Tomatoes	1 10	1 25
Blueberries, 18-20 qt. box	1 75	2 25
Raspberries	0 13	0 15
Montreal melons, basket	10 00	15 00

VEGETABLES—Montreal new potatoes are now offering at $3.25 to $4 per barrel, and Montreal tomatoes are also weaker, having declined 40c. Other lines have not changed since our last quotations. The demand during the week has been exceptionally good. The Canadian goods which are now offering are having good sale.

Parsley, per doz. bunches		0 35
Sage, per doz.		0 60
Savory, per doz		0 60
Celery, doz		0 50
Water cress, large bunches, per doz	0 40	0 45
Spinach, box		0 40
Green peppers, crate		3 00
Montreal cucumbers	0 25	0 35
California asparagus, bunch	1 50	6 00
Beets doz bunch		0 25
Carrots, doz. bunch		0 40
Tomatoes, hot house, per lb		0 15
Montreal tomatoes, 40 lb. box		0 60
Spanish onions, small crates		0 75
" " large crates		2 00
Egyptian onions		0 02
Lettuce, per doz		0 35
Radishes, doz		0 10
Canadian parsley, doz	0 25	0 30
Horse radish, per lb		0 10
Beans, green, bag		0 25
French beans, wax, bag	0 60	0 65
Egg plant, doz		1 50
Cabbage, doz	0 25	0 40
New potatoes, green mountain, bbl	2 75	3 25
Montreal new potatoes, bbl	3 25	4 00
Onions, large bunch, 2 for		0 25

FISH—Eastern fresh salmon are finished and B.C. salmon are beginning to arrive in small lots, which, however, will increase as the season advances. Haddock and cod are still scarcer this week, and prices have advanced a little. Brook trout are in poor supply, but it is expected, as the season advances, that they will increase in quantity arriving. Lake trout are fairly plentiful. Whitefish also are a little more plentiful. Demand for smoked and prepared fish is slow. The pickled and salted market is dull also.

Fresh and Frozen Fish.

Brook trout, lb		0 25
Haddock, per lb	0 05	0 06
Fresh halibut		0 10
Mackerel, "		0 10
Dore, "	0 10	0 12
Steak cod	0 06	0 07
Market cod, lb	0 04	0 05
Pike, lb	0 05	0 06
Whitefish, lb		0 10
Gaspe Salmon		0 17
Lake trout		0 10
Sea trout, lb		0 12
Flounders, lb		0 10
Bluefish, lb		0 15
Smoked and Prepared—		
Kippered Herring, 50 in box		1 00
Yarmouth Bloaters, per box		1 10
Shredded cod, box of 2 dozen cartons		1 80
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 05½
Boneless fish, 20-lb. boxes, blocks		0 06½
Boneless fish, 25-lb., boxes, per lb.		0 06½
Smoked herring, box		0 18
Dry cod, 112 lb. bundles		6 75
Oysters and Lobsters—		
American I ve lobsters, lb		0 22
Standards, bulk, per imp. gal		1 50
Standards, quart tins, sealed		0 40
Paper pails, 100, pint size		1 10
" 100, quart size		1 80
Pickled fish—		
No. 1 Mackerel, 20-lb. kitts		1 75
No. 1 mackerel, half bbls		8 00
Green cod, large lb		0 04
Green cod, 1 lb		0 03
Labrador Salmon, ½-bbls		8 50

TORONTO.

GREEN FRUITS—Oranges are having an off week. Since the beginning of July this line, along with lemons, have been firming-up, but this week, on account of the arrival of fresh supplies, a drop in price is noted. Pineapples are off and the California fruit is meeting with competition from Canadian lines. Some very fine home-grown peaches and plums are being shown, and within the past few days some excellent specimens of pears have come from the Niagara District. In consequence, there is a decline in price on the imported lines. Some few boxes of raspberries and a few baskets of late cherries are being offered. Canadian melons are meeting with favor and are a good line. Apples are stationary in price, reports from the country not being so roseate as a month ago.

Oranges, late Valencias, California, cases	4 25	5 00
Lemons, Verdilli	5 00	6 00
Apples, early basket	0 20	0 50
Bananas Jamaicas, eights	1 30	1 50
" Jamaica firsts, per bunch	1 75	2 25
" jumbo bunches	1 85	2 25
Gooseberries, Canadian, large baskets	0 90	1 25
Red currants	0 85	1 25
Black currants, basket	1 50	2 00
Raspberries, red, per box	0 12	0 13

Thimbleberries	0 08	0 10
Blueberries, per basket	0 [illegible]	1 25
Cocoanuts, per sack		4 50
Watermelons	0 30	0 45
Limes, per case		1 25
Cantaloupes, California, crate	3 25	4 00
" Rockyfords		3 50
Cantaloupes, Rockyfords, Canadian basket	0 50	1 25
Melons, Canadian, basket	0 40	0 50
Plums, California	1 00	1 25
Plums, Canadian basket	0 40	0 75
Peaches, California	1 75	2 00
Bartlett pears, California, box	3 00	3 25
Pears, Canadian basket	0 40	0 60
Peaches, Niagaras, basket	0 40	0 75

VEGETABLES—There is a slight decline noted in a number of vegetable lines. Tomatoes have taken a further drop. Along with potatoes they are very plentiful. Potatoes are down some more, but are pretty firm at the prices asked. Buyers are competing in the country for potatoes and farmers are not at all backward in asking the highest price they think obtainable. Cabbage is away down, and green corn is less than a cent a cob. Stocks are plentiful and demand is very fair.

Cucumbers, Canadian, per basket	0	0 35
Tomatoes, Canadian, per basket	0 20	0 30
Beets, Canadian, basket	0 25	0 35
Egg plant, each	0 40	0 60
Beans, wax, per basket	0 20	0 30
Peas, new, basket	0 35	0 40
Potatoes, Canadian, per bushel	0 80	1 10
" " bbl		3 25
" new, bbl., Virginia		3 50
Onions, Bermudas, per 50 lb. crate		1 00
" green, per doz., Canadian		0 15
Carrots, new, per basket	0 30	0 35
Green Peppers	0 25	0 35
Cabbage, Canadian, doz		0 40
Green corn, doz	0 07	0 10
Vegetable marrow, basket		0 25
Squash, basket doz		0 30
White turnips, bush		0 50

FISH—Light supplies are again the ruling feature of the market. Taking all in all, however, a good trade is doing. Prices remain at last week's quotations. Haddie is hardly to be obtained in the country, and so far as the local market is concerned, it is almost impossible to get.

Perch, large, per lb		0 06
Blue pickerel, per lb	0 05	0 07
White fish, Georgian Bay, per lb		0 11
Herring, medium, per lb	0 05	0 07
Whitefish, Lake Erie		0 11
Cod, fresh	0 08	0 09
Trout, fresh, per lb		0 11
Halibut, fresh caught	0 09	0 10
Shredded cod, per doz		0 90
Bluefins, small white, per lb		0 07
Haddock, fresh		0 07
Sturgeon, per lb	0 12	0 18
Sea salmon	0 15	0 18
Pike	0 05	0 05½
Pickerel, yellow	0 02½	0 09

J. S. Steen, grocer, 90 Queen St. E., Toronto, has assigned.

Ship your

DRIED APPLES

before warm weather sets in

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY

HAMILTON

JAMES SOMERVILLE, Manager

TO CAR-LOT BUYERS

of

APPLES AND ONIONS

We will be operating heavily in both these lines and will be prepared shortly to quote prices on ***Early Apples for Prompt Shipment*** and later for ***Winter Keeping Varieties,*** also good Yellow Danver Onions in car lots or less. Get in touch with us before buying.

WHITE & CO., Limited

Toronto and Hamilton

Phone Main 6565. Cable add. "Whitco."

HERE AGAIN !

W. B. STRINGER, Wholesale Fruit Broker

LEMONS - ORANGES

Correspondence Solicited — TORONTO, CANADA

FRESH ARRIVALS

Extra Fancy New Verdelli Lemons

California Late Valencia Oranges

All Sizes.

(Extra Fancy "Golden Orange" brand.)

Water Melons and Bananas

All Kinds Canadian Fruits and Vegetables

Also

California PLUMS PEARS PEACHES *Prices Reasonable*

HUGH WALKER & SON

GUELPH, ONT.

Your consignment of ***Poultry*** (dead or alive) ***Fruit, Butter*** and ***Eggs*** solicited.

THE DAWSON COMMISSION CO., TORONTO

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion,	1 year.....	$30 00
"	"	"	6 months...	17 00
"	"	"	3 months...	10 00
50	"	"	1 year.....	17 00
"	"	"	6 months...	10 00
25	"	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

AGENTS WANTED.

LUCRATIVE AGENCIES—Several leading British houses (grocery, etc.) require responsible firms as agents in all business centres; representative now in Canada; reliable firms, with extensive clientele, write, stating connections and district covered, "Arthur," 303 Frank Street, Ottawa.

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

AN EXTRA 1 PER CENT. PROFIT.—A National Cash Register will earn at least an extra 1 per cent. profit for any retail merchant. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

BUSINESS CHANCES.

AN EXCEPTIONAL OPPORTUNITY to purchase one of the best general store businesses in Southern Alberta. Stock approximately $20,000, all new. Ill health reason for selling. Has cleared $5,000 per year and will do better. If satisfactory, financial arrangements can be made; 90 cents on the dollar will buy. Apply Drawer 13, CANADIAN GROCER, Winnipeg, Man.

TRADE NOTES.

White Bros. & Crum, wholesale fruits, Winnipeg, have opened a branch at Regina.

W. Caldwell, Galt, has sold the product of his 12-acre apple orchard to a Hamilton dealer, for $750.

Big catches of salmon are reported from the Naas and Skeena Rivers, in British Columbia, and canners there are jubilant.

According to report, the pack of Behring Sea salmon is very short this year, and all other Alaska salmon will be 50 per cent. below the average.

The Kootenay strawberry crop was worth $25,000 this year, and the total value of small fruits is placed at twice that sum. Winnipeg took a great many this season.

The Hybla Butter & Cheese Mfg. Co., Hybla, Ont., capitalized at $1,500, has been granted a charter. The provisional directors are T. McK. Bartlett, W. G. Woodcox, Jos. B. Rutledge, Jas. Rutledge and J. McK. Sutherland.

ST. GEORGE'S BAKING POWDER WINS.

Grocers throughout Canada will beinterested in this reproduction of the 16th sheet St. George's Bak-ing Powder poster, with which they are familiar. This poster was exhibited at the poster display held in connection with the annual convention, in Detroit, of the Canadian and American Bill Posters' Associations, and it was award-ed first prize by a committee of three experts, who judged it the essence of simplicity, strength and clever handling of the subject. The wonderful success of St. George's Baking Powder can be attributed to two facts—quality of the baking powder, and the advertising it has had. The National Drug Company turned out a first-class baking powder and then, after making it known to the trade, began an advertising campaign to the consumer through Canada, spending thousands of dollars. They have done everything in their power to assist the grocer, which has resulted in enormous sales. This policy will be continued.—Advt.

Orsi Concentrated Extract of Tomato

is selling in all parts of the country, sales exceeding our highest expectations. Dealers find there is first-class profit in it at $18 per case of 100 lbs. All sized tins from 1-4 lb. up.

ARE YOU SELLING ORSI?

MUSEO COMMERCIALE ITALIANO

43 St. Antoine St., - MONTREAL

Sole Agents American Continent. Phone Main 2731.

"King Oscar" Sardines

These are the finest Norwegian Sardines packed. Every tin is packed under Government supervision, which means, finest selected fish, well cured and absolutely pure Olive Oil. These are strong arguments to advance to your customers. If you don't know "King Oscar" Sardines place an order with your jobber. If he doesn't keep them write us.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

NEW PACK

BRUNSWICK BRAND KIPPERED HERRING

Sanitary Can

A-1 Stock

Every tin guaranteed.

Place your order now.

Connors Bros., Limited

Black's Harbor, N.B.

Dominion Fruit Exchange

52 Nicholas St., - - - OTTAWA, CANADA

We want your shipments of Strawberries and all other kinds of Fruits and Vegetables.

Remember we handle all Fruits and Vegetables for the Dominion Government, grown at Experimental Farm here.

You will certainly make money by corresponding with us when you are open to buy or sell anything in our line.

We also make returns promptly, charging ten per cent. commission and no more.

Don't forget that we operate the largest Fruit auction rooms in Canada.

We also have G.T.R. siding, so that there is no cartage at this end.

OUR REFERENCE:
Crown Bank, or any mercantile agency.

AUCTION SALES
Monday, Wednesday and Friday,
at 2 p.m.
Also every morning at eight o'clock during berry season.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

McDOUGALL

Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scotland.

CLAY PIPES

Mr. Jos. Cote

Importer of pipes and wholesale tobacco merchant of QUEBEC, cordially thanks his customers who have done the honor to visit his business while passing through Quebec during the Centenary Celebration.

The travellers of this important house are now on the road with the most complete assortment of pipes, cigars, cigarettes, tobaccos of all kinds, biscuits and confectionery, etc. Merchants should, therefore, give attention to what these travellers have to offer before placing their orders.

Office and Sample Room: 186-188 Rue St. Paul; Phone 1272. Warehouse: 119 Rue St. Andre; Phone 1272. Branch Office 179 Rue St. Joseph: Phone 2097.

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

FACTS ABOUT GROCERIES

Interesting Information for Clerks and Grocers Regarding the Goods They Hand Over the Counter.

Vanilla.

Vanilla plants are a genus of trailing or climbing orchids, of which the species known as vanilla planifolia is by far the most valuable for producing the fragrant vanilla pods or beans of commerce. Its home is in Central America and Mexico, but it also grows in various parts of the West Indies and in Fiji Islands, merely requiring a mean temperature of 75 to 80 degrees. It bears greenish-yellow flowers mixed with white, followed by slender three-lobed pods 8 or 10 inches long, and a quarter or half an inch in diameter, which are dark green at first, but are curved and yellow when fully ripe. These pods are filled with pulp and minute black oily seeds, like iron filings, and when gathered emit an aromatic odor so powerful as to often intoxicate those who climb the trees to pick them. When dried in the sun the pods turn to dark brown, or almost black, and shrink to about a quarter their original bulk. They are usually tied in bundles of 50 to 100, and either wrapped in tinfoil or packed in tin boxes.

Turmeric.

It consists of the ground rhizome or root of the Curcuma longa, an East Indian plant of the same family as ginger. It is also grown in China and the Archipelago, both for native consumption and for export. The roots are long palmate tubers, distinguished respectively as round and long turmeric, and are of a deep orange color inside. They are often badly worm eaten, but the odor and taste is aromatic, not unlike common ginger, and when chewed it tinges the saliva yellow. The actual coloring matter is called Curcumen. Turmeric is a condiment as well as a dye, and when ground to an orange red powder is used as a stimulating seasoning. It is the principal ingredient in Indian curries, and is the favorite coloring substance used in making mustard compounds, pudding spice, chow chow, pickles, etc.—Grocery World.

Wax From Sugar Cane.

A patent has been applied for for a process whereby wax can be extracted from the rind of the sugar cane. By the new process this wax is now removed from the filter refuse and turned to commercial uses. It is estimated that one ton of cane will yield 4 kilos of wax very similar in its characteristics to beeswax or Carnauba wax, which can be used for precisely the same purposes. The wax, which resembles that now used very largely for making cylinders for so-called talking machines, is exceedingly hard and capable of taking a high polish. It is understood that 110 factories in Java will this year be using this process.—Home and Colonial Mail.

ENGLISH TRADE IMPROVING.

Mr. Bertram Carr, of Carr & Co., biscuit manufacturers, Carlisle, England, who is visiting Canada at present, states the trade conditions in England are improving gradually and that soon the reflex of the panic on this side, which affected the Old Country, will have disappeared altogether. Manufacturers on the other side have been troubled by strikes, too, but these difficulties have nearly vanished.

BUSINESS AMALGAMATION IN SASKATCHEWAN.

Two firms in Wolseley, Sask., Magee & Thompson, and C. Tidey Co., have amalgamated and formed a joint stock company known as the Magee & Thompson Co., Ltd. Mr. Tidey has withdrawn from the business and the officers of the company, which, by the way, has an authorized capital of $100,000, are A. G. Thompson, president; Richard Magee, vice-president; John Bradley, secretary. R. A. Magee is manager and H. J. Hunt assistant manager. The grocery end of the business will be in charge of Mr. Bradley.

PERSONAL NOTES.

D. F. Carter, representing Thos. J. Lipton in Quebec, has left Montreal on a trip to Gaspe.

Alexander Turner, of James Turner & Co., wholesale grocers, Hamilton, Ont., called at the Winnipeg office of The Canadian Grocer last week. Mr. Turner is making a trip to the Pacific Coast.

There is only one

FLY PAD

That's **WILSON'S**

The best fly killer made

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

THE IDEAL STORE FIXTURE

"WALKER BINS"

There is a personal satisfaction in having a store equipped with Walker Bin Fixtures.

The beauty of their design and their elegant appearance are unsurpassed, and for this, as well as for the peculiar attractiveness of their display, they impress the customer and offer a continued and irresistible temptation to buy. Their compactness and convenience are appreciated by the clerk, who finds everything he wants, when and where he wants it. They are a joy forever to the proprietor, for he sees his sales increasing, his losses, from waste, dirt, insects and samplers, diminishing and his store service prompt and effective.

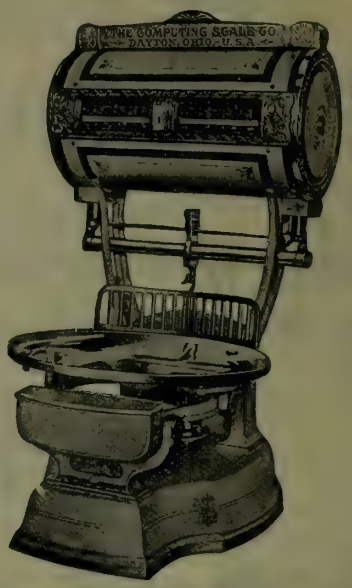
Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

Boston Special

Absolutely Automatic



The Dayton
Over 210,000 Scales sold. Are you one of the users?

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

Pays for Itself

The Computing Scale Co. of Canada, Limited
Toronto, Ont.

You take no risk when you sell

BANNER BURNERS

Every Burner guaranteed. Orders solicited through the jobbing trade.

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

PAYS FOR ITSELF EVERY 90 DAYS

LASTS A LIFETIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it.

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton. Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA
18 and 20 Mary St., HAMILTON, Ont.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

We make a specialty of

COUNTER CHECK BOOKS

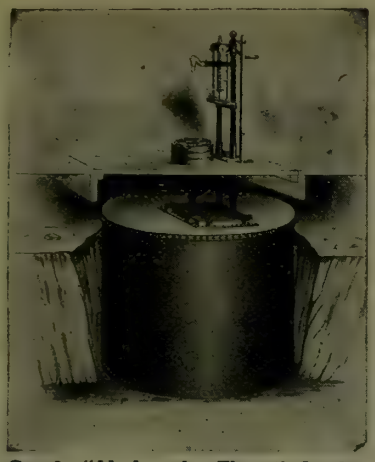
for all kinds and makes of
LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada



Cut 6—"Under the Floor" Outfit.

You are Losing Money

With that old fashioned oil tank, you can't help it.

But put a Bowser Oil Tank in your store—Then oil will be one of your best money makers.

Send for Catalog B.

It gives you reasons why and describes the different styles of Bowser Tanks.

S. F. Bowser & Co., Ltd.

66-68 Frazer Ave., - - TORONTO

If you have an old Self-Measuring Tank and want a new one, write for our liberal exchange offer.

NOXIE-KOLA

Canada's most popular temperance beverage.

The drink that everybody likes

Brewed from healthful Roots and Barks and is absolutely free from alcohol.

No first-class Grocer should be without it to supply his family trade by case or bottle.

Correspondence Solicited from Jobbers where agencies are not as yet established.

Made by

Crystal Spring Bottling Works

WATERLOO, QUE.

Agents for Nova Scotia and Bermuda Islands: BAULD BROS., Limited, Halifax, N.S.

Agents for New Brunswick: BAIRD & PETERS, St. John, N.B.

Selling Agents—Kane & Brown, Toronto, Ont.; Kane & Brown, Hamilton, Ont.; Geo. Bernhardt, Galt, Ont; C. J. O'Regan, Quebec, Que.; T. A. Bourque & Co., Sherbrooke, Que.; Raymond & Frere, St. Hyacinthe, Que; E. D. Tremblay, St. Johns, Que.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal

Established 1880

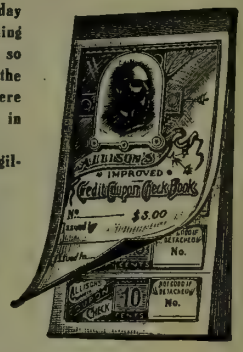
Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

Install the Allison Coupon System and Take a Vacation

You can take a day off and go fishing whenever you are so inclined, secure in the knowledge that there will be no leaks in your absence.

No matter how vigilant you may be, the Allison Coupon System is a better safeguard against errors and petty losses than your own presence and watchfulness.



Here is how it works:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by

Allison Coupon Co.

INDIANAPOLIS, IND.

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

TID BIT

We are now offering you the finest pickle ever offered the Canadian trade to retail at 15c. and 25c., packed in 12 varieties. Ask the traveller.

Remember we have advertised on this page for three weeks for complaints and have not received one. Must be something to it. Try them.

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Western Representatives: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

August 14, 1908.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
3 "	12 "	1 45
4 "	16 "	1 65
3 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 50
2 "	5 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz	2 0
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Brooms

Nelson's—	Per doz.
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals

Wheat Oil, 2-lb pkgs., per pkg	0 03
" " 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	doz. 1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

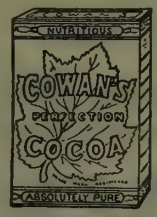
THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz	$4 50
Perfection, ½-lb., per doz	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb	0 22
Special quotations for Cocoa in bbls., kegs, etc	
Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—
Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb. $0 38
Queen's Dessert, 6's, 12-lb. boxes, $0 40
Vanilla, ½-lb., 12-lb. boxes per lb. $0 35
Parisian 8s, lb. $0 30

Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—

Maple buds, 5-lb. boxes, lb.	0 30
Vanilla wafers, "	0 35
" " nonpareils, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
½ " " 4 " " "	2.40
¼ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Hurley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ½s (for cooking), doz	0 90
Prepared cocoa, ½s	0 32
Prepared ½s	0 30

Mott's breakfast cocoa, ½s	0 42
" " " ¼s	0 42
" No. 1 chocolate, ½s	0 36
" Navy " ½s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails Pails.	and 10, 25 and 50 lb. Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 19	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—			
Featherstrip, pails			0 16
Shredded			0 15
In packages 2-oz., 4 oz., 8-oz., lb.			0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. lb

Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —Imperial

Large size jars, per doz	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	1 40
Small size, "	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montrea $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each (3½
500 books to 1000 books	(3

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.				
Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	" 1 "		3 00
"	4 "	" ½ "		4 50
"	20 "	" ¼ "		4 75
"	20 "	" ⅛ "		9 00

THOMAS J. LIPTON

Prices on application.

Assorted Case,	Contains 2 doz..$2.50
Chocolate (Straight)	Contains 2 doz..$2.50
Vanilla (Straight)	Contains 2 doz..$2.50
Strawberry (Straight)	Contains 2 doz..$2.50
Lemon (Straight)	Contains 2 doz..$2.50
Unflavored (Straight)	Contains 2 doz..$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors)	doz.	1 00	
2 "	"	1 75	
2½ "	"	2 00	
4 "	"	3 00	
5 "	"	3 75	
8 "	"	5 50	
16 "	"	10 00	
32 "	"	18 00	

Discounts on application.

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.25.

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

Chicago may follow exampleset in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

MORSE BROS., Props. - Canton, Mass., U.S.A.

ROWLEY'S

Valencia Raisins and Almonds

THE FINEST IN THE LAND

F. W. Rowley
DENIA
Extra Fine Selected

These are the brands recognized as the standard for years.

You are safe to stock them in such belief.

S. Bodi
DENIA
Finest Selected

SHELLED ALMONDS, in 28-lb. and 14-lb. boxes.

We have the real goods. Write for samples.

UNDERWOOD and CRICHTON

London, England — Valencia, Spain — Denia, Spain

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg.

Whenever you want

SOAP

When you want it quickly, no matter what kind, and at reasonable prices, write to us.

SAVONS FRANCAIS

C. Pagnuelo, Manager.

Factory: 1653 Notre Dame St. E. Offices: 235 Corlstine Building

Goodwillie's Fruits

IN GLASS

Have You Tasted Them Yourself ?

If Not Do So

Agents:

Rose & Laflamme Limited

Montreal and Toronto

Shelled Almonds

Valencias and Jordans

Cluster Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

THOMAS J. LIPTON
Prices on application.

C. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 80

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited

GENESEE PURE FOOD CO

Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG CO.

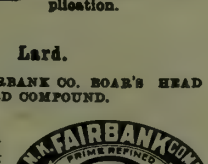
White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price "Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 10	
½-bbls. 0 10½	
Tubs, 60 lbs. 0 10½	
20-lb. Pails. 2 10	
20-lb. tins .. 2 00	
Cases 3-lb.. 0 11	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	



Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	6 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
2 cases of 4 doz.....	6 80
5 cases or more	3 60

Marmalade.

W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb.	glass	jars.
Pineapple	"	1 "	"
Green Fig	"	1 "	"
Green Fig and Ginger	"	1 "	"
Lemon	"	1 "	"
Grape Fruit	"	1 "	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Shredded"—	
1-lb. glass, doz.....	1 90
2-lb. "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00	
per case of doz. net	3 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4 70
" " hotel.....	4 90
Silver Cow Milk.....	5 00
Purity Milk.....	4 70
Good Luck.....	4 30

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins.....per doz.	$	1 40
"	¼-lb. tins ..... "		2 50
"	1-lb. tins ..... "		5 00
Durham 4-lb. jar.....per jar.			0 75
"	1-lb. jar..... "		0 35
F. D	¼-lb. tins.....per doz.		0 85
"	½-lb. tins..... "		1 65

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	3 50
" ½-pts. 24's.....	35

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs.), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND.

			Per case
No. 1, cases, 60 1-lb. packages.....		$	2 75
No. 2, " 120 ½-lb. "			2 75
No. 3, "	60 1-lb. "		3 75
	60 ½-lb. "		
No. 5 Magic soda—cases 100—10-oz. pkgs.			
1 case			1 00
5 cases.....			4 75

WOOD'S PURE PACKAGE TEA

MAY QUEEN PRIMROSE
FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

UNIFORMITY!

It is not "something similar" that you want.
You don't get Uniformity in "something nearly the same."
That word means a good deal in this connection.
It stands as one of the corner stones on which the magnificent success of

Wood's Package Teas

is founded, and which with their unvarying high quality has made them phenomenal Trade Builders.

The trade-mark "WOOD'S" means something tangible, not "something just as good" or "something nearly the same."

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - MONTREAL

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Marpole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Glorioli soap	"	12 00
Straw [illegible]	"	18 20

3 doz. to box..... $3 45

6 doz. to box $6 90

30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

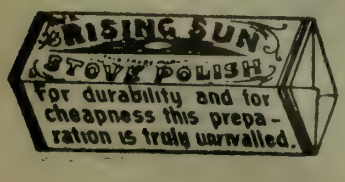
Laundry Starches—	per lb
No. 1 White or blue, 6-lb. cartons	
No. 1 " " 8-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 05
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 7½
Kegs, 100 lb.	0 07
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 00
Cold-finished Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½
SAN TOY STARCH.	
pkgs, cases 5 doz., per case	4 75

Stove Polish.

	Per gross
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
5 gallons	4 50

Syrup

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ per lb.
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 [illegible]	0 [illegible]
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ⅛'s & ¼'s, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's	$0 20	$0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 26	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

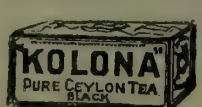
	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ⅛s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ¼s.	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. ½s	0 30	0 40
" " ¼s	0 25	0 32
" " ½s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c		0 22
Green Label.	" 40c	0 30
Red Label,	" 50c	0 35
Orange Label,	" 60c	0 42
Gold Label,	" 80c	0 56

RIDGWAYS.

London, Vancouver, Winnipeg and Ceylon.

	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, ½'s and ¼'s	0 42	0 60
H.M.S., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 64
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 2 doz. in case	1 10

CURRANTS

To the Canadian Grocery Trade:

The dried fruit department of your business can be made highly profitable by selling good currants. By good currants we mean currants that are true to name and grown in the best districts—currants that are well-cured and packed under cleanly methods. Our brands fulfill all these requirements. Our name on the case is an absolute guarantee. We have agents in all the principal cities throughout the world. Your jobber will sell you "Meyer's" Currants if you ask for them.

W. Meyer & Co.

Patras, - - Hamburg

SALT

ALL KINDS

Ample supplies now arriving to promptly fill all orders.

VERRET, STEWART & CO.
LIMITED
MONTREAL

Before buying your canned goods for 1908 write us for prices on

LAUREL

vegetables and fruits packed in the Garden City of Canada.

J. H. WETHEY, LIMITED
ST. CATHARINES, CANADA

Royal Yeast Cakes.

Most Perfect Made.

Sold and Used Everywhere.

With Royal Yeast on your shelves you have in stock the Standard Yeast of Canada. **You** know it and **your customers** know it, two good reasons why you should not experiment with unknown and unsaleable brands.

Order from your wholesale grocer.

A Pure Dry Hop Yeast.

E.W.GILLETT COMPANY LIMITED
CHICAGO ILL. TORONTO, ONT. LONDON, ENG.

Highest Honors at all Expositions.

ESTABLISHED 1852.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, AUGUST 21, 1908. NO. 34.

The World's Laundry Blue

Keen's Oxford Blue

follows the flag—Commerce and its expansion means the sale of more Keen's Oxford Blue.

—In Canada every grocery jobber sells it.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion **Montreal.**

Thousands of Boxes of Starch

are now going into all the stores of Canada.

The brands on these thousands of boxes are

Edwardsburg "Silver Gloss" Starch (for the laundry)

Benson's "Prepared" Corn (for culinary purposes)

There's the whole story in a few words.

For sale by all jobbers.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St., East TORONTO, Ont. Works, CARDINAL, Ont. 164 St. James Street MONTREAL.

UPTON'S

Pure Orange Marmalade

Has a tonic quality that is highly recommended by leading physicians.

"It's Pure That's Sure"

"It's Pure That's Sure"

Upton's Jams, Jellies and **Orange Marmalade** have the true fruit-flavor because only the finest and freshest fruits are used in their manufacture.

Order them from your wholesaler and refuse substitutes.

The T. Upton Co., Ltd.

Hamilton, Canada

The best that money can buy

is never too good for Canadians, that is why it pays to handle "Stower's" goods, their **"Lime Juice Cordial"** is ready for immediate use by adding water—or soda—or ginger ale, already sweetened, their Lime Juice the strongest.

As used by King Edward the VII.

As used by The Prince of Wales

A few of the places where you can get these:

HAMILTON, ONT.—Lucas, Steele & Bristol
BRANTFORD, ONT.—Geo. Foster & Sons
KINGSTON, ONT.—Fenwick, Hendry & Co.
QUEBEC, P.Q.—J. B. Renaud & Co.
ST. JOHN, N.B.—A. G. Dick

ARTHUR P. TIPPETT & CO.
Sole Agents
Montreal

No Musty Flavor

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

HOWARD BLIGH & SONS
HALIFAX N.S.
Importers, Exporters and General Commission Merchants.
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.
Domestic and Foreign Agencies Solicited.
Highest References.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago, Pork and Lard.

ONE OR TWO
more agencies will be well looked after by the undersigned. Just able to take proper care of one or two more only. Excellent connections in Montreal and Quebec Province, and highest references.
Communicate at once.
C. A. Morin
Room 55, Alliance Bldg.
107 St. James St. - Montreal

MONTREAL

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

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T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

Dominion Storage & Forwarding Co., Ltd.
43 Colborne Street, TORONTO
Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.
TELEPHONE MAIN 5661

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

TORONTO.

CORNMEAL
The Best!! The Very Best!!
BECK'S "OLD GOLD"
Granulated Meal
Barrels and Bags
Now in stock
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

On the spot
EVAPORATED APPLES
WHITE BEANS
LOWEST PRICES
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents and Importers
29 Melinda St., Toronto

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

(Continued on page 4.)

A word to the wise is——

"Don't place your order for 1908 pack

Canned Goods—

. before seeing our travellers"

We have the best proposition on the market.

EBY-BLAIN, LIMITED

Wholesale Grocers TORONTO

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you You sell at	30c per lb. 40c per lb.
GOLD LABEL	1s and ½s	Costs you You sell at	35c per lb. 50c per lb.
LAVENDER LABEL	1s and ½s	Costs you You sell at	42c per lb. 60c per lb.
GREEN LABEL	1s and ½s	Costs you You sell at	50c per lb. 75c per lb.

CANISTERS

GOLD Tins	5s	Costs you You sell at	35c per lb.—$1 75 50c per lb.— 2 50
GOLD Tins	3s	Costs you You sell at	35c per lb.— 1 05 50c per lb.— 1 50
GOLD Tins	1s	Costs you You sell at	36c each 50c each
GOLD LABEL	½s	Costs you You sell at	18c each—36c per lb. 25c each—50c per lb.
RED Tins	½s	Costs you You sell at	35c each—70c per lb. 50c each—$1.00 per lb.
RED Tins	¼s	Costs you You sell at	18c each—72c per lb. 25c each—$1.00 per lb.

Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

Manufacturers' Agents—Continued.

QUEBEC

J. P. THOMAS
WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
Correspondence invited
25 ST. PETER STREET, - - QUEBEC

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

WINNIPEG.

Wholesale Grocery Brokers, Commission Merchants.
First-class connection with the trade. Established 1895. First-class references.
Your correspondence and business solicited.
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430½ Main St. W.

RICHARDS & BROWN
Wholesale Commission Merchants and Brokers
314 Ross Avenue WINNIPEG, Man.
Correspondence Solicited

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Carman Brokerage Co.
Wholesale Grocery Brokers
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
141 Bannatyne Ave. WINNIPEG, MAN.

BROCK & KIRKLAND
Grocery Brokers, and Manufacturers Agents
Warehousemen and Distributers
Track Warehouse, 137 Bannatyne Ave. E.
WINNIPEG, MAN.

W. H. ESCOTT
Wholesale
Grocery Broker and M'f'rs Agent
Winnipeg, Canada.
Branch at Calgary.

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F. G. EVANS & CO.
Grocery Brokers and Commission Merchants
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Correspondence Solicited.

STRANG BROTHERS
Commission Brokers and Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

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who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY
TORONTO MONTREAL

Handle Canned Goods That Are Recognized Leaders.

A modern philosopher has discovered that "The more aims you have in life the less likely you are to hit anything." Concentration is one of the secrets of success. There is a wealth of wisdom in this for the merchant. Concentrate your efforts on selling well-known lines and you'll be ahead at the end of the year. Don't load your shelves with a dozen brands of uncertain Canned Goods and keep your customers forever experimenting.

Canadian Canners' Peas Have Created A Big Trade for us

And they will do the same for you. We particularly recommend our Grade No. 2 SWEET WRINKLE PEAS. They are deliciously sweet and tender, and rapidly win new friends wherever introduced. They have a constant and ready sale all the year round. They are genuine business builders and can be sold at a good margin of profit.

Our Peas are packed in four grades as follows:—

Grade No. 1—Extra Fine Sifted Peas
Grade No. 2—Sweet Wrinkle Peas
Grade No. 3—Early June Peas
Grade No. 4—Standard Peas.

BRANDS:—"Canada First" (Aylmer), "Little Chief," "Log Cabin," "Horseshoe" (Bowlby), "Auto" (Canadian Canners), "Kent," "Lynnvalley" (Simcoe), "Maple Leaf" (Delhi), "Lion" (Boulter), "Thistle" (Brighton), "Grand River" (Lalor), "White Rose" (Lakeport).

Canadian Canners, Limited

Hamilton, Canada.

A

Clean Canning Factory

is necessary to the production of really high-grade canned goods. And the fine, sanitary factory where the celebrated

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

are packed is a model of cleanliness. It is by the use of pure, wholesome fruits and vegetables and by up-to-date, sanitary processing that we are able to make Old Homestead Brand the best canned goods proposition before the trade. Ask our agents about the special proposition in Old Homestead Brand!

The Old Homestead Canning Co.

Picton, Ontario

MESSRS. EBY-BLAIN, Limited, Ontario Agents

It's poor judgment to keep on buying goods that have proved to be poor sellers. Goods that the public don't want, you should not buy.

The one fact that has always stood out in the retail grocery business in Canada is the fact that "SALADA," Tea has always sold readily.

Every grocer, without exception, who has handled our goods right—concentrated attention and energy on them—has built up a large tea trade, without fear of competition from the tea-peddlers.

Make a feature of the fact that you sell "SALADA" Tea. It carries weight with every one of your customers, gives them the impression that your entire stock is "right."

WHITE SWAN

Jelly Powders

All true Fruit Flavors.
High-grade and dependable in every respect.

THE ROBERT GREIG CO., LIMITED

WHITE SWAN MILLS

TORONTO

STOCK THE BEST.

"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise

The Merchant introducing those lines to his customers MAKES NO MISTAKE

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St. Quebec City, Albert H. Dunn, 87 St. Peter St. Ontario, A.E. Bowron, 18 King William St. Hamilton Winnipeg, Mason & Hickey. 108 Princess St.

As Pure as Windsor Salt

$1.00 Sold $25 Worth of Groceries

It was a thirty mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

Windsor Salt

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.

Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato,** not the **Tomato** to the size of the **Opening.**

Pack **Whole Tomatoes,** not Crushed Fruit.

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

Max Ame Patents

"O.K."

REGISTERED.

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Garlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

National Licorice Co.

Brooklyn, N.Y.

Toronto Sales Agent—
R. S. McINDOE, 120 Church Street.
Montreal Sales Agent—
J. M. BRAYLEY, 55 St. Paul Street.
Winnipeg Sales Agency—
R B. Wiseman and Company.
St. John Sales Agent—
H. S. Daly.
Vancouver Sales Agency—
J. F. Mowat & Company.

Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve.)

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis. - -	Quebec	Carman Escott Co., -	Winnipeg.
C. DeCarteret, - -	Kingston.	R. G. Bedlington & Co., -	Calgary
Jas. N. McIntosh, - -	Ottawa	Tees & Pearse, -	Edmonton.
Geo. Musson & Co., -	Toronto.	Wilson & McIntosh, -	Vancouver
J. W. Bickle & Greening, -	Hamilton.	C. Leonard Grant, -	P. E. Island
G. H. Gillespie, - -	London		

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

"Batger's"

Lime Juice
Lemon Squash

The pure fruit juices of both LIMES and LEMONS have been and always will be the most popular and healthful summer drinks.
"Batger's" Lime Juice and Lemon Squash are absolutely pure and as good in flavor as modern ingenuity, the finest fully ripened fruits and over 150 years' experience can make them.
They are put up in two sizes—pints and quarts—two dozen in a case—are retailed at popular prices, allowing you a handsome profit.

Rose & Laflamme
Montreal - Toronto

Valencia Raisins

When Ordering This Season, Ask For

"M. D. & Co. Special Fancy Quality
"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

Packed by

MAHIQUES, DOMENECH & CO.,

Canadian Agents:
ROSE & LAFLAMME
Montreal and Toronto

COME!

Thomas J. Lipton, the world's largest Tea Merchant, extends a cordial invitation to all grocers, their wives and families to visit his Tea Room which he is opening at 191 Yonge St., Toronto (directly opposite Eaton's), during the Toronto Exhibition.

The attendants will be Cingalese, direct from the Lipton Estates in Ceylon, and will dress in their native costume.

Be sure and get a Lipton Souvenir.

THOMAS J. LIPTON,

75 Front St. East,

Toronto.

Tea Room,
191 Yonge St.

We have only a limited quantity left of

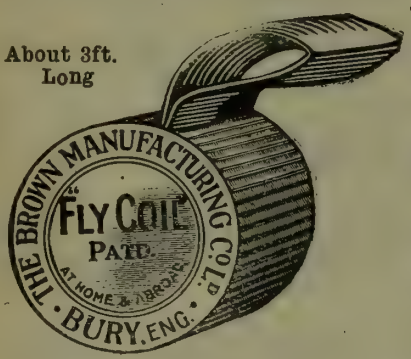
Schram Sealers

ORDER QUICKLY!

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

About 3ft. Long



Make Money out of Flies

It's time to even things up, because you've been losing money on them by spoilage of goods and annoyance to customers.

Brown's Famous "Fly Coil"

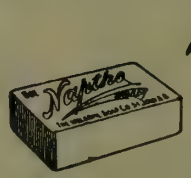
has nearly three feet of fly-catching tape, and the flies crowd onto it by the hundred and STAY. Hang up two or three and rid your store of the dirty pests; then just tell your customers what they are, and see how fast you can sell the Coils. They do more good than "fly paper," and sell faster.

To be obtained from

The National Drug & Chemical Co. of Canada Ltd., Montreal
The Wingate Chemical Co., 545 Notre Dame St. W., Montreal
G. C. Warren, Regina, Sask.
The Standard Brokerage Co. Ltd., 144 Water St., Vancouver, B.C.
T. A. Macnab & Co., Cabot Bldgs., St. John's, Newfoundland
W. S. Clawson & Co., 11 and 12 South Wharf, St. John, N B.
The MacLaren Imperial Cheese Co. Ltd., Toronto.

or direct from

The Brown Manufacturing Co., Ltd., Bury, Eng.



Naptho SOAP

MADE IN CANADA

MAKE

NAPTHO SOAP

YOUR LEADER

The result will be —satisfied customers — satisfactory profits.

The Welcome Soap Co.
Limited
St. John, - N.B.

New Japan Teas

Now is the time to place Import orders for Low Grade, and we are in position to quote favorable prices to our Canadian Jobbers.

S. T. NISHIMURA & CO., Sole Agents. *55* **St. Francois Xavier St., Montreal**

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

E. D. S. Brand Jams and Jellies

THE BRAND OF ABSOLUTE PURITY

The Dominion government pure food analyst after examining many samples declared that E.D.S. Brand is **ABSOLUTELY PURE.**

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - - ONT.

Red Salmon

to retail at 15c.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

Early Delivery

can be had by placing early orders

PURNELL'S

Pickles Vinegar Sauces

are now in active demand and we want to give our customers as good service as good quality.

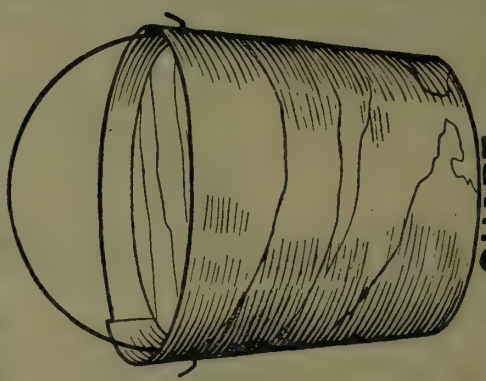
ORDER TO-DAY FROM OUR AGENTS:

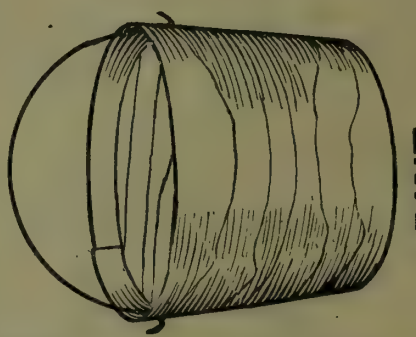
Purnell & Panter, Ltd. Bristol, England

C. E. McMichael, - - St. John, N.B.
H. Haszard, - Charlottetown, P.E.I.
Erb & Rankin, - - - - Halifax, N.S.
C. S Harding, Ottawa, Quebec & Montreal
Kyle & Hooper, - - - Toronto, Ont
J. W. Bickle & Greening, - Hamilton, Ont
Carman, Escott Co., - Winnipeg, Man.
C. E. Jarvis & Co., - Vancouver, B.C.

Walter Woods & Co.

GROCERS' VENEER PAILS





Hamilton and Winnipeg

UNEQUALLED MERIT SELLS

2 in 1 Shoe Polish

We don't hide the light of 2 in 1 under a bushel, either! We are advertising 2 in 1 all over Canada in the most effective manner. People **expect** to find 2 in 1 in every up-to-date grocery store. Have you got it?

The F. F. DALLEY CO., Limited

HAMILTON, CANADA
BUFFALO, N.Y., U.S.A

IMPORTANT

Our Representative is visiting the Dominion establishing agencies for the sale of our renowned

"TEA PLANT"
PACKET TEAS

His address is, 303 Frank St., Ottawa. Write him.

For over half a century

Cooper Cooper & Co's Teas

stand on the highest rung of the British TEA TRADE.

OUR TEAS PAY YOU WELL

Cooper Cooper & Co. Ltd.

"The World's Most Famous Teamen"

Head Office: **71-73 Tooley Street LONDON, ENGLAND**

The Quality Factory
FOR
People of Quality
WHO WANT
Articles of Quality!

We spare no time, labor or expense in producing only the

Best Articles for Our Patrons

Young Tom—Washing Powder.
Purity—Laundry Soap.
Young's Elite—Toilet Soap.
Glycerine Pumice—Toilet Soap.
And others as good.

THE YOUNG-THOMAS SOAP CO., LTD.,
Regina, Canada.

The grocer who makes a specialty of

STERLING BRAND PICKLES

not only increases his sales but he adds prestige to his business because of the superior quality of the goods.

ORDER FROM YOUR JOBBER OR DIRECT

Made in Canada from best grown Canadian vegetables.

THE **T. A. LYTLE** CO. LTD.
Sterling Road, Toronto, Canada

As Well Known as Any Staple

Mathieu's Nervine Powders

have been a household remedy for ten years or more. They are as well known, and in one way or another in as constant demand as any staple. Their sales this year are larger than ever. Look over your stock and send us your order.

No need to tell you that the demand for Mathieu's Syrup of Tar and Cod Liver Oil doesn't cease with winter.

J. L. Mathieu Co., Sherbrooke, P.Q.

Proprietors

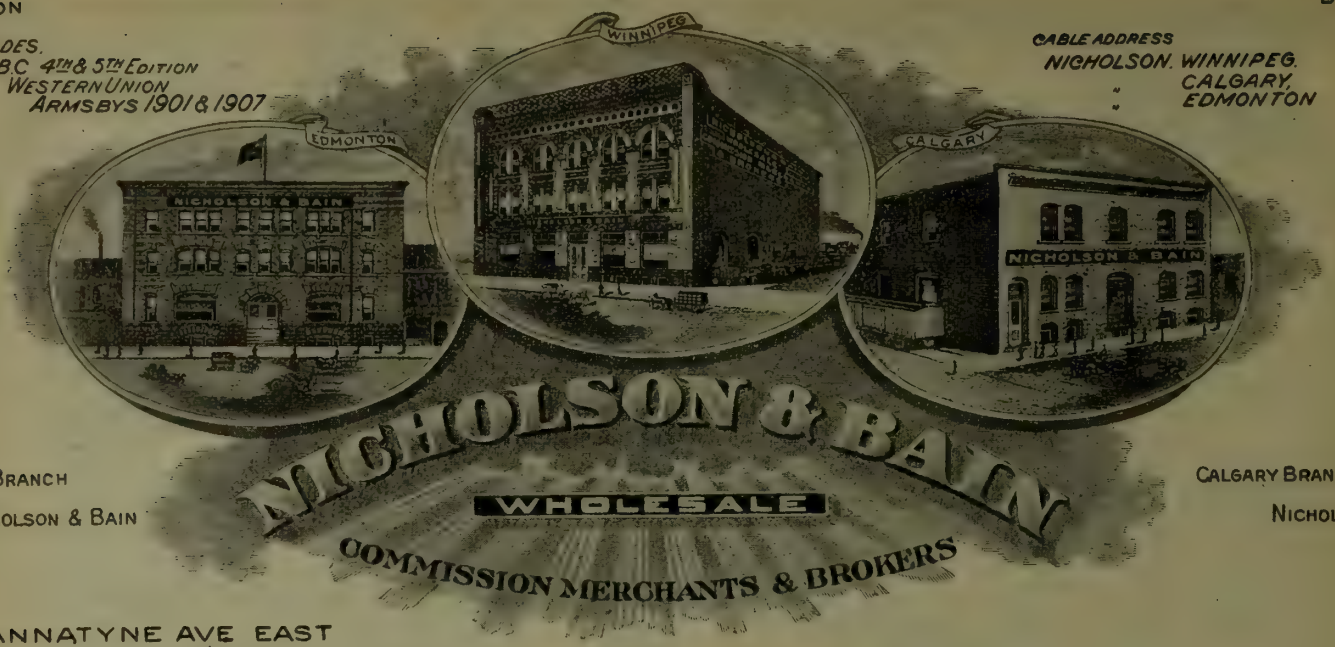
L. Chaput, Fils & Cie, Wholesale Depot, Montreal

E NICHOLSON

D H BAIN

CODES.
A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
" CALGARY.
" EDMONTON



EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A Bumper Crop in the West

MR. MANUFACTURER, do you realize what this year's bumper crop in the West may mean to you?

It is the biggest crop in the history of the country and it will be worth a pile of money—much more than any previous crop.

The West will have plenty of money to spend and there will be a strong demand for high class goods.

Now is the time to push your goods in the West and develop a trade that will grow from year to year.

We can help you, as we have the selling organization to place your goods on the market.

We are established in Winnipeg, Calgary and Edmonton, the three principal wholesale centres of the West. We can take your goods on commission basis, store them at these three points and distribute them to the wholesale trade.

To do business in the West it is essential that you should have live intelligent representation on the ground.

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise also cars distributed at Winnipeg, Calgary and Edmonton.

TO THE TRADE:

It Cannot be too Often Repeated that, in Selling

CEYLON TEA

You Should Teach the Customer

How to Prepare It.

The Superabundant Life and Vigor
of the Ceylon Plant Give Its Leaves

All Tea Properties in High Degree.

3 to 5 MINUTES' DRAWING
With Furiously Boiling Water Suffices to obtain the

DELICIOUS AROMA, the
DELICATE FLAVOR and the
INVIGORATING TONIC.

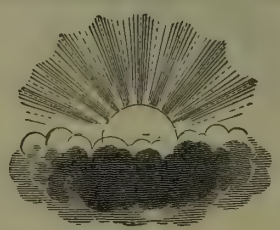
Money in Pickling Spices

is made by selling a truly satisfactory line that will please your customers. Our famous ¼-lb. transparent packages of **MIXED PICKLING SPICES** are just the kind you are looking for. This is the season they are in demand.

Sit Down and Order Now.

S. H. EWING & SONS

MONTREAL and TORONTO



"Sun Burst" Reg'd.
"Non-Pareil" Reg'd.
"Salad, Edible and Cooking Oils"

WINTER PRESSED

—Highly recommended.
—Guaranteed under the Pure Food Act.
—A substitute for Lard.
—The Quality of these Oils is their recommendation.
—Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M. 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL ST., - - MONTREAL

Why
Brooke Bond's Packet Teas
are such Good Value.

You may have heard that we sell over 100 tons of tea every week in Great Britain.

We have the resources of that great trade to use for our Export Trade.

In our own Bonded Warehouses we blend and pack teas for all markets in tin, lead, foil, parchment-lined bags, or any other form of packing desired.

We pack under your own label and with any style of printing you may choose.

For samples apply to

Messrs. Hamblin & Brereton,
Corner of Notre Dame and Victoria Streets,
WINNIPEG, MANITOBA.

True, Full Flavor

is what your customers expect when they buy flavoring extracts. Don't disappoint them! Sell them

Shirriff's Flavoring Extracts

They are the highest in strength and purity.

IMPERIAL EXTRACT CO., 18-22 Church St., Toronto

Tartan

BRAND

BUY YOUR CANNED GOODS NOW, DO NOT DELAY FURTHER,
AND IF YOU WANT THE BEST, BOOK

TARTAN Brand Fruit and Vegetables

This is also the place to buy

Lea's Pickles with the home flavor
Wagstaffe's Jams, Jellies and Marmalades
Imperial Vinegar
TARTAN Spices Guaranteed Pure

Phone 596, Free to Buyers.

BALFOUR, SMYE & CO.
Wholesale Grocers, - - HAMILTON

Specify Farmer Brand

if you would have a really bumper trade in canned goods. We grow our own fruits and vegetables from the seed on our own garden land. 3000 acres of the finest land in Prince Edward County make us quite independent of fluctuating prices. We don't have to pack poor goods just because prices happen to be up in a balloon.

Every can of Farmer Brand is absolutely reliable in quality.

FARMERS' CANNING CO., Limited
BLOOMFIELD, - ONTARIO

MONEY-MAKING LINES

AROMA TEA
AND
AROMA COFFEE

The most satisfactory goods to the consumer.

The most profitable goods to the merchant.

Two good reasons to justify buying these well-known lines.

Our Traveller will tell you about them.

W. H. GILLARD & CO.
Wholesale Grocers
HAMILTON
Branch House—Sault Ste. Marie

The season is approaching when Granulated Sugar will be in active demand for preserving and canning purposes. When ordering supplies ask for

Redpath

the BRAND approved for over fifty years and to-day the STANDARD OF EXCELLENCE.

Made from PURE CANE Sugar by

The
Canada Sugar Refining Co.,
Limited

MONTREAL

TRADE MARK

The Guarantee M Trade Mark

SONS
ESTABLISHED 1834.

QUAKER SALMON

A short pack of salmon this year limits the output of choice fish.

To ensure your obtaining a supply of the finest salmon, the kind that will please your customers, specify **Quaker Salmon,** when ordering.

Our packers received instructions to pack **only the choicest.** They write us :

"We guarantee Quaker Salmon absolutely all Fraser River No. 1 Sockeye fish."

NEW PACK NOW SELLING

SEND IN YOUR ORDER

Prices moderate considering short pack.

Mathewson's Sons
WHOLESALE GROCERS
202 McGILL STREET, - MONTREAL

GET

Balmoral Scotch MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO

J.W. WINDSOR
MONTREAL

SOLE AGENTS FOR CANADA

DR TIBBLES' Vi-Cocoa

A leading British line well-known and largely advertised.

The World Renowned Food Beverage

THE PUBLIC SAY:

"THERE IS MERIT IN IT,"

And

THE TRADE SAY:

"THERE IS MONEY IN IT."

Agent for Montreal:

G. W. HODGSON
509 Lindsay Bldg.
Montreal

Ontario Agents:

GREEN & CO.
25 Front St. E., Toronto

WRITE OUR AGENTS FOR PRICES, Etc.

Sample Cases Now Ready for Delivery

THE WORLD'S STANDARD **WHITTEMORE'S POLISHES** ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World

QUICK WHITE
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY EASILY APPLIED
ALSO CLEANS ALL ARTICLES MADE OF WHITE CANVAS
WHITTEMORE BROS. & CO.

Dirty Canvas Shoes

made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust No rubbing off.
A Sponge in every package, so always ready for use.

Large size, per gross,
10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

OIL PASTE for ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Ola's.

Price per gross . . . . . .

Excellent for old rubbers.

"ELITE Combination"

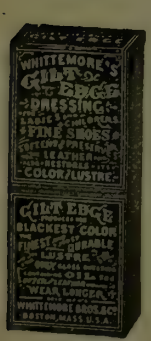
The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . .

BOX CALF PASTE
FOR BOX CALF VICI KID PATENT AND ENAMEL LEATHERS
WHITTEMORE'S "ELITE" ELITE POLISH
BOX CALF
VICI KID AND ALL BLACK DRY LEATHERS
BOSTON U.S.A.

"BABY ELITE" Combination

10c. size per gross .



"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Largest quantity; finest quality. Its use saves time, labor and brushes, as it

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . .

"SUPERB" Patent Leather Paste

For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. ¼ lb. boxes
Per doz. ½ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . . . .

Also in Russet and Ox Blood

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross .

Star Russet Combination

10c. size per gross .

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . .

Elite, Ox Blood and Brown Pastes same sizes and prices

If interested write for CANADIAN PRICES.

WHITTEMORE BROS. & CO., 20-22-24-26 ALBANY STREET CAMBRIDGE, MASS., U. S. A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.

Unsweetened

There's one thing certain about the selling of Condensed Milk and that is, it has to be **PERFECTLY PURE** and like fresh cow's milk——

Borden's Brands

"Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream } are perfect milk—

FOR SALE BY ALL JOBBERS

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. *Shallcross, Macauley & Co., Vancouver and Victoria, B.C.*

SAUCE

ENGLAND'S MOST POPULAR SAUCE

H. P.'s popularity as an ideal kitchen Sauce has reached Canada.

The "live" H. P. Canadian Advertising is creating a demand for YOU to supply.

The name H. P. signifies "Houses of Parliament" and this famous condiment is in use on the dining tables of "the House" and enjoyed daily by the members of Parliament.

Write for samples and prices.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax. N.S.
The Codville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd , Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

PURE
ANNAPOLIS VALLEY

Cyder

"Land of Evangeline" Brand

Guaranteed absolutely free from chemical preservatives.

Will keep **SWEET, CLEAR** and **SPARKLING** in any climate.

The pure juice of the finest Nova Scotian apples manufactured and bottled by secret process, under direct supervision of a member of the most celebrated English Cyder makers—H. Whiteway & Co. Ltd., whose patrons include H. M. King Edward VII, H. M. Alfonso of Spain.

Bottled in champagne quart, pint or half-pint bottles; also supplied in casks.

For Prices and Particulars Address { R. S. McIndoe, - - Toronto. S. W. Shackell, - - Montreal. J. S. Creed, - - - Halifax.

ANNAPOLIS VALLEY CYDER CO.
LIMITED

BRIDGETOWN, - NOVA SCOTIA

Horses and Cattle Fed On

MOLASSINE MEAL

are kept healthy and in good condition, and do not suffer from the many ailments that all classes of cattle are so liable to.

ASK FOR BOOKLETS AND ALL PARTICULARS FROM

ANDREW WATSON

SOLE IMPORTER

91 Youville Square, - Montreal

CAPSTAN Brand

High-Grade Tomato Catsup

Put up in 10, 16 and 20 oz., bottles of a new design and is very attractive. This catsup is far superior to many others and is giving perfect satisfaction.

Sold By all Wholesale Dealers.
Once Sold Always Asked For.

THE CAPSTAN MFG. CO.
TORONTO, CANADA.

Quality in ***Tea*** counts for much and when your customers are pleased you are sure of their orders. We are ***Tea Specialists*** and can satisfy you in both ***Quality*** and ***Price.*** Let us send you samples of ***BULK TEAS.*** Have you tried our famous ***PACKAGE TEA.*** If not, why not ?

MELAGAMA

Noted for its delicious quality. Money in every package.

P.S.—We take pleasure in notifying our numerous ***customers and friends*** who will be in Toronto during the Fair, that we will be pleased to receive and deliver daily all mail sent in our care, at the "Melagama" Demonstrating Booth, Manufacturers Building.

MINTO BROS., TORONTO

Wagstaffe's

New Season's Strawberry Jams and Sealed Fruits are now ready, **order at once,** quality **cannot be beaten.**

Wagstaffe Limited

THE PURE FRUIT PRESERVERS

Hamilton

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

Norton Manufacturing Co.

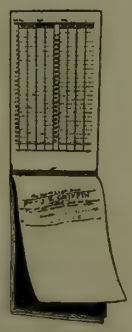
HAMILTON

How to Save Many Dollars!

Lots of grocers lose money by not knowing to a cent what is coming to them from customers. By using our

"DUPLEX"
COUNTER CHECK BOOK

YOU can confront a doubting customer with any item he may dispute and so avoid loss and friction. A post card will bring particulars.



The Carter-Crume Company Limited,

Toronto and Montreal

We Distribute Cars

Ship your goods in car lots in our care, Mr. Manufacturer, and we will distribute them among your customers. We have a large warehouse with excellent track facilities and we make a specialty of this class of work.

Correspondence Invited.

R. B. Wiseman & Co.,

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Manufacturers' Agents and Brokers.

Open to handle one or two more lines of groceries or fruit.

The very high class of teas used in Red Rose and the great care taken in blending is to please the women and men who are judges of tea and are willing to pay a fair price for a tea of real merit; not those who are attracted by an inferior article if the price is lower.

You have customers, lots of them, who know **good tea** when they get it. If they are not using Red Rose now sell them a package and see what they will say about it. The more particular they are the greater will be their praise of Red Rose.

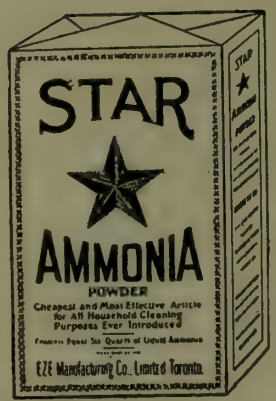
Wouldn't it pay you to push Red Rose even more than in the past? We will help you with the best advertising we can devise.

Branches: TORONTO, 3 Wellington St. East
WINNIPEG, 315 William Avenue

T. H. ESTABROOKS
ST. JOHN, N.B.

NATION'S
SIMPLY DELICIOUS
In Packets and 4-oz., 8-oz. and 16-oz. Tins

Agents: **GREEN & CO.**, 25 Front St., E. Toronto
CARMAN, ESCOTT CO.,
141 Bannatyne St. WINNIPEG
Manufactory—BRISTOL - ENGLAND


STAR
AMMONIA
POWDER
Cheapest and Most Effective Article for All Household Cleaning Purposes Ever Introduced
E.Z.E. Manufacturing Co., Limited Toronto

The Best Selling Cleaner ever offered to the trade.

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.

Mr. Grocer,—

Did you ever hear of **Queen Brand Corn?** Did you ever stock it?

Wholesalers tell us it is the best Corn on the market, and we have car-load orders on our books from firms we have never met—orders that were unsolicited.

Is **Queen Brand Corn** on your shelves? If not, you are not selling corn **Just as Good,** and you are only deceiving your customers if you think you are.

Get in touch with your wholesaler and get the best Canned Corn going—it's **"Queen."**

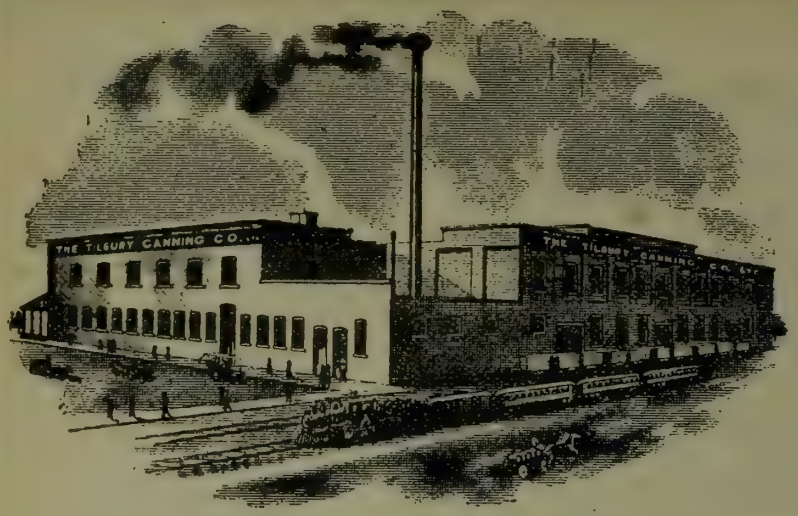
Belleville Canning Co.
Belleville, Ont.

We cannot explain the flavor and fragrance that live in every package of our Coffees.

We only know that we get the best grades and bring them to you in their first perfection.

CHASE & SANBORN

Importers MONTREAL



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

Get our prices for immediate and future delivery.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

ESTABLISHED OVER 200 YEARS

CHAMPION'S IS THE TABLE VINEGAR

MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.

ONTARIO AGENTS : The Lind Brokerage Co., 23 Scott St., Toronto
Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montrea,

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS WRITE OUR AGENTS FOR PARTICULARS

No matter what happens in the trade

Ridgways TEA

is a winner.

The quality—always unfailing— makes appreciative customers. They come back for Ridgway's Tea. **Do you carry it ?**

CANADIAN OFFICE, - VANCOUVER, B.C.

Agents—Richards & Brown, 34 Notre Dame Street, Winnipeg, Man.

ABSORBINE

will reduce inflamed, swollen Joints· Bruises, Soft Bunches, Cure Boils, Fistula, or any unhealthy sore quickly; pleasant to use: does not blister under bandage or remove the hair, and you can work the horse. $2.00 per bottle, express prepaid. Book 7-C free.

ABSORBINE, JR., for mankind, $1.00 per bottle. Cures Varicose Veins, Varicocele Hydrocele, Strains, Bruises, stops Pain and Inflammation.

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents, LYMAN SONS & CO., Montreal.

TRY A

Condensed Ad

IN THE

Canadian Grocer

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Superior Quality Canada First Brands

Evaporated Cream and Condensed Milk

Orders promptly attended to. Every Can Absolutely Guaranteed.

PREPARED IN MODERN SANITARY FACTORY

AYLMER CONDENSED MILK CO., LIMITED

Factory : Aylmer, Ont. Sales Office : 39 James St. South, Hamilton

Here's what a Chicago Firm says

of results of using the Canadian Grocer's condensed "Want" Ad. Department :

Chicago, April 3rd, 1908.

Gentlemen,

We have sold many of our window dressing books in Canada, the most of which have been disposed of through The Canadian Grocer.

Yours,
S. W. ROTH.

What this Chicago man has done you can do as well.

You can for **2 cents a word** get into touch with a merchant wanting to buy

A Scale
A Cash Register
A Delivery Wagon
A Counter
Shelving, Etc.

Or if you want to buy any of these you will hear from some one having the articles to sell by putting a small ad. in our condensed "Want" Ad. Department.

It costs very little to try it.

It will bring you into touch with the trade.

Address : The Canadian Grocer, Toronto

A HINT TO CANADA

What Australia Thinks of Champion's Vinegar

Extract from "THE GROCERS' ADVOCATE," SYDNEY, *May 25th*, 1908.

VINEGAR STANDARD.

Important Action by the Board of Health.

In conformity with the provisions of section 77 of the Public Health Act of 1902, the Board of Health has fixed a standard for vinegar, and there is no risk of over-stating the case to say that it is not before it is needed. The President of the Board, Dr. Ashburton Thompson, in referring to the action taken, indicates the fact that the authorities have become aware in this case, of the necessity of protecting both the public and the honest manufacturer; there are several manufacturers of vinegar in this State and elsewhere, who manufacture an article that has a sound title to the name either of vi egar or malt vinegar respectively. **When for instance the retailer stocks or the consumer purchases a bottle of "Champion's" he knows exactly what he is getting,** but there are many fluids which pass by the name of and secure custom as vinegar, that for the sake of the general health should never be allowed to pass into consumption. The result is that in the first place the public stomach is outraged, and indigestion mixtures are at a premium, while in the second the manufacturer who produces a sound article which cannot possibly be made under a certain cost, is penalised for his integrity by having his goods ousted from general favor by meretricious substitutes.

There is only one way to defeat this unprincipled tampering with food stuffs, and that is **by establishing standards and punishing the manufacturer** who produces for sale anythings which falls short of them. Under the New Pure Food Bill we sincerely hope this action, belated enough under the present Act, will be a marked feature. The standard set up n this instance is proclaimed in the following terms:

Chief Secretary's Office,
Sydney, 29th April, 1908.

It is hereby notified for general information, that, in accordance with the provisions of Section 77 of the Public Health Act, 1902, His Excellency the Governor, with the advice of the Executi e Council has been pleased to fix the following standard for vinegar :—

Vinegar shall be the liquid derived from the alcoholic and acetic fermentation or oxidation of the juice of grapes or of infusions of malt, lawful malt substitutes, or sugar and malt, or of the juice of apples, either with or without subsequent distillat on, it shall contain not less than four per centum of acetic acid, and shall not contain any free sulphuric acid, arsenic, lead, or copper.

W. H. WOOD.

In future, therefore, any of **that chemical abomination** which in time past has been wholly or largely **composed of acet c acid coloured with burnt sugar,** will have to be sold under a label which proclaims it to be "artificial" vinegar, failing which the **vendor will be liable to prosecution** for selling an article which "is not of the nature, description or quality demanded by the purchaser." **Retailers** therefore are reminded that as the New Pure Food Bill has not yet been passed, they will for the present have to shoulder the **entire responsibility** in the matter of selling vinegars. Price will be a fair criterion for their guidance; the experienced grocer knows quite well what a sound vinegar must cost, and if he is selling anything in the shape of a vinegar at a price below that, he will at any rate know that wisdom dictates the adoption of extreme **precaution to protect himself from fine,** and his business from loss of reputation. We understand that the authorities have been asked by some of the manufacturers, if the operations of the proclamation could be suspended in order to give them time to call in stocks at present distributed through the State. The Board has no authority to suspend the effect of any proclaimed standard, and although there seems to be an impression that the local authorities will so far appreciate the difficulties of the position as to refrain from taking action for a few weeks, yet we feel bound to caution **retailers** who may happen to hold any old stocks that will not come up to the standard that they stand **in a position of danger.**

Champion's Vinegar is the Best

ESTABLISHED OVER 200 YEARS.

Brewery and Offices:

TOWER BRIDGE ROAD, LONDON, S.E.

WRITE OUR AGENTS FOR PARTICULARS, PRICES, ETC.

Agent for Quebec Province, - - J. Walter Snowdon, 413 St. Paul St., Montreal.
" " Ontario " - - - - The Lind Brokerage Co., 23 Scott St., Toronto

Other Agents are being appointed and will shortly be announced in this paper.

Canned Peas and Vegetables

"SOLEIL" Brand

Canning of 1908

The great demand, fully justified by remarkable flavor and quality, for **'Soleil"** Brand Imported Canned Peas and Vegetables, has been such as to warrant us in placing with the canners a very large import order, which has just arrived.

A large number of our customers have received their consignment, and within a few days all orders booked by us for these goods will have been delivered.

Owing to the superior quality of **"Soleil"** Brand Canned Peas (Petits Pois), and other Vegetables, we would advise dealers who have not yet stocked these goods to correspond with us without delay, and to let us know which of the products listed below would interest them.

French Peas (Extra Superfine, Extra Fine, Very Fine, Fine, Half-fine, Medium), **String Beans** (Extra Fine, Fine, Medium, Flemish Cut), **Yellow Beans** (Extra Fine), **Giant Asparagus, Whole Asparagus Extra, Artichoke Bottoms, Medleys of Vegetables, Cut and Rounded Carrots, Celery Ribs, Whole Celery, Spinach (Pease of), Green Soups (Peas and Chervil), Julienne Soups, Printaniere Soups, Tomato Soup.**

We Are Still Booking orders for Canadian Canned Goods

We guarantee buyers against a decline in price and promise prompt delivery.

SALMON

Notwithstanding the scarcity and high prices of salmon, we have a large stock of all best standard brands, which we offer at the lowest prices.

For further particulars and quotations, write, telephone or wire at our expense.

Laporte, Martin & Co., Ltd.

Purveyors to the Trade

MONTREAL

Mecca Coffee

Another triumph this week, selected by one of the most aristocratic exclusive Clubs in the Dominion, as the Coffee par excellence.

If you have never tried it, you don't know how much you might be able to enlarge your Coffee trade by selling it.

Samples on request.

Put up in 1, 2, 25 and 50 pound tins, Roasted and Ground.

James Turner & Co., Limited

Hamilton, Ontario

INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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How the Grocer Should Advertise

The Newspaper Versus the Circular as a Publicity Medium—Space Must Be Carefully Utilized for Best Results—Some Examples of Well-planned and Well-written Ads.—Conducted by W. F. Ralph.

J. Wineburgh, an advertising expert of New York, who is fighting in the courts for the right to hang signs outside New York street cars, has very decided views on what is and what is not legitimate advertising. Mr. Wineburgh, who is now in London, said to the British correspondent of the N. Y. Herald :

"If you have a good thing to sell the best way to get it before the public is to advertise it right out in the open or in a newspaper like the Herald. I don't believe in those circularizing schemes."

PICKLING!

When you are pickling your vegetables for winter you want the best of ingredients. We offer you the best goods at quality prices.

Pure Cider Vinegar at 40c. a Gallon.
Pure White Wine Vinegar at 40, 50, 60c. a Gal.
English Malt Vinegar at 60c. a Gallon.
Pure Mixed Spices at 40c. a lb.

Tomatoes, Cabbages, Cucumbers and Onions fresh daily at low prices.

Jno. E. WATERHOUSE
WHITBY
'Phone 11. Prompt Delivery.

We wouldn't care to go so far as to completely agree with Mr. Wineburgh on the circularizing question, because we have not infrequently heard of and seen circulars which have produced results. But, on the whole, and so far as the average retailer is concerned, there is no medium that can compare for an instant for all round dependability with a really good newspaper.

There is this difference between the newspaper and the circular : One is paid for by the reader, while the recipient of the other gets it for nothing, It is only natural, therefore, that a person should be more anxious to absorb the contents of the newspaper than those of the circular.

A circular is always an intruder. It comes through a person's letter box or is thrown upon his verandah quite unsolicited by him. Unless a circular comes neatly enveloped through the mails, the first impression made by the circular upon the mind of the householder is one of annoyance at the untidy appearance it gives his hall or verandah. He or she is inclined to exclaim, "Dash those circulars !"

The Fate of the Circular.

As most personally distributed circulars are delivered during the daytime, their usual fate is to be picked up by a more or less annoyed housewife and cast into the stove. If, perchance, a circular does get read, it is not likely to lead to business unless it contains something extraordinary in the price-cutting line.

If a circular is received through the mail the usual first impression it makes upon the recipient is also one of annoyance, because when a man or woman opens a stamped envelope and finds it is not a personal letter as was supposed, it occasions disappointment. And to be disappointed is to be annoyed. "It's only a circular !" is one of the most frequent morning exclamations in modern language.

On the other hand, an advertisement in a newspaper commands the respect due to anything that has cost money to get. If an advertisement can be said to obtrude in a newspaper because of the fact that a man buys a newspaper primarily for the "news" it contains, the obtrusion is very far removed in degree from the kind of obtrusion inseparable from am unsolicited circular.

People expect to find advertising in the newspaper. Consciously or unconsciously women, at least, regard the publication of store advertising as an essential part of a newspaper's business. The very fact that an ad. appears in a newspaper gives it an appearance of authority which rarely attaches to a circular.

The Newspaper's Persistency.

Another reason for the superiority of the newspaper as an advertising medium for the retailer is the fact that it lends itself to persistence. It is a periodical publication coming out as regularly as clockwork, and reaching approximately the same people with each issue. This periodical covering of the same field at regular intervals is absolutely essential to really effective advertising. The ground must be constantly covered and re-covered; and no known method of circularizing can do this as effectively as a newspaper.

Where a newspaper of genuine circulation is available for advertising purposes it is safe to say that no circularizing scheme will bring as good results.

Careful Use of Space.

Of course, as has been iterated and reiterated in this column, results from newspaper advertising are wholly dependent upon the manner in which the advertiser makes use of his space, The blank space must be made to speak and speak with interest. And on the part of the publishers of the paper there devolves the great responsibility of clothing the language of the advertiser in a suitable and attractive dress of type. Worn type, indistinct or crude cuts, too lavish display—all these mar the effectiveness of the best written ad. To borrow the words of another writer :

"Since this space is so valuable neither the publisher who demands a high price, nor the advertiser who pays it, can afford to permit the use of uninteresting matter, shoddy composition or worn and obsolete type faces. Indeed, if the advertiser is to get value for his money every line must be made effective, not by the use of many words, but by making each one express the meaning and purpose of the advertiser. Indifference upon the part of the publisher in this respect, shows any observing advertiser who is not attracted by the ad-

vertisements of others, that if he buys such space other readers, like himself, will not be interested. Similar indifference upon the part of the advertiser must be attributed to his inability to understand or appreciate the real value of advertising, otherwise his own interest would compel him to demand a better presentment of his selling arguments. And such lack of interest upon the part of both publisher and advertiser insures the indifference of the readers, there being nothing in the argument or typography to attract or interest them in what is being advertised. They pass over the valuable space occupied by the advertisement and the opportunity to gain the purpose of the advertiser is lost."

SOME FIRST-CLASS EXAMPLES.

It is some time since The Grocer has reproduced any ads. written by J. A. McCrae & Son, of Guelph. That's not

Sugar is Advancing

YOU KNOW from experience that when J. A. McCrea and Son advise buying sugar it will always pay you to invest heavily. Sugar is rising in price—will continue to rise—you will not regret it if you buy now.

4 lbs Best Cleaned Currants 25 cents

Splendid for Pies—Delicious in biscuits and cookies. You will find many ways of using the currants at

4 lbs for 25c

J. A. McCrea & Son

We Prove Our Ads. - Wyndham St., Guelph

by any means because the McCreas are out of the advertising game. They are still advertising in the real, live, business-building way, as is proved by the

That's a very neat and effective ad. of John E. Waterhouse, Whitby, reproduced this week. Not much in it—just enough to be read in a few seconds without the slightest effort. But there is that in it which conveys price information and quality assertion to the housewife. It's an ad. which ought to pull.

GROCERY TALKS.

Suggestions for Advertising Staple Products, Adapted From Recent Ads.

The following are a few suggestions for grocery talks in advertisements which are calculated to save a little of the busy ad. man's time. They are practical, applicable and attractive.

Coffee.

No breakfast is complete, no matter how well it is prepared, no matter how daintily it is served, or how great your appetite may be, unless you have included Blank & Co.'s coffee. This is the very best brand, and comes in one-pound and two-pound cans. We have cheaper coffees, and among those we would call your attention to our 25c blend.

Poor coffee is dear at the price—at any price. As a rule poor grade coffees are extremely acid—altogether too acid for stomach comfort. In fact, it's the long continued consumption of poor grade coffee that gives the health-drink man his chance. Good coffee is wholesome, and it's more economical as far as the pocketbook is concerned, because it will return many more cups of the beverage to the pound. For a really good and wholesome coffee, at a really reasonable price, try our own brand of Mocha and Java.

Tea.

A big pitcher of iced tea is welcome these days on any table. But make it right and, above all, use the right tea. Garan tea is peculiarly adapted to this use, because of the absolutely correct proportion of Formosa along with other varieties. This combination brings out the strong flavor when served cold. One-half pound canister 30c. One-pound canister, 60c.

About tea. Can you tell good tea not only by the taste after it is poured steaming into your cup, but by the look of the leaf? Can you tell whether it is tea that has been carefully grown, picked, dried and blended, and not merely the sweepings—half tea leaves, half dust—that fall to the floor while the natives are picking over the leaves and that are too often sold to the unwary as tea? Our careful study of the tea question and the time spent in securing perfect blends have been well repaid in the favor accorded to our special blends of tea.

Crockery and Glassware.

New shipments of china have just arrived, and as some of our customers have been waiting for these lots, we wish to say that we are now ready to fill all orders. Included in this lot is our classic white and gold china (stock pattern), also our green Empire pattern. We can fill orders for complete sets or individual pieces as required. Call and see these goods—You are under no obligation to buy!

"Putting up" fruit. Those who intend to put up fruit will need fruit jars. If the fruit is to be kept in perfect condition much, if not all, depends on the jars. Our fruit jars are the best obtainable and we have them in pints, quarts and half-gallon sizes. Jelly glass, too, at extremely moderate prices.

Fruit.

Ripe, juicy pineapples. Think of it! It pays to keep in touch with this famous grocery store of Abraham & Straus. With stories of prices going up on foods all over the country, the news here is invariably of low prices on the very best of summer foods—ripe, fine, sweet, delicious, juicy pines at 8c each, or three for 22c. They won't last long at this price and this will probably be the last opportunity this season. Not more than 12 to a purchaser. None sent C.O.D.

Cereals.

A woman reaps a rich harvest of satisfaction when she uses Blank-Dash flour in her baking. The satisfaction will not be her's alone, either. Every member of the family will share in it and enjoy the better bread, cake or pastry which the use of this flour insures. Don't fail to give it a trial the next time you need flour.

Rolled oats. When you use our special lines you get the only oats that are guaranteed not to have any bugs, worms or other foreign objects in them, you get the oats that give results. They have the looks, flavor, taste and appearance to make them appetizing. You run no risk in serving rolled oats for breakfast if you buy your rolled oats from us.

General.

Delightful warm weather menus can be made up from our stock. A visit to our store might help you decide "what to get for dinner"—or supper—or lunch—or for any occasion. The nicest table delicacies—the best staple groceries, fruits and vegetables, always fresh and reasonably priced.

Grocery News From Coast to Coast

Items From Western Canada

First Apples and Peaches on the Vancouver Market—Developing the Tobacco Industry—Novel Prize System in Saskatoon.

VANCOUVER.

August 15.—In connection with the reduction of the price of bread to five cents for a one and a quarter-pound loaf, it might be of interest to mention a fact that was brought to the attention of The Grocer by a former resident of New Zealand who is now resident in this city. He stated that in New Zealand the standard price is five cents for a two-pound loaf, which is nearly double the weight of that sold in Vancouver. Moreover, bakers have to carry weights so that the bread may be weighed should any customer demand it. This, too, with flour, he says, at very few times cheaper than what it is here, and often it is much dearer.

The first shipment of local apples has arrived from Thomas Earl's orchard at Lytton, and the fruit is satisfactory. California Gravensteins are also on the market and look well and have excellent flavor. Extreme vigilance is being exercised by the inspectors in regard to the importations of fruit from California, for codlin moth is found. A large number of boxes of Bartlett pears have been condemned and returned to the place of shipment because of the presence of this pest.

J. H. Paul, of Fairfield Island, Chilliwack district, has the credit of being the first man in that part of the Province to have local peaches. Two weeks ago he picked the first of the season, and has established a reputation as being the leader with choice fruits and vegetables.

The extent to which fruit is grown in the Province is partially shown in the foregoing items. Last week the big cherry crop of the district around Victoria, on Vancouver Island was mentioned, and now reports come from Nelson of the fine growth of cherries on the Durban ranch, two miles south of that city, and managed by R. W. Hulbert. Seventeen and twenty boxes of 10 pounds each have been gathered from nine-year-old trees. The price realized was from 10c to 15c through the Kootenay Fruit Growers' Association. It is declared that the Kootenay cherry cannot be beaten, the Lambert being the king of the lot.

Tweddle & Son, and W. Hill, of Niagara, Ontario, and J. D. Honsberger, of Grand Forks, are the incorporators of the Grand Forks Fruit & Nursery Company, with a capital of $25,000, that will operate at Grand Forks.

P. A. Samon, representing the Havana Cigar Syndicate, of Winnipeg, Man., was at Penticton, in the Okanagan Valley, the other day, exhibiting some of the cigars made from the native tobacco and endeavoring to interest people of that vicinity in the growing of the leaf. The factory at Kelowna was opened on July 19th, and six cigarmakers and the same number of other employes are engaged, turning out 3,000 cigars daily. Larger premises have been leased and the staff is to be increased at once so that 10,000 cigars daily may be manufactured. It is the intention to move the entire factory from Winnipeg to Kelowna. To supply the factory, it will be necessary to induce growers in other places than Kelowna to go into tobacco culture. The price paid is about 10c per pound, and it is claimed that at this figure $200 worth per acre can be grown among fruit trees without in any way interfering with them.

The Gold Seal Liquor Company, Vancouver, has made a unique importation of cigars, in that it includes all the highest class of cigars that come from the Island of Cuba. There are two large consignments, and the order is the largest to come direct to this part of the Dominion.

Thursday afternoon, 13th, was a holiday among the grocery stores, it being the occasion of the clerks' annual picnic.

The Chilliwack clerks held their third annual picnic a week ago, on Thursday.

G. W. Deacon & Co. have bought out John Cunningham's stock at Port Essington, and are opening up a general store in the Upper Skeena Trading Company's old stand. Mr. Deacon comes from London, Ont., where he was designer for a large manufacturing house for many years. Prior to locating at Essington, he visited the Okanagan, but that did not suit him.

The stiffness of cured meat prices and the prospect of an immediate raise, brings to mind the mutton situation on this coast. Large quantities are brought here from Australia. There it is purchased for 7c or 8c, a carriage of 2c paid with duty of 3c per pound, and it

ONE OF THE STORES BURNED AT FERNIE, B.C.

The splendid grocery interior illustrated in the above engraving was that of W. J. Blundell, of Fernie, B.C., and was one of the stores destroyed in the recent disastrous fire. Mr. Blundell had one of the finest and most modern stores in the Province. His loss is estimated at $4,600, which was covered by $3,000 insurance.

is retailed here at from 17c to 22c. An effort is being made by New Zealand traders to get on this market, but it is impossible just yet as there are no cold storage boats plying between New Zealand and Canada. Cold storage space in the Australian boats is refused. The betterment of the New Zealand service is now proposed, and an increased subsidy will be asked for to enable the promoters to have larger steamers with the necessary equipment. If this is done, butter will also be brought in from October to April. It is thought that the mutton could be shipped as far east as Winnipeg, and the butter even to Toronto.

A list of the losers at Fernie includes: J. E. McEwen, baker and confectioner, $8,500; Thomas Beck, confectionery, $5,000; W. J. Bundell, grocer, $4,600, insurance, $3,000; Crow's Nest Trading Co. and A. Macdonald & Co., $125,000, insurance, $85,000; Trites-Wood, $200,000, insurance, $117,000; S. Marks, grocer, $1,000; Western Canada Company, P. Carasella, general, $25,000, insurance, $12,000; Fort Steele Brewing Co., $185,000, insurance, $75,000.

J. C. Spedding, merchant, of Auckland, New Zealand, who passed through Vancouver recently on his way to England, placed orders for 6,000 cases of apples and 2,000 cases of onions in California. When improved boats are in service from Vancouver to New Zealand it is confidently expected that this annual business will come to British Columbia.

SASKATOON.

August 15.—A most successful four days' exhibition was brought to a close here on Saturday. There was a big list of exhibitors in every class of stock and produce, and numerous prizes awarded. In the industrial department were several attractive displays, that of J. F. Cairns being especially noteworthy. Besides a display of numerous articles required by the housewife, several young ladies were employed dispensing dainty cupfulls of Tetley's tea. The Young-Thomas Soap Co., of Regina, had a stand all to themselves for the display of their soaps and samples of their famous Young Tom, Purity Naptha, Palm Naptha soaps, and washing powders were freely distributed. Of toilet soaps the glycerine pumice was the most attractive. H. J. Nosworthy was in charge of the display. As a finishing touch to the fair, the semi-annual drawing of prizes took place at Cairn's store on Saturday evening. Two months ago the drawing was announced to take place on the coupon system as has been the custom at the store for several years. Information, however, was laid against Mr. Cairns for carrying on the drawing. The matter was taken into court and the magistrate gave his decision that the system was illegal. Not to be outdone, however, Mr. Cairns announced that the same prizes would be given under a different system. The new plan was that the purchaser of every $1 worth of goods would have a guess at the number of cash sales which the store would put through between July 27th and August 8th. The number of cash sales for the two weeks was 10,809, and the winner of the first prize came within two of that number.

Notes from the Eastern Provinces

New Ideas From Montreal—Large Arrivals of Sugar in Halifax and St. John.

MONTREAL.

August 17.—Grocers are like other business men in so far as their search for paying lines are concerned, and sometimes a certain line may be developed to such an extent as to make a good proposition. One grocer, whom, it is learned, has had previous experience in the confectionery business, has developed his candy counter to such an extent that it has become a source of considerable revenue to him. Let it be observed here that this man's store is a model of cleanliness, therefore he has started with one advantage, perhaps, over some of his less scrupulous neighbor grocers. His candy counter is isolated from the other countries, and is in the front of the store. He has a silent salesman and in this are kept his lines, and everything looks refreshingly clean and neat.

Sometimes it is amusing to note what the environment of a store will bring it in trade. Recently a small grocery commenced to supply a nearby bank with sandwiches for the clerks who couldn't leave at the noon hour, and now this branch of the business, which is conducted by the grocer's wife, has grown to considerable proportions. as many others, who prefer to stay in their offices rather than go home, are eating this woman's delectable sandwiches.

Another grocer has discovered a way for the disposing of his empty boxes. He explains to his lady customers the wonderful things which can be made from boxes by a little ingenuity and craftsmanship, in the way of housefurnishings. Many a cosy corner in the locality of this store has been fashioned from boxes bought at this grocery.

At this season of the year women are on the lookout for food which requires little cooking, and any advertisement which tells them how to get along without standing over a hot stove, or gas range, will be soon followed up. A bright grocer cleaned out his window and turfed it over with sods and had two palms growing on either side. In the centre was a large menu card about four feet high, with the lettering well done, and in the corner was a nice large bow of heliotrope ribbon to add to its beauty. On the card were printed the names of articles which would compose a good meal, and which could be prepared with a minimum of cooking. These large bills of fare were changed three times a day. After the dinner hour, or about five o'clock in the afternoon, the breakfast list was put in the window, and after the breakfast hour the lunch list was displayed, and so on. This advertisement, according to the grocer who displayed it, brought the required results, and many a housewife was grateful for the suggestions offered.

A regrettable mistake was observed on one of the leading streets a few days ago in the matter of window advertising. When a grocer undertakes to advertise his goods this way he should be very careful not to commit this same mistake. The window in question was plastered from one end to the other with paper bulletins scattered indiscriminately over its surface, and from the outside the effect was far from pleasing. In no case should these announcements interfere with the view of the goods on exhibition in the window. Naturally, when a person sees a certain line advertised at a certain price, which is attractive, they want to see the article, and if they have to hunt for a chance to see it, through the signs pasted on the window, it does not put them in a very amiable frame of mind. Another window, in striking contrast to this one, had a list written on the window on either side, describing the bargains displayed in the window, and this proved effective.

On entering, the first mentioned store it was found to be perfectly ordered inside and this makes the lack of judgment in the window signs all the more regrettable.

A method of collecting bad debts which has been tried in a country town, where the place is more feasible than in a large city, deserves mention. It seems a grocer had considerable difficulty with some of his customers respecting payment, and finally he advertised a number of accounts for sale in the town newspaper, publishing the names of the delinquents. Before he resorted to this, however, he sent each debtor a notification that such action would be taken, and rather than endure such publicity they paid their debts. There were some whom all sense of shame seemed to have vanished from, and, consequently, their names were published.

In the summer season certain causes militate against the practice of displacing goods in front of the store, which are chiefly sanitary reasons. The store of J. A. Labonte, Dorchester Street East, exhibits a solution of this difficulty. Mr. Labonte has several large glass cases with slanting tops which display the goods sufficiently, and, at the same time, preserve them from the clouds of dust which sweep along the street.

Two exceptionally fine delivery rigs have been noticed standing in front of Brouillet & Guay's grocery store, corner Burnside Place and University Street. Wherever these two rigs go in this city

they will carry with them the impression that makes trade for the proprietors. The importance of a snappy turnout cannot be overestimated. It is, so to speak, the grocers' traveling representative.

Quite a number of grocers are making money selling sandwiches made of Bovril and bread. They are used extensively for picnics and for hasty luncheons.

The Early Closing Association of Montreal, held a picnic at Bout de L'Isle on Sunday to celebrate the fifteenth anniversary of the society's foundation. The usual races were pulled off, and other athletic contests incidental to functions of this nature had their place as well. A banquet was held, which was much enjoyed. The credit of the success of this outing is largely due to the president of the society, J. B. E. Poirier, and other officers, assisted by the various committees. The distribution of prizes will take place at 149 Berri Street at 10 o'clock on the morning of August 23.

HALIFAX.

August 17, 1908.—The wholesale grocery trade is a little quiet at the present time, but the retail trade is fairly good. The commission business is very brisk, and the dealers have about all the trade that they can handle, both in the city and at outside points. New green corn is now on the market, and tomatoes and cucumbers are coming in in good supply. The new potatoes on the market are large and of very fine quality. Eggs continue a little scarce, and the best Nova Scotia stock is quoted at 22c. Butter is coming in a little better, but the price still keeps up. More dairy butter is being marketed now.

Charles Marsden, grocer, Spring Garden Road, has assigned to George E. Faulkner, the official assignee. Mr. Marsden, who started with a small capital, has been in business only a few months, and the liabilities are not very heavy.

After half a century in the retail grocery business in Halifax, the name of W. Charles Anderson to-day will pass from that line of business. Mr. Anderson died some years ago, and since then his son George R. Anderson has managed the business. Mr. Anderson also conducts a large gents' furnishing business, and the latter has grown so that he cannot find time to attend to both concerns, so he has decided to close out the grocery business. Commencing on Monday, August 17, the stock in the grocery store will be sold at reduced prices for cash until everything is cleared out.

The creamery at Brookfield, N.S., which has been running continuously for fourteen years, summer and winter, is this year receiving a larger supply of milk and cream than for many years, and the company finds a ready market for its butter. The company has now gone into the manufacture of ice cream.

Pickford and Black's liner Dahome, which arrived this week from the West Indies, brought 19,500 bags of sugar for Halifax and Montreal.

ST. JOHN.

August 17.—The heavy rains of the past few weeks will materially aid the root crops. Potatoes will be about an average crop, but oats and buckwheat are reported as being decidedly off. The hay crop is abundant and was practically all housed before the rains did much damage.

Business has been rather quiet and few changes are reported in market quotations. Butter and eggs keep high and there seems little likelihood of any drop in prices for some time. Raspberries, blueberries and blackberries are coming in freely. New potatoes are now selling at 30 cents a peck retail and other vegetables are quite reasonable.

Wm. Peters, jr., T. A. Peters, Edwin Peters, Frank L. Peters and C. H. Peters are seeking incorporation as C. H. Peters' Sons, Limited, with capital of $199,000; to carry on the feed business and tannery now conducted by the firm of C. H. Peters' Sons.

J. F. Tweedale, Arthurette; Judson C. Manzer, Andover; R. W. Demings, Perth; D. B. Hopkins and H. Hopkins, Andover ;and J. E. Armstrong, Frank D. Sadlier and Murchie L. Stewart, of Perth are seeking incorporation as the New Brunswick Produce Company, Limited, with a capital of $49,000; to carry on a general produce and lumber business and to build and operate cheese and butter factories. Perth is to be the headquarters.

Walter Ashton Prichard, for the past six years representative of the Lake-of-the-Woods Milling Company, in New Brunswick and Prince Edward Island, died in St. John on August 10 after an illness of some months. Mr. Prichard was a son of the late Gilbert R. Prichard and was born in St. John, thirty-six years ago. He was identified with the grocery business here for a number of years as chief clerk with James Collins and on leaving there accepted a position with the Lake-of-the-Woods Co. He was a young man of exemplary character and had hosts of friends wherever he was known. He leaves a wife, formerly Miss Ada B. Troop, and one son. The funeral was held on Aug. 12 and was very largely attended.

Much sympathy has been expressed for G. F. H. Buerhaus, manager of the Welcome Soap Company, on account of the death of his six-year-old son, Charles, which occurred August 7.

The death occurred at Centreville, Carleton County, last week, of George F. Simonson, for many years a merchant in St. John and latterly proprietor of the Apohaqui Mineral Springs.

David G. Smith, for several years fishery commissioner of New Brunswick, died in New York on Aug. 9 after a brief illness. He is survived by his wife. Burial was made in St. Stephen.

The Board of Health are enforcing the law recently made compelling all milk vendors in the city to wash their cans before sending them back to the country. Last week a number of dealers were before the court and arrangements were made to have the law complied with. The health authorities claimed that epidemics of disease had been traced to a polluted milk supply and for the protection of the public the vendors should be compelled to observe the law. The cases were allowed to stand pending an arrangement for washing the cans. The West India steamer, Dahome, which arrived from Bermuda on August 8, brought a large cargo of molasses and sugar. There were 2000 bags of sugar for Toronto merchants.

The general store of F. C. Taylor, at Blissville, Sunbury County, was entered by burglars on August 2 and goods to the value of $50 carried away.

The sardine war between Charlotte County fishermen and Eastport buyers remains unsettled and the outlook for a successful arrangement seems very remote at the present time.

The meetings of the Agricultural Commission adjourned during the haying season, will be resumed about August 15. Restigouche, Gloucester and Northumberland Counties will be visited.

The fishermen's and wiermen's picnic held at St. George on August 10 was largely attended and very successful.

GEORGETOWN, P. E. I.

August 15.—Business this week has been good. After the rain of last week, followed by hot weather, everybody is feeling good and things are going along with a swing.

Black raspberries and some late cherries are retailing at ten cents per basket; blueberries at six and seven cents. Oranges are high, but there are some very good ones on the market. Bananas are plentiful and in good demand. Butter has dropped to twenty cents per pound. Eggs are going up and are bringing eighteen cents. This is the highest price ever paid for eggs so early in the season and the prospects are that they will go even higher in a very short time.

Daniel Skinner has opened a grocery store in the building recently vacated by John Knight.

Fresh meats are very high and so scarce that carloads of cattle have to be imported from Ontario.

A few fresh mackerel are on the market and retail at fifteen cents each. Gaspereaux are fairly plentiful and bring ten cents per dozen.

Russel R. Maclean, of A. Maclean & Co., has just returned from a pleasant week's vacation in Halifax.

A neat little booklet has been published by Bovril which contains some interesting information on the many uses to which this fluid beef can be put. There are many recipes given which will be appreciated by the housewife. These booklets are being distributed among the trade and any grocer can secure a supply on writing to Bovril, Montreal, and mentioning the Canadian Grocer to show that he is in the business.

Trade Doings in Ontario

A "Midnight" Picnic at Guelph—Hamilton Grocers Planning Their "Hump" —Dear Pototoes in Ottawa— Observations From Kingston.

GUELPH.

August 17.—H. Walker, of H. Walker & Son, with his wife and Miss Walker, have returned from their tour of the old land. They had a very pleasant trip back from Glasgow on the Athenian and all came back in the best of health. Mr. Walker says he enjoyed the visit to old Scotland. The party spent the greater portion of the time in the land where Mr. Walker was brought up. Here they received a most hearty reception. They spent some time in London and also took a trip to Paris.

Rod Young, of Young's, Limited, Hamilton, and Chas. Zinker of McCormick's, London, were in town this week apologizing for not having been here during Old Home week, and incidentally doing some business.

The grocery business continues to be very quiet after the Old Home week, and because the farmers are all so busy harvesting.

Henry Waldman, of D. E. McDonald & Bros., has quite a novelty in the shape of a lemon tree, grown from an ordinary lemon seed. The tree stands about seven feet high and is twelve years old. Mr. Waldman certainly deserves credit for his patience and perseverance in looking after it. The tree at first came up in a sort of prong shape and had to be divided at the ring, which practically makes two trees. It makes a beautiful tree and it is worth any person's time who is a lover of vegetation to give it a trial.

Through eating sardines from a tin a family named Brandon, on Victoria St., were afflicted with ptomaine poisoning this week. They were so seriously poisoned that Dr. McLean had great difficulty in bringing them all around again. Happily all have recovered.

Boil the city water is the latest order from the medical health officer on account of typhoid germs. He might have added, put a little of some famous blend of tea in it to add to the flavor.

We have had some very heavy electric storms the past week, accompanied with a great deal of rain, which has done considerable damage to standing grain.

There was a good, lively market on Saturday, with a big supply of butter, eggs, and particularly vegetables and fruits. There was as well a good, fair demand, but hardly up to the supply, with the result that there was a continued falling off in prices. Eggs dropped to 18c and butter as low as 20c; chickens from 60c to 95c a pair, and potatoes to 60c a bushel. Tomatoes are a fine sample for the early variety, but only brought from 20c to 25c a basket. Peaches and plums are coming along fine also.

The city council have about decided to leave the electric lights that were put up on Wyndham Street for Old Home week to remain and to be used on special occasions and on Saturday nights. The latter will be a great boon to the merchants on the main street and to the public for shopping purposes.

The latest winter fair report is that Guelph, after voting $10,000 for an additi... will have to put up another $15,000, or, since now the election is over the Ontario Government cannot see their way clear to spend any more this year.

Necessity is the mother of invention and when on account of the lack of a universal Thursday half-holiday it looked as if the annual J. A. McCrea & Son staff picnic could not be held; It was decided to hold it in the evening and call it the above name. They did not start at midnight. Oh, no. The cariole left the front of the noted tea store just shortly after six and after a delightful drive through the rain-freshened country, arrived at the home of Harry Barton, on the Brock road. The girls had brought a bounteous supper, and soon the large dining room looked like a Board of Trade banquet. It was intended at first to have the supper in the orchard, but on account of the rain this had to be abandoned. After supper the hours slipped swiftly away in games, songs, dancing, etc., until midnight, when the crowd gathered around Mr. and Mrs. Barton, and after R. J. E. McCrea made a short speech, thanking the host and hostess for their most generous hospitality, the jolly crowd drove home. They all declare they had fully as good, if not a better time, than at last year's staff picnic at Puslinch Lake.

CHATHAM.

August 17.—The big picnic has been postponed. It is only for a week, however. Last week the local merchants held a conference with Supt. Fitch of the C.W. & L.E., when the latter asked for a week's postponement, to make sure that the Charing Cross subway would be completed in time. The completion of the subway will leave the road free to use their full complement of cars, and the handling of the crowds will be much facilitated. The extra week will give the merchants time, also, to still further boom the picnic. When it is finally pulled off on Aug. 27th, it will be all the bigger success for the short delay. The prize list continues to expand steadily.

Wilfred McCorvie, of John McCorvie & Son, has received word from his father and mother who are touring the Old Country. When last heard from Mr. and Mrs. McCorvie were near the Mull of Cantyre, whence came the original McCorvies. After completing their Scottish tour, they will visit Ireland.

Burnie & Co. are evidently permanent additions to the ranks of advertising grocers in the Maple City. They are running some attractive talks with the public at present.

John Edmondson has added a handsome window show case to the equipment of his meat shop on St. Clair street. Smoked meats, interspersed with cooling chunks of ice, make a tasty display. Incidentally, preparations are under way for laying a new granolithic walk on that side of St. Clair street, which numbers two meat shops and three groceries in the space of one short block.

P. B. McQueen, local manager of the Bradley Store, is in a jubilant mood. Providence, uncertain whether he desired a boy or a girl, sent both.

Ray H. King has been appointed a salesman for the Chatham Fruit Growers' Association. He left to-day for the Canadian West, where he will spend four months in pushing the association's goods.

The butter-dish and berry-box factory at Rodney is to be enlarged this fall, new machinery being added. It is intended to run all the year round.

The pickling and canning season is now on. The Bradley Store this week has a good pickling window. The window was carpeted with mixed spice in bulk. In the background a small show case contained two large glass jars of white wine vinegar, while the foreground had mustard, cloves and various other pickling essentials. The side window was devoted to rubbers. The display was a very comprehensive one, and naturally attractive to the housekeeper at the catsup and chili sauce season. Simultaneously, the store advertised the articles displayed.

Wm. Anderson, the hustling president of the local R.M.A., was holidaying last week at Erieau. He was to have taken a week, but Chatham's claims on him were so insistent that he got only four days out of the seven.

Fred Ward, of H. A. Andrew's grocery, has returned to his duties after a few days' holiday at Erieau.

Wm. Potter, J.P., is taking a spell as acting county magistrate in the absence of Magistrate Houston. The Queen street grocer sits very gracefully on the judicial bench and takes the title of "your honor" with becoming dignity.

Tobacco buyers, after a long period of dullness, are showing exceptional activity, both in this county and in Essex. In Leamington alone Gregory Bros. paid out about $10,000 last Thursday, though the samples are said to have been of only medium quality. Despite the extensive purchases, two-thirds of last year's crop remains to be marketed. Reports indicate that this year's crop, though the acreage is small, will be of unusually high quality. The Virginia leaf is being successfully grown this year in Colchester Township.

Jeff. J. Foster has bought out the Smith grocery at Leamington and is now in possession.

Richard Laird, London Road, has purchased the butcher business of D. McIntyre, Wyoming, who has been compelled by ill health to discontinue. Mr. Laird took possession last Monday.

The canning factories in this vicinity, which have been busy on beans for some time, are now canning tomatoes. The latter are reported plentiful.

A. J. Holland, who has been in the grocery business at Blenheim for some time past, left last week for Colorado, for the benefit of his health. He was accompanied by his brother, Orville.

John S. Gesner will open an up-to-date grocery in a week or ten days in Ridgetown, in the premises formerly occupied by M. Macfarlane.

The Ridgetown Canning Factory may yet materialize. The town authorities have received word from the promoters asking the town to delay action in the enforcement of their bond, coupled with the assurance that the factory would be well under way by August 1, 1909.

A conference will be held between the parties.

Harry W. Jacques, who has for several years conducted a grocery at the corner of Raleigh and Cross streets, today made an assignment to G. W. Sulman. The creditors' meeting takes place in this city on August 25, at 2 o'clock. September 15 is fixed as the date of distribution. It is a noteworthy fact that this is the first failure which has occurred in the grocery business in nearly a year, despite all the "hard times" talk of last winter. Mr. Jacques is a popular young man and seemed to be doing a good business. His friends hope that his affairs may be so arranged that he can continue.

Grocers the wide world over will read with keen delight of the tragedy which recently befell a Chathamite who whenever he enters a grocery store always makes it a point to grab a little bite to eat. The gentleman wears glasses and is a trifle near sighted. Saturday, on entering a King street store, he spied a barrel of crackers. While giving his order for five cents' worth of soap to be sent down on the delivery wagon, he walked across to the cracker barrel and helped himself. Simultaneously his mouth flew open and the handful of crackers vanished. The next instant the unfortunate was spluttering violently and tearfully over what turned out to be a mouthful of soap chips.

KINGSTON.

August 17.—Fred Vanluven, grocer, of Kingston, and his brother, Robert, grocer, of Smith's Falls, have been rusticating at the home of their mother at Battersea. They have some big fish tales to tell. They caught some fine bass on the famous Lougboro Lake.

Since Fred sold out he has gained in weight and looks. I tell you the best remedy when you are run down is to quit and run up. Fresh air and sunshine are better than bottled nostrums.

The Jell-O man has been telling the people of the superiority of his products. It is taking well. Quality counts, especially when they tell it through The Grocer. They are demonstrating at James Redden & Co.'s.

Some mean man out for mischief daubed paint all over A. E. Hirod's sign last week. Mr. Hirod feels indignant and offers $50 for information leading to the arrest of the offender.

Civic Holiday is over and next to the grocers' picnic it was the biggest event in years. Bert Robertson, traveler for Geo. Robertson & Son, was the leading spirit. The Comfort Soap race was, as usual, a taking part of the programme. There were at least 4,000 people on the grounds.

The city is fairly glutted with fruits, blueberries selling at $1.80 a box, 50c a pail. Tomatoes 50c a bushel and so on.

The merchants are, as usual, kicking about slow pay people, especially those who have lots of money out at interest, but who hate to draw a cent to pay the man who gives them nourishing food and drink and works hard for the little profit he makes. And these people are terribly indignant if you tell them you need what belongs to you. An example of what can be done by selling for cash only is evident at Gananoque. Go into Smith Bros.' store, who bought out Sam Wilson, and you will find them busy as bees. No books to bother them, no disputed accounts, no balances except to their credit in the bank. Yes, cash is king.

James Shearer, of Orkney, Scotland, and lately employed with Tyler & Co., London, Ont., is at present in the employ of J. Gilbert. He has been out since May, 1907, and is well pleased with Canada.

Occasionally a man comes up from Montreal and has a snap in lemons or oranges and it generally turns out a lot of spotted stock to help fill the refuse barrel. Kingston merchants, and I suppose other places, got a dose of such last week. It would be well to ship such stuff back at once. If a man tries to pass a counterfeit bill he is sent to the penitentiary to think over it, but he is no worse than the man who sells bad fruit. Yes, it's wonderful how some men can stand and lie.

Spices, spices! Look up your stock. Package spices are becoming popular. Saves time and worry, for nothing is so annoying when you are busy as to have a woman come in with a ketchup recipe, an ounce of this and a half-ounce of that and so on.

How about canned goods? Will they go up or will they come down? Well, yes, I guess it depends on the supply and demand. Buy as you go is a good rule. You may strike it once and miss it twice.

The cholocate and bon bon fiends are around already booking orders for Xmax. I set the dog on two to-day for I don't want to think or talk about frost and snow yet. It is preposterous.

Once in a while a scarcity occurs in fruit then everybody orders and on this account a glut was on Saturday. Blackberries sold for $1 a dozen, corn, 7c a dozen; apples, $1 a barrel. One farmer offered Jim, the grocer, five bushels of apples for nothing. Jim said he had no use for them.

Some clerks become very popular with customers by giving tips in the form of over-weight and measure. Any clerk who acts thus to make himself popular at his employer's expense is a thief and a robber. Clerks should do for their employers as they would for themselves. Such clerks are becoming rare. Why?

When you want a junior now and put your ad. in a local paper, you generally have a lot of applications from business college graduates. As a rule they want to begin at the top, while the merchant generally wants one to begin in the cellar and storehouse or take a turn on the wagon. These are the kind that make good clerks, the kind that takes an interest, the kind who do everything to bring trade to their master and the kind who succeed where others fail.

Geo. Thompson, ginger ale manufacturer, has installed new machinery in his factory. Geo. was a grocer. He believes that as good an article can be put up in Canada as in the Mother Country. His business is growing.

A new commission house is talked of. Two young business men are considering it. If they can secure some good agencies it will likely be established.

WOODSTOCK.

August 17.—H. P. Meyers, who for the past two years has conducted a grocery store in Norwich, has rented a store in Woodstock, and announces that he will open for business in about a week. "Everything for the table" is what he says will be his motto, and if he lives up to it as an up-to-date grocer should, his store should attract its due proportion of business, though there are already a large number of stores in the city. Mr. Meyers was a member of the Norwich Musical Society and his removal from that flourishing town was a distinct loss to musical circles.

An unique entertainment is to be held at old St. Paul's church this week. It is announced that Dr. A. B. Welford will give an address on "The Busy Bee," telling the methods by which they make honey, and showing how it is extracted from the comb. Fewer than one would think have any knowledge of these matters, and the entertainment will doubtless be one of much interest.

Oxford county farmers are busy harvesting good crops, and this is a pretty sure sign of better trade conditions. If the farmers have good crops it means more money in circulation, and a corresponding benefit to everybody.

LONDON.

August 17.—Wholesale business is good and payments are fair. Sugars and coffees are unchanged. Japan teas are very firm, prices keep high and the supply is short. In China teas not much is doing. Trade in Ceylon and India teas is improving and prices are easier on lower grades. California fruits are rising in price owing to the great drought and intense heat, the thermometer registering as high as 110 in the shade. Last week prices advanced three times.

Retail trade continues fair.

Retailers who should know better are said to be cutting prices of salmon, selling Maple Leaf for 18c a can. Other dealers threaten to cut in other goods unless the practice complained of is soon stopped.

Ex-President Harry Ranahan, of the Retail Grocers' Association, is more pronounced than ever in favor of interprovincial organization by the retail grocery trade. "If," said he, in course of conversation with your correspondent "we had had such organization we would have been in a position to talk to the wholesalers regarding their changes as to time and discounts in a way that they would have had to listen to us. As it was, they simply laughed at us." Mr. Ranahan, it will be remembered, strongly advocated the holding here this summer of a grand union grocers' picnic. By that means grocers from all over the country would have been brought to the city, and organization such as he advocates would have been made easy.

Complaint is still made by grocers of short measure on the market here, the Retail Grocers' Association finding it most difficult to watch offenders, It is not unlikely that a move will be made to induce the city council to enact a by-law compelling all dealers to sell by weight.

At the last meeting of the Retail Grocers' Association it was decided to hold a big picnic at Springbank the last Wednesday of this month, the 26th. Last year a similar picnic was attended by one of the largest crowds that ever gathered at Springbank, and this year's outing, it is expected, will be equally successful.

A feature of the day will be a baseball game between the grocers of the north against those of the south end of the city, Dundas Street being the dividing line. A cup has been donated for this game by S. Screaton, manager of the Lee Pickling and Preserving Company. The cup will have to be won three times to become the property of either side. Cyril Hayes will captain the north side team, and J. T. May the southern team. The following committees were appointed: Sports, E. E. Linnell, C. Young, F. Paull, T. Vincent, J. Wyckoff, J. Henderson, T. Shaw and C. Hayes; refreshments, F. Travers and H. S. Marshall; transportation, E. J. Ryan, J. Diprose, G. McCormick and T. Shaw. The judges will be picked from the members of the different wholesale firms and the city travelers who are in attendance. Market Clerk C. Maker will act as starter.

BARRIE.

August 18.—On Saturday last the local market was not very brisk, owing to the fine weather, and the farmer taking advantage of the "make hay while the sun shines" problem did not make his appearance in large numbers. Butter was firm and sold at 20 to 22c a pound. Eggs were easier and sold at 17c to 18c a dozen. Spring chickens sold by the pair at 60c to 75c, or from 12½c to 15c a pound, and fowl at 8c a pound. The first appearance of spring ducks brought $1.00 a pair. Potatoes went away off and sold as low as 50c a bag, while 60c and 75c were paid. A large amount of green corn sold at 8c and 10c a dozen. Apples were very plentiful and sold at from 50c to $1.00 a barrel for early harvest varieties.

R. R. Bothwell returned last week from a week's holidays up on the Muskoka Lakes.

Our local "grip men" are again busy after their two weeks' vacation, and look greatly improved after it.

J. J. Brown has just about finished his fine two-storey double store building, having built these stores for renting, and judging from the situation and sizes they should not lay idle.

One of our largest local millers has this week notified his customers of a raise of twenty-five cents a barrel on all grades of flour.

John Milne, of Eby-Blain Co., Toronto, is again on the road and was in this week to see your correspondent.

On Wednesday night last week thieves entered a window in the rear of J. Emmes' grocery. The parties, however, got little for their trouble as the proprietor missed nothing but two dollars' worth of coppers, the contents of the till, and a few tins of sardines.

This week fruit was very plentiful along the street and never before at this time of year was there such an abundance of basket fruit such as tomatoes, plums, peaches, etc. Tomatoes are now selling at 25c to 35c a basket. Plums sold at 50c to 60c; peaches, 60c to 75c. Canadian lopes are now plentiful and are fine and large, selling at 10c to 25c each. Lawton berries are about done and are selling at 10c to 12½c a box. Huckleberries are also about over and are selling at $1.25 a basket or 12½c a quart. Table plums are selling at 10c a quart. Canadian peaches 10c and 15c a dozen; Californias from 20c to 50c a dozen; pears, 20c to 40c a dozen; watermelons, 35c and 40c.

Wm. Loan was in town last week representing the Horton Cato Co., of Detroit. Billie is an old Barrie boy, having learned all about groceries with J. M. Bothwell, whom he was with for about fifteen years. We wish him all kinds of success in his new field.

ST. THOMAS.

August 18.—General regret was expressed on all sides at the Civic holiday Oddfellows' demonstration at Pinafore park being stopped by the heavy rain, which fell that afternoon. The grocers had a very busy week and are well pleased with results. Come again, boys.

The mayor has not signed the new market fee by-law, and stated that he did not know when he would, so it may be some time before the same is enforced, if ever. It certainly would be a step backward.

Only two more Wednesday half-holidays this year. On Civic holiday, Wednesday forenoon, all the grocers in the west end, with but one exception, were closed, while in the east end mostly all were open. It is regrettable that a more loyal observance of the holidays does not exist, and this could easily be remedied if the offenders were properly looked after.

The ten-cent drop in the price of sugar has not affected the retail price, and the demand from now on, owing to the heavy local supply of plums, pears, etc., will be greatly stimulated and thus benefit the trade. Dairy butter took quite a jump in price on Saturday last, from 25c to 28c, possibly owing to the advent of the M.C.R. pay car. Creamery prints still retail at 29c, with ample supplies and good demand.

The places of the four or five striking C.P.R. mechanics who reside here have been already filled by outsiders, and they are at present out of their positions. As the grocers who do a credit business are usually the heaviest losers by such strikes it is to be hoped that this one will soon be amicably settled.

HAMILTON.

August 18.—These hot days people are again aroused at the dog nuisance. Respectable grocers are put to a very serious inconvenience by the depredations of not only the ill-bred and ill-mannered cur, but the aristocratic pup which follows the fashionable lady in her shopping expeditions. Why this nuisance is allowed by the law is a question that remains unanswered. I notice by the Toronto papers that the council of that city have passed a law that no dogs shall be allowed on the streets unless muzzled or led. It would be a great boon to law-abiding citizens if the police would collect the whole bunch and take them to the crematory. They are a perfect terror to all cleanly people, and why the majority should suffer for the whim of a few persons who think it necessary to keep a dog is a conundrum that the average grocer is not prepared to answer.

I see the Beekeepers have held their annual convention, and among other business transacted was fixing the price of honey to the trade. Now this looks to me very much like breaking the law. According to a Dominion Act, they are liable to fine and imprisonment for forming a combine to fix prices. Probably the law was made for grocers and plumbers, and is not intended to reach the horney-handed farmer who seems in this age to be very much on top.

The Retail Grocers' Association, always doing things no one else ever thinks of, are now making preparations for another unique event, the annual "Hump," which will take place on Wednesday, August 26, the last half-holiday of the year. The party will leave Hamilton by steamer and proceed via the canal to Oaklands, where a series of games will be run off. Returning, a lunch will be served on the boat, and a sail taken through the canal. A party of Brantford grocers is expected to be along, and a really bully time will certainly be enjoyed.

BERLIN.

August 18.—Despite the arguments advanced by a deputation from the Retail Merchants' Association, the City Council has reduced the transient traders' fee from $200 to $50. The merchants contended that $50 was too low to prevent protection from fakirs and outsiders, prone to come in and stay only a few months, carrying off the cream of the trade, while the merchant who is here helping to build up the town has to pay a higher rate of taxation. The aldermen, however, took the view that $50 was a large enough fee to accomplish the end in view.

Notwithstanding the advent of about half a dozen Italian and Greek fruit dealers, local grocers report very successful business in this line thus far this season. There is considerable feeling against these foreigners who seldom become valuable citizens, but that this attitude is not universal, is evidenced by the fact that all are evidently doing a flourishing business.

ARTICLE WANTED.

I WANT TO BUY, at bargain price National Cash Register, single or multiple drawers, with detail sales and ticket printer. Give full particulars and lowest price. John Diprose, London, Ont.

THE CANADIAN GROCER

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EASTERN FRUIT FOR B. C.

That there is room for decided improvement in the methods of shipping fruit to Western Canada from the eastern markets, and that such business is well worth developing, is conclusively demonstrated in the following letter which was received this week from a gentleman in Vancouver who is quite well conversant with market conditions not only in that city, but on the coast as well. The matters cited deserve the attention of fruit shippers in Eastern Canada:

"Canadian fruit growers seem to be neglecting their opportunity of developing a market here. At present all the small fruits are coming in via Duluth, with probably just as long a haul from the producing centre as the Canadian fruit would have. One of our leading grocers stated that every season he had got in a trial shipment of eastern fruit, strawberries, raspberries and cherries, and other small fruits. Almost without exception every shipment was spoiled, with the exception of cherries. For this he blames the eastern shippers, partly for not packing so carefully as the American growers and partly for shipping the fruit when it is too ripe. Each year he has been expecting that there might be an improvement, but the experience of this season has only been a repetition of former years. He believes that if the trade were carefully fostered and shipments were sent in good condition, business would soon be done by the carload to these points.

PURE FOOD LAWS.

Another interesting special on the pure food question—which as has been pointed out in these columns will before long have to be seriously dealt with in Canada—will be found in another column. It describes the practical experiments that have been carried out in the United States with various foods and preservatives. That country is dealing with the matter in a most effective way. Canada has just begun to do something practical, but there can be no doubt that before long the professional politicians here will begin to dabble in the question and much will be heard of it. It is important that something should be done but the trade must watch developments closely to prevent stupid but serious interference with business. Grocers should favor any just laws in the interests of pure food, but the experience in every State across the border is that proposed laws tend towards hampering retail trade rather than purer food. Even in Canada our inadequate law has been enforced against the innocent merchant while the guilty manufacturer has gone unpunished.

The Dominion Grocers' Exchange and local retail associations and food manufacturers ought to initiate the campaign in Canada, instead of being put on the defensive by the professional agitators when the time seems auspicious to them.

DO GROCERS BUY INFERIOR CHEESE.

J. A. Ruddick, Chief Dairy Commissioner for Canada, says two-thirds of the country's dairy product is used in Canada. This includes mostly milk and butter. The best cheese is exported the Canadian grocers buying the culls, which are either inferior or green cheese. Hence the ordinary householder scarcely knows the taste of really good cheese. Mr. Ruddick seems to blame the grocers. If they were particular in buying only first grade cheese the people would be educated into refusing inferior qualities. The difference between good cheese and bad is the same as in any other article. Canadians, Mr. Ruddick says, should have the best quality cheese as one means of building up a larger home trade.

GET ACQUAINTED.

Your competitor does not wear horns. A great many gray hairs are brought out on the heads of business men because of worrying about what competition will do, and especially some one particular competitor. It seems there is always one competitor who is more to be dreaded than all the rest. One who tries to sell his goods at cost, or is especially obnoxious in some other way.

Probably you have been getting all your information about this competitor from certain customers, and if that is the case you can bet that it has been colored up to make your competitor appear much worse than he really is, and about nine times out of ten you can also bet the same customer is telling like stories about you to that same competitor.

Just contract the habit of paying no attention to such information, but get acquainted with "the animal," so you can base your judgment on something more than rumor of the worst kind. Tell him that you have heard so many unreasonable reports about him that you would like to know about what he really was and was not doing. He will more than likely meet you at least halfway in friendliness and then you can talk over trade abuses and get together generally.

PATRONIZE YOUR LOCAL PRINTER

Retail merchants, particularly in the smaller towns, are more than any one else interested in the matter of home patronage. With this in view isn't it rather peculiar that they are often the first persons to go out of their town for printing, or rather, allow their work to be gobbled up by the smooth solicitor of some out of town concern? This is no imaginative affair, either. Such a thing happens almost every day in nearly every Canadian town.

Along about November, for instance, along comes a solicitor with a gaily-gotten-up calendar, which he offers at bargain prices for hundred lots for Christmas gifts for your customers. In a good many cases the offer is accepted.

At another time another man from a similar firm offers special prices on letter heads, statements, or advertising circulars.

These are things which ought to go to the local printer. The merchant should practice the policy of home patronage to the last notch, and he will find, too, that it will usually pay in the end. Ten chances to one, if you get him to figure closely, the local printer can pretty nearly meet the prices on the calendars, particularly if you buy them in quantity. He'll get you just as good a line of samples, too, if he's up-to-date, and he surely ought to be.

Your letter heads and statements, too, ought to be printed at home. It means a mighty heavy knock to a mer-

chant's home patronage talk if his stationery goes out to his customers bearing the imprint of a city or out-of-town printing firm.

So far as counter pads, checking books and the like are concerned, the large houses which specialize in these have facilities and can quote prices with which the local printer cannot readily compete, but so far as general work is concerned he should be given a chance at least to figure on it.

HOW THE TRADE PAPER EXCELS.

A little item which appeared in several of the Toronto dailies on Wednesday of this week illustrates very forcibly the superiority of the trade paper over the general newspaper in reporting the news of its special field.

The item in question spoke of the keen competition among the "consolidated" and independent canners this season, and gave the supposedly new news that prices on corn and tomatoes are 30 cents a dozen less than last year.

This information was nothing new to readers of The Grocer. The prices the item refers to were announced some eight weeks ago, at that time were quoted in detail in this paper, and the whole situation summarized more comprehensively and definitely than the dailies have done in the present instance. This illustration only shows how much more thoroughly the trade paper covers its field and how valuable it is to the members of the trade it represents.

ADOPTING CASH BUSINESS.

If a merchant feels that he is in a position to change from credit to cash; if he is assured that he is located in the right kind of a community; if he feels that his customers can and will pay cash, it would seem advisable for him to change to a strictly cash basis. But he shouldn't make the change until he has looked carefully into the matter. He shouldn't do so, anyway, until he has mapped out a plan of procedure and knows just how he is going about it and just what he is going to do, and the reasons he is going to give, for selling for cash in future. Hasty action is most inadvisable, for such a change in method of selling groceries or other merchandise is very important and every step should therefore, be very carefully considered.

Perhaps the most important step to be taken is the making of the announcement. This should be very carefully prepared, after mature thought. The reasons for the change should be fully stated; the value of the customer's patronage should be dwelt upon at length; your ability to sell at lower prices should be pointed out and impressed on the housewife's mind. Then, after the issuance of the proper sort of an announcement, there is the matter of advertising, for to make a big success of a strictly cash business the merchant will find it necessary to advertise as generously as his means will permit.

The cash grocer profits by making his ads. his salesmen; by making them talk quality and prices. Persistent advertising will be necessary—in these days he who gets the largest share of the trade is the one who goes after it the hardest.

There is one thing to be always borne in mind by the grocer selling for cash, and that is that no matter if he is selling cheaper than before he commenced selling on a strictly cash basis, no matter how good an article he has to offer his public, if he doesn't let them know about it through advertising, he can never attain the full measure of success in the cash business.

THEY DID NOT ADVERTISE.

The statement that advertising pays is now generally accepted without a doubt. As a proof of it, however, it may be pointed out that non-advertising produces failure. The following item from the Buffalo News clearly shows that notwithstanding the fact that a firm may have the most modern stores, without newspaper advertising the business cannot succeed and will, sooner or later, result in absolute failure:

"The William L. Davies Company, which operated a chain of meat markets in Buffalo, has quit business here. The Davies Company embarked in business in Buffalo three or four years ago and opened up meat markets with a little more marble and nickle than is ordinary and endeavored to give a tone to its stores. Lately it has had stores at 1374 Main street, 79 Grant street, 1315 Jefferson street and 314 Connecticut street.

"It is stated that the company found its business unprofitable and decided to give up the fight. The men in the Davies Company for the most part are Canadians. The only local stockholder is Loran L. Lewis, Jr., attorney for the company, who held a small block of stock to qualify as a resident director. Mr. Lewis is out of town. Mr. Porter, the managing officer of the company, has been in and out of Buffalo the past few days closing its affairs. He is in Toronto to-day.

"One of the policies of the Davies Company was not to use newspaper advertising. Its other ideas were good, clean stores and attractive dish displays."

The lesson is obvious. Business men should advertise steadily, systematically and persistently. Of course it is necessary to use space in papers having large circulations and covering the entire district in which they are published. These facts being observed, the increase of business is certain.—St. Catharines Standard.

TOMATO COMBINE IN NOVA SCOTIA.

A combine is said to have been formed in Nova Scotia this season, to control the price and shipments of tomatoes. The deal, it is stated, was put through by the head of a canning factory in the Province, and there promise to be some interesting developments before the season is over. All the large tomato growers have entered the pact and it is stated that the promoter has agreed to take off their hands and use in his factory all the tomatoes that those in the combine are not able to handle. The main object of the organization is said to be to keep the price up, and it will probably be from fifty to one hundred per cent. higher than other seasons.

All the small dealers in Halifax have been squeezed out, and shipments will only be made to four of the large produce dealers in the city, who were taken into the combine. They were unwillingly forced into it, as otherwise they would not have been able to procure sufficient tomatoes to supply their customers. The growers, however, are not going to have things all their own way. Some of the dealers in Halifax outside of the combine, who have handled large quantities of tomatoes in the past, have notified the growers that unless they send them tomatoes as usual, they will not handle their apples. What effect this will have remains to be seen. The class of apples these growers send in can only be handled profitably by the firms not in the combine.

The development of this peculiar situation will be watched with interest in all parts of the country.

Any grocer visiting Toronto during the Exhibition, or at any other time, will be made most welcome if he calls at the warehouse of the "Salada" Tea Co., and if he can spare a quarter of an hour it will be made most interesting by a walk through the different departments. He will see the most modern way of handling tea, the nearly human electric weighing machines, the packing machines (one of which, with two men working it, packs over one million pounds of tea yearly), the labeling machines, the nailing machines, and the cleanliness and tidiness of everything will please him.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Fruits—Declined.
Sugar—Steady.
Dried Fruits—Slight advance.
Cheese—Advanced.

Montreal, August 20, 1908,

The past week has been a fairly good one generally in business circles. August has never been looked upon as a very lively time, so taking this fact into consideration the present conditions are rather good. Remittances are reported good, which is a good indication. There have not been many changes in the market during the past week, things in general preserving a preety even tone. Perhaps the one exception to this statement is cheese, which has been soaring considerably lately. Sugar is steady and unchanged in price. Everyone is looking forward to the harvest in the Canadian west, which will, if expectations come true, have to go to many quarters of the globe where it has not been before, on account of the shortage in some of the other wheat-producing countries. An apparent case of "shipping coals to Newcastle" seems to be involved in the shipment of wheat to Russia, which is a great wheat-growing country itself. Lately it has been discovered that Canada grows wheat admirably suited to the manufacture of macaroni; therefore the shortage of wheat in Europe, and increase in the consumption of macaroni has led to Canadian shipment being made to the continent in larger quantity than heretofore.

SUGAR—This market has presented no new features during the week and trade is slow for this time of the year. The market is steady and unchanged as to prices.

Granulated, bbls	$4 80
" ½-bbls	4 95
" bags	4 75
Paris lump, boxes, 100 lbs	5 60
" " 50 lbs	5 70
" 25 lbs	5 90
Extra ground, bbls	5 15
" " 50-lb. boxes	5 35
" " 25-lb. boxes	5 55
Powdered, bbls	4 95
" 50-lb. boxes	5 15
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bbls	4 40
No. 1 " bags	4 35

SYRUPS AND MOLASSES — These markets are very dull and featureless. There is some demand for corn syrups, but molasses is neglected. Prices remain the same.

Barbadoes, in puncheons	0 31	0 35
" in barrels	0 33½	0 35
" in half-barrels	0 34½	0 36½
" fancy		0 34
" extra fancy		0 36½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03¾
" 3½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—There is no change in this market, which is slow.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 06	0 07
Pure syrup, 8½ lb. tin	0 60	0 65

TEA—Ceylons, Indias and Chinas are pretty generally neglected as the volume of business passing is small. Japans are continuing steady and unchanged. Buyers seem, however, to be buying only for immediate wants.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25½
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—Demand has been good during the week and no changes in price are recorded. The Brazilian Government's new valorization movement has not yet affected prices, and perhaps may not, a matter which rests with them, as they seem to hold the whip hand just now.

Jamaica	0 16	0 20
Java	0 20	0 30
Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos		0 11½
Maracaibo	0 14	0 19

Roasted and ground 20 per cent. additional.

SPICES—Spices are in fair demand, owing to the pickling season being on. No change in quotations is noticeable.

	per lb.	
Peppers, black	0 14	0 20
" white	0 18	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60

DRIED FRUITS—There have been a few advances in the primary markets, and the whole situation is strong in undertone, but no changes in price have taken place locally yet. It is expected that a readjustment of prices will occur in some lines soon. Locally the demand for raisins (Valencias), and currants (Filiatras), has been very good.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06½
Fine Filiatras, per lb., in cases	0 06	0 06½
" " cleaned	0 06½	0 07
" " in 1-lb. cartons	0 07	0 07½
Finest Vostizzas "	0 07	0 08
Amalias "	0 05½	0 05½
" 1 lb. packages		0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 11½
" 1-lb cartons		0 14
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes		0 08
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.	0 05½	0 06
Selected, per lb		0 06½
Layers, "	0 06	0 06½
Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb	0 03½	0 04
Packages "	0 05½	0 06½
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		
"Excelsior Windsor Clusters "		5 50
" ½s		3 00
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb		0 12
Peaches, "		0 11
Pears, "		0 11
Prunes—	per lb.	
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08½	0 09½
" " " 50-60s	0 08	0 08½
" " " 60-70s		0 09
" " " 70- 0s	0 07½	0 08
" " " 90-100s	0 06½	0 07

RICE AND TAPIOCA—The rice market is steady and the demand has been fairly good during the week. Tapioca on spot is weak, while the primary market is strong. The demand for tapioca has been very slow during the week. Prices rule the same as at last quotations.

B rice in 10 bag lots	$ 30
B rice, less than 10 bags	3 50
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 05½ 0 06

BEANS—The demand is slacking somewhat owing to the free supplies which are arriving of Austrian and Indian stock. The Indian product is not as satisfactory as the home bean in quality but their advent relieved the situation. Prices are the same as at last quotations.

On ario, p.im	2 0
Au trian	1 85 2 00
Indi n	1 65 1 75

EVAPORATED APPLES—This market is dull and featureless, with no change in price.

Evaporated apples 0 07½

CANNED GOODS

MONTREAL—There is not much activity being shown in this market. Canned salmon is fairly brisk, the scarcity and high price influencing buyers, while meats are neglected. Canned fruits, which have had a good sale up to now, are much quieter this week, owing to the fresh stock now on the market. Vegetables are very much neglected. Deliveries of early lines of new pack goods continue to be made.

TORONTO—Business is more active than for several weeks, particularly in fruits and vegetables. Jobbers are buying somewhat heavily and retailers who have been holding off somewhat, are sending in good-sized orders for future and immediate delivery. Local sellers are receiving large orders from the West, some of these being occasioned by the Fernie disaster.

NEW PRICES—1908 PACK.

	Per doz Group 1.	Per doz Group 2
FRUITS.		
3's apples, standard	1.00	.95
3's apples, preserved	1.45	1.40
Gals apples, standard	2.55	2.50
Gals, apples, preserved	4.00	3.95
Blueberries (Huckleberries)—		
2's standard	1.20	1.15
2's preserved	1.70	1.65
Gals, standard	5.05	5.00
Cherries—		
2's, red, pitted	1.95	1.90
2's red, not pitted	1.55	1.50

Gals. red, pitted		8.00
Gals. red, not pitted		6.50
2's black, pitted	1.95	1.90
2's, black, not pitted	1.55	1.50
2's white, pitted	2.05	2.00
2's white, not pitted	1.65	1.60
Currants—		
2's red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals. red, standard		5.00
Gals. red, solid pack		7.00
2's black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals. black, standard		5.25
Gals. black, solid pack		8.00
Gooseberries—		
2's, heavy syrup	2.15	2.10
2's, preserved	2.40	2.35
Gals., standards		6.00
Gals., solid pack		8.00
Grapes—		
2's white, Niagara, pres'd.	1.45	1.40
Gals., ditto., standards	3.55	3.50
Lawtonberries—		
2's, heavy syrup	1.95	1.90
2's, preserved	2.20	2.15
Gals., standards	7.55	7.50
Peaches—		
1½'s, yellow, (flats)	1.70	1.65
2's yellow	1.95	1.90
2½'s yellow	2.65	2.60
3's yellow	3.05	3.00
3's yellow (whole)	2.30	2.25
2's white	1.85	1.80
2½'s white	2.55	2.50
3's white	2.80	2.75
3's, pie, not peeled	1.45	1.40
Gals., pie, not peeled	4.30	4.25
Gals., pie, not peeled	6.05	6.00
Gals., assorted pie fruits (add 5 p.c.)		
Pears—		
2's Flemish Beauty	1.70	1.65
2½'s Flemish Beauty	2.00	1.95
3's Flemish Beauty	2.15	2.10
2's Bartletts	1.90	1.85
2½'s Bartletts	2.20	2.15
3's Bartletts	2.35	2.30
3's pie, not peeled	1.30	1.25
Gals., pie, peeled	4.05	4.00
Gals., pie, not peeled	3.55	3.50
2's, light syrup, "Globe"		1.25
3's, ditto		1.85
2's pineapple, sliced	1.95	1.90
2's, do., grated	1.95	1.90
2½'s, do., whole	2.45	2.40
Plums—		
2's, Damson, light syrup	1.00	.95
3's, ditto	1.40	1.35
2's Damson, heavy syrup	1.15	1.10
2½'s, ditto	1.80	1.75
3's ditto	1.90	1.85
Gals., Damson, standard	2.90	2.85
2's Lombard light syrup	1.00	.95
3's " "	1.45	1.40
2's " heavy syrup	1.20	1.15
2½'s " "	1.85	1.80
3's " "	1.95	1.90
Gals. " Standard	3.05	3.00
2's G. Gage, light syrup	1.40	1.35
2's " heavy syrup	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00
3's " light syrup	1.85	1.80
Gals. " Standard	4.05	4.00
2's Egg, heavy syrup	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00
Raspberries—		
2's, red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals., red, standard	7.05	7.00
Gals., red, solid pack	9.80	9.75
2's, black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals., black, standard	7.05	7.00
Gals., black, solid pack	9.80	9.75
2's, rhubarb, preserved	1.80	1.75
3's rhubarb, preserved	2.45	2.40
Gals., rhubarb, preserved	3.30	3.25
2's strawberries, heavy syrup	1.95	1.90
2's " preserved	2.20	2.15
Gals. " standards	7.05	7.00
Gals. " solid pack	9.80	9.75

VEGETABLES.

Beets—		
2's, sliced, br., "Simcoe"		.95
2's, sliced, b.r., Simcoe		.95
2's, whole, b.r., "Simcoe"		.95
2's, whole, br. "Rosebud"		1.15
3's, sliced, br., "Simcoe"		1.25
3's, whole, br., "Simcoe"		1.25
3's, whole, br., "Rosebud"		1.40
2's, golden wax, midget, "Auto"	1.25	
Beans—		
2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85
3's, ditto.	1.40	1.35
2's. Refugee, midget, 'Auto'	1.25	
2's, Crystal Wax	1.00	.95
2's, Red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's corn	.90	.85
Gals., corn-on-cob		4.50
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's cabbage	.95	.90
2's cauliflower	1.50	1.45
3's cauliflower	1.90	1.85
2's parsnips	1.00	.95
3's parsnips	1.10	1.05
Peas—		
1's, No. 1 extra fine sifted	1.10	1.05
2's. No. 4 standards	.80	.75
2's, No. 3 early June	.85	.80
2's, No. 2 Sweet Wrinkle	.95	.90
2's, No. 1 extra fine sifted	1.40	1.35
Gals., No. 4	3.75	3.70
3's pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's table spinach	1.30	1.25
3's table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's succotash	1.20	1.15
3's squash	1.15	1.10
Gals., squash	3.55	3.50
2's tomatoes	.90	.85
3's tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's turnips	1.00	,95

ONTARIO MARKETS.

POINTERS—

Sugar—Easier.
California Fruits—Firmer.
Canned Goods—More interest displayed
Collections—Better.

Toronto, August 20, 1908.

Though business generally continues on the quiet side, a few lines are showing more activity and are helping to keep things bright. Some firms, indeed, report an exceedingly good week and in some quarters matters do seem to be brightening up to an appreciable extent. This is noticeable too from travelers' reports. The assurance of the magnificent western crop is already seeming to have some little effect and there is a good undertone to trade conditions that promises well for fall business.

Staple grocery markets have been very quiet during the week and beyond an easier feeling in sugar, and active business in canned goods, and a firmer feel-in California dried fruits there is little to write about.

Collections are improving to some small extent and what business is being done is assuredly on a pretty satisfactory basis.

SUGAR—The amount of business passing is very disappointing and things are reported very slow by all jobbers. The recent decline seems to have been a damper rather than a stimulator, and the markets which were expected to be strong at the lower price, are somewhat surprisingly weaker. While another decline in Canadian refined does not seem at all likely it is within possibilities, considering the present state of the markets. One large interest in New York declined five cents yesterday, and the others will likely follow suit. What Canadian refiners will do is hard to estimate, but the market is a waiting one.

Willett & Gray in their weekly report say of the situation in raws :

"European markets, receiving no support from America, declined 1½d to 10s ¾d for old crop (August) beet, the parity of 4.12c for centrifugals, and to 9s 7½d for new crop (October-December) beet, the parity of 4.01c, leaving the premium on old crop still about ⅛c per lb. The close in London was steadier. Refiners have ample supplies for present needs and have provided for their wants well ahead, having secured practically all of the Javas shipped in July and a large proportion of the 140 to 150,000 tons which will be shipped in August, due to arrive before the end of October. Further large supplies will not be required until new crop sugars will be available. Weather conditions in Europe and Cuba continue to favor the growing crops. Our cable advices from Cuba report the total production of the closing season to August 1st as being 934,711 tons sugar, and the stock of sugar in the island on that date as 94,242 tons. Part of this stock will be required for local consumption for the remainder of the year. Indications are that the harvesting of the new Cuban crop will be well under way about the third week in December, or two weeks earlier than last year, but not as early as the year before. The Louisiana crop is progressing well, with prospects of a large outturn. The condition of the American beet crop is quite irregular, but taken as a whole it is fair, and with suitable weather during the next two months, a crop equal to the last is assured."

Present quotations are as follows :

Paris lumps, in 25-lb. boxes	6 15
Paris lumps, in 50-lb. boxes	5 95
" in 100-lb. "	5 85
Paris lumps, in 20, 5-lb. boxes	6 90
St. Lawrence granulated, barrels	4 90
St. Lawrence Beaver	4 65
Redpath's granulated	4 75
Redpath's Imperial	4 50
Acadia granulated, (bags and barrels)	4 80
Berlin granulated	4 80
Phoenix	4 85
Bright coffee	4 80
No. 3 yellow	4 70
No. 2 "	4 60
No. 1 "	4 50

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES — The market continues quiet and steady at prices quoted below:

Dark	0 30 0 35
Medium	0 26
Bright	0 26

Per case.	
2 lb. Tins, 2 doz. in case	2 40
5 " " " "	2 75
10 " " ½ "	2 65
20 " " ¼ " "	2 60½
Barrels	0 3½
Half Barrels	0 03½
Quarter "	0 1 3
Pails, 38½ lbs. each	1 75
" 25 " "	1 25

Maple syrup—	
Gallons, 6 to case	4 50
½ " 12 "	4 80
Quarts, 24 "	4 80
Pints, 24 "	2 50
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 28 0 30
Barbadoes, extra fancy	0 37 0 45
Porto Rico	0 45 0 60
West Indian	0 30 0 35

TEA—Business continues very quiet locally with very little buying by jobbers. Regarding the general situation, Kearley & Tonge, Limited, Colombo, Ceylon, in their July report write: "Large supplies continued during June and although there was considerable improvement in quality from up-country estates, most of the low-country teas were so inferior that many were almost unusable. This large quantity of very inferior stuff depressed the market for common grades, and quotations for lowest teas are ½d. per lb. below those at the beginning of June. The demand for medium and fine teas has been very strong throughout the month, and a firm to dearer market for these grades has resulted.

"In common teas, owing to very large quantities of extremely inferior quality tea, there has been a considerable fall in prices. Low brokens, if carefully selected, show very good value.

"Regarding mediums, all teas with any sign of quality have been in strong demand. Those with tip being firmer, many tippy brokens selling at a rise of ½. to ¾d. per lb. Orange Pekoes were strongly competed for, especially those with quality.

"Fine tea: there were a few fine teas offered during June, all of which were in very strong demand, and sold at extreme prices."

DRIED FRUITS—Business is only fair with interest centred in new crop goods. California dried fruits are becoming very firm, particularly prunes and seeded raisins. What the situation is in prunes may be learned from the following letter from a Portland, Oregon, packer, under date, August 8:

"We have canvassed nearly the entire field and beg to report that the crop is very short, a great deal lighter than was figured. Clarke County, which usually produces 250 to 300 cars, will not have 30 cars this year. In many valley districts the crop is a total failure. After a thorough investigation, we estimate that there will not be over 500 cars of prunes in the Northwest, or about a third of last year's crop. It will take only a short time to clean these up, as a considerable portion has been sold for European shipment already."

According to cable advices received by the Hills Brothers Company, New York, the first shipment of new crop currants will be made on the Martha Washington, leaving Patras on the 29th and due in New York about the middle of September. As this steamer is a passenger boat it is probable that she will carry only about 300 tons of the new fruit. The first cargo steamer of the season is expected to be the Erny, which will be due in New York the end of September or early in October. Prices ruling at present are as follows:

	Per lb		Per lb.
Prunes, Santa Clara—			
100-120s	0 06	30-10,25's, 50-l boxes	0 07½
90-100s,50-lb boxes	0 06 0 07	70-80s "	0 08
80-90s "	0 07½ 0 08	60-70s, 50-lb boxes	0 07½ 0 09
" "	"	40-50 "	0 09
Note—25 lb. boxes ½c. higher than 50 lb.			
Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 08 0 15
Tapnets, "			0 03½ 0 04
Bag Figs			0 02½ 0 04
Currants—			
Fine Filiatras	0 06½ 0 07	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		
Uncleaned, ½c less.			
Raisins—			
Sultana			0 09½ 0 13
" Fancy			0 11 0 12½
" Extra fancy			0 14 0 15
Valencias, new			0 05 0 09
Seeded, 1-lb packets, fancy			0 10
" 16 oz. packets, choice			0 09½
" 12 oz. " "			0 07½
Dates—			
Hallowees	0 05½ 0 05½	Fards choicest	0 08 0 09
Sairs	0 04½	" choice	0 06½

SPICES—Business is fairly good, though not at all active considering the season. Prices are unchanged.

Peppers, black pure	0 16 0 20
" white pure	0 25 0 30
" whole, black	0 14
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 45 0 50
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 13
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	0 20
Cassia, whole	0 20 0 25

RICE AND TAPIOCA—The market is dull, with no noticeable changes.

	Per lb.
Rice, stand. B	0 03½ 0 03¾
Rice, 5 bag lots, delivered	3 05
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 0½ 0 0½
Seed tapioca	0 06
Tapioca, medium pearl	0 05½ 0 06

BEANS—There are no new features to report and demand is not at all active.

Beans, hand picked, per bush	2 10 2 20
" prime No. 1, "	2 00 2 10
" Lima, per lb	0 07

EVAPORATED APPLES—Little is doing in these goods, and prices are steady.

Evaporated apples	0 08 0 08½

COFFEE—Business continues surprisingly good, and is directly in contrast to the tea trade.

Willett & Gray, reporting on the situation in the primary markets, say:

"The San Paulo Government sent an official cable to the effect that the President had sent to Congress a message requesting permission to issue a loan of £15,000,000, to increase the surtax from 3 to 5 francs per bag and to guarantee the maximum exports from Santos this year not to exceed 9,000,000 bags, next year 9,500,000 bags and thereafter 10,000,000 bags a year during the life of the loan. The loan will not be an increase on their present indebtedness, but it is intended to combine the previous issues as well as all the advances on their coffee. The loan will probably be for 15 years and it will dispel the fears of the trade that any of the government consignments has to be sold. The new laws are likely to go into effect about the 1st of September, and it may be mentioned that the increase of taxes will be confined to Santos and no doubt the Rio holders hope to benefit thereby. It is expected that the current crop is larger than that of either of 1904 or 1905 years, and the opinion is held that Rio and Santos together will furnish about 11,500,000 bags. But even then, the total exports from Brazil during the season are likely to be less than those of last year, as in addition to the crop of 10¼ millions, there were about three million bags in stock in the seaports of Rio and Santos, so the available quantity was 13¼ millions. But, at the beginning of the crop this season the seaport stocks there were less than a million bags, and therefore the available quantity will be only about 12½ millions as compared with 13¼ millions last year. The supplies in this country also are about 600,000 bags less than last year as notwithstanding the largest holders here have been receiving coffee on the exchange for the past sixteen months they have meantime decreased their holdings by some 600,000 bags. The weather continues very cold in Brazil, which is not favorable for the coming crop. If it should turn into real frost it would be very damaging at this time of the year. Consuming markets have bought very little of the new crop so far. Values in Santos are higher than they were a week ago, while in Rio the market is very steady."

TORONTO CORRESPONDENCE.

August 19.—The meeting of the Retail Grocers' Association, which ordinarily would have been held on Monday evening of this week, was, owing to the absence from the city of a number of the members, postponed till next month. Someone has been busy during the summer working for a larger membership and it is likely that at the next meeting, September 21, quite a number of new members will be received. Several old members who have allowed their interest to wane for some time have been reawakened and are evincing the purpose of taking a fresh hold. Taken altogether, the association should have a pretty good showing at its meetings this fall and winter.

The sub-committee appointed by the Toronto Grocers' Section of the Retail Merchants' Association to interview the wholesale grocers and discuss the "discounts" question, met representatives of the wholesalers in one of the committee rooms of the Board of Trade, on Thursday, August 13. The result of the meeting is not yet known. The subcommittee will present its report to the Grocers' Section at the monthly meeting on Monday next, August 24.

The regular monthly meeting of the Toronto Retail Grocer Clerks' Benefit Association will be held on Tuesday, August 25, at their rooms, Odd Fellows' Hall, 1338 West Queen Street. A number of matters of importance will be dealt with, and the officers request the attendance of all grocery clerks, whether members of the association or not.

W. J. Campbell, of the Perkins, Ince Co., of Toronto, has secured an interest in the Best Stove Co., of Peterboro, and will be connected with that company after the first of September.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, August 20, 1908.)

Orders for supplies of groceries to fill the generous orders from the farming community during harvest, helped to keep the wholesale houses busy during the dog days. Business is showing a considerable increase in activity, and the outlook is particularly bright.

New canned strawberries, lawtonberries, beans and peas are now on the market. There is considerable competition among the various brands of corn, tomatoes and peas, and the situation is being watched with interest by the grocery trade.

CANNED GOODS—As noted above, the new season pack of strawberries, lawtonberries, beans and peas, are now on the market. New packs are being put on every few days, and prices quoted below are now for the 1908 pack. In some lines delivery cannot yet be made. We quote:

FRUITS.

	Group No. 1	Group No. 2 &
Apples—3's standard per case	2.44	2.34
" Gallons, standard "	1.55	1.52½
Cherries—Red pitted 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	9.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie unpeeled gallons	2.42½	2.40
" pie peeled gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe l. s. 2's		2.78
" Globe l. s. 3's		4.14
Plums—Damson l. s. 2's	2.28	2.18
" Lombard l. s. 2's	2.28	2.18
" Greengage l. s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red gallons	3.80	3.77½
" black 2's	4.18	4.08
" black gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.98
Peas—		
No. 4 standards 2's	1.88	1.78
Early June 2's	1.98	1.88
Sweet Wrinkle 2's	2.18	2.08
Extra fine sifted 2's	3.08	2.98
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.34
Tomatoes—2's	2.08	1.98
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili " "	2 50
" 2 " " " "	1 90
" 3 " " " "	2 50
Soups, per doz	1 25
Corned beef " 2's per doz.	3 10
" " 1's "	1 65
Roast beef	
" 1's, per doz	1 65
" 2's, "	3 10
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
1-lb. glass "	3 25

SUGAR—The price is steady since recent reduction. Sugar in gunnies is now sold at the same rate per cent. as when packed in sacks. We quote:

Montreal and B.C. granulated, in bbls	5 30
" " in sacks	5 25
" yellow, in bbls	4 90
" " in sacks	4 85
Wallaceburg, in bbls	5 20
" in sacks	5 25
Berlin, granulated in bbls	5 10
" " sacks	5 15
B.C. gunnies granulated, 5-18's to bale, per cwt	5 75
" " 5-20's " "	5 25
" hard pressed lump, 25's, per cwt	6 45
" " half bbls., per cwt	6 80
" icing	6 10
" bar sugar	5 90
Icing sugar in bbls	5 90
" in boxes	6 10
" in small quantities	6 40
Powdered sugar, in bbls	5 60
" in boxes	5 90
" in small quantities	5 95
Lump, hard, in bbls	6 25
" " in ½-bbls	6 25
" " in 100-lb cases	6 25

SYRUPS AND MOLASSES—Since the reduction in corn syrups there have been no new features of interest in the local market. The demand is very dull at present. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 80
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 70
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. kats., each	2 25

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	2 65
" 40 " " 80	2 70
" 20 " " 80	2 80
" 8 " " 80	3 10

CORNMEAL—Local quotations are now as follows:

Cornmeal, per sack	2 05
" per ½ sack	1 05
" per bale (10, 10's)	2 40

BEANS—White beans are advancing in price and some houses are now asking $2.50 per bushel for hand-picked, and $2.35 for 3-lb. pickers.

POT AND PEARL BARLEY—Pot barley, $2.80 per sack. Pearl barley has declined and quotations now are $4.05 per sack and $2.10 per half sack.

MAPLE PRODUCTS—

Sugar, 25 lb. boxes, ⅛s. and ¼s	3 00
Syrup gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 55

FOREIGN DRIED FRUITS — New apricots will be on the market within the next few days, and will be sold at prices quoted below:

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 00
Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s., per case, 28's	2 00
" " 14's	1 05
" " selects " 28's	2 20
" " " 14's	1 15
" " layers " 28's	2 25
" " " 14's	1 20
California raisins, choice seeded in ½-lb. packages per package	0 07
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 08
" 4 " " "	0 08½
Prunes 90-100 per lb	0 05½
" 80-90 "	0 06
" 70-80 "	0 06½
" 60-70 "	0 07
" 50-60 "	0 08
" 40-50 "	0 08½
" 30-40 "	0 08½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 07
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Uncleaned vostizzas, per lb	
Wet cleaned " "	
Pears, per lb	0 12½
Peaches, per lb	0 10
Apricots, standard, per lb	0 09½
" choice, per lb	0 10½

EGGS—Supplies are falling off and there has been a sharp advance in the local market. Local produce houses are paying 18c to 18½c per dozen for candled eggs delivered in Winnipeg.

BUTTER—Supplies of dairy butter are not so liberal as they were, owing to the hot weather and the fact that farmers are busy with their preparations for harvest. For round lots the local produce houses are paying 17c per lb., f.o.b., Winnipeg.

WILL DISCUSS LARGE PROBLEMS.

The Dominion Board of the Retail Merchants' Association will hold its annual meeting at the Toronto offices of the association on September 9 and 10, when the various resolutions sent on by the provincial associations at their annual meetings will be dealt with. Among the questions to be discussed are: An amendment to the criminal code; amendment to Division Court Act by cheapening court costs so as to give merchants and manufacturers the same privileges as those enjoyed by organized labor; a plan of campaign against co-operative societies; bad pay reporting lists, and an amendment to the Peddlars' and Transient Traders' Act, as well as some matters of minor importance. It is also the intention of the board to request the Government to appoint a commission from the Department of Trade and Commerce to deal with trade relations between manufacturers, wholesalers, and retailers on lines similar to the constitution of the present Railway Commission.

Another important matter to be taken up will be the reorganization of the financial side of the association. The sub-committee of the special committee appointed by the Provincial Board at the recent convention at Galt, has met and investigated the books and is ready to report to the committee, which meets in Toronto at the same time as the Dominion Board.

"Men Who Sell Things"

One Traveler's Story of Failure Throu gh Lack of Persistency—How to Take Advantage of the So-called "Quiet" Periods—Comprehensive Hints Regarding Letter Writing to Customers.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

As a man he was prepossessing in appearance, of pleasing personality, honest, and clean-cut. As a salesman he possessed marked ability and adaptability. He had the best approach and the finest tact, put up the best argument, and closed a deal at the psychological moment, in the neatest manner I have ever witnessed.

In relating to me his experiences one day he said: "I began life without any chance for an education. There was no one to tell me how to begin or what to do to make the most of myself. I know that I am fitted for something better than the work I am doing. I know that I have real ability in my way, but no one has ever told me how to use it to the best permanent advantage. I'm tired of this changing from one thing to another, even though I manage to derive an income better than the average of men engaged in the work of selling things."

He wound up by adding: "Couldn't your firm give me permanent employment on the road? I know I could sell your goods successfully. I have never seen anything that I couldn't sell. If you could make room for me I would commence at three thousand a year and take my chances on advancement with something permanent in view."

A Man Who Made and Lost.

That is the story of a man who made one hundred thousand dollars, made it honestly, and lost it because of the lack of such discipline as would have taught him to focus his mind on some set plan in his life's work.

It is the story of a man eminently talented, and who might have managed a prosperous enterprise of his own, or at least earned a big salary in an executive position or at the head of a large sales organization, but for the fact that he lacked singleness of purpose, oneness in business aspirations, concentration, or whatever you choose to call it that enables a man to stick to a thing until he gets there.

There is another feature in specializing efforts in sales-making that enables the salesman to make a ten-strike, and that is in guiding his customers in the matter of selection. In order to do that successfully, a careful study must be made of general conditions surrounding the line which he is selling, as well as the requirements of those to whom he wishes to sell.

A Recipe for Dull Times.

For instance, some salesmen selling line goods seem to feel that if general conditions are not up to par, there is no chance for immediate sales. Nothing is so far from the facts. This is particularly demonstrated on advance trips where no goods are in immediate demand, and where desire must be created out of whole cloth. I have known bright salesmen to start out with a general line representing their business, only to find a decided apathy on the part of buyers toward their proposition as a whole at that particular time. Did they lie down in despair and write the house that business was dull it was too early, some one else had been out before them, and a host of other lame excuses?

No! They sharpened their wits, and likewise their selling-talk, took a careful survey of things, and then selected a particularly good value or two in some specific pattern or style from their general line; then they pinned their selling-talk down to that until they aroused interest, created desire, and captured resolve, and at the end of the trip they were more than satisfied with results in the aggregate.

In our line I have known it to be so during a "filling-in" season that there was absolutely no desire on the part of the trade for anything in particular, when some bright salesman in the line-up would single out some one thing that had not been especially strong, from among the hundreds in the various departments, and specialize his efforts on that article in every town on the trip, and thus roll up figures on the monthly sales sheet that were even larger than might have been the case in taking orders more widely distributed under more promising circumstances. The customers, too, were satisfied because a new idea had been advanced, and they had something new to talk about to their trade.

After all, the average dealer in the rank-and-file town takes his selling-talk pretty much from his favorite salesman. Did you ever think of that?

The Adversary Time .

Salesmanship is a profession, but it is also a game. Every salesman must play it either poorly or well, and always with the same opponent in the game—Time.

Your opponent waits for nothing—relentlessly he watches the game progress. He clutches his scythe, ready to cut you down. All around you and your adversary Time, there is Success. If your mind is distracted from your work, Time gains a vantage-point.

Thousands of salesmen are saying every day, "If I had my life to live over again I would do thus and so."

The most profitless occupation in the world is to sit idly thinking of what you would do if you had another chance. Forget what is behind. Press forward to the future, which is every man's, to do with as he will!

The game will last as long as you do. Thinking of the foolish plays you have made will not help you to win, unless the experience has taught you how to avoid them and to concentrate your mind on better ones, brushing aside all obstacles. Young salesmen especially need to think much about singleness of purpose, for their temptations are on every hand.

Many young salesmen, and old ones, too, for that matter, act like men lost in the woods, trying to get out without the aid of a compass. They turn to the right and to the left, then go round in a circle, stumbling over logs and entangled underbrush, finally giving up in despair. The road before every salesman is perfectly clear: walk straight ahead to the end of it, and you will come out into the clearing.

Boring for Bed-Rock.

Suppose you were to engage a man to bore a well for you. What would you think of him if he bored a few inches here and a few inches there, and kept on boring down just a little way all over a ten-acre field, never going deep enough to strike water? You would think he ought to have a guardian appointed over him. Well, that is exactly what a great many salesmen are doing. Just boring down through the sub-soil, never striking bed-rock and through and beneath it the sparkling water, Success.

Try one way, but be sure it's a good way, and keep at it, Brother Salesman, until you strike the bed-rock of efficient salesmanship.

Don't let your grim old opponent, Father Time, get there ahead of you and block up the way with his impenetrable chain of lost opportunities.

CHAPTER XV.

Letters to the Trade.

You cannot personally shake hands and jolly up your customers every few days; so the next best thing is to write them personal letters, just as you would talk to them if you were to meet them on the street or in their places of business. Now, isn't that so?

Such letters bring new business and hold old customers.

The Value of a Personal Interest.

Naturally, the more personal talks you can have with your customers, the better; but in between trips write them a heart-to-heart letter now and then, just to make them feel that you are keeping them in mind. It will show that you have a strong personal interest in them, and the results, if watched, will both please and surprise you. Make your letters talk to your customers. Make them believe in your letters just as you want them to believe in you.

Galileo taught that the earth moves around the sun, but was compelled by the Inquisition to renounce the theory. Perhaps you feel a little that way about what your customers might think of your letters; that is because you have not discovered the right way to go about it.

Hints About Letter-Writing.

Letter-writing, like advertising, is the written method of salesmanship. You can make bad salesmanship of it, the same as of personal interviews, if you do not understand and rightly apply the science.

What would you think of a kid-gloved salesman who approached his customers in the manner that he would approach his hostess at an afternoon reception? Well, that is precisely the way in which more than two-thirds of the business letter-writing is done. Such letters often begin with:

"I beg to acknowledge yours of——"

"Replying to your esteemed favor of even date, permit me to say——"

"Your letter of—— is at hand and contents carefully noted."

And they often end with:

"I beg to remain——"

"I am yours——"

These shop-worn types of the customary style should have been relegated to the waste-basket a decade ago. Begin your letters in an easy, natural, conversational way. Have something to write about, and think hard about the best way to write it to attract the sympathy of your customer to your proposition.

Watch Your Style.

Be original in your style. Don't write as a dozen other salesmen that cover your territory are in the habit of doing, in a pointless, stereotyped fashion. Think about your customer; think about what you are going to write, and then write it in a manner that you feel certain will please and interest him.

If you are in the habit of scratching off any old thing the quickest and easiest way, stop to figure out the effect such letters are going to have, if any. Try to realize the great value that it is possible to secure with a little care and study in presenting your subject.

Some salesmen go on the plan that letter-writing is of no avail in helping to increase their sales anyway, and as it is laborious, they let it alone. Ignorance or mental laziness is the foundation of such ideas, aided, perhaps, by a desire to enjoy a game of billiards, or an idle chat with the clerk when the last customer has been called upon and packing is finished. Recreation is necessary and proper, but the salesman in any line who hopes to get on in the world will play only when the last tap of work is finished at the close of each day.

A decade ago commercial letter-writing was deprecated by most business houses as a medium to attract and hold trade. Its use was mainly to cover immediate necessity that could not be adjusted by personal interview. All that has changed with the changing times, and to-day every business institution of any note has a correspondence department in charge of a high-salaried head, who is especially versed in the art of writing the kind of letters calculated to aid in strengthening its connection with its customers, and to assist its sales force in building new business.

It is as necessary to hold as to build. The salesman who fails to get in touch with the head of the correspondence of his house and seek his aid at times is a poor prop for any house to lean upon.

Various Letters and Their Uses.

The most efficient salesman values the backing the house can give him through this department, realizing that his position with his trade is mainly one of aggression, and at times is apt to be misconstrued, no matter how securely he may be intrenched in the confidence of his customers.

A general promotion letter now and then to his trade, bearing the authority of his house, stamps the salesman's efforts, methods and assertions with added power of persuasion.

While a sincere letter of appreciation of favors received, eliminating entirely any flavor of bid for business, at the end of each season, promotes a feeling of good will conducive to the interests of all concerned, and effectually paves the way for stronger and better trade relations.

Although salesmen of more than ordinary success are to be found in many houses, who put their hands up in a know-it-all, self-satisfied sort of way, deprecating support of this kind as unnecessary, if not actually interfering with what they term "their interests," yet he is a wise salesman who encourages it and seeks every opportunity to make free use of it.

"Fixing" the Customer.

The best managed house in the world makes mistakes at times, and mistakes make disgruntled customers. Something goes wrong in the billing department; a piece of goods fails to come up to par; a certain pattern, through the fault of no one, does not turn out exactly as represented; a customer in the house is not given the attention he thinks he should receive; in fact, a dozen things of similar nature are liable to occur in the best regulated establishments, which tend to disquiet this or that customer for the time being. Do what you can to straighten out the kinks, and make sure that there remains no cause of complaint in which your customer may find a reasonable pretext for giving business to a competitor that otherwise might have gone to you. Tell the correspondence man about it, that's what he is there for.

It's your business to sell goods, and you are supposed to know your business. You'd get mad if some one told you you didn't know it, wouldn't you? Well, then, leave the matter of "fixing" the customers in the hands of the man whose business it is to look after that part of the work. Put the same degree of confidence in him that you demand and expect to receive yourself, and see how quickly and nicely all these things will be adjusted.

The Salesman and the House.

"But," says Mr. Salesman of inquiring mind, "if I tell my troubles to the house I may get a letter telling me that the house has troubles of its own, and that I am paid to fix these things for myself."

Do all you can for yourself in fixing the business of your house, no matter how you may be called upon, but when all is said and done to the best of your ability, seek help from headquarters. If your house has a manager that would send you that kind of a reply, and you do not get the sort of help you require, the best thing for that house is to discharge him and get a manager who understands that a fine piece of machinery needs oiling to make it run without friction.

Not only energy is needed in salesmanship, but method, system, and a readiness to adapt oneself to the conditions required to accomplish results. There are many salesmen eager to sell a bill of goods, but careless about other things pertaining to the fulfilment of the contract to the minutest detail. There are many who seem to think that if they have made a customer, it is immaterial whether they keep him or not.

The business letter of the average salesman is of a very low standard—has little if any pulling power. It is meaningless, because it contains nothing of personal interest to the recipient. If you write every customer in exactly the same way and as you have been writing all your life, it is no wonder that you do not believe in letter-writing.

He who rests at the foot of the mountain knows of the glories of yonder peak only from other travelers who have completed the arduous journey.

A Result-Bringing Style.

There is a certain style in drawing up a letter on any question so as to make it produce desired results. The key to the mastery of this style is of so great value as to make it worth months of effort and hundreds of dollars to any salesman to discover it. It is not undiscoverable, by any means.

(To be Continued.)

A meeting of creditors of J. Langlois, grocer, Montreal, has been held, but no decision has been arrived at as yet.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

A Summary of the Wheat Situation—Western Farmer Learning to Cultivate—Lessons From the Election.

Oat Crop Poor and Prices Likely to Soar

Regina, August 18.—Your correspondent has been traveling all week on western wheat fields and has to say that from personal observation added to reliable reports from other sources the West is now reaping a good average crop of very good wheat. There has been frost over some considerable areas, but not sufficient to damage the aggregate of the crop at all materially, and it is rare when frost has occurred round the full of the August moon, as it did the other night, for it to occur again before the end of harvest. Though a large part of the crop in Manitoba is ripe and a considerable percentage in Southern Manitoba cut and in stook, there are many thousand acres of wheat that still require from 10 days to two weeks to ripen. So that there is still room for anxiety.

Oats Likely to Soar.

The oat crop of the West, speaking generally, is poor, with very short straw and not too well filed heads. The present indications are that it will not be very much above home requirements, so that oats are liable to be a price before spring. Barley is also rather an indifferent crop, short almost invariably. The hay crop, both native and cultivated, is generally abundant. In some of the sections in Manitoba where they have taken to raising alfalfa, the third crop of the season will be ready to cut before the wheat harvest is garnered.

Results of Thorough Farming.

This has been a year to separate the chaff from the wheat among western farmers, for invariably where wheat was planted on well worked, breaking or good summer fallow, there is a fine stand, with long, well-filled heads, which seem to have suffered no damage whatever from drought or hot winds, while wheat put in on stubble, with the disks, is short, thin, with small, badly-filled heads. In the Indian Head district, for example, where the farmers for the past 20 years have had the example of the Dominion Experimental Farm it is the practice to fallow one third of the land every year. Fallowing here consists of ploughing as soon as the seed is on, harrowing a couple of times, ploughing again towards the end of July or beginning of August, then working with spring tooth cultivators once or twice and finally harrowing until many a 100-acre-field looks like a garden. If time permits it will receive a final harrowing just before frost comes, if not it will be worked with the cultivators and harrowed in the spring before the seed goes in. On land worked in this way is found to-day magnificent stands of wheat that do not seem to have been aware of a very dry period in July. Slowly, but surely the western farmer is learning that if he wants good crops and wishes to be able to defy the seasons, he must cultivate, cultivate, cultivate and then try rotation of crops.

A Lesson From the Election.

This is written from Regina and as I write the drums are beating, torches are blazing and crowds cheering to celebrate the return of the Scott Government in Saskatchewan. This, is no place for politics, but the election has one startling lesson on the ingratitude and shortsightedness of farmers. Hon. W. R. Motherwell, first Minister of Agriculture for Saskatchewan, has been defeated by a large majority. During the two and a half years he has held office Hon. Mr. Motherwell has probably done more practical work for the advancement of agriculture than any man holding a similar position in the Dominion of Canada. His staff is a marvel to have been gotten together in so short a time, for every one of his subordinates has had both practical and theoretical training in some branch of agriculture and the whole department has been organized on a basis of making Saskatchewan, in the shortest time possible, a province noted for its mixed farming.

The main factor in his defeat was the active campaign against him by prominent members of the Grain Growers' Association of which he was formerly president and their grievance was that he had favored and furthered every revolutionary piece of legislation they had sought to bring before the House.

As the Scott Government is sustained no doubt a seat on some other constituency will be found for Mr. Motherwell, but that will not do away with the sting of being defeated by the deeds and votes of the very men he has striven so conscientiously to serve in the best manner possible. It is just such incidents that make it so difficult to persuade really efficient and desirable men to enter the Legislature.—H.

PRESERVING FISH IN PAPER.

A recent item in one of the Paris newspapers calls attention to some interesting experiments in connection with the carriage of fish recently made by M. Alfred Goldes, president of the fishery section of the Brussels Chamber of Commerce. Soles caught by Ostend boats off the Portuguese coast which were packed in a special vegetable paper and turned out after sixteen days in much better condition, both as regards freshness and flavor, than those packed in ice. This paper was recommended at the Ostend Fishery Congress of 1907 by Herr Solling, inspector of Danish fisheries. It costs little and takes up but small space.

EXHIBITS FROM THE PROVINCES.

One of the most attractive features at the Canadian National Exhibition, to be held in Toronto from Aug. 29 to Sept. 14, will be the exhibits from various parts of Canada. Every province of the Dominion, except only British Columbia, will have a distinctive exhibit, and British Columbia will find its products displayed in the Railway Exhibits building. The other provinces will have their separate exhibits in the Agricultural and Provinces building. Especially the new Provinces of Alberta and Saskatchewan propose to send a collection of their products. In addition, several of the larger towns af Northwestern Canada will have distinctive exhibits. Thus, altogether, the Canadian National Exhibition of 1908 will be more truly national than any of its predecessors.

These exhibits will give merchants and business men generally an excellent idea of Canada's resources, an idea which cannot be so readily gained in any other way.

THE SUGAR INDUSTRY IN NATAL.

More money is invested in cane sugar than in any other industry except coal mining in Natal Colony, British South Africa, and it is only $500,000 short of the coal mining investment. The sugar investment is $7,300,000. The 1906 production was 23,497 short tons, valued at $2,123,000, and the 1907 production is estimated at 40,000 tons, worth $63 a ton, or about 10 per cent. of Louisiana's output. American sugar mills imported are more expensive than those made in England, says Consul Edwin S. Cunningham, of Durban, Natal.

AFTER THE PICNIC.

A certain merchant prided himself upon the exactness with which he regulated all his duties, both in social and business life. One day he attended a commercial picnic.

"Don't wait for me," he said to his better half. "I may be rather late, but it can't be helped."

The next morning the man of method was far from either looking or feeling well. At breakfast he sat toying listlessly with his toast and coffee, while his spouse sat stonily silent behind the coffee pot. The breakfast room clock was equally silent.

"Maria, my dear, there must be something wrong with that clock. I am sure I wound it up last night," remarked the husband.

"No," answered his wife, "you wound up Freddy's music box, instead, and it played 'Home, Sweet Home' until 3 o'clock in the morning! The hall clock has also stopped and you have screwed your corkscrew right into the barometer!"

A PROGRESSIVE B.C. STORE

A Merchant Mayor and His Busin ess in Cranbrook—Something About the Firm's History and Present Status.

The engravings on this page illustrate the store front and interior of the grocery department of the Fink Mercantile Co., of Cranbrook, B.C., one of the most progressive and successful firms in the great western province.

Fine Store Front of the Fink Mercantile Co., Cranbrook, B.C.

The business was established in 1897 as the Fort Steel Mercantile Co., at Fort Steel and Wardner, B.C., by J. P. Fink. On the advent of the railroad to Cranbrook the business was moved there in 1898. In 1902 the present company was incorporated.

The premises occupied by the company are 52x100, of two storeys and basement. They are modern in every respect, and are fireproof. The store contains 220 lineal feet of the best hardwood fixtures.

The engravings will give a good idea of how the business is conducted.

J. P. Fink, the head of the firm, is not only a successful business man, but has also taken a great deal of interest in municipal affairs. His ability and popularity in these matters are evidenced in the fact that he has occupied the mayor's chair in Cranbrook ever since the town's incorporation. He is also a prime mover in fraternal circles.

Interior Grocery Department, Fink Mercantile Co., Cranbrook, B.C.

CANADA'S IMPORTS DECREASING

Returns for Four Months of 1908 Show Heavy Decline.

Trade returns for the first four months of the present fiscal year show considerable decline in the volume of Canadian imports. The decrease in exports is more encouraging in that it is not so evident and in one item, that of manufactured articles, the exports show an increase.

During the first four months of the fiscal year ending with July the imports amounted to $91,888,201, a decrease of $39,915,809. Dutiable goods were imported to the amount of $52,218,053, a decrease of $25,549,008; free goods to the amount of $37,196,488, a decrease of $14,534,337; coin and bullion was imported to the amount of $2,473,660, an increase of $167,536.

The duty collected amounted to fourteen and a quarter millions, a decrease of a little over six millions compared with the first four months of last year. During July alone the imports amounted to $22,967,094, or a decrease of $11,590,904, and there was a falling off of $1,914,257 in the customs revenue for the month.

Our exports for the four months ending with July totalled $67,205,010, a decrease of $5,485,364, compared with the same period the year before. The exports of the products of the mines fell off about a half million dollars in value, while exports of fish increased by about the same amount. There was a decline of a million and a quarter in the exports of lumber. Half a million dollars' worth of animals and their produce were exported. In agricultural exports there was a decline of four and three-quarter millions. Manufacturers increased their exports by three hundred and fifty thousand dollars. During the month of July only the exports totalled $23,116,234, which is four and a half millions less than during the same month of last year.

TRADE NOTES.

The Blue Ribbon Tea Co. has removed from their Toronto office at 16 Adelaide St. west and in future the company's business will be carried on entirely from the head office in Montreal. The same traveling staff will look after the company's interests in Ontario.

Formulating a Pure Food Law

Experiments Carried on With View to Arrangement of Enactment Recently Made in the United States—A Matter Which Must Shortly Be Faced in Canada — The Results of Operations on Dr. Wiley's "Poison Squad."

The following article, from a recent issue of the New York Herald, is particularly interesting from the fact that it describes a series of practical experiments carried on with a view to the arrangement of the Pure Food Law recently enacted in the United States, and because these will have an important bearing on the question when it comes to be considered in Canada, something which will certainly come before long.—Editor.

"Honorably discharged" ought to be, if it isn't, the formula of dismissal for the "poison squad" which for seven years has served faithfully Dr. Harvey W. Wiley, chief of the Bureau of Chemistry at Washington.

During this time the young men in question, nearly all employed in the Department of Agriculture, hape been regularly and systematically fed with adulterated or "doped" food, in order that Dr. Wiley might settle once for all the question, "Are the drugs which manufacturers have been in the habit of using for preservative and other reasons really harmful?"

That the question has been answered affirmatively the United States Pure Food Law of June 30, 1906, conclusively proves. Not in one single instance have the criminal sections of this law failed in operation. It seems to accomplish perfectly its double object of seeing that purchasers get what they pay for and that harmful substances are kept out of foods.

Four of the chemicals coming within its provisions were discriminated against on the basis of work done by Dr. Wiley's "poison squad." The first drug they tested was borax, of "'embalmed beef" memory, but by no means restricted in its use to meat given to the soldiers in the Spanish-American War. It was formerly a common preservative for all sorts of meat, and also for butter, cream and milk.

Another so-called "preservative" condemned by the experiences of the "poison squad," was salicylic acid, considered until recently absolutely necessary for keeping almost any alcoholic drinks, or even unfermented fruit juices. Sulphuric acid, which turns dried fruits a rich yellow and increases their weight, can no longer be employed by manufacturers. The dairymen are hit on their formaldehyde, for Dr. Wiley decided that a substance in daily use in the Post Office Department as a disinfectant for mail from the yellow fever district is not quite the thing to "preserve" babies' milk and cream.

Another chemical tested by those in the "poison squad," benzoate of soda, has yet to prove its status as a safe article for manufacturers.

Manufacturers Raise Protest.

Thereby hangs a tale. When the manufacturers of the condiments and pie fillings heard it was likely to come under the ban, they appealed clamorously to President Roosevelt. They said they needed benzoate in their business. They said there wouldn't be any more of the "hot stuff" for Boston baked beans, or any more of the mince pies such as mother used to make.

In short, they contended that condiments and pie fillings simply could not be produced without the addition of some preservative that would keep the stuff from moulding within a short time after the cork was pulled out of the bottle or the cover twisted off the can.

That is, most of the manufacturers said this. Unfortunately, the motion was not unanimous. Two lone firms kept out of the union by declaring that preservatives were not necessary, since they didn't have to use such things. They talked wisely of the effect of sterilization of goods after bottling.

"Bluff" was what the rest of the manufacturers said—unless it was something stronger—when they heard this ingenious defence. And yet the fact is that no trace of a preservative can be discovered in any of the goods produced by the two firms who declare preservatives are not necessary. Needless to say, the rest of the trade have made sufficiently careful examination of those two particular firms. Also the chemists of the Department of Agriculture have been trying for more than a year to can goods without a preservative and have failed as signally as all the canned goods manufacturers—except the two.

Notwithstanding the fact that the protest condemning benzoate of soda wasn't quite unanimous, it was sufficiently strong to make President Roosevelt stop and listen. More than that, he decided that he wasn't competent to decide. So he turned the whole matter over to a board of five of the most eminent chemists in the country.

Plan Careful Experiment.

Dr. Ira Remsen, the man who has written all the chemistries, is the president of the board. Another of the five, Dr. Taylor, of Leland Stanford University, is at present in Europe collecting data for experiments and conferring with eminent French and German chemists. A third member of the board, Professor R. H. Chittenden, of Yale, is organizing another food testing squad, expenses to be defrayed from the public treasury, to discover practically the effect of benzoate of soda on the human stomach. In the course of sixteen or eighteen months they hope to be able to give a decision, but such tremendous financial interests are involved that they feel that their experiments must be long and careful.

Sulphate of copper, which makes canned peas "green" and is used in general to give a fresh vegetable color to canned vegetables, will be prohibited for commercial use after January 1 next. The "poison squad" proved that it had evil effects. If Dr. Wiley's investigations are not published in full the reason will be that Dr. Galloway, chief of the Bureau of Plant Industry, disagrees with the chief chemist. Dr. Galloway spends his time devising ways for increasing the quantity of peas, and unless they can be presented to the public in an attractive color the production, it is figured, must fall off.

In regard to only two of the chemicals tested were the conclusions of the "poison squad" at all inadequate. These are salt-petre, which makes canned corned beef red, and caffeine, the essential principal in tea and coffee, much used in the preparation of soda fountain drinks and headache medicines. The data having to do with these two substances are now formulated in such a manner as to be available for practical purposes.

Even without final determination as to these chemicals, it is evident that the "poison squad" have done immensely valuable work. The methods of procedure employed with them are rather interesting. Though in offering to be subjects for experiments they admitted themselves willing to sacrifice their health, Dr. Wiley declares that they were not at any time in real danger, and that they are now in as good physical condition as when they started on their venture seven years ago.

Carefully Watched Over.

Results obtained from experimenting with them show that this is not because the adulterated foods were found to be harmless. The reason is simply that just as soon as they were discovered to be seriously suffering they were treated by the physicians watching them, temporarily taken from the squad and kept away until they were in perfect condition. Then before they were permitted to subject themselves again to the tests they were thoroughly quizzed as to whether they really felt as well as the doctors thought they were. In no case wherein the least doubt existed was one of them permitted to return to the test table.

Absolutely natural conditions of life were adhered to in the experimenting. In general, the drugs were presented to the testers in their regular food, just as if they were being fed on ordinary adulterated food with which the market had supplied their boarding houses. Occasionally, indeed, blank capsules were employed, that the effect of the imagination might be tested. In general, however, Dr. Wiley preferred to use people without any imagination to speak of, "healthy, phlegmatic, young human animals," he said, and he thinks that among his experimenters were some of the finest specimens of physical health in the Agricultural Department.

Besides being served such food as they were accustomed to in their boarding-houses, the young men were served at hours to which they were accustomed.

Breakfast was at eight o'clock, lunch at noon and dinner at half past five. They did their regular work, too, for Dr. Wiley's idea was to test the effect of his treated foods on men engaged in their regular affairs, not on those who simply sat around to be experimented on and consequently were not eating under natural conditions.

During the special periods of experiment, lasting from thirty to seventy days, the subjects declared under oath that they had eaten nothing except what was served to them on Dr. Wiley's table and had drunk nothing except water when they were away from his laboratory. For the first five years of his experimenting he himself supervised the diet. During the last two years his assistant, Dr. Webber, took charge.

Member of Squad Dies.

As an interesting sidelight, it may be noted that during the trial one of the young men contracted tuberculosis and died. His friends declared that his sickness was due to the tests to which he had subjected himself. His mother even threatened to sue Dr. Wiley for damages, but the case has not been brought to trial.

It was proved that the presence of the drugs in the food almost invariably affected the digestive tract. Frequently, also, there was loss of weight. Headache, heartburn and dizziness were common symptoms and palpitation of the heart was by no means unknown.

All this physical discomfort, even if it wasn't actual physical peril, which the twelve young experimenters underwent has had its glorious reward in the form of the Pure Food Law, which James Wilson, Secretary of Agriculture, considers to be one of the best and most successful laws in point of operation ever passed by Congress.

"The Pure Food and Drugs Act of June 30, 1906," he says, "has accomplished what Congress intended it should. It has almost entirely stopped the adulteration and misbranding of food and drugs by American manufacturers. They have discovered that violations of it do not pay."

That they "do not pay" the history of the courts concerning the application of the law since its passage shows plainly enough. In the very first case decision was rendered against a millionaire manufacturer and seller of acetanilid and alcohol headache "cure" and "brain" food. He was fined $700 for misleading people as to his wares. This he effected by calling his medicine a "cure" for what is merely a symptom of other trouble, and also by announcing it to be of special value for the development of the brain.

False pretence is really the mark against which the law chiefly directs itself. When eighty-four bags of glazed coffee were seized down in Nashville they were confiscated not because of the coating of chrome yellow, but because that coating covered so many defects in the actual coffee berry that its price would have been brought down four or five cents on the pound had the "gilding" not been administered.

Held for Misbranding.

Seizures for misbranding were made on a like basis. In the case of 40,000 barrels of wine held at New Orleans the owners gave bond to re-label the stuff honestly and it was returned to them.

When, likewise, at New Orleans, thirty barrels of molasses were confiscated because they were marked as containing "open kettle molasses" it was not even assured that the molasses were unwholesome. It simply was some other kind—was not what it said it was. Misbranded flour was seized at Minneapolis for a like reason—not that the barrels did not contain good flour, but that they did not contain the kind of flour described on the labels.

Permission to sell this flour would imply permission to do any one of the following things without fear of punishment by the national government:—

Take corn syrup, the chemical name for which is glucose, color it a strawberry pink with coal tar dye, add a few timothy seeds, some pumpkin and then sell the mess for "pure strawberry jam."

Take sucrose (chemical name for cane sugar), add a bit of maple sugar and water, and sell the mixture as pure maple syrup.

Hire one's self a French scholar from Peru, Ind., or Cincinnati, to write a grandiose label, stick that literary production on a little round box filled with a smeary cheese and sell it as Camembert.

Stick a label on a pot of beef extract telling how good and nourishing it is for convalescents and charge anywhere from thirty-five to ninety cents for a big tablespoonful of it and make the friends of the sick person believe they were feeding him with the quintessence of all that was good in the beef.

"We have not come within 1,000 miles of losing a case," said Dr. Wiley himself, speaking with reference to the practical application of the Pure Food Law.

CANADA'S GREAT EXHIBITION.

The Canadian National Exhibition, which is to be held in Toronto from August 29 to September 14, offers special attractions to hardwaremen in all parts of Canada. From a business standpoint the exhibition furnishes an excellent opportunity for picking up new ideas, getting lines on new and special articles and studying methods of display and arrangement of goods. Again, because of the large numbers of the trade who come in every year at the time of the fair there are prospects of meeting other men from different parts of the country, getting better acquainted, and of talking over business matters with them. The exhibits of hardware and special lines are expected to be even more complete this year than usual another point of interest.

From the standpoint of pleasure the exhibition offers an opportunity for a holiday which cannot well be surpassed. The special musical attractions, the entertainment furnished before the grand stand, and the various novelties included in the exhibition grounds provide for the satisfying of the lighter side of the heart's content.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

Laporte, Martin & Co., Montreal, who have for years been handling "Soleil" brand canned goods, have this year nearly doubled their import order, which speaks well for the popularity of this brand in the trade. Orders for "Soleil" brand, as well as for domestic canned goods, are now being booked. Interesting prices on canned salmon, which is scarce, are now being quoted by this firm, and wise buyers will find it to their advantage to communicate with Laporte, Martin & Co.—Advt.

BISCUIT FIRM PROGRESSING.

A reorganization of the old Caledonia Biscuit Company has just taken place and a new charter has been granted to a body of Montreal business men who have formed a new company and put new life into the concern, which will in future be known as the Caledonian Biscuit and Confectionery Company, Limited. A large new factory has been acquired at 102 St. Christopher Street, where modern machinery will be installed and full advantage taken of the 6,000 square feet of floor space which will be at the disposal of the firm. The new officers of the company are: President, Ald. J. G. Duquette; vice-president, Ald. N. Sequin, who conducts a flourishing retail grocery business; secretary-treasurer, L. A. Taillon; manager, J. B. D'Lagare. The company expects to occupy the new premises before the end of September.

TRADE NOTES.

S. D. Stewart, with Hudon, Hebert & Co., Montreal, is away on his holidays.

R. E. Holyoke, Woodstock, N.B., has added a candy factory and ice cream booth to his grocery business.

The general stores of A. G. Gleiser and J. S. Leslie, at Gainsboro, Sask., were destroyed by fire last week.

Claassen Brothers, who recently sold out their grocery business at Penticton, B.C., have gone to their former home in Edmonton. They expect to be back next spring. Their father, P. O. Claassen, who is now in Edmonton, will probably return to Penticton in the fall.

W. N. Warburton, Chatham, Ont., formerly manager of the C. W. & L. E., and more recently manager of the W. E. & L. S., has purchased the grocery business of Huth & Laffrey, Hamilton. The new firm will be known as Warburton & Son.

A number of grocers of Smith's Falls have petitioned the town council asking that the early closing by-law be abolished or amended so that they could keep open their places of business.

The Magee & Thompson Co., Wolseley, Sask., composed of A. G. Thompson, Richard Magee, John Bradley, R. A. Magee and H. J. Hunt, has been incorporated with a capital of $100,000, and has taken over the Star Grocery and Confectionery Co., and the grocery businesses of Tidey & Co. and Magee & Thompson.

O'MARA'S BACON

Quality Uniform. Only Best Selected Hogs Used.

All Goods Government Inspected.

Careful Attention Given to Details in Curing.

The above essential features combine to make

O'MARA'S BACON, LARD, ETC. THE BEST ON THE MARKET.

JOSEPH O'MARA

PORK PACKER

PALMERSTON, - ONTARIO

Boneless Cooked Hams

We have always on hand a fresh supply of Boneless Cooked Hams, specially selected and prepared for our trade. The quality is the very best, and we recommend them to our customers during the picnic and out of town season.

F. W. Fearman Co.

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REINDEER condensed COFFEE

Hot Water Only — Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Butter Eggs Cheese Poultry

(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO.

LIMITED

70-72 Front Street East

TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, August 20, 1908.

It is rather gratifying to Canadian exporters to know that Englishmen have enough confidence in the market to buy and store in Canada in preference to the other side. This has been happening lately in the face of a high market on this side, and while there is no way of determining their motive, it looks as though the Englishmen were getting ready for a shortage. Although the English methods of storage are quite as good as our own, it has been proven that cheese in storage is better preserved on this side of the Atlantic. There has been circulated in England for a long time a rumor to the effect that the home production was going to be very large this year, but when buyers throughout the country asked for estimates, so they could form some idea of just what they could depend upon, the figures have been very largely reduced, and now the English buyers are looking to Canada. Although some improvements have been made in Siberian transportation facilities these have not as yet been sufficient to allow Siberian products to flow in an uninterrupted stream into the English markets. It will be remembered that last year when Canada was beginning to obtain top prices for her cheese, New Zealand stepped into the market and proved to be an able competitor. Exporters and makers look forward to a good make from now forward, on account of the favorable weather which will likely prevail. This condition of cooler atmosphere will also improve the quality, and the product will keep much better.

Shipments of cheese from Montreal last week amounted to 65,493 boxes, as against 60,216 boxes for the previous week, and 82,437 boxes for the corresponding week of last year. Total shipments from Montreal since May 1, 886,712 boxes, as compared with 1,046,124 boxes for the corresponding period of last year. Total shipments from Quebec since May 1, 27,320 boxes, as compared with 37,903 boxes for the corresponding period of last year. Total exports since May 1, 914,032 boxes, as compared with 1,084,027 boxes for the corresponding period of last year. The local market is strong, in sympathy with the tone of the country boards. Holders are asking 12½c to 12⅝c for Westerns; 12½c to 12⅝c for Easterns. At the boat for export, 12¼c was obtained. The butter market is rather quiet, owing to the fact that export demand has fallen off and holders here are waiting rather than sell below cost. The lack of export demand is all the more wonderful in view of the fact that there is very little Australian butter to be had in England. There is an impression among holders on this side that the home demand will soon brighten up to such an extent as to absorb what stocks they have on hand at figures which will be profitable. Some firms, however, do not entertain this impression, and they have conceded a point in several instances, to facilitate business. The change in the temperature has had its usual effect, and the quality of butter arriving has improved, as is the case with cheese. Exports of butter last week amounted to 4,768 packages, as against 3,869 packages for the previous week, and 3,751 packages for the corresponding week of last year. Total exports since May 1, 63,860 packages, as compared with 44,001 packages for the corresponding period of last year. The local market is unchanged, regardless of the higher range in prices in the country. Finest creamery is quoted around 23½c in round lots, and 24c to 24½c in a jobbing way. At the boat 24c was paid.

THE PROVISION SITUATION

Toronto, August 19, 1908.

Very good demand at home is the only feature that is comforting Canadian packers at the present time. Were it not for large consumption and exceedingly good business here, the situation would be somewhat serious. The British market, which still continues at the 48 to 50 shilling basis, is not at all on a favorable basis for Canadian shipments and very little pork products, indeed, are going forward. This is such a change from the strong demand evident for the past couple of months that it is all the more notable. Those who are informed attribute the situation across the water to the prevalence of a wave of exceedingly warm weather, when the appetites of the general public were turned from meats to fruit, and to the fact that those systematic packers the Danes, have kept on shipping from 38,000 to 40,000 or more weekly and have kept the market well supplied. Such a situation, however, especially at this time of the year, when demand from Great Britain usually is, and is expected to be active, the time of the packers' harvest, in fact, is very disappointing. No relief is in sight this week, but it is hoped that something may affect conditions for the better shortly.

Under these conditions, packers are not overly anxious for large supplies of hogs, though the local business, of course, demands somewhat free deliveries. Prices offered remain the same as last week, viz., $6.40 f.o.b., and this is bringing in just about as many hogs as the packers can profitably handle. The harvest operations are interfering, of course, to some extent, but at this price farmers would not be exceedingly anxious anyway to send the hogs in freely.

United States packers seem to be affected in a somewhat similar manner, though their local trade is apparently not so good as in Canada, as is evidenced in the following review of conditions from the New York Journal of Commerce :

"The past week has been one of liquidation in hog products as well as grain, and in cottonseed oil as well. Continued increase in stocks of the farmer in face of late light receipts has been followed by a decrease in consumption due to hard times and high prices, at the same time while the receipts of hogs increased 90,000 for the week at the west, though said to be due to the exhaustion of the old corn crop. Whatever the reasons, the tired longs concluded to get out after taking the bull talk of the packers at par as well as some of the load off their hands, as Europe is unexpectedly independent of our products, due to worse times in the great industrial centres there than in this country, according to dealers lately returning from both northern and southern, as well as central Europe, England, France, Germany and Italy. Packers have filled those markets up with consigned goods and drawn against them and are unable to sell them even at the lower parity than Chicago, at which they are offering them there. The high price of corn, which has been the cornerstone of the bulls' argument all this season, has lost its force since the good rains of the week have relieved the drought in the corn belt of the Ohio Valley and promise to save a fair crop if we have a late fall, or even an average one, after the long spell of hot weather since the late planting and cold, wet spring gave the crop a bad start. With the ground soaked as the corn belt was last spring and early summer a drought could not do the damage it could in a dry season, as the roots, after once started, strike deep enough into the ground to draw sufficient moisture from the subsoil to keep the plant alive, and the late rains will now mature it with favorable weather for a month more. This is probably the last straw to cause the break in hog products the past week, and it is probable the packers were the ones who started to liquidate and forced the smaller and weaker ones to follow. The full effect of the times on consumption has not been realized till now, and the drummers' "prosperity Congress" will fool nobody in the provision trade into the belief that they are good. Neither has the loss of fresh meat trade, due to still higher prices than cured meats or hog products, helped the latter as expected, and everybody in the trade is disgusted and discouraged. This is what ails provisions."

GEO. W. PROUT
WINNIPEG and BRANDON, MAN.
Wholesale Produce
Always a Buyer and Seller
WRITE ME

Saskatchewan Merchants!!
Get highest CASH prices on the
REGINA MARKET
(and prompt returns) for your
BUTTER, EGGS and POULTRY
by shipping direct to
THE REGINA
FRUIT AND PRODUCE CO.,
ROSE ST. REGINA, SASK.
Trial orders and correspondence solicited

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
125 Adelaide Street E., Toronto

We Want Butter!
Dairy Tubs, Creamery Solids
We will buy f.o.b. your station, in large or small quantities.
Write or phone us with best quotations.
Rutherford, Marshall & Co.
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FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

USE OVAL WOODEN BUTTER DISHES.
THOMAS BROS., St. Thomas, Ont.

When writing advertisers kindly mention having seen the advertisement in this paper.

PROVISION MARKETS

MONTREAL.

PROVISIONS—In hams and bacon a good trade has been passing during the past week, and prices have been maintained in these lines. Other lines are unchanged, but there is a weaker undertone to the market, due to decline in live hogs. The demand during the week was fair.

Lard, pure tierces	0 12	
" " 56-lb. tubs	0 12½	
" " 20-lb. pails, wood	0 11	
" " cases, 10-lb. tins, 60 lbs. in case	0 12½	
" " 5-lb. "	0 12½	
" " 3-lb. "	0 12½	
Lard, compound, tierces, per lb.	0 09	0 09½
" " tubs	0 08½	0 09½
" " 20-lb. pails, wood		0 10
" " 20-lb. pails, tin		0 09½
" " cases, 10-lb. tins, 60 lbs. in case	0 09½	0 10
" " " 5-lb. "	0 08½	0 10
" " " 3-lb. "		0 10
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork		23 50
Canadian short cut clear	23 00	23 50
Very heavy clear fat back		24 50
Breakfast bacon, per lb	0 14½	0 16
Hams	0 12	0 14½
Extra plate beef, per bbl.		17 50

BUTTER—Butter has taken another flight upwards, which has shut off the export demand considerably. Local requests, although good, are not sufficient to take care of all that is arriving; therefore much butter is going into storage.

Fresh Creamery, solids, l	0 24½	0 25
" " prints, lb	0 25	0 25½
Dairy, tubs, lb.	0 20	0 22

CHEESE—The cheese market is very buoyant, and while the rise in price has checked the export demand slightly, some is being stored here on English account. The large number of foreign inquiries seems to show that they want the cheese across the water, even if it is purchased at a fancy price. Locally, the demand is good.

Cheese, new, large	0 12½	0 12¾
" " twins	0 12¾	0 13
" old	0 15	0 15½

EGGS—The market has displayed an undertone of weakness, but this is only temporary. Local demand is fairly active, and supplies are arriving in smaller proportions than at this time last year. Prices have not changed since our last quotations.

New laids		0 23
No 1 Eggs	0 19	0 20
No 2 Eggs	0 15	0 16

HONEY—Honey is arriving freely, and demand is keeping up. There is no change in prices.

White clover comb honey	0 13	0 14
Buckwheat, extracted	0 10	0 11
Clover, strained, bulk, 30 lb. tins	0 09	0 10

TORONTO.

PROVISIONS—Smoked and cooked meats are the seasonable lines this week as they have been all summer. Business in all lines is good and prices are about the same as those prevailing for the past several weeks.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11	0 11½
Light hams, per lb	0 14½	0 15
Medium hams, per lb	0 14	0 14½
Large hams, per lb	0 12	0 12½
Shoulder hams, per lb	0 09½	0 10
Backs, plain, per lb		0 17
" pea meal		0 17½
Heavy mess pork, per bbl	18 50	19 00
Short cut, per bbl		23 50
Lard, tierces, per lb		0 12½
" tubs "		0 12½
" pails "		0 12½
" compounds, per lb	0 08½	0 09½
Plate beef, per 200-lb. bbl.	15 50	16 00
Dressed hogs	0 09½	0 09½

BUTTER—Supplies continue free and the demand keeps fully abreast of whatever comes to the market. Quite a lot of butter is now being packed by commission men, so the supplies next winter should be fair in view of the fact that dealers also have been packing on their own account. Prices remain unchanged from a week ago.

	Per lb.	
Creamery prints	0 25	0 26
Creamery solids		0 24½
Farmers' separator butter	0 23	0 24
Dairy prints, choice	0 22	0 23
" " ordinary	0 18	0 20
" tubs, choice	0 21	0 22
Bakers' butter	0 18	0 19

EGGS—Great quantities of eggs are coming in to the market and the demand keeps up fairly well. Though quotations are the same as last week there is an easier tone to the market, due, no doubt, to the fact that the shrinkage just now is very great. A great many of the eggs go bad during these hot days and the buyer wants a guarantee when he pays a high price for them. Eggs are now selling from 21c to 22c.

CHEESE—Very little of this line is moving, and practically no old cheese at all. Prices remain as last week.

Cheese, large, prime old	0 14½	0 15½
" " new	0 12½	0 13
" twins, new	0 13	0 13½

POULTRY—Business still keeps going ahead, and judging from present selling a record season is ahead. Prices are the same as last week, and the quotations below are for live fowl, dressed lines running about 2c higher.

Spring chickens, per lb, live		0 13
Hens, per lb., live		0 0
Young ducks, per lb.	0 10	0 12
Turkeys, per lb	0 13	0 14

TRADE NOTES.

Harry Elliott, grocer, Hamilton, has assigned.

Chas. B. Marsden, grocer, Halifax, has assigned.

J. McLure & Co., grocers, Sydney, C.B., have assigned.

M. Ross, grocer, Toronto, has sold his business to W. J. Lappin.

D. O. Grandilli, grocer, Montreal, has filed a notice of assignment.

Currant & Rinker, grocers, Welland, Ont., have dissolved partnership.

E. Dugas & Fils, general merchants, St. Jacques, Que., have assigned.

The assets of W. Tremblay, general merchant, Amqui, Que., have been sold.

N. Stinson & Co., grocers, Brandon, Man., are succeeded by J. N. Stinson.

Curators have been appointed for the grocery business of Barry Bros., Montreal.

Smith & Boley, general merchants, Halbrite, Sask., have sold their business.

The Sarnia grocers held their annual picnic at Lake Huron Park on Wednesday, August 19.

Mervin E. Henry, has bought W. J. Corbit's fruit and confectionery business at Orangeville, Ont.

O. W. Reichard, Mount Forest, Ont., has purchased the general store business of W. Castell, Fordwich.

Save Money!

Use a

National Cash Register

OUR new prices leave no excuse for any merchant being without one.

Price $40, new.

Guaranteed new National Detail Adders, $30.00, $40.00 and $50.00. Other kinds generally sold by jobbers, like the Detroit, Victory, Western, Peninsular, etc., $25 00 each, new.

We guarantee the public to sell a better Cash Register for less money than any other concern in the world. We stand uncontradicted. Investigate for yourself.

We have a new line of Total Adders, unequalled in the world, $60 00 up. We supply Registers from $15.00 to $900.00, suitable to any business. All Registers sold on easy terms.

The National Cash Register Co.

F. E. MUTTON, Canadian Manager

Corner of Wilton Ave. and Yonge Street - TORONTO, ONT.

Royal Salad Dressing

has many imitators and imitations. There are plenty of people trying in one way or another to sell these imitations on the strength of the value, merit and popularity of **ROYAL SALAD DRESSING** by saying it's just as good.

Royal Salad Dressing is made only by

The Horton-Cato Mfg. Co.

Windsor, Ont.

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CLARK'S SPECIAL OX-TONGUE CAMPAIGN

in all leading newspapers from coast to coast is now running.

Over 1,000,000 people will read these advertisements.

Be prepared for the demand this will create.

Send in your orders now for Clark's Ox Tongue. Specify 2s as that is the size which is pushed.

WM. CLARK

Manufacturer

MONTREAL

THE VALUE OF BOVRIL

and the advantages of its use will be explained persistently and continuously in the public press through the Fall and Winter.

See that you have stocks of all sizes. 1 oz., 2 oz., 4 oz., 8 oz., and 16 oz.

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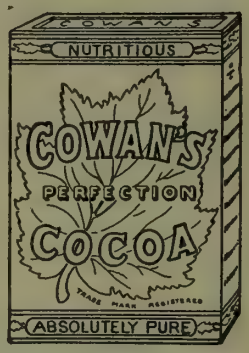
is the name that is synonymous with the highest excellence in

Cocoa and Chocolate

Cocoa for all purposes, and the very acme of trade-winning



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Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

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(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
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CANADA: No better Country

MOTT'S: No better Chocolate

The Leaders Still—

Mott's

"Diamond" and "Elite" brands of

Chocolate

are the favorites with the Canadian housekeeper and with the retail grocer. Their purity and uniformity of quality at all times has established their reputation on a firm basin.

For Sale by all Jobbers.

John P. Mott & Co.,
Halifax, N.S.

SELLING AGENTS:
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Be Up-to-date!

Sell the up-to-date standard flaked wheat food—

"FORCE"

People know what a good food FORCE really is—and we are making effort to have them remember it. Look at our honest, sales-compelling newspaper advertising! Is it any wonder that the demand increases every month? Our trade price is the same everywhere, yielding you a good living profit.

THE H-O MILLS
HAMILTON, - CANADA

THE FLOUR AND CEREAL MARKETS

Flour Firm With Good Local Business —Oats Scarce With Strong Probabilities of Advanced Prices.

The feature of the cereal markets is the strong probability of an advance in rolled oats and oatmeal.

"Yes," said the manager of one of the largest manufactories of cereals in Ontario, this week, "we expect to have to advance our prices to the retailer very shortly. There are practically no oats to be secured now, the eastern crop is a mere bagatelle on the market and the bad reports from the west recently practically assure dear oats this fall. On the 31st of August last year rolled oats were $1.90 per bag in car lots. Fifteen days later they had jumped to $2.75 and a month later were worth over $3. With the present outlook it would seem as if these conditions were to be duplicated this year."

The oat market is certainly strong and considering present conditions the best advice that can be given to retailers is to lay in a fairly generous stock now.

The flour market continues strong with slightly more activity evident in some sections, but no notably new features.

MONTREAL.

FLOUR—The flour market is slightly more active than last week, but the buyers are still holding off. Orders coming in are fairly large in number but small in size, sufficient only to supply immediate wants. Prices remain the same.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household,		6 00
Glenora		5 50
Manitoba spring wheat patents		6 00
" strong bakers		5 50
Five Roses		6 00
Harvest Queen		5 50

ROLLED OATS—Trade has been fairly good during the past week locally. It is reported in some quarters that the price will soon advance, but this is not likely from present indications. Prices remain unchanged.

Fine oatmeal, bags		3 05
Standard oatmeal, bags		3 05
Granulated " "		3 15
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 70
Rolled oats, 90-lb. bags		2 50
" 80-lb. bags		2 25
" bbls		5 25

FEED—Dealers report some brightening up of this market, although it is yet far from being in a healthy condition as far as demand is concerned. Buyers are only taking sufficient stock to supply their immediate wants. Prices have not presented any new features during the week.

Ontario bran	21 00	22 00
Ontario shorts	25 00	27 00
Manitoba shorts	24 00	26 00
" bran		22 00
Moullie, milled	27 00	31 00
" straight grained	27 00	33 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—The market continues strong but no changes are reported. Local business has been and is remarkably good, with heavy demand. Local firms have this week received inquiries from Great Britain, Europe and Egypt, but on the present basis of prices no business can be done.

Manitoba Wheat.

60 per cent. patents	5 30
85 " "	5 00
Strong bakers	4 80

Winter Wheat.

Straight roller	3 70	3 80
Patents		4 60
Blended		4 20

CEREALS — Business continues remarkably good with prices unchanged. The outlook at present is for a strong oat market, or rather, panicky reports from the west, and higher prices shortly seem almost certain. The retailer will make no mistake to lay in his supplies of oats and oatmeal now. Old oats are practically off the market. Present prices are as quoted.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 75
Oatmeal, standard and granulated, in bags 98 lbs.	3 05

NEW USES FOR LEMONS NEEDED.

"In my opinion," said a prominent lemon factor the other day in discussing the question, "the time has come for the trade to enter into a systematic campaign of education with the public, in the hope of reviving and increasing the consumption of lemons—Sicily lemons. It is well known that there is no lemon possessing so much of the true lemon virtue as the Sicily fruit. California lemons may have more juice, but for true 'lemonosity'—if I may use the word—for flavor and acidity and richness of texture, keeping quality and purity of oil—they cannot compare with the Italian fruit.

"In my opinion, there is room for a great deal of booming in the world of lemons. The American people have too long confined the use of lemons to the one purpose of making lemonade. For flavoring, they have passed the direct employment along to the 'extract' manufacturers, and we all know with what results. Mighty little of the real lemon juice gets into extract. The peel forms the greater part of that, and barrels of acid of an artificial nature are employed to 'fortify' that before it gets to the consumer. Then there is the soda fountain, where it is almost impossible to buy a lemonade and have the real fruit squeezed in your presence. We have done a good deal through the co-operation of the pure food officials, but there is room for a lot of education on top of that.

"First of all, we want to impress on the cooks of the country, the beverage servers and the housewives, the importance of using pure and true lemon. Then, there are uses for lemons which very few Americans understand. Take the matter of lemons as a complexion food on my lady's toilet table. Sicilian women have always been famed for their olive complexions, yet it appears to hape escaped the attention of the society beauty of America that it comes from the free employment of lemon juice in the toilet water. I have known wonderful results to come from the use

Mooney's Perfection Cream Sodas

are the best sellers simply because they are the best tasters and the best lasters. They are packed when they are deliciously fresh and crisp. That's the condition they're in when your customer opens the package; and that's also the condition they retain down to the last cracker in the package.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply COX'S GELATINE

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH.

YOU CAN'T TELL

until you have made a test how a new line of confectionery is going to sell. We have tested the public on

CHOCOLATS MEURISSE

and we find they pronounce it the finest imported line obtainable. They are asking for it everywhere. Are YOU selling it? Order from

Chocolats Meurisse

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22 Lemoine Street, - - MONTREAL

Agents:
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W. C. Scott, 76 Queen St., Ottawa.

WHITE MOSS COCOANUT

has stood the test of years, so that it must be the kind the housewife wants most. This is proved beyond question by hugely increasing annual sales. These facts make white moss a sure thing for you.

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The Canadian Cocoanut Co., = Montreal

ESTABLISHED 1831

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Biscuit Manufacturers,

CARLISLE

(England)

Purveyors of Biscuits to
H.M. KING EDWARD VII,
Appointed Biscuit Bakers to the late
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by Special Warrant, 8th May, 1841

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Agent for Ontario, Quebec, and Maritime Provinces.

HAMBLIN & BRERETON Cor. of Notre Dame Ave., and Victoria St. Winnipeg
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I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

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MAPLE SYRUP
containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.
Canada Maple Exchange, Limited, Montreal

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Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.
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First and sole maker in Canada of all kinds of

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CALEDONIA MILLS

POT AND PEARL BARLEY AND FEED

John MacKay Limited - - - - - Bowmanville, Ont.

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS **COCOA**

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal
Agents.

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NUTMEGS AT FIRST-HAND. To wholesale only
C. H. BINKS & CO., MONTREAL

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

of half a lemon squeezed into a basin of water for the toilet. A dozen lemons judiciously used would work miracles as against bottles and boxes of expensive and artificial cosmetics.

"Then, take lemons for removing ink stains from the skin or from fabrics. The mild acid is perfectly harmless, yet it is more effective than quarts of benzine, naptha, cleaning fluids, pumice, soaps and more powerful applications usually resorted to. If half the typewriters and stenographers would use lemons to remove stains from their hands the aggregate effect on the lemon trade would be astonishing. As a healer, lemons possess a power unequalled by any disinfectant I know of. Cut your finger, if you chance to. Stick it into a fresh-cut lemon. It will smart for a few minutes, but the mild acid will make the wound absolutely clean and antiseptic, absolutely safe from blood poisoning, with the tissues clean, so that healing will progress faster than by the application of any amount of lotions and bandages.

"These are only a few of the uses for lemons with which the average people are unacquainted. I believe if we started a campaign of education and coaxed the people around to a sane use of a simple remedy, we wouldn't have to complain long about lack of demand. It is true that of late there have been many competitors of the lemon as a flavoring agent and it is not surprising that, in the aggregate, they have injured the demand for lemons. But it is for us to get busy and I, for one, would like to see something done."—New York Journal of Commerce.

QUEBEC FRUIT CROP LIGHT.

The Pomological Society of the Province of Quebec held its summer meeting at Hummingford, on August 12. The aim of this society is to encourage fruit-growing throughout the Province. The secretary read a letter from former President Dupuis. This report stated that the crop of apples and plums along the Lower St. Lawrence was very small. From all parts of the Province reports of light crops were received. In the Eastern Townships, and especially those along the United States border, a slightly better crop is expected than from other parts; but notwithstanding this the crop is very short generally. In the vicinity of Hummingford, which has long been famous for its apple crop, a fairly good yield is expected. Some years ago the apple maggot, or railroad worm, found its way into Canada from the United States. So far its operations have been confined chiefly to Huntingdon and Como. This insect is a serious menace to the apple crop, and it is especially regrettable that it should so far have established its habitat at these great apple centres. Mr. Sheppard, of Como, who is famous for the excellence of his Fameuse apples, has been able to cope with the pest by destroying the fallen apples. It is to be hoped that with the probability of a small export business this year the inspectors will be able to prevent the abuses which have crept into the apple export business, such as raising the grade, and false heading. These practices in the past in this line of business have not added to the lustre of Canadian business principles in the European markets.

NEW COPYING SYSTEM.

The new "Plic" books, manufactured by the Carter-Crume Company, Toronto, are arousing considerable interest among merchants who have seen them.

The new book is a duplicating letter book, and the letter-paper, printed with the firm's name in regular letter-head style, and the sheet, upon which the copy is made, being bound in book form, the former perforated and easily torn out for mailing, leaving the copy still bound in the book. Each duplicate sheet is numbered, and an index in the front makes it an easy matter to refer to any letter that has been written. Either pen or pencil may be used in writing.

These books will prove decidedly useful to many firms whose correspondence under the system now employed is not easily referred to. The fact that a copy of every letter sent is bound in a book for reference and that without resorting to the letter press, is a strong recommendation for the new system.—Advt.

HE STUDIED HIS CUSTOMER.

"Every salesman should study the peculiarities and fads of his customers," remarked a well-known manufacturer to The Canadian Grocer. "Ten years ago there was a department store in New York, which my salesmen had been unable to interest. They had been turned down every time. In fact, they could scarcely get an interview. One day when I was visiting my New York branch I decided to call upon this firm. In spite of the cold water thrown upon my proposition by my local manager, the two of us finally called upon him. I simply could not get him to talk. He would bow his head when he indicated Yes, and shake it when he indicated No. and that was practically all I could get out of him. Finally I left him, remarking as I went out, 'Well, Mr. Blank, you are busy to-day. I will try to see you again before I leave the city.'

"Shortly after leaving his office I was speaking to a salesman of a well-known proprietary article and asked him if he knew anything about the manager of this particular department store. 'Yes,' he said, 'but I never go near him. I can never get him to talk, and I have given him up.'

"'Well,' said I, 'what fad or peculiarity has he?'

"'Don't know,' he replied.

"I then turned to my local manager and asked him the same question. He said that he had no fad or peculiarity. Finally, however, after scratching his head for a moment he said, 'Well, I believe he is fond of fishing.'

"'That will do', said I, and a day or two afterwards I called upon the department store manager again and remarked as I entered, 'I have just come in to say good-by,' and held out my hand. 'By the way,' I continued, as I turned to the door, 'when you are in Canada again and near our city, if you are fond of fishing I could take you to a spot about sixty miles from where I live where there is excellent bass fishing. But perhaps you are not fond of fishing?'

"'Oh, yes, I am,' he replied, as his countenance loosened up a little, 'and I will be very glad to call and see you. Say, before you go, can't you do a little better on your line of goods if I bought a large quantity?'

"I told him I could not, but that one thing I would do, and that was pay the expenses of a demonstrator. Well, the long and short of it is this, that he gave me an order on this basis, and I have since taken him on many fishing trips. This was ten years ago, and he is still buying our goods, and going fishing with me occasionally. I 'fished' for his business and now he fishes with me."

INTERNATIONAL STOCK FOOD AT 75 CTS. ON THE $

For sale, one thousand dollars worth of International Stock Food preparation at 25 per cent. discount off regular list price. Apply to P.O. Box 620, Sydney, N.S.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

Mr. Groceryman

¶ You are in a favorable position to take advantage of the offer of the Orange Meat people.

¶ They are advertising a series of Cash Prizes to the parties sending in the largest number of Carton bottoms taken from their Orange Meat packages.

¶ These prizes range from one dollar each up to a single Cash Prize of Seven Hundred Dollars, or an annuity of Fifty-two dollars every year during the life time of the Winner. Begin immediately. Full particulars on Card found in every package.

Arrivals for this Week

2 Cars CALIFORNIA PEARS

1 Car Fancy Elberta
CALIFORNIA PEACHES

3 Cars BANANAS

2 Cars WATERMELONS

1 Car NEW VERDELLI LEMONS

1 Car LATE VALENCIA ORANGES

Let Us Have Your Orders

Will Charge Market Price
Day of Shipment.

Our Goods are First Class
and Prices Right.

McWILLIAM
Mc. AND E.
EVERIST

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Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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The Maclean Publishing Co.,

10 Front St. East, - - TORONTO, CAN.

FRUITS, VEGETABLES AND FISH

Berries Disappearing—Peaches Expected to be Plentiful—Seasonable Imported Lines Good Sellers—Potato Supplies Free—Fall and Winter Fish.

The berry season is passing and peaches appear to be the coming active line. With the exception of blueberries all berry lines are off in the Western markets, though Eastern Canada has still some blackberries to show.

The peach crop will be large, if present indications count for much. The early varieties being shipped to country points by the commission men are sent only at the purchaser's risk. All early lines are coming in freely and will be a full crop. St. John's and early Crawfords will be light, but late peaches will be a medium crop. All, however, will be ahead of last year.

Imported lines — pears, peaches, bananas and watermelons—are still arriving by carlots, and an occasional car of oranges and lemons is not unusual.

Native potatoes are shutting out the imported variety, and New Brunswick is beginning to send to the Western Canadian markets some excellent specimens spuds. Some second-growth green corn is seen, and, as well, some late celery and lettuce is going.

Fall and winter lines of fish are arriving at the larger centres and this year's smoked herrings are already on sale. Dealers are asking grocers and country merchants to prepare for the oyster season, which this year is expected to be a good one.

MONTREAL.

GREEN FRUITS—Apples in 11-quart baskets are now being quoted at 30c to 40c. Blueberries are some easier, being obtainable for 25c less than at our last quotation. Blackberries are now on the market, and are quoted at 8c to 12c per quart. Peaches can now be had in small baskets at 60c, and plums in baskets at 40c. Bananas have weakened slightly. The same stock, which was quoted at $2 last week, can now be had for $1.75. Other lines rule about the same in price. The demand has been good during the week.

California oranges, late Valencias	4 00	5 00
Peaches, boxes	1 75	2 25
" small baskets		0 60
Plums, 4 basket rate	1 50	2 00
Plums, small baskets		0 40
Pears, boxes	2 50	3 00
Grapes, Malagas, per crate		2 75
Verdelli lemons	4 75	5 00
Bananas, per bunch	1 50	1 75
Cocoanuts, per bag		3 50
Watermelons, each	0 30	0 40
Pineapples	3 50	4 00
Blueberries, 18-20 qt. box	1 75	2 00
New Apples, per bbl		2 50
" 11 qt. baskets	0 30	0 40
Montreal melons, per basket of 13-14 melons	8 00	12 00
Blackberries, per quart	0 08	0 12

VEGETABLES—The demand during the week has been a fairly good one, prices on the whole being somewhat easier. Trading is confined pretty generally to Canadian lines, which are, in many cases, a little late in coming onto the market. California and hothouse tomatoes are pretty well off the market now.

Parsley, per doz. bunches		0 20
Sage, per doz		0 50
Savory, per doz		0 50
Celery, doz		0 50
Water cress, large bunches, per doz		0 50
Spinach, box		0 50
Green peppers, crate		1 00
Montreal cucumbers	0 20	0 25
Beets doz bunch		0 20
Carrots, doz. bunch		0 20
Montreal tomatoes, gin box	0 40	0 50
Spanish onions, small crates	1 50	2 15
" large crates		2 15
Egyptian onions		0 02
Lettuce, per doz		0 50
Radishes, doz		0 15
Canadian parsley, doz	0 20	0 25
Horse radish, per lb		0 10
Beans, green, bag		0 75
Egg plant, doz		1 50
Cabbage, doz	0 25	0 40
Montreal new potatoes, bbl		3 00
Onions large bunch,		0 20
Fresh corn, per doz		0 07

FISH—Haddock and cod are more plentiful this week, and prices have eased off a little. British Columbia salmon is now arriving in small lots. Fresh Gaspe, or Eastern salmon, is out of the market. Halibut is arriving fairly freely. Lake trout and whitefish are in fair supply, but fresh dore and pike are scarce. Brook trout are scarce, but a better supply is expected after September 1. The demand for smoked and prepared fish has been slow, owing to the hot weather. The pickled and salted market is quiet, with no new lines offering. American lobsters are now offering, but price is high, owing to customs tariff. Demand for them is slow.

Fresh and Frozen Fish.

Brook trout, lb		0 25
Haddock, per lb	0 03½	0 05
Fresh halibut		0 10
Mackerel, "		0 10
Dore, "	0 10	0 12
Steak cod	0 06	0 07
Market cod, lb	0 04	0 05
Pike, lb	0 06	0 06
Whitefish, lb		0 10
Lake trout		0 10
Sea trout, lb		0 12
Flounders, lb		0 10
Bluefish, lb		0 15
Smoked and Prepared—		
Kippered Herring, 50 in box		1 00
Yarmouth Bloaters, per box		1 10
Shredded cod, box of 2 dozen cartons		1 80
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 08½
Boneless fish, 20-lb. boxes, blocks		0 06½
Boneless fish, 25-lb., boxes, per lb		0 04½
Smoked herring, box		0 18
Dry cod, 112 lb. bundles		6 75
Oysters and Lobsters—		
American live lobsters, lb		0 22
Standards, bulk, per imp. gal		1 50
Standards, quart tins, sealed		0 40
Paper pails, 100, pint size		1 10
100, quart size		1 80
Pickled fish—		
No. 1 Mackerel, 20-lb. kitts		1 75
No. 1 mackerel, half bbls		8 00
Green cod, large, lb		0 04
Green cod, 1 lb		0 03
Labrador Salmon, ½-bbls		3 50

TORONTO.

GREEN FRUITS—With the exception of blueberries all berry lines are off the market. True, there may be an occasional crate of blackberries offering, but there were days this week when a buyer could not obtain even a single small basket. Native fruits are easing off in price and in some cases are driving imported lines off the market. There are some splendid California peaches and pears offering, but plums from that State are about done.

The Canadian plum is here in great form and the peaches now arriving look strong competitors of the imported variety. Bananas and watermelons still hold a high place in popular favor, and a number of green bananas are sent out in small lots to the smaller centres in the country, saving crating charges to the country dealer. Oranges and lemons are still in evidence, though declining in quantity, but the quality of these goods is first-class.

Grapes from California are a new line, but they are arriving in small quantities only. They are a little early and commission men are not guaranteeing the lasting qualities of the fruit. Canadian melons have injured to some extent the business of imported cantaloupes, and only the best qualities of California melons are now being offered. Those arriving in such comparatively small lots have firmed up in price.

Peaches, Canadian, basket	0 25	0 50
Peaches, California, box	1 50	2 00
Plums, Canadian, basket	0 35	0 50
Plums, California, box	1 75	2 00
Pears, Canadian basket	0 25	0 50
" California, box	2 90	3 25
Apples, Canadian, basket	0 15	0 30
Grapes, California, crate	2 50	3 0
Musk Melons, Canadian, basket	0 35	0 75
Cantaloupes, California crate		6 00
Blueberries	1 00	1 10
Oranges, late Valencias, California, box	4 25	5 50
Lemons, California	4 50	5 50
Limes, per case		1 25
Bananas Jamaicas, firsts	1 75	2 00
" Jamaica eights,	1 35	1 50
" jumbos	1 85	2 25
Watermelons	0 25	0 45

VEGETABLES — Canadian potatoes are ousting the imported Delawares. The early Ontarios gave promise of a great crop of first-class stock, though some later arrivals are not quite so good. They are not so scabby as those offering a year ago, but the Ontario farmer can still do something to improve his potatoes. The first car of New Brunswick Delawares came in this week, and though the quotation is placed five cents higher than Ontario's, this price is purely fictitious, because as yet no sales have been made to justify any price being placed on them. Arrivals are free and demand is good. The potato crop all over the country is reported very large and if large quantities are placed on the markets they will surely decline in price.

Ship your

DRIED APPLES

before warm weather sets in

O. E. ROBINSON & CO.

Established 1860

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Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY

HAMILTON

JAMES SOMERVILLE, Manager

TO CAR-LOT BUYERS

of

APPLES AND ONIONS

We will be operating heavily in both these lines and will be prepared shortly to quote prices on ***Early Apples for Prompt Shipment*** and later for ***Winter Keeping Varieties,*** also good Yellow Danver Onions in car lots or less. Get in touch with us before buying.

WHITE & CO., Limited

Toronto and Hamilton

Phone Main 6565. Cable add. "Whitco."

HERE AGAIN !

W. B. STRINGER, Wholesale Fruit Broker

LEMONS - ORANGES

Correspondence Solicited — TORONTO, CANADA

FRESH ARRIVALS

Extra Fancy New Verdelli Lemons

California Late Valencia Oranges

All Sizes.

(Extra Fancy "Golden Orange" brand.)

Water Melons and Bananas

All Kinds Canadian Fruits and Vegetables

Also

California PLUMS PEARS PEACHES *Prices Reasonable*

HUGH WALKER & SON

GUELPH, ONT.

Your consignment of ***Poultry*** (dead or alive) ***Fruit, Butter*** and ***Eggs*** solicited.

THE DAWSON COMMISSION CO., TORONTO

Sweet potatoes from New Jersey are a new line, and are at a reasonable price.

Red peppers, too, are new.

Gherkins are now coming in freely and are offered at a great range of prices according to size.

Cucumbers, Canadian, per basket	0 20	0 35
Gherkins, basket	0 50	1 25
Tomatoes, Canadian, per basket	0 20	0 35
Beets, Canadian, basket	0 25	0 35
Egg plant, each	0 40	0 60
Beans, wax, per basket		0 40
Peas, new, basket	0 35	0 40
Potatoes, Ontario, per bushel		1 00
" New Brunswick, per bush		1 05
" sweet, bushel		1 15
Onions, Bermudas, per 50 lb. crate		1 00
" green, per doz., Canadian		0 15
Carrots, new, per basket	0 30	0 35
Green Peppers, basket	0 25	0 35
Red Peppers, basket		0 60
Cabbage, Canadian, doz		0 40
Green corn, doz	0 07	0 10
Vegetable marrow, basket		0 25
Squash, basket doz		0 30
White turnips bush		0 50

FISH—The first sign of winter makes its appearance in a lot of Canadian smoked herring offered on the local market. Dealers, too, are asking their country customers to prepare for the oyster season, which will open on September 1. Prices on all fish lines are stationary, and supplies seem to be more plentiful than a week ago, in spite of a big demand. Pacific Coast fish, apparently, is taking business away from Atlantic lines, and is even invading territory supposed to belong exclusively to Atlantic sea fish. Both Montreal and Boston are now taking good quantities of Pacific Coast lines.

Perch, large, per lb		0 06
Blue pickerel, per lb	0 05	0 07
White fish, Georgian Bay, per lb		0 11
Herring, medium, per lb	0 05	0 07
Whitefish, Lake Erie		0 11
Cod, fresh	0 08	0 09
Trout, fresh, per lb		0 11
Halibut, fresh caught	0 09	0 10
Shredded cod, per doz		0 90
Bluefins, small white, per lb		0 07
Haddock, fresh		0 07
Sturgeon, per lb	0 12	0 18
Sea salmon	0 15	0 18
Pike	0 05	0 05½
Pickerel, yellow	0 03½	0 9
Herring, smoked, bundle		1 00
Mackerel, each		0 13

SOCKEYE PACK LARGER THAN EXPECTED.

Reports From Different Districts on the Coast Show Better Results Than Last Year.

(Special Correspondence of The Canadian Grocer

Vancouver, August 15.—The sockeye salmon pack of this season may not exactly be termed a surprise, but it is larger than expected and will exceed that of last year. At the first of the week, the pack on the Fraser River was 58,000 cases, equal to the whole of last season, with fourteen more days to run. The fish coming in are not particularly plentiful, but there is a fair number. Last Saturday at noon it was reported from the Sound that 130,000 cases had been put up, which is considerably better than last year. The Skeena River figure is placed at 100,000 cases; Naas River, 15,000; Rivers Inlet, 60,000, and outlying districts, 36,000.

The International Fishery Commission, composed of S. T. Bastedo, of Ottawa, and Dr. David Starr Jordan, of California, are expected in Vancouver this week, to start their work in accordance with the treaty passed April 11th last. Since the fisheries in the United States are under the jurisdiction of the separate states, the wonder is how federal legislation can be passed to be made to apply, say in the State of Washington. On the other hand, the officials at Washington are able men and may be trusted to know what they are about.

NEW IDEA IN SAMPLE ROOMS.

Chester McClure and C. L. Grant, of the C. Leonard Grant Co., Charlottetown, P.E.I., were in Montreal for a few days in the interests of their firm.

These gentlemen, instead of carrying samples in trunks in the ordinary way, have a special car bearing the firm name on the outside and fitted up inside with counters, running the entire length of the car, on which they display their samples, which cover a range of general merchandise. They tour the entire island.

PERSONAL NOTES.

C. H. Chausse spent a few days' vacation away from Montreal.

Arthur P. Tippet, Montreal, has returned from a short vacation.

Stephen Wingrove, managing director of Spratts, Limited, London, is in Montreal.

C. W. King, the Montreal apple exporter, spent a few days in the country this week.

R. J. Thomas, general merchant, of Hartford, Ont., was in Toronto last week on a business trip and made a pleasant call on The Grocer.

A. P. Murray, sales manager of the Edwardsburg Starch Co., is away from his office in Montreal for a couple of weeks on a well-earned holiday trip.

Walter Ashton Prichard, representative of the Lake of the Woods Milling Co. in New Brunswick and Prince Edward Island, and at one time a grocer in St. John, died at that city on August 10.

O. E. Roberts, of the Edwardsburg Starch Co., Montreal, has gone to Prince Rupert on a business trip. Mr. Roberts is remembering his friends with post cards illustrative of the rapidly-growing new city.

HIGHER FREIGHT RATES.

James J. Hill, the Canadian, who is head of the Great Northern and Northern Pacific Railroad Companies, on his return from his annual fishing trip to Labrador, gave an important interview to the New York Herald, in which he emphasized the urgent need for higher freight rates, which, he said, would not only enable the railways to rehabilitate themselves but would stimulate the great manufacturing industries.

"Railroads," said Mr. Hill, "are the main arteries of this country's industrial life. The money they expend affects all branches of trade, but especially the lumber and steel industries, which are called upon for the material used in new construction and equipment.

"Freight rates must be advanced, otherwise the railway corporations will not be in a position to expend the millions they place in circulation every year through purchasing rolling stock, needs for terminal facilities, or in new construction and improvements.

"This sum annually expended is often as high as $1,000,000,000. But let us estimate at the minimum amount of $600,000,000. That sum represents about one-fourth of the value of the country's yearly manufactures. It means keeping the lumber and steel industries going. Now all that railroad work has stopped.

"Some short-sighted manufacturers say this is no time for an increase in rates. That means in effect that this is no time for them to improve their own business. They don't seem to realize that one-fourth of their business is provided by the railway companies. This $600,000,000 is lost to the manufacturers and the wage earners. It is felt by the producer of raw material, the farmer who supplies products, the lumberman, the mechanic, the laborer.

Danger in Cutting Wages.

"It is a question of either advance in rates or of cutting wages. The latter is a dangerous expedient. The cost of living is high and the prices of commodities are very high. Workmen need good wages to live. If you cut them the roads would break up their organizations and lose valuable men. But we need skilled men, experienced men, and we would have to break contracts with the unions.

"No, I can't tell whether rates will be advanced or when they will be advanced. I haven't the slightest idea of what will be done. But I am aware of the necessity for taking that step.

"Railroad rates are too low. That is seen in the fact that the railroad companies pay only five per cent. on their securities. The manufacturer gets fifteen per cent. on his capital invested. And yet the railroads are the best customers of the manufacturers. See what they lose when the railroads stop purchasing supplies.

Work of Railroads.

"The railroads in this country are called upon to do impossibilities. The American systems are created at a cost of one-half to one-fifth as much as systems of other countries, and yet they charge rates only one-half to one-third as great, while they transport nearly twice the amount of business per mile and pay double the rate of wages. Their returns are so small in comparison with the railroads abroad that the latter could not live under similar conditions.

"Yet where are the railroads going to get the money for carrying on the work that is necessary? Their credit has been impaired and still they must be assured of an adequate return on their capital investment. Until the public is assured that the returns will be satisfactory investors will continue timid about placing their money in railroad securities.

"The curtailment in business is directly due to the stoppage in the buying power of the railroads. And look at the further results. See the thousands of immigrants going abroad. Look at the people out of employment. These are the results of the predicament in which the railroad corporations are placed. Freight rates must be increased."

McLoskey Bros., Moose Jaw, Sask., have sold out their west end grocery store to Frank Docksey, who is now in charge. McLoskey Bros. are opening a general store at Brownlee.

Orsi Concentrated Extract of Tomato

is a household necessity and for that reason is selling everywhere. Are you selling it and sharing in the profits.

100 lb. case $18 ¼ lb. tins up.

Used for Soups, Catsups, Sauces, etc.,

MUSEO COMMERCIALE ITALIANO

43 St. Antoine St., - MONTREAL

Sole Agents American Continent. Phone Main 2731.

ST. CHARLES CREAM

UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

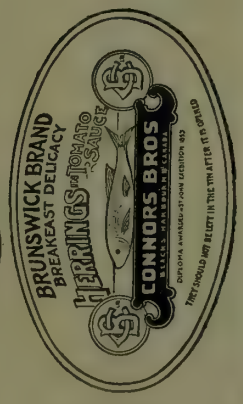
We are prepared to make prompt shipment of any of the above brands.

St. Charles Condensing Co.

INGERSOLL, - ONTARIO

CANADA

THE THREE LEADERS



Connors Bros., Limited

Black's Harbor, N.B.

Dominion Fruit Exchange

52 Nicholas St., - - - OTTAWA, CANADA

We want your shipments of Strawberries and all other kinds of Fruits and Vegetables.

Remember we handle all Fruits and Vegetables for the Dominion Government, grown at Experimental Farm here.

You will certainly make money by corresponding with us when you are open to buy or sell anything in our line.

We also make returns promptly, charging ten per cent. commission and no more.

Don't forget that we operate the largest Fruit auction rooms in Canada.

We also have G.T.R. siding, so that there is no cartage at this end.

OUR REFERENCE :

Crown Bank, or any mercantile agency.

AUCTION SALES

Monday, Wednesday and Friday, at 2 p.m.

Also every morning at eight o'clock during berry season.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

To Increase the Volume of Your Business

it pays to always carry in stock these famous brands of cigars :

Champlain St. Louis (5c. retailer)
Havana Second El Sergeant (10c. retailer)

The last named received the Gold Medal of Merit at the Paris Exposition, 1900.

If your jobber refuses to procure these brands for you write direct to

JOS. COTE

The Largest Importer of Smokers' Articles and Wholesale Tobacco Merchant in the Dominion.

Office, 186-188 Rue St. Paul. Phone 1272
Warehouse - - 119 Rue St. Andre
Branch - 179 Rue St. Joseph. Phone 2097
QUEBEC

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

FACTS ABOUT GROCERIES

Interesting Information for Clerks and Grocers About the Goods They Hand Over the Counter.

Tapioca.

Tapioca, or white sago, as it is sometimes called, is a farinaceous substance derived from the large knotty roots or tubers of two species of South American manioc plants, the bitter cassava and the sweet cassava, known respectively as Manihot utilissima and Manihot aipi, both of the Euphorbimu tribe, which perhaps includes the most venomous botanical growths in nature. Tapioca is raised chiefly in Brazil, but also extensively in the eastern Straits Settlements, in Penang, Singapore, and in the Mascarine Islands. The roots resemble large parsnips, and grow to perfection within six months. When washed, peeled of their dark rinds, they are grated into a pulp, which is subjected to pressure in a screw press under water and in a kind of bag made of rushes. The crude juice which is forced out contains a poisonous amount of prussic acid, and this is commonly employed by the Indians to poison the barbs of their murderous arrows and spears. When all the juice or starchy matter has settled to the bottom of the water, it is removed, roasted and stirred well with an iron rod, and finally dried on hot plates, where it separates into a sort of white powder, called tapioca flour, or Brazilian arrowroot, and by the French moussache. It consists of small irregular transparent granules, some of which burst and agglomerate into lumps. The fecula or pearls thus formed are afterwards sifted into several grades of sizes known as small, medium, bullet and flake tapioca. The pulpy mass left in the rush bag, being dried, is called Conaque. This is made into Manioc flour or Cassava bread. Pearl or Bullet tapioca is often imitated or adulterated with pellets made of potato starch. Tapioca itself consists largely of starch; it is not very nutritious; but potato starch is a much cheaper and inferior article.

Tapioca is used in the same way as sago, but requires to be previously steeped for some hours, or to be simmered for a long time. For soups and broth the small crushed tapioca is much better suited than either the bullet, pearl or flake varieties, and should only be added a short time before serving, so as not to spoil its transparency.

WHERE WE GET MARMALADE.

The word "marmalade" is apparently derived from the Portuguese marmelo, a "quince," which, again, is from Mid Latin malomellum, Greek melinelon, "honeyapple," or "sweet apple." The word is at least as old as the reign of Henry VIII. The following sentence occurs in a letter from that monarch : "He most heartily thanketh her good ladyship for her marmarlo," which, by a comparison of other letters, was apparently made of quinces. Anne Basset, Lady Lisle's daughter, gives the name "codiniac" to her mother's dainty. Her letters, giving the account of the presentation of the said marmalade to the King, and relating how he desired a repetition of the same as soon as might be, have been printed more than once.

AN ENGLISH VISITOR.

Bertram Carr, director of Carr & Co., Carlisle, Eng., who is touring Canada in the interests of his company, was a caller upon the Toronto grocery trade last week, and talked in an interesting way to a representative of The Grocer at the offices of W. H. Dunn, representative for Ontario, Quebec and the Maritime Provinces. Mr. Carr realizes that there is a good market in Canada for the high-class biscuits manufactured by his company. A special feature in connection with Carr's biscuits is the great improvement in the packing and sealing of the tins, making the goods of better keeping qualities, and overseas shipments are landed and delivered in perfect order. During his call on the trade here, Mr. Carr was introduced by E. W. Pyke, representative for Mr. Dunn. Mr. Carr left for Winnipeg on Saturday last, and purposes taking in the larger centres through to the Coast.

James Glenny has bought the bakery, confectionery and ice cream business of H. Cape, Burk's Falls, Ont.

Port Elgin, Ont., merchants have closed the cherry business there with a record season's business. Over four thousand baskets were shipped from that town weighing in all over thirty tons and netting to merchants over two thousand dollars.

IF!

Retail Grocers

will use Wilson's Fly Pads over Sunday exactly as directed, they can keep their stores free from pestilential house flies, alive or dead.

Up-to-date Grocers are doing so.

Arctic Refrigerators

for Grocers and Butchers, The Coldest, Dryest and most up-to-date refrigerator on the market.

Western representatives, Ryan Bros., Winnipeg

Easte r representatives, Wolf, Sayer & Heller, Montreal. Write for Catalogue.

John Hillock & Co., Ltd.,
154 George St., Toronto

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

THE IDEAL STORE FIXTURE

"WALKER BINS"

There is a personal satisfaction in having a store equipped with Walker Bin Fixtures.

The beauty of their design and their elegant appearance are unsurpassed, and for this, as well as for the peculiar attractiveness of their display, they impress the customer and offer a continued and irresistible temptation to buy. Their compactness and convenience are appreciated by the clerk, who finds everything he wants, when and where he wants it. They are a joy forever to the proprietor, for he sees his sales increasing, his losses, from waste, dirt, insects and samplers, diminishing and his store service prompt and effective.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

Toledo Cylinder Computing Scale

The only springless, automatic, cylinder Computing Scale in the world.

It Protects both Merchant and Customer

BECAUSE

It has no springs; therefore is always reliable, as it is not affected by changes in temperature. It is automatic; therefore it positively stops downweight and avoids errors due to hand operations. It saves you time, labor and money, no weights to lift, poises to move, no cylinder to turn, nothing to do but place the goods on the scale and then read the answer given automatically for cash value, and accurate weight value. The Toledo Scale pays for itself.

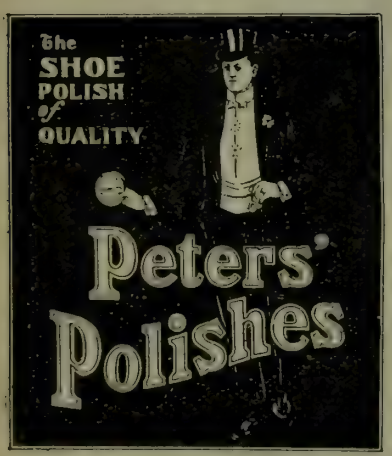
WORLD'S GOLD MEDAL

The Toledo Computing Scale Co. received the **Gold Medal**, the **Highest Award**, for computing scales. The points of superiority which gained for Toledo scales this grand distinction were as follows: Springless, automatic, computing, simplicity, accuracy and rapidity in weighing and computing, superior construction, durability and extreme sensitiveness.

Don't fail to see our exhibit at The Canadian National Exhibition, August 29th to Sept. 14th, or at any time when considering the purchase of a Computing Scale.

149 Queen Street West

Toronto Representatives:
UPTON & REID SPECIALTY CO.,
Toronto



PETERS' POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St, West
Toronto

The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

We make a specialty of

COUNTER CHECK BOOKS

for all kinds and makes of
LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited
MONTREAL TORONTO WINNIPEG

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30	00
" " "	6 months...	17	00
" " "	3 months...	10	00
50 " "	1 year.....	17	00
" " "	6 months...	10	00
25 " "	1 year.....	10	00

PERIODICALS.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

NATIONAL AID.—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

BUSINESS CHANCES.

STORE, DWELLING, GROCERY STOCK and fixtures. No opposition. Doing $1700 net profit per year. Price $2400: $800 may remain for a term of years at 5 p.c. Apply 172 Lippincott Street, Toronto.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

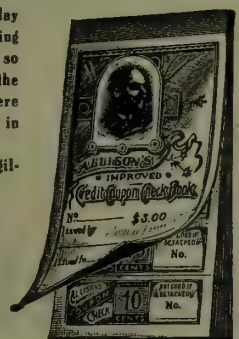
TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

Install the Allison Coupon System and Take a Vacation

You can take a day off and go fishing whenever you are so inclined, secure in the knowledge that there will be no leaks in your absence.

No matter how vigilant you may be, the Allison Coupon System is a better safeguard against errors and petty losses than your own presence and watchfulness.



Here is how it works:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by

Allison Coupon Co.

INDIANAPOLIS, IND.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

LET US COLLECT

Your Overdue Accounts

During the year we've been in business we've collected a heap of money for our clients. Send us your slow collections; and we'll make your slow-paying customers hustle to pay up.

Send Them In To-day!

The Beardwood Agency

313 New York Life Building - MONTREAL

REFRIGERATORS

FOR BUTCHERS AND GROCERS

EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

TID BIT

We are now offering you the finest pickle ever offered the Canadian trade to retail at 15c. and 25c., packed in 12 varieties. Ask the traveller.

Remember we have advertised on this page for three weeks for complaints and have not received one. Must be something to it. Try them.

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Western Representatives: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

August 21, 1908.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½-lb.	10 50
½-doz.	5-lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 50
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Roy l—Dime	$ 0 95
" ½ lb.	1 40
" 8 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 35
" 8 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 70
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

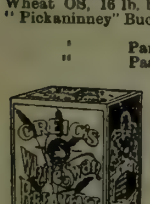
	Per doz.
Nelson's—	
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals

Wheat OS, 2-lb pkgs., per pkg	0 03
" " 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00



THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley (crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

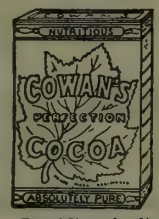
Cocoas and Cocoas.

THE COWAN CO., LIMITED.

Cocoa

Perfection 1-lb. tins per doz. $4 80

Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb.	0 22
Special quotations for Cocoa in bbls., kegs, etc	
Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—
Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb. $0 38
Queen's Dessert, 6's, 12-lb. boxes, $0 40
Vanilla, ½-lb., 12-lb. boxes per lb. $0 35
Parisian 8s, lb. $0 30

Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb. 0 33
Diamond, 7's, 12-lb. boxes, per lb. 0 24
" ½'s " " " 0 25
" 8's " " " 0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—

Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ 90
½ " " 4 " " "	2.40
¼ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Hurley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ½s (for cooking), doz	0 90
Prepared cocoa, ½s	0 32
Prepared ½s	0 30

Mott's breakfast cocoa, ½s	0 42
" ¼s	0 42
" No. 1 chocolate, ½s	0 36
" Navy " ½s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes.	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails	and 10, 25 and 50 lb. Pails.	Tins.	Bbls.
White Moss, fine strip.		0 19	0 21	0 17
Best Shredded		0 18	....	0 16
Special Shred		0 17	....	0 15
Ribbon		0 19	....	0 17
Macaroon		0 17	....	0 15
Desiccated		0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) $4 85
Reindeer" brand per case (4 doz.) 5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

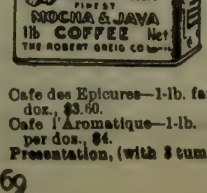
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz.	1 75
10 " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.
White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 25c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins $0 33
"Gilt Edge" in 2 lb. tins 0 32
Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

Cheese —Imperial

Large size jars, per doz.	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	1 40
Small size, "	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

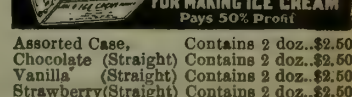
LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz., case of 2 doz	$3 20
"	2 " " 1 "	3 00
"	4 " " 1 "	4 50
"	20 " " ½ "	4 75
"	20 " " 1 "	9 00

THOMAS J. LIPTON

Prices on application.



Assorted Case,	Contains 2 doz..$2.50
Chocolate (Straight)	Contains 2 doz..$2.50
Vanilla (Straight)	Contains 2 doz..$2.50
Strawberry (Straight)	Contains 2 doz..$2.50
Lemon (Straight)	Contains 2 doz..$2.50
Unfavored (Straight)	Contains 2 doz..$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley	½-lb. tins $1 25
" " "	1-lb. tins 2 25
" " groats	½-lb. tins 1 25
" "	1-lb. tins 2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors)	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application.

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

MORSE BROS., Props. - Canton, Mass., U.S.A.

RAISINS THAT WIN TRADE

are the kind you should stock, because every new customer means so much more profit for you. For years the standard brands have been

F. W. Rowley	The Brands of Quality	S. Bodi
DENIA		DENIA
Extra Fine Selected		Finest Selected

A trial order will convince you that we are the raisin people. Send for samples to-day.

Try Our SHELLED ALMONDS in 14 lb. or 28 lb. Boxes

UNDERDOWN and CRICHTON

London, England — Valencia, Spain — Denia, Spain

These are our Canadian Agents: Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg.

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

Quality

is the Key-note of the success of these goods, which are in demand everywhere.

"Goodwillie's"

is a name that stands for THE BEST in canned FRUITS in GLASS.

ROSE & LAFLAMME
AGENTS
Montreal Toronto

Shelled Almonds

Valencias and Jordans

Table Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited
Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case.....per lb. 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb. 0 07
7 and 14-lb. wood pails.....per lb. 0 07
30-lb. wood pails ..... " 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 0 07½
7 and 14-lb. wood pails, 5 pails in crate per lb. 0 07
30-lb. wood pails..... 0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 80

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited

GENESEE PURE FOOD CO

Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG CO.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price 'Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 10	
½-bbls. 0 10½	
Tubs, 60 lbs. 0 10½	
20-lb. Pails. 2 10	
20-lb. tins .. 2 00	
Cases 3-lb.. 0 11	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (35 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
3 cases of 4 doz.	$3 50
6 cases or more	3 40

Marmalade.

W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars '	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " ..	7 35
"Sbredded"—	
1-lb. glass, doz.....	1 90
2-lb. "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4.70
" " hotel.....	4.90
Silver Cow Milk.....	5.00
Purity Milk.....	4.70
Good Luck.....	4.30

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins.....per doz.	$1 40
" ½-lb. tins ..... "	2 50
1-lb. tins ..... "	5 00
Durham 4-lb. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F. D ½-lb. tins .....per doz.	0 85
-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—

Minerva, qts. 12's ...	$5 75
" pts. 24's	3 50
" ½-pts. 24's.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND. Per case

No. 1, cases, 60 1-lb. packages.....	$3 75
No. 2, " 120 ½-lb. "	3 75
No. 3, " { 30 1-lb. " }	3 75
{ 60 ½-lb. " }	
No. 5 Magic soda—cases 100—16-oz. pkgs.	
1 case	1 00
5 cases.....	3 75

WOOD'S PURE PACKAGE TEA

MAY QUEEN PRIMROSE
FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

"IT IS IN THE AIR"

How often one hears that phrase applied to some condition of the public mind! A good many things get into the air, thus wasting the best parts of the originals. You may take the finest Tea in the world, for instance, handle it loosely and carelessly, leaving it open to the light of day and the dust and much of its fragrance and rich flavor disappears, while impurities creep in. In

Wood's Package Teas

we have a "sealed book," an air-tight guard against all foreign substances, while the captivating flavors are retained—imprisoned for the consumer.

WOOD'S Packages are all TEA—the purest and the best.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	13 00
Straw hat polish	"	15 30

3 doz. to box $3 45
6 doz. to box $6 90
30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry starches—	per lb
No. 1 White or blue, 1-lb. carton	
No. 1 " " 3-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 8½

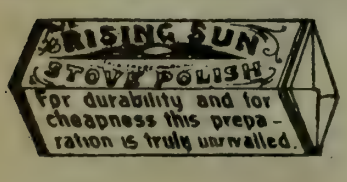
BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 7½
Kegs, 100 lb.	0 07
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 60
Celluloid Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.
pkges, cases 5 doz., per case.. 4 75

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
5 gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

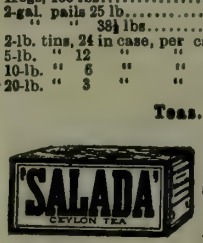
Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ per lb.
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.



SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA
Thomas J. Lipton
75 Front St. East, Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼s, ½'s and 1's	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

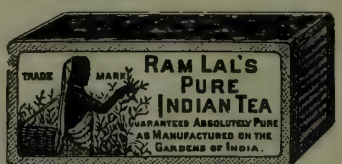
Blue Label, 1's	$0 20	$0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—		
Victoria, hf-c, 90 lbs		0 25
Princess Louise, hf c, 80 lbs		0 19
Ceylon Green Teas—Japan style—		
Lady, cases 60 lbs		0 18
Duchess, cases 60 lbs		0 19

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

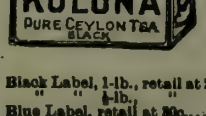


	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

MELAGAMA TEA.
MINTO BROS., 55 Front St. East

	Wholesale	Retail
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ¼s.	0 38	0 50
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 25	0 32
" " 1 lbs.	0 24	0 30

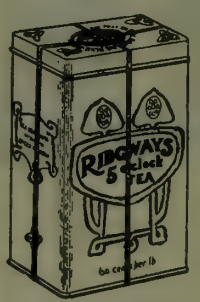
We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c		0 22
Green Label, " 40c		0 30
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 56

RIDGWAYS.
London, Vancouver, Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H.M.B., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 3s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 46
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s	0 46
" Universal, 13s	0 46
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-30—1-40	55 00
J. C. C., Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 65
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 75
" " 1-lb "	0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$15 00
Absorbine Jr., per dozen	9 00

Yeast

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

WARNING!

Crescent BM&Co. Brand

TRADE MARK.

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED

WINN & HOLLAND, Agents

MONTREAL

There's a Feeling of Solid Satisfaction

in handling so good a vinegar as

White, Cottell & Co.'s

It's a good thing when there's satisfaction on both sides of the counter. Vinegar business prospers under such conditions. Let us help your prosperity by shipping a little lot of our Natural Malt Vinegar.

Contractors to the War Office and Admiralty.

CANADIAN AGENTS:

Messrs. Martin & Robertson, Vancouver and Victoria, B.C.
" C. & J. Jones, Winnipeg.
" G. Stanway & Co., Toronto.
Mr. Kenneth H. Munro, Montreal.

White, Cottell & Co.,

Camberwell S.E., LONDON, ENG.

SALT

ALL KINDS

ATTRACTIVE
DELIVERED PRICES
GLADLY SUBMITTED

VERRET, STEWART & CO.
LIMITED

MONTREAL

Before buying your canned goods for 1908 write us for prices on

LAUREL

vegetables and fruits packed in the Garden City of Canada.

J. H. WETHEY, LIMITED
ST. CATHARINES, CANADA

GROCERS FROM THE ATLANTIC TO THE PACIFIC

ACKNOWLEDGE

Gillett's Cream Tartar

to be the best selling Cream Tartar
on the market because it is **Chemically Pure.**

(Note the difference between **Pure** and **Chemically Pure.**)

Put up in Sealed Packages, Screw Top Cans and in Bulk.

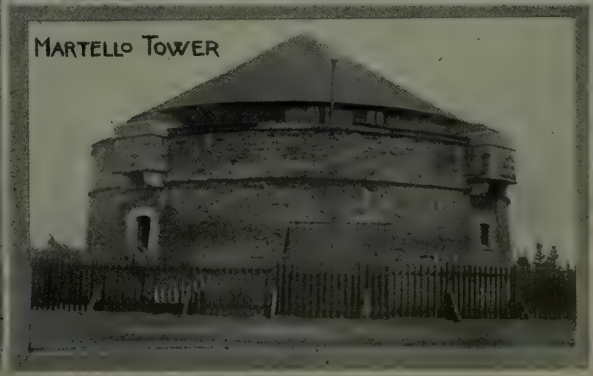
E.W.GILLETT COMPANY LIMITED
CHICAGO ILL. TORONTO, ONT. LONDON, ENG.

Established 1852.

Maritime Board of Trade Number

THE CANADIAN GROCER

VOL. XXII. PUBLICATION OFFICE: TORONTO, AUGUST 28, 1908. NO. 35



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Limited

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Sugar, Molasses, Fish, Flour, Provisions, Dried Fruits, Staple and Fancy Groceries.

MANUFACTURERS

"ACORN" Pure Spices, Flavoring Extracts, Baking Powder, Coffees, Icings, and Grocers' Specialties.

WHOLESALE DISTRIBUTORS

Gold Bond Canned Goods.
Hartley's Jam and Marmalade.
Goodwillies' Fruits.
Lea's Homemade Pickles.

¶ GROCERS who build their trade on the sound foundation of QUALITY will reap the benefit in the confidence of satisfied customers.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, AUGUST 28, 1908. NO. 35.

The only argument to advance to a critical customer as to the superiority of one laundry blue over another is

"Keen's Oxford Blue

madam, allows of no comparison. It stands alone and above all others in quality."

For sale by every jobber in Canada.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion **Montreal**

Merit Alone Has Made

Benson's "Prepared" Corn

and

Edwardsburg "Silver Gloss" Starch

The leading cooking and laundry starch in Canada. Fifty years of the public's confidence speaks more for value than tons of printer's ink. For sale by every jobber.

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ESTABLISHED 1858

53 Front St. East, TORONTO, Ont. Works, CARDINAL, Ont. 164 St. James St., MONTREAL

Maconochie's Pickles

Fresh, crisp, garden grown Vegetables preserved in pure, brewed, malt vinegar, appeal to the palate—hence their popularity with people who know a good thing.

Value, saleability and a sure profit—hence their popularity with thousands of alert grocers the world over.

Your Jobber can supply them if he will, if he will not, for full information write to our Canadian Agents:

MacLaren Imperial Cheese Co., Ltd., Toronto

Maconochie Bros.

London - England

Codou's

¶ The faultless product of a faultless factory, a factory whose seventh time enlargement is due entirely to

The Satisfaction of Unvarying Quality

It's the old story of the success that comes to those who live up to an ideal standard—the highest.

Macaroni

Taylor's

¶ Candied and Drained Peels, produced by specialists in this one thing from year's end to year's end. Their

Unvarying Quality

has won an enviable reputation among the elect. The entire time of the makers is devoted to maintaining the standard

Peels

"Thistle"

¶ The brand that sells solely on its recognized merit, which was gained by conscientious effort to maintain

Unvarying Quality

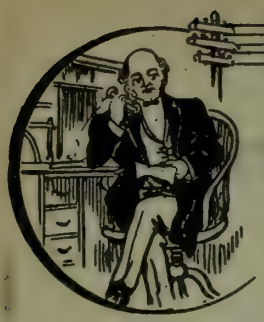
Clean, wholesome Haddie that win confidence and hold permanent trade. The brand that sells—the "Thistle"

Haddie

Arthur P. Tippet & Co.

Sole Canadian Agents

8 Place Royale, - Montreal



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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

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WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

HOWARD BLIGH & SONS
HALIFAX N.S.
Importers, Exporters and General Commission Merchants.
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.
Domestic and Foreign Agencies Solicited.
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ROBERT ALLAN & CO.
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Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
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ONE OR TWO
more agencies will be well looked after by the undersigned. Just able to take proper care of one or two more only. Excellent connections in Montreal and Quebec Province, and highest references.
Communicate at once.
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Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

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G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

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Open for a few more first-class lines

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THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

Dominion Storage & Forwarding Co., Ltd.
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Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.
TELEPHONE MAIN 5661

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Toronto
Grocery Brokers and Agents.
Established 1885.

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CORNMEAL
The Best!! The Very Best!!
BECK'S "OLD GOLD"
Granulated Meal
Barrels and Bags
Now in stock
Anderson, Powis & Co.
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On the spot
EVAPORATED APPLES
WHITE BEANS
LOWEST PRICES
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and
Importers
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D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

(Continued on page 4.)

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CANADA'S NATIONAL EXPOSITION

We can make it well worth your while to visit our warehouse
We will have samples of

NIAGARA FALLS CANNED FRUITS——

Packed in Gold Lacquered Sanitary Cans

EQUAL TO FINEST PRESERVED FRUITS IN GLASS

Our quotations are bound to bring your order.

EBY-BLAIN, LIMITED

Sole Wholesale Distributors TORONTO

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you You sell at	30c per lb. 40c per lb.
GOLD LABEL	1s and ½s	Costs you You sell at	35c per lb. 50c per lb.
LAVENDER LABEL	1s and ½s	Costs you You sell at	42c per lb. 60c per lb.
GREEN LABEL	1s and ½s	Costs you You sell at	50c per lb. 75c per lb.

CANISTERS

GOLD Tins	5s	Costs you You sell at	35c per lb.—$1 75 50c per lb.— 2 50
GOLD Tins	3s	Costs you You sell at	35c per lb.— 1 05 50c per lb.— 1 50
GOLD Tins	1s	Costs you You sell at	36c each 50c each
GOLD LABEL	½s	Costs you You sell at	18c each—36c per lb. 25c each—50c per lb.
RED Tins	½s	Costs you You sell at	35c each—70c per lb. 50c each—$1.00 per lb.
RED Tins	¼s	Costs you You sell at	18c each—72c per lb. 25c each—$1.00 per lb.

Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

Manufacturers' Agents—Continued.

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J. P. THOMAS
WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
Correspondence invited
25 ST. PETER STREET, - - QUEBEC

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Wholesale Grocery Brokers, Commission Merchants.
First-class connection with the trade. Established 1895. First-class references.
Your correspondence and business solicited.
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F. G. EVANS & CO.
Grocery Brokers and Commission Merchants
139 Water St., - Vancouver, B.C.
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OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
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JOHN FORMAN, - 644 Craig Street
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...ESTABLISHED 1849...

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Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

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You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

QUEEN QUALITY PICKLES
Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce
Buy and use the best Pickles
TAYLOR & PRINGLE CO., Limited
OWEN SOUND

Handle Canned Goods That Are Recognized Leaders.

A modern philosopher has discovered that "The more aims you have in life the less likely you are to hit anything." Concentration is one of the secrets of success. There is a wealth of wisdom in this for the merchant. Concentrate your efforts on selling well-known lines and you'll be ahead at the end of the year. Don't load your shelves with a dozen brands of uncertain Canned Goods and keep your customers forever experimenting.

Canadian Canners' Peas Have Created A Big Trade for us

And they will do the same for you. We particularly recommend our Grade No. 2 SWEET WRINKLE PEAS. They are deliciously sweet and tender, and rapidly win new friends wherever introduced. They have a constant and ready sale all the year round. They are genuine business builders and can be sold at a good margin of profit.

Our Peas are packed in four grades as follows:—

Grade No. 1—Extra Fine Sifted Peas
Grade No. 2—Sweet Wrinkle Peas
Grade No. 3—Early June Peas
Grade No. 4—Standard Peas.

BRANDS:—"Canada First" (Aylmer), "Little Chief," "Log Cabin," "Horseshoe" (Bowlby), "Auto" (Canadian Canners), "Kent," "Lynnvalley" (Simcoe), "Maple Leaf" (Delhi), "Lion" (Boulter), "Thistle" (Brighton), "Grand River" (Lalor), "White Rose" (Lakeport).

Canadian Canners, Limited

Hamilton, Canada.

Success Awaits the Man

who specializes on quality. Did you ever figure out that every time a grocer sells a customer poor quality eatables he is administering a sound "knock" at his reputation? It's a fact! Nothing succeeds like quality goods, and the very success of

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

is therefore the best proof of their sound quality. Our aim has always been and is now to succeed through giving the trade an article on which they can absolutely rely. The best goods canned in the best way, retaining all the delicious natural flavor of pure fruits and vegetables—that's OLD HOMESTEAD BRAND.

The Old Homestead Canning Co.

Picton, Ontario

MESSRS. EBY-BLAIN, Limited, Ontario Agents

COMPETITION

Shall it be in price or in quality ?

The interests of the consumer and dealer lie in sound trade, in the sale of first-class goods at a fair price. There is nothing more demoralizing in business than price-cutting. The merchant who strives to offer goods at bargain prices not only of necessity must sell poor goods, giving poor satisfaction, but he seldom secures permanent customers. Bargain hunters invariably go to the store that sells cheapest and then find fault with the goods.

"SALADA" never competes with any firm in price, but, in the matter of quality—always—Could anything benefit you more than to compete with your opposition in the quality of the tea you sell ?

Make "SALADA" the leader in your tea department, and you will realize the value of this suggestion.

CANADIAN NATIONAL EXHIBITION

TORONTO

Aug. 29th — Sept. 14th

When you come to Toronto, drop in and see us—make our office your headquarters while here. Have your mail and parcels addressed and write your letters here. We will appreciate the opportunity of personally meeting our many friends, and will be glad to extend every courtesy. Our latch-string is on the outside.

The Robert Greig Co., Limited

WHITE SWAN MILLS

TORONTO

RAISINS THAT WIN TRADE

are the kind you should stock, because every new customer means so much more profit for you. For years the standard brands have been

F. W. Rowley DENIA Extra Fine Selected	The Brands of Quality	S. Bodi DENIA Finest Selected

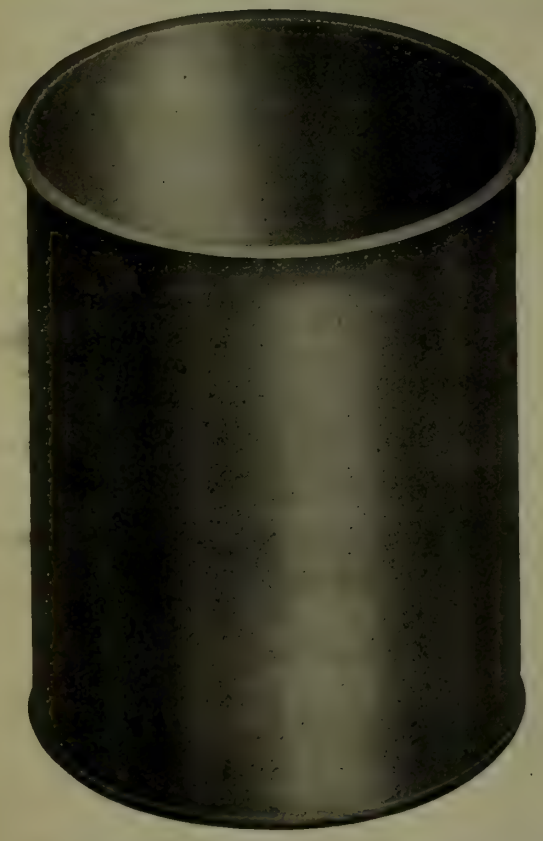
A trial order will convince you that we are the raisin people. Send for samples to-day.

Try Our SHELLED ALMONDS in 14 lb or 28 lb. Boxes

UNDERDOWN and CRICHTON

London, England **Valencia, Spain** **Denia, Spain**

These are our Canadian Agents: Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg.



Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato,** not the **Tomato** to the size of the **Opening.**

Pack **Whole Tomatoes,** not Crushed Fruit.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Max Ame Patents

Real Apple Cider Vinegar

We will have completed for fall operation a new real Apple Cider Vinegar plant in connection with our present works, and with presses leased in convenient locations on the Nova Scotia side of the Bay we will be in a position to supply Real Apple Cider Vinegar of a high grade at right prices.

Capacity : Spirit and Cider Vinegar Works, 300,000 Gals.

Capacity : Pickle Factory, 150 Tons.

THOS. McCREADY & SON, LTD.

Bonded Vinegar and Pickle Manufacturers, ST. JOHN, N.B.

Sold in 1 & ½ lb pck'gs retailing at 25,30,35,40 & 50c a lb.

RED CLOVER TEA

Is a PURE INDO-CEYLON TEA.

BULK TEAS A SPECIALTY.

SPECIAL ATTENTION given to import orders.

Charles H. McDonald

ST. JOHN N.B.

Direct Importer

Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
M. &R. WAFERS
and a complete line of **LOZENGES, ETC.**
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N. Y.

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R. S. McINDOE, 120 Church Street.
Montreal Sales Agent—
J M. BRAYLEY, 55 St. Paul Street.
Winnipeg Sales Agency—
E. W. Ashley, 123 Bannatyne Ave. E.
St. John Sales Agent—
H. S. Daly.
Vancouver Sales Agency—
J. F. Mowat & Company.

Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve).

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis. - -	Quebec.	Carman Escott Co., -	Winnipeg.
C. DeCarteret, - -	Kingston.	R. G. Bedlington & Co.,	Calgary
Jas. N. McIntosh, - -	Ottawa	Tees & Peerse, -	Edmonton.
Geo. Musson & Co., -	Toronto.	Wilson & McIntosh, -	Vancouver
J. W. Bickle & Green'ng, -	Hamilton.	C. Leonard Grant, -	P. E. Island
G. H. Gillespie, - -	London		

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

"Batger's"

Lemon Squash, & Lime Juice Cordial

When your customers come in and ask for a ***Good Summer Drink*** sell them ***Batger's*** Lemon Squash or Lime Juice Cordial——They give the satisfaction that brings repeat orders——***No Sugar Required,*** but just add water. Very ***handy*** and ***economical.*** Retail at popular prices and show a splendid profit. Try a case of 2-doz. Pints or Quarts.

Rose and Laflamme, Limited
Montreal and Toronto

The reputation of

Rowat's Pickles and Olives

is one based on
Quality, Purity, Cleanliness of pack, Uniformity and generally bright packing.

Canadian Grocers

find them the most ready and profitable sellers of any line of imported or domestic pickles.
Are you getting your customers interested?
Your jobber can sell them.

ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal
HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet
VANCOUVER—Jarvis & Co.

GROCERS

Make Lipton's Tea Room your headquarters during the Toronto Exhibition. Check Room, Telephone and everything for your convenience. Note the number—191 Yonge St., directly opposite Eaton's.

Thomas J. Lipton,
75 Front St. East
Toronto

Tea Room
191 Yonge St.

Throwing Away Money

is all very well if you can afford it, but it is not necessary if you deal with the right house. Our prices will suit you.

DRIED FRUITS

We are offering all lines dried fruits at most attractive prices.

Old Homestead Canned Goods

In order to ensure satisfaction send us your order today for this reliable brand.

S. J. CARTER & CO.
Wholesale Grocers
58 McGill Street, - MONTREAL

SNAP

is Canada's Leading Hand Cleaner

Snap has any kind of soap beaten to a standstill when it comes to quickly removing dirt from the hands. All kinds of people need it; pretty nearly all your customers will buy Snap if you will show them what it does. Why not have your share of Snap profits?

ORDER A TRIAL CASE OF SNAP FROM YOUR JOBBER.

Snap Company,
Limited
Montreal, - - Quebec

We have only a limited quantity left of

Schram Sealers

ORDER QUICKLY!

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

About 3ft. Long

They Used to Say

"You can catch more flies with molasses than you can with vinegar." That was before we made

Brown's Famous "Fly Coil"

It is the only fly catcher worth talking about now. Nearly three feet of fly-catching tape, and holds more flies to the square inch than anything you ever saw! Hang one up and see how it protects your goods! See the flies jump for it! See it jump for the flies, too! You can catch customers for it as easily as it catches flies and make a good profit.

To be obtained from

The National Drug & Chemical Co. of Canada Ltd., Montreal
The Wingate Chemical Co., 545 Notre Dame St. W., Montreal
G. C. Warren, Regina, Sask.
The Standard Brokerage Co. Ltd., 144 Water St., Vancouver, B.C.
T. A. Macnab & Co., Cabot Bldgs., St. John's, Newfoundland
W. S. Clawson & Co., 11 and 12 South Wharf, St. John, N B.
The MacLaren Imperial Cheese Co. Ltd., Toronto.

or direct from

The Brown Manufacturing Co., Ltd., Bury, Eng.

Naptho SOAP

MADE IN CANADA

MAKE

NAPTHO SOAP

YOUR LEADER

The result will be —satisfied customers — satisfactory profits.

The Welcome Soap Co.
Limited
St. John, - N.B.

S. T. Nishimura & Co.

MONTREAL

Can still accept further orders for NEW CROP JAPAN TEAS' lower grades, if jobbers will place them promptly.

S. T. NISHIMURA & CO., Sole Agents. **55 St. Francois Xavier St., Montreal**

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

Purity Perpetually Predominates

That is why

E. D. S. Brand Jams and Jellies

is the best selling brand of Jams and Jellies in Canada. It is the brand which has been declared absolutely pure by the Dominion Government analyst.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.

We extend an invitation to all our friends and customers attending the Canadian National Exhibition to call on us at our headquarters, 49 Front Street East.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

Early Delivery

can be had by placing early orders

PURNELL'S

Pickles Vinegar Sauces

are now in active demand and we want to give our customers as good service as good quality.

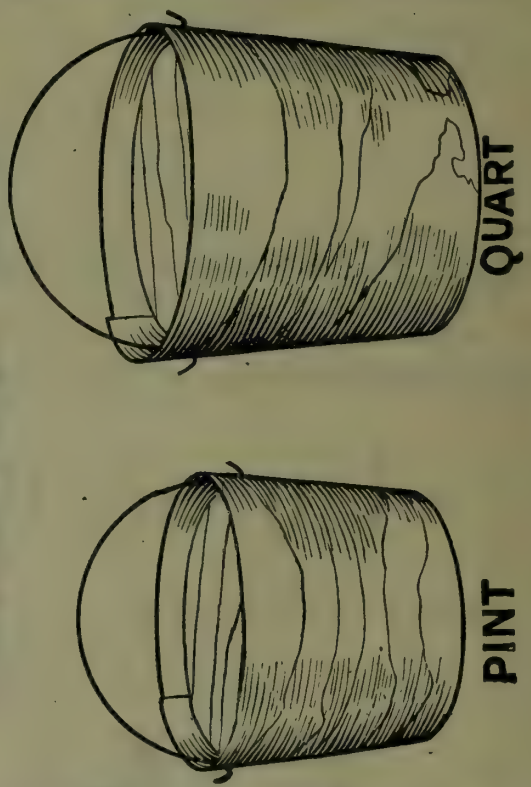
ORDER TO-DAY FROM OUR AGENTS:

Purnell & Panter, Ltd.
Bristol, England

C. E. McMichael, - - St. John, N.B.
H. Haszard, - Charlottetown, P.E.I.
Erb & Rankin, - - - - Halifax, N.S.
C. S Harding, Ottawa, Quebec & Montreal
Kyle & Hooper, - - - Toronto, Ont.
J. W. Bickle & Greening, - Hamilton, Ont.
Carman, Escott Co., - Winnipeg, Man.
C. E. Jarvis & Co., - Vancouver, B.C.

Walter Woods & Co.

GROCERS' VENEER PAILS



Hamilton and Winnipeg

You Can Stand Behind

an article that has the quality to back it up like

James Dome Black Lead

It's just Stove Polish, nothing else. All Shine, NO DIRT or DUST. Gives a lasting brilliant shine.

W. G. A. LAMBE & CO., Canadian Agents

IMPORTANT

Our Representative is visiting the Dominion establishing agencies for the sale of our renowned

"TEA PLANT"
PACKET TEAS

His address is, 303 Frank St., Ottawa. Write him.

For over half a century

Cooper Cooper & Co's Teas

stand on the highest rung of the British TEA TRADE.

OUR TEAS PAY YOU WELL

Cooper Cooper & Co. Ltd.

"The World's Most Famous Teamen"

Head Office: **71-73 Tooley Street LONDON, ENGLAND**

Are You from Missouri?

Do you need to be "shown?"

TRY

Our Own

"The 10 Cent Soap for 5 Cents"

We believe that a five-cent article should be THE BEST just as well as a twenty-five-cent article. A trial will "show you" OUR OWN is the BEST.

Made by

THE YOUNG-THOMAS SOAP CO., LTD.,

Regina, Canada.

Standard of excellence—symbol of purity—thus 'tis written of

STERLING BRAND PICKLES

the famous Canadian-made pickles recommended always to the grocer's best customers

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral
One powder will relieve and a few powders will cure you have a bad headache.
If you are feverish
If you do not sleep well.
If you are nervous
If you have La Grippe
If you have Neuralgia
If you suffer from Insomnia
These powders are very good for children cutting their teeth.

A Little Thing Multiplied Many Times Becomes a Big Thing

If you were to put all the money you get selling Mathieu's Nervine Powders into one Till you would be surprised at the largeness of the profit. This headache cure sells awfully well—little profit, multiplied many times becomes a big profit. Your order now please.

Merely to remind you that Mathieu's Syrup of Tar and Cod Liver Oil is in demand all through summer.

J. L. Mathieu Co., Sherbrooke, P.Q.

Proprietors

L. Chaput, Fils & Cie, Wholesale Depot, Montreal

E NICHOLSON

D H BAIN

CODES.
A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON

EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

Herewith please find Acreage and estimated yield in the Provinces of **Manitoba, Saskatchewan** and **Alberta:—**

WHEAT.	Acreage.	Estimated Yield per Acre	Total
Manitoba	2,710,000	15 bushels	40,650,000 bushels
Saskatchewan	3,170,000	18½ "	58,645,000 "
Alberta	410,000	21 "	8,610,000 "
Total			107,905,000 "
	Total acreage in the three provinces.	**Estimated Yield per acre**	
Oats	2,660,000 acres	34 bushels	90,440,000 bushels
Barley	860,000 "	21 "	18,060,000 "
Or a total in the three Cereals of			216,405,000 bushels

September wheat is quoted at Fort William at 98c. per bushel, October 95¼c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **$150,000,000.**

We are brokers and Commission Merchants exclusively. Can we not handle your goods in the Great West? Yours truly,

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise, also cars distributed at Winnipeg, Calgary and Edmonton.

TO THE TRADE:

It Cannot be too Often Repeated that, in Selling

CEYLON TEA

You Should Teach the Customer

How to Prepare It.

The Superabundant Life and Vigor
of the Ceylon Plant Give Its Leaves

All Tea Properties in High Degree.

3 to 5 MINUTES' DRAWING
With Furiously Boiling Water Suffices to obtain the

DELICIOUS AROMA, the DELICATE FLAVOR and the INVIGORATING TONIC.

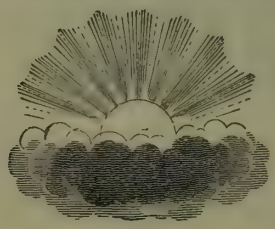
Money in Pickling Spices

is made by selling a truly satisfactory line that will please your customers. Our famous ¼-lb. transparent packages of **MIXED PICKLING SPICES** are just the kind you are looking for. This is the season they are in demand.

Sit Down and Order Now.

S. H. EWING & SONS

MONTREAL and TORONTO



"Sun Burst" Reg'd.
"Non-Pareil" Reg'd.
"Salad, Edible and Cooking Oils"

WINTER PRESSED

—Highly recommended.
—Guaranteed under the Pure Food Act.
—A substitute for Lard.
—The Quality of these Oils is their recommendation.
—Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M, 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL ST., - - - MONTREAL

Why
Brooke Bond's Packet Teas
are such Good Value.

You may have heard that we sell over 100 tons of tea every week in Great Britain.

We have the resources of that great trade to use for our Export Trade.

In our own Bonded Warehouses we blend and pack teas for all markets in tin, lead, foil, parchment-lined bags, or any other form of packing desired.

We pack under your own label and with any style of printing you may choose.

For samples apply to

Messrs. Hamblin & Brereton,
Corner of Notre Dame and Victoria Streets,
WINNIPEG, MANITOBA.

Shirriff's Jelly Powders

have been on the market over a quarter of a century. From the very beginning they have borne the reputation of unfailingly producing pure sparkling jelly. They are

REALLY GOOD VALUE

Imperial Extract Co., 18-22 Church Street, Toronto

Tartan

BRAND

BUY YOUR CANNED GOODS NOW, DO NOT DELAY FURTHER,
AND IF YOU WANT THE BEST, BOOK

TARTAN Brand Fruit and Vegetables

This is also the place to buy

Lea's Pickles with the home flavor
Wagstaffe's Jams, Jellies and Marmalades
Imperial Vinegar
TARTAN Spices Guaranteed Pure

Phone 596, Free to Buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

An Up-to-Date Plant

equipped with every modern sanitary and mechanical appliance that really helps to improve the pack, and manned by clean, skilled people, is used to produce

FARMERS' BRAND

Canned Fruits and Vegetables

Our stock is obtained from our own immense garden, which comprises three thousand acres of Prince Edward County's finest soil. The result is that Farmer Brand is always absolutely reliable in quality. You'll be wise if you specify Farmer Brand.

FARMERS' CANNING CO., Limited

BLOOMFIELD, - ONTARIO

MONEY-MAKING LINES

AROMA TEA
AND
AROMA COFFEE

The most satisfactory goods to the consumer.

The most profitable goods to the merchant.

Two good reasons to justify buying these well-known lines.

Our Traveller will tell you about them.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

The season is approaching when Granulated Sugar will be in active demand for preserving and canning purposes. When ordering supplies ask for

Redpath

the BRAND approved for over fifty years and to-day the STANDARD OF EXCELLENCE.

Made from PURE CANE Sugar by

The

Canada Sugar Refining Co.,

Limited

MONTREAL

TRADE MARK

The Guarantee M **Trade Mark**

SONS

ESTABLISHED 1834.

QUAKER SALMON

A short pack of salmon this year limits the output of choice fish.

To ensure your obtaining a supply of the finest salmon, the kind that will please your customers, specify **Quaker Salmon,** when ordering.

Our packers received instructions to pack **only the choicest.** They write us :

"We guarantee Quaker Salmon absolutely all Fraser River No. 1 Sockeye fish."

NEW PACK NOW SELLING

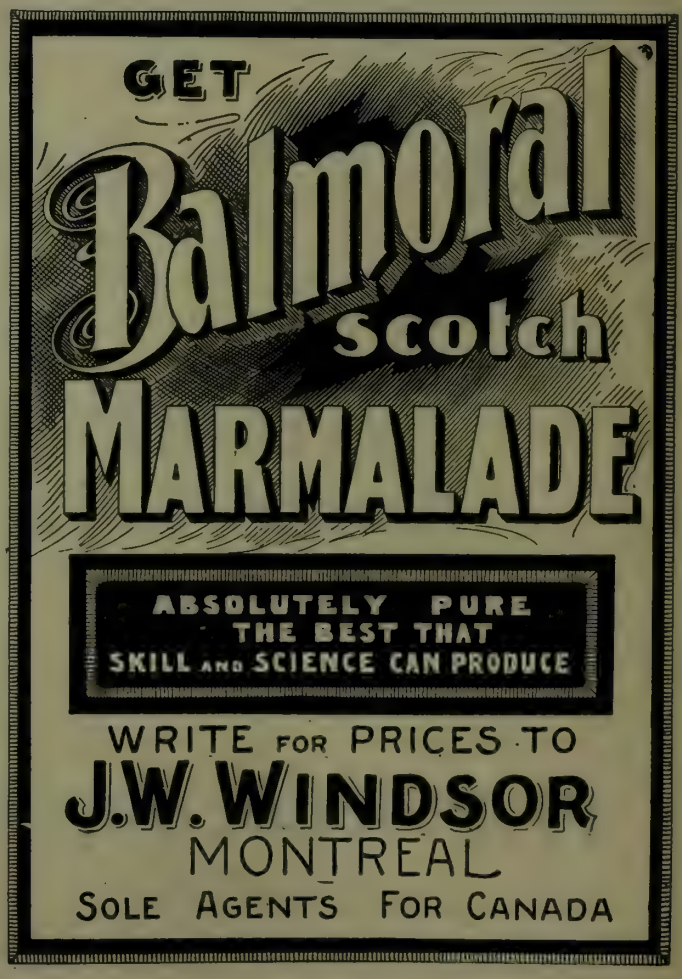
SEND IN YOUR ORDER

Prices moderate considering short pack.

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL



DR TIBBLES' Vi-Cocoa

A leading British line well-known and largely advertised.

The World Renowned Food Beverage

THE PUBLIC SAY:

"THERE IS MERIT IN IT,"

And

THE TRADE SAY:

"THERE IS MONEY IN IT."

Agent for Montreal:

G. W. HODGSON
509 Lindsay Bldg.
Montreal

Ontario Agents:

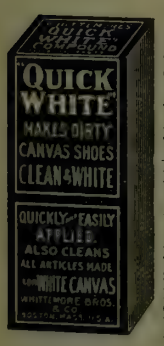
GREEN & CO.
25 Front St. E., Toronto

WRITE OUR AGENTS FOR PRICES, Etc.

Sample Cases Now Ready for Delivery

THE WORLD'S STANDARD **WHITTEMORE'S POLISHES** ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World



Dirty Canvas Shoes

made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust No rubbing off. A Sponge in every package, so always ready for use

Large size, per gross,
10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

OIL PASTE

for ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Ola's.

Price per gross . . . . . .

Excellent for old rubbers.

"ELITE Combination"

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . .

BOX CALF PASTE
FOR BOX CALF VICI KID PATENT AND ENAMEL LEATHERS
WHITTEMORE'S "ELITE" ELITE POLISH
BOX CALF
VICI KID AND ALL BLACK DRY LEATHER SHOES
BOSTON

"BABY ELITE" Combination

10c. size per gross .

"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Largest quantity; finest quality. Its use saves time, labor and brushes, as it

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . .

"SUPERB" Patent Leather Paste

For giving all kinds of Patent leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. ½ lb. boxes
Per doz. ½ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . . . .

Also in Russet and Ox Blood

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross .

Star Russet Combination

10c. size per gross .

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . .

Elite, Ox Blood and Brown Pastes same sizes and prices

If interested write for CANADIAN PRICES.

WHITTEMORE BROS. & CO., 20-22-24-26 ALBANY STREET CAMBRIDGE, MASS., U. S. A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.

MORE AND MORE NECESSARY TO STOCK EVERY DAY

Borden's Brands

of Condensed Milk and Evaporated Cream

The two leading brands in Canada are "Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream. They are the standards of all milk products. Stock them. They are sellers.

Unsweetened

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. *Shallcross, Macauley & Co., Vancouver and Victoria, B.C.*

ENGLAND'S MOST POPULAR SAUCE

H. P.'s popularity as an ideal kitchen Sauce has reached Canada.

The "live" H. P. Canadian Advertising is creating a demand for YOU to supply.

The name H. P. signifies "Houses of Parliament" and this famous condiment is in use on the dining tables of "the House" and enjoyed daily by the members of Parliament.

Write for samples and prices.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

PURE
ANNAPOLIS VALLEY

Cyder

"Land of Evangeline" Brand

Guaranteed absolutely free from chemical preservatives.

Will keep SWEET, CLEAR and SPARKLING in any climate.

The pure juice of the finest Nova Scotian apples manufactured and bottled by secret process, under direct supervision of a member of the most celebrated English Cyder makers—H. Whiteway & Co. Ltd., whose patrons include H. M. King Edward VII, H. M. Alfonso of Spain.

Bottled in champagne quart, pint or half-pint bottles; also supplied in casks.

For Prices and Particulars Address
R. S. McIndoe, - - Toronto.
S. W. Shackell, - - Montreal.
J. S. Creed, - - - Halifax.

ANNAPOLIS VALLEY CYDER CO.
LIMITED
BRIDGETOWN, - NOVA SCOTIA

Horses and Cattle Fed On

MOLASSINE MEAL

are kept healthy and in good condition, and do not suffer from the many ailments that all classes of cattle are so liable to.

ASK FOR BOOKLETS AND ALL PARTICULARS FROM

ANDREW WATSON
SOLE IMPORTER
91 Youville Square, - Montreal

CAPSTAN Brand

High-Grade Tomato Catsup

Put up in 10, 16 and 20 oz., bottles of a new design and is very attractive. This catsup is far superior to many others and is giving perfect satisfaction.

Sold By all Wholesale Dealers.
Once Sold Always Asked For.

THE CAPSTAN MFG. CO.
TORONTO, CANADA.

—BUY—

Star Brand

COTTON CLOTHES LINES

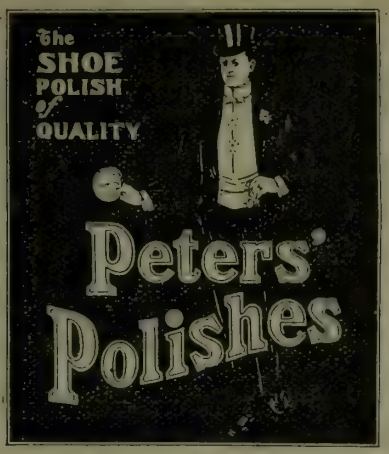
—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.



PETERS' POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St., West
Toronto

Wagstaffe's

New Season's Strawberry Jams and Sealed Fruits are now ready, **order at once**, quality **cannot be beaten.**

Wagstaffe Limited

THE PURE FRUIT PRESERVERS

Hamilton

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

Norton Manufacturing Co.

HAMILTON

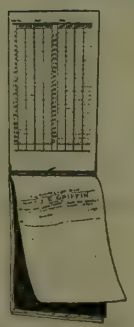
Many Dollars a Week

are lost by grocers, through disputed items in the statements. By using our simple

"DUPLEX"

COUNTER CHECK BOOK

you can prove your case and get your money every time. No friction, no loss, when our "Duplex" is used.



A Post Card will bring full particulars

The Carter-Crume Company Limited,

Toronto, Ontario

We Distribute Cars

Ship your goods in car lots in our care, Mr. Manufacturer, and we will distribute them among your customers. We have a large warehouse with excellent track facilities and we make a specialty of this class of work.

Correspondence Invited.

R. B. Wiseman & Co.,

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Manufacturers' Agents and Brokers.

Open to handle one or two more lines of groceries or fruit.

May I Quote Prices?

You would like to sell **Red Rose Tea.** I feel sure you would. I think I can promise that you will find it pleasant to do business with us. We try to be prompt and accurate and treat our customers generously.

It would please me to fill an order for you and I am sure what your customers would say about the tea would be pleasing to you.

May I quote you prices? Post card to either of the following addresses will bring prompt reply.

T. H. ESTABROOKS

ST. JOHN, N.B.
3 Wellington St. East, TORONTO
315 William Avenue, WINNIPEG

AT LAST

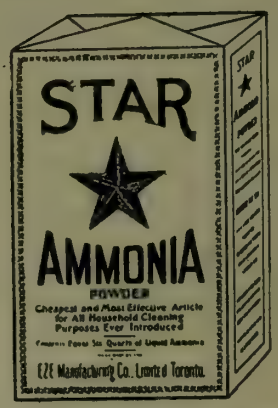
NATION'S TON-NIK

LEMONADE POWDER

Non-intoxicating but a "pick-me-up."

Always ready in ½ lb. tins.

Agents: **GREEN & CO.,** *25 Front St., E. Toronto*
CARMAN, ESCOTT CO.,
141 Bannatyne St. WINNIPEG
Manufactory—BRISTOL - ENGLAND


STAR
AMMONIA
POWDER
Cheapest and Most Effective Article for All Household Cleaning Purposes Ever Introduced
E.E. Manufacturing Co., Limited Toronto.

Its merit brings Repeat Orders

The Million—are after the money—Here is a Proposition

CASSON'S

Worcestershire Sauce

is a money maker. Wholesalers and Retailers find the quality right—Prices right—

YOU write **JOHN CASSON CO.**
FRONT ST. E., TORONTO

WHITE MOSS COCOANUT

has stood the test of years, so that it must be the kind the housewife wants most. This is proved beyond question by hugely increasing annual sales. These facts make WHITE MOSS a sure thing for you.

SUPPLIES FROM

The Canadian Cocoanut Co., - Montreal

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.

JELL-O

FOR DESSERT

This is the famous preparation that is revolutionizing the grocer's trade in dessert goods as well as the housewife's dinner calculations.

It is being advertised so effectively that the people know about it and want it.

We hope you, friend Retail Grocer, will get a large share of the benefit.

JELL-O FLAVORS: Lemon, Orange, Raspberry, Strawberry, Chocolate, Peach and Cherry.

JELL-O ICE CREAM POWDER

for making ice cream is also being advertised by the distribution of booklets.

The Genesee Pure Food Co.

LE ROY, N.Y.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

Pre-eminently the Best Seller Ever Sold!

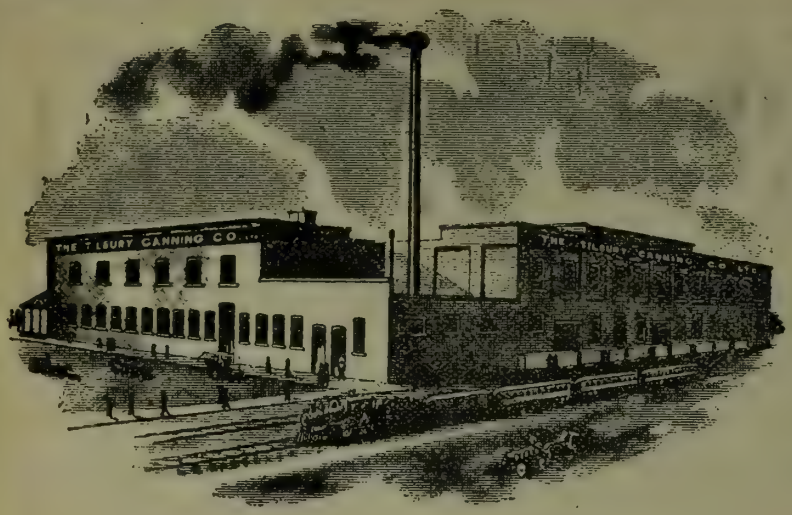
When you find real, downright merit combined with thoroughly aggressive advertising, you are gazing upon Success. Are you selling the most successful shoe polish in the world? You know it—

2 in 1

SHOE POLISH

The F. F. Dalley Co., Ltd.

Hamilton, Canada **Buffalo, N.Y., U.S.A.**



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

Get our prices for immediate and future delivery.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

ESTABLISHED OVER 200 YEARS

CHAMPION'S

LONDON, ENGLAND

IS THE TABLE VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.

ONTARIO AGENTS : The Lind Brokerage Co., 23 Scott St., Toronto

Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS WRITE OUR AGENTS FOR PARTICULARS

Once a Friend
Always
a Friend of

Ridgways TEA

The real quality is in the product. It always gives satisfaction. It's the same every day in the year—Ridgway's — the world's greatest tea.

CANADIAN OFFICE, - VANCOUVER, B.C.

Agents—Richards & Brown, 34 Notre Dame Street, Winnipeg, Man.

Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. $2.00 per bottle, delivered. Book 8-C free. ABSORBINE, JR., for mankind $1.00. Removes Soft Bunches, Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Allays Pain. Mfd. only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.

Canadian Agents, LYMAN SONS & CO., Montreal.

TRY A

Condensed Ad.

IN THE

Canadian Grocer

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Superior Quality Canada First Brands

Evaporated Cream and Condensed Milk

Orders promptly attended to. Every Can Absolutely Guaranteed.

PREPARED IN MODERN SANITARY FACTORY

AYLMER CONDENSED MILK CO., LIMITED

Factory : Aylmer, Ont. Sales Office : 39 James St. South, Hamilton

Visitors to the Canadian National Exhibition are cordially invited to visit our Exhibit—Manufacturers' Building.

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agents

H. Hubbard, 27 Common St., Montreal
Hamilton Morton Co., 1 Wellington E., Toronto

BRAND & CO., LIMITED

Purveyors to H.M. the King, Mayfair Works, Vauxhall,
LONDON - ENG.

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER

The Jubilee Broom

THE STANDARD OF EXCELLENCE

For several years we have been manufacturing this broom, and without any special advertising its sale has increased rapidly until it is now our leading line. It is made of the choicest selected stock, by the best mechanics in Canada, and is just the proper weight and length for a perfect sweeping broom. If you are not handling this broom, send us a sample order.

Stevens - Hepner Company
LIMITED
PORT ELGIN, ONT.

TID BIT

We are now offering you the finest pickle ever offered the Canadian trade to retail at 15c. and 25c., packed in 12 varieties. Ask the traveller.

Remember we have advertised on this page for three weeks for complaints and have not received one. Must be something to it. Try them.

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Western Representatives: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

VALENCIA RAISINS

These Brands will certainly give your customers satisfaction. When placing your order this year remember QUALITY and buy

M. D. & Co. "Beaver" Brand Special Fancy Quality

"W. Abel" Brand Standard Quality

Packed by

Mahiques Domenech & Co.

Denia, Spain

Canadian Agents:

Rose & Laflamme, Limited

Montreal and Toronto

REINDEER condensed COFFEE

Hot Water Only — Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S

EASTERN MERCHANTS

We desire to inform you that we place at your disposal in Ottawa the most up-to-date warehouse in this part of the country. Every modern convenience.

Near railroads and river navigation. Storage in Bond and Free. Every attention to your business by a competent staff. Rates reasonable. Try us.

The Dominion Warehousing Co.

52 Nicholas St., OTTAWA

J. R. Routh, · Manager

The INGERSOLL PACKING COMPANY, Limited

BEAVER BRAND HAMS AND BACON

With the return of the cooler weather more cooking is done in the home, which means increased consumption of bacon. There is nothing finer than **INGERSOLL BEAVER BRAND,** guaranteed mild, sugar-cured, breakfast bacon. It is a household word from ocean to ocean. You will increase your trade in this line by stocking only this brand. We are prepared to fill all orders promptly, but owing to the demand appreciate having a few days to work on.

The INGERSOLL PACKING COMPANY, Limited

Pork Packers

INGERSOLL ONTARIO CANADA

KEEP IN A COOL PLACE
INGERSOLL CREAM CHEESE
IS ALWAYS SOFT IN TEXTURE DISTINCT IN FLAVOR AND EVERY PARTICLE CAN BE CONSUMED
AVOID IMITATIONS
INGERSOLL
REGISTERED.
TRADE
MARK
CREAM CHEESE
IS OF THAT CREAMY CONSISTENCY WHICH IS SO PLEASING TO THE TASTE.
ASK FOR AND INSIST ON GETTING THE ORIGINAL
INGERSOLL CREAM CHEESE

MOVING

THE CANADIAN BRANCH OF

HOLBROOKS LIMITED

has been transferred to larger premises at

40 Scott Street TORONTO

List of Representatives Attached to our Canadian Staff:

Mr. H. Musham	Mr. D. Crawford	Mr. W. R. Cameron
Mr. J. V. Scrivener	Mr. W. Hollands	Mr. A. Baggs
Mr. N. C. McLean	Mr. F. J. Lewis	Mr. J. Porter
Mr. A. J Smith	Mr. C. R. Loggie	Mr. Schutts

List of Agents in Canada:

Quebec—J. B. Renaud & Co.
Montreal—Frank Benedict & Co.
Winnipeg—Brack & Kirkland.
Calgary—Campbell, Wilson & Horne.
Edmonton—A. MacDonald Co.
Vancouver—Kelly Douglas & Co.
Victoria—Wilson Bros.

Manager: Mr. H. Gilbert Nobbs

2 "Pushers" of St. George's Baking Powder

First—Is the St. George Quality. St. George's is not only a pure Cream of Tartar Baking Powder, but every ingredient in it tests absolutely pure. The food laws of Canada are not half as stringent as our regulations as to the purity of everything that goes into St. George's.

Second—Is St. George Advertising. We are constantly talking St. George's in the newspapers and magazines. We are reminding people of St. George's by huge posters on the billboards and attractive cards in the street cars. We sell St. George's for you—all the year round.

Take advantage of St. George's reputation for quality and our good work in publicity.

Stock St. George's, the baking powder that sells.

National Drug & Chemical Co. of Canada, Limited
Montreal

Canned Goods FROM A MODEL FACTORY.

THE NIAGARA FALLS CANNING CO., with the newest, most modern, and most sanitary factory in Canada, have now on hand a full pack of

Refugee Wax Beans, Select Hand Packed Tomatoes, Crawford Peaches, Bartlett Pears, and Gallon Apples

PRIDE OF NIAGARA FALLS BRAND

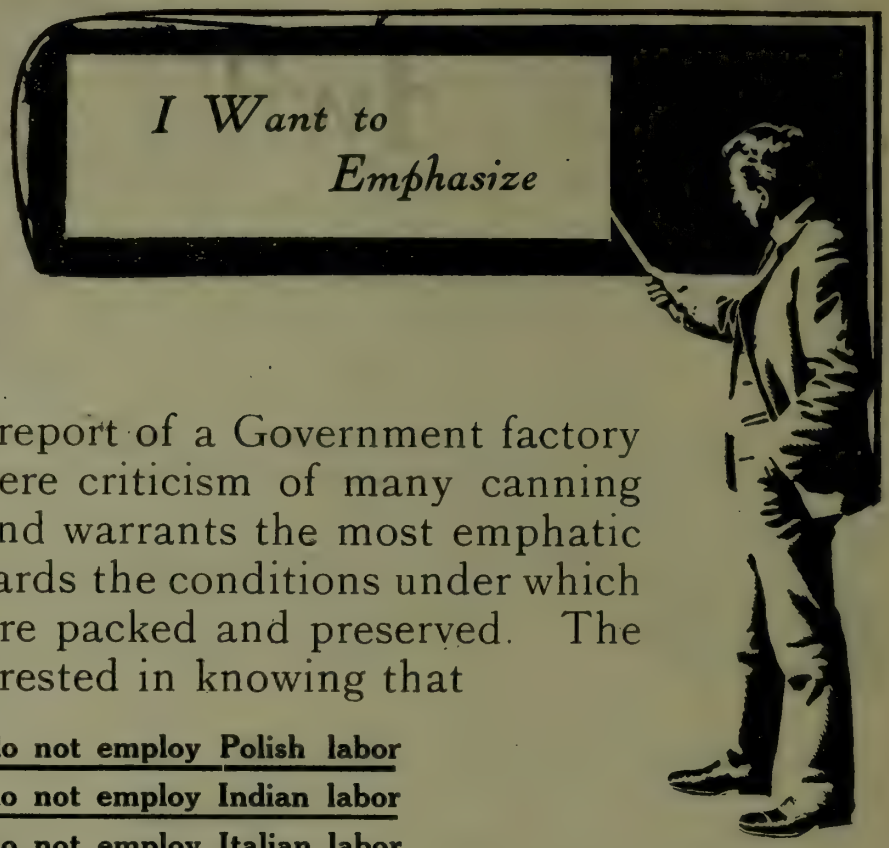
which are of finest quality, and are sure to win and hold customers for every grocer who stocks them.

We invite comparison with other goods, which will convince at once that we are in a class by ourselves. Our factory is a model from mechanical and sanitary standpoints.

We pack all goods in SANITARY ENAMEL-LINED CANS, which preserves the natural flavor and color of fruits and vegetables. No cheap stuff – all high-grade goods, and guaranteed to be as represented.

The Niagara Falls Canning Company

Essex Cleanliness



The recent report of a Government factory inspector is a severe criticism of many canning establishments, and warrants the most emphatic statements as regards the conditions under which all Essex goods are packed and preserved. The trade will be interested in knowing that

—**We do not employ Polish labor**
—**We do not employ Indian labor**
—**We do not employ Italian labor**

but confine all our employees to resident families of Essex, with their old-fashioned ideas of cleanliness in the preparation of any food-product. The factory itself is modern and up-to-date, fitted throughout with every facility for doing things right, and supplied with every convenience for keeping everything clean. We could say more, but anything more ought not to be necessary. It is enough that we guarantee all Essex products to be of highest possible quality, conforming rigidly with all Pure Food laws, and absolutely clean and wholesome in every possible detail.

If you want the best be sure of your factory.
Our kitchens are open for public inspection at all times.

THE ESSEX CANNING & PRESERVING CO., LTD.

28 Wellington Street East, Toronto, Canada

FACTORY at Essex, Ont.
(The Most Southerly County in Canada.)

Goodwillie's Fruits

The time to buy these goods is now, as later on it is difficult to get the entire range.

Let us have orders through our travellers, by wire, at our expense, or mail.

James Turner & Co., Limited

Hamilton, Ontario

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This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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MARITIME GROCERS!

We are now filling orders for Fall requirements of the famous

VIT Stove Polish

Diamond Harness Dressing

Boulevard Shoe Dressing

also for

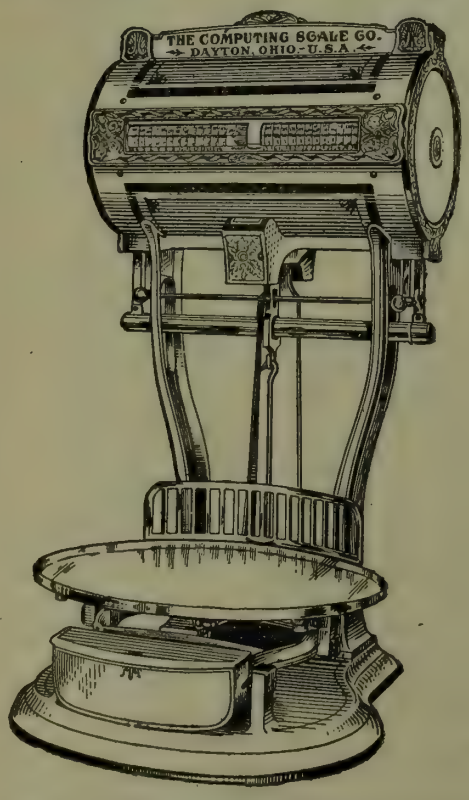
Shield Brand Disinfectant

for use in the household, in hospitals, stables, etc. Obtainable in pint bottles and in bulk.

These lines give your customers continuous satisfaction and yield you a good profit. We desire to hear from you, We can fill your wants expeditiously. Prices on request.

The American Dressing Co., Limited

236 St. Paul Street, Montreal



DAYTON MONEYWEIGHT SCALE

NOTE THE LOW PLATFORM

Overweight Problem

Solved!

With this 1907 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

Gives the exact weight for the exacting dealer.
Gives the exact weight to all customers.
True as steel and built for a lifetime of exact weighing.
Weighs to an ounce computes to a cent.
Low platform—only 6½ inches from the counter.
Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited

164 W. King St., Toronto, Ont.

TEAS, GROCERIES PROVISIONS, WINES and LIQUORS

The Largest Stock The Greatest Variety

Our Policy :

Low Prices Quick Turnover
Big Business

A few trial orders will convince you of our reliability.

Best Equipment Competent Staff
Perfect Organization

Hudon, Hebert & Co.

LIMITED

Importing Wholesale Grocers and Wine Merchants

MONTREAL

The Most Liberally Managed Firm in Canada

TEAS

If you are in need of Teas do not fail to call on us for we can surely make it profitable for you notwithstanding the present high prices.

JAPAN TEAS—We are just now receiving a large shipment of the new crops. These we can still sell at favorable prices notwithstanding the present firm market prices, as we have bought these at a time when prices were more favorable. We recommend specially the "Victoria" and "Princess Louise" brands, in boxes of 5 lbs., 10 lbs., 30 lbs. and 80 lbs.

BLACK TEAS—Our stock of these teas consists of the best brands on the market, and our prices are all to your advantage. We are in a position to guarantee the quality of "Victoria" and "Princess Louise" brands as being the very best on the market. In boxes of 5 lbs , 10 lbs., 30 lbs. and 80 lbs.

GREEN TEAS (Gunpowder)—We have on hand a large and varied stock of these teas at very reasonable prices.

Siftings—We can dispose of a considerable quantity of siftings at very reasonable prices.

We Pay the Freight on all orders of teas, assorted or not, of 200 lbs. or over, delivered at any station in the Provinces of Quebec and Ontario or in the Maritime Provinces.

Soleil Brand Canned Goods—We still continue taking orders for Soleil Brand Canned Goods, which have proved a general favorite with the Canadian public.

Canadian Canned Goods — We have the best brands and the most popular on the market. We guarantee these goods as to quality and prices.

For further particulars, quotations, etc., write, telephone or wire at our expense.

Laporte, Martin & Co., Ltd.

Wholesale Groceries, Wines and Spirits

MONTREAL

Come and See the Exhibition

You will see great and interesting things at the Canadian National Exhibition, but you will, as a business man, find it also profitable to call at our warehouses during your stay. We have values in groceries that no other jobbing house can equal and none surpass.

DROP IN—Make our offices your business headquarters during your stay. Telephone and messenger service at your disposal free.

COME AND GET ACQUAINTED.

Canada Brokerage Co., Limited

TORONTO **9 Front St. East**

A Substantial Mental Menu

AS the vacation season is now nearing its close, the Busy Man's for September contains a little more substantial menu than it has during the sultry days of July and August. Topics of the greatest interest are provided in this issue which contains the largest amount of illustrated matter yet presented. In a word, Busy Man's for September is what you are looking for. It will not prove a disappointment to any member of your household.

BUSINESS AND INDUSTRY
What Good Roads Mean to the Business Man
What the Postal Service Means to Business
Where Quality Counts More Than Quantity

ARTICLES FOR THE WORKERS
New Thought Creates New Life
Study the Art of Compliment

ENTERTAINING SHORT STORIES
Just An Error of Judgment
Stover, The Strategist
The Discovery of Mrs. Dugan
How She Answered the Call of Home
The Thirteenth Move

TRAVEL AND DESCRIPTION
Beautifying the Capital City of Canada
How Mr. Taft Spends His Holidays in Canada
Vivid Impressions of the Great West
A Moose Hunting Jaunt in New Ontario

THE
September
Busy Man's
Magazine
is on sale at all newsstands

The Magazine with the Red Cover

20 cents a copy ; $2.00 a year

LIFE STORIES OF SUCCESSFUL PEOPLE
The Oldest Working Journalist in the Dominion
A Man Who Stands by His Convictions
A Character Sketch of the New Bryan
A Thorough Believer in Democracy
How George H. Ham Dispenses Sunshine

POLITICAL AND COMMERCIAL AFFAIRS
The Young Man as a Factor in National Life
The Existence of National Sensitiveness

OTHER BRIGHT ARTICLES
Foreign Parasites and Their Prey
The Supremacy of Christian Ethics
What Cities Are Doing For Their Children
The Failure of the Professional Woman
How Insect Enemies Destroy Books
Has Twice Welcomed Royalty to Ancient Capital

ADDITIONAL FEATURES
Contents of the September Magazines
The Busy Man's Bookshelf
Humor in Magazines
Improvements in Office Devices

The Busy Man's Magazine

Montreal **Toronto** **Winnipeg** **New York** **London, Eng.**

MARITIME DEALERS IN

Pork, Beef, Hams, Bacon, Lard, Etc.

can purchase to advantage from us.

Don't overlook us this season when needing

"Fresh Sausage"

DAVIS & FRASER

Halifax, N. S., and Charlottetown, P. E. I.

1858 1908

CONFIDENCE

The backbone of all business.

CHARACTER

Is essential in everything.

THE NEW GLASGOW STANDARD

Published over fifty years in Pictou County

Reaches Pictou Town, New Glasgow, Stellarton, Westville, Trenton, River John, etc. Also throughout Pictou, Antigonish and Guysboro' Counties.

This reliable newspaper enjoys the confidence of the solid reading and buying people of famous old Pictou County, because of its assured character.

Every business house wishing trade from eastern Nova Scotia should write for our contract rates.

STANDARD PRINTING CO., Ltd.

NEW GLASGOW, N.S.

J. H. WILSON, Business Manager. E. GEOFFREY STAIRS, Managing Editor.

Australian Raisins

WE HAVE

130 BOXES LEXIAS

VERY NICE

56 lbs. Each

which we can sell

at Favorable Price

to close consignment.

SAMPLE AND PRICE ON APPLICATION

Arthur P. Tippet & Co.

MONTREAL

Maritime Board of Trade Convention

Representatives of the Busy Towns in the Provinces by the Sea Meet in Halifax to Discuss Business and Commercial Problems—Shall the C.P.R. Be Given Running Rights Over the Intercolonial?—Developing Trade With the West Indies—The P. E. I. Tunnel and the All Red Route Again to the Fore.

The annual meeting of the Maritime Board of Trade, one of the most important factors in the development of the general commercial activity of the Maritime Provinces, was held in Halifax on Wednesday, Thursday and Friday of last week, August 19, 20 and 21. A fine attendance of delegates, eloquent speeches and the evidences of a keen interest in the progress of the provinces, in St. Paul's Hall, one of the finest to be found anywhere in Canada, marked this, the 14th convention of the organization.

The convention opened on Wednesday morning with President A. M. Bell in the chair. On the platform were Vice-President Hon. Geo. E. Hughes and W. B. Snowball, Mayor Crosby, of Halifax and Geo. E. Faulkner, President of the Halifax Board of Trade. Most notable was the presence of Lieut.-Governor D. C. Fraser, who delivered an address of welcome. It was stirring and cordial referring at length to the anniversary and unveiling of a tablet in commemoration of the establishment of responsible government in Nova Scotia. It was, he said, the meeting of the Maritime Board which had really caused the choosing of the date for the celebration. He credited the board with being an important factor in upbuilding the industries and commerce of the Maritime Provinces.

Mayor Crosby, of Halifax, then extended a welcome on behalf of the city. He had thought, he said, of extending the freedom of the city but he would do better. He would extend to all the delegates all the privileges that as Mayor he was capable of doing.

G. E. Faulkner, president of the Halifax Board of Trade then added his welcome, going into some reminiscences of other meetings held years ago in Halifax. He trusted that great benefits would result from the meeting. All these addresses of welcome were heartily applauded.

The venerable secretary, C. M. Creed, then called the roll, being received with applause.

Secretary Creed then read his annual report as follows:

THE SECRETARY'S REPORT.

To the President and Members of the Maritime Board of Trade:

Gentlemen:

Your Secretary-Treasurer begs herewith to hand you his report for the year:

All the recommendations and resolutions passed at the last annual meeting were forwarded to the Ministers of the various departments of the Federal Government; those concerning the Provincial Governments were forwarded to the Premiers of same, with the Canadian Grocer containing report of the proceedings of the annual meeting. All resolutions passed, with copies of the Canadian Grocer, were forwarded to all Boards of Trade, and copies of the Canadian Grocer were forwarded to all the delegates to the annual meeting, and also to the Chambers of Commerce and Agricultural Societies in the British West Indies and British Guiana.

On October 21 all resolutions, with copies of the Grocer, were forwarded to the following Maritime Province members in advance of the opening of Federal Parliament: W. S. Loggie and Dr. J. W. Daniel, New Brunswick; J. J. Hughes, P.E. Island; Dr. J. B. Black, H. J. Logan, B. B. Law and A. K. McLean, Nova Scotia; in order that they could become familiar with them.

On December 3, shortly after the opening of the Federal Parliament, copies of the Grocer, also all resolutions, were forwarded to members of the Cabinet, and to all Senators and members from the Maritime Provinces.

Annual Meeting at St. John.

The annual meeting at St. John was very successful; the subjects were well debated; the attendance large, and a number of the resolutions passed were brought forward and discussed at the Federal Parliament and doubtless good results will be attained thereby.

ANNUAL REPORT.

The Canadian Grocer published the proceedings of the annual meeting this year very neatly in pamphlet form. It was a credit to them, and was much appreciated by the members of the Board.

New Boards.

Boards have been formed at Inverness, Port Hood and Springhill, and have affiliated. One has also been formed at Riverport, N.S. It has not yet affiliated but we hope it may do so during the coming year.

Unaffiliated Boards.

The Boards of Trade not yet affiliated have had every attention paid them during the year, and I am pleased to report the Boards of Middleton and Shelburne have affiliated; all the unaffiliated Boards have been invited to be represented at the annual meeting.

Correspondence With Boards.

This has been strictly attended to during the year; has never been allowed to lag, and am pleased to report good results have followed.

Notice of Annual Meetings.

On August 3 railway arrangements for delegates, place and date of meeting, also programmes of entertainment were mailed to all Boards. On August 10 the subjects for discussion were also mailed.

In conclusion, during the past year everything requisite has been done by me for the improvement and enlargement of the Board, at the same time doing all possible to assist your worthy President, in which I have had the valuable assistance of Rev. A. E. Burke, of Alberton, P.E.I., M. G. DeWolf, Esq., of Kentville, and also of E. A. Saunders, Esq., Corresponding Secretary of Halifax, and trust all will meet your approval.

Accounts for the Year.

The accounts for the year are all prepared, but as several Boards will pay their per capita tax before the close of this day's meeting they will be presented to-morrow for your approval and audit.

All of which is respectfully submitted.

CHARLES A. CREED,
Secretary-Treasurer.

The Maritime Boards.

The following is a list of the Maritime Boards of Trade:

AFFILIATED BOARDS

Nova Scotia—Annapolis, Amherst, Antigonish, Berwick, Bridgewater, Bear River, Canning, Canso, Chester, North Queens, Digby, Dartmouth, Halifax, Inverness, Kentville, Kings Co., Lockeport, Liverpool, Lunenburg, Middleton, Oxford, Port Hood, Pictou, Springhill, Shelburne, Truro, Windsor, Wolfville, Weymouth, Yarmouth.

New Brunswick—Chatham, Moncton, Newcastle, Sackville, St. John, St. Stephen, Woodstock.

Prince Edward Island — Alberton, Charlottetown, Summerside, Souris, Southern Kings.

UNAFFILIATED BOARDS

Nova Scotia—Glace Bay, Louisburg, New Glasgow, North Sydney, Parrsboro, Pugwash, Riverport, Sydney.

New Brunswick — Campbellton, Edmundston, Fredericton, St. Andrews.

Total—Affiliated, 42; unaffiliated, 12.

THE DELEGATES PRESENT.

NOVA SCOTIA.

Annapolis—F. C. Whitman, S. Riordan, Dr. E. Brock.

Amherst—D. A. Morrison, W. J. Power, H. J. Logan, M.P.

Berwick—S. H. Morse, W. A. Reid, D. G. Crosby.

Bridgewater—A. T. Davison, Robert Dawson, Dougald Stewart, D. L. Fraser, Robt. A. Feindell, C. J. Cragg.

Canning—E. M. Bukwith, E. A. Potter, S. Blenkhorn.

Canso—J. J. Whitman, T. R. R. Brame, C. C. Whitman.

Dartmouth—A. C. Pyke, J. Forsyth, W. C. Bishop, H. W. Hewitt, C. E.

Creighton, Jas. Harrison, J. A. Calder, R. C. Eccles, J. M. Weeks, A. C. Johnston, Jas. Harrison, R. B. Simmonds.

Inverness—Frank A. McEchan, W. D. McDougall.

King's Co.—J. A. Kinsman, W. B. Burgess, P. Innes.

Kentville—Geo. E. Calkin, C. W. Webster, R. Harrington, Wm. Yould, W. P. Shaffner, M. G. DeWolfe, B. H. Dodge.

Lunenburg—D. Frank Matheson, J. Frank Hall.

North Sydney—J. W. Armstrong.

Pictou—John Munro, W. T. Tanner.

Halifax.—I. C. Stuart, C. H. Mitchell, A. E. Jones, J. A. Neville, A. H. Whitman, G. S. Campbell, S. F. Wilson, R. G. Beazley, J. E. DeWolfe, G. E. Faulkner, D. Macgillvrey, Hon. Wm. Ross, J. A. Johnson.

Parrsboro.—S. K. Holmes.

Shelbourne.—G. A. Cox.

Springhill.—Daniel Murray.

Truro.—W. W. Smith, J. P. Bell D. C. Dow, W. W. Smith, C. E. Bentley, W. R. Murray, T. S. Patillo, G. C. Fulton, G. A. Hall.

Windsor.—J. A. Russel, W. H. Roach.

Wolfville.—R. W. Starr.

Yarmouth.—A. W. Eakins, W. M. Kelley, E. H. Armstrong.

P. E. ISLAND.

Alberton.—J. E. Birch, Jos. Fielding.

Charlottetown.—Hon. George E. Hughes.

O'Leary.—A. A. McNeil, H. W. Turner.

Summerside.—Wm. Stewart.

NEW BRUNSWICK.

Chatham.—J. L. Stewart, W. B. Snowball.

Moncton.—C. W. Robinson, C. P. Harris J. H. Harris, T. W. Gownner, T. N. Lodge, A. E. Williams, W. H. Edgett, W. R. Emerson.

Sackville.—W. W. Andrews, James Smith, T. B. Black, Dr. D. C. Borden.

St. John.—E. L. Jarvis, Geo. W. Wesley, J. H. Bond, F. C. Dickson, Hon. J. D. Hazen, A. Harvey, Jas. Pender, W. E. Anderson, W. G. Foster, W. F. Burdett.

Letters of regret at inability to attend were read from a number of prominent business men, including the Montreal Board of Trade, the Boards of Toronto, Winnipeg, and others, also from the Hon. Sir Wilfrid Laurier, John Bayne MacLean, President MacLean Pub. Co., the Monetary Times, the Canadian Manufacturers' Association, and a number of western daily newspapers.

Reports From 1907 Committees.

While waiting for a report of the Agenda Committee the time was taken up by the hearing of reports from committees on different subjects, appointed last year.

In the matter of technical schools, the President, A. M. Bell, reported for his committee, appointed last year. They had only to thank the Government for the splendid work on technical schools, instead of having to ask for any favors.

Mr. Bell also expressed great regret that Rev. Father Burke, of Summerside, was unable to be present at the convention. He would be much missed, his enthusiasm and geniality for years having been such a power at the meetings.

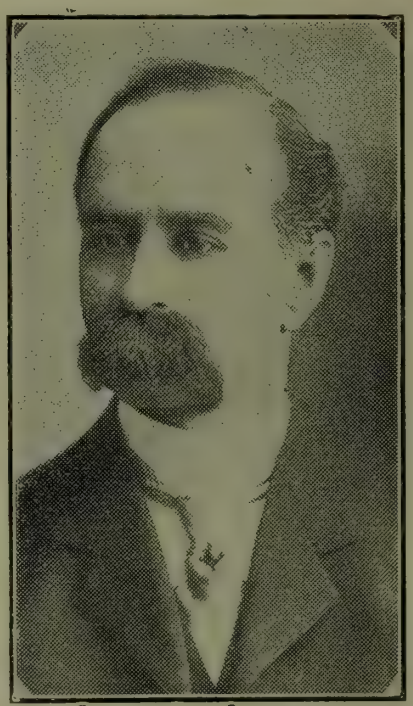
The Agenda Committee comprised M. G. DeWolfe, W. B. Snowball, Hon. George E. Hughes, G. E. Faulkner, A. C. Pyke.

THE PRESIDENT'S ADDRESS.

President A. M. Bell then delivered his address as follows:

"It gives me very great pleasure to add a word of welcome to the addresses which have already been given. It is certainly highly gratifying to have such a large representation, and I wish to voice the hope of every citizen of Halifax, that you will carry away with you very pleasant memories of this occasion, and that this may be in all respects the best annual meeting that the Maritime Board of Trade has held.

"I wish again to thank you for the



HON. GEO. E. HUGHES,

Of Charlottetown, P. E. I., the Board's New President.

honor you have done me in electing me as your President. I bespeak your support in the discharge of the duties of the office, and your kindness in overlooking any defects.

"As I have endeavored to prepare the address with which these gatherings are usually opened, I have been deeply impressed with the great natural advantages with which a kind Providence has endowed these Maritime Provinces, and I wish so to impress this thought upon the mind of all present as to inspire an enthusiastic confidence in this part of the Dominion in which our lot is happily cast.

"It has been said as a Board we cannot legislate; we can, however, suggest, and it is encouraging to note that our legislators are turning more and more to these annual meetings for information as to the attitude taken by the commercial men of the Provinces in matters affecting trade interests.

Agriculture.

"Within the last few years much improvement has been made in our Provinces in agricultural methods. The influence of the Agricultural College at Truro, of the Experimental Farms in different parts of our Provinces, of the lectures by Professors Sears, Cumming and others, the Winter Fair at Amherst, these and other influences have had their effect in developing our agricultural resources along modern lines. Much, however, remains to be done to make farm life sufficiently profitable and attractive, particularly to the young people, who too often leave the farm for city life. We need better roads and it certainly seems unfortunate that while we have an abundance of good grazing lands, we should have to depend so largely on Ontario for our supplies of beef and other farm products. Since our last meeting vigorous action has been taken by the Governments of New Brunswick and Nova Scotia to induce suitable immigrants to settle on the farms in these Provinces. Information regarding our advantages is being judiciously distributed, and departments have been opened for information, etc. These steps are already producing good results and the outlook in this respect is hopeful.

Mining.

"In this important industry our coal mines are being vigorously prosecuted. Our collieries are producing increasing quantities year by year; new seams are being opened. and this particular industry is in a flourishing condition. Though large deposits of iron ore are known to exist in various parts of our Provinces, our iron mines are as yet in their infancy, and the supplies of iron ore for the steel works of our Provinces are being largely drawn from Newfoundland. It is to be regretted that gold mining, which formerly gave employment to large numbers of men, and created a demand for a great deal of material, is at present in a very depressed state. It is to be hoped that one result of the technical education which is going on in our Provinces, will be to put this once valuable industry on a paying basis.

Fisheries.

"The action taken by the Maritime Board at its last annual meeting in St. John in endorsing the resolution for the appointment of a Fishery Board for these Provinces has been vigorously followed up by a deputation which visited Ottawa to impress this important matter on the Government. So far no action has been taken in this direction, and I regret to note that there seems to be some hostility to this measure by the Fishermen's Unions and others. The inception of new methods for catching fish and the desirability of improving the methods of curing, would seem to show the necessity for an organization on which those who catch fish, those who cure them and those who handle them would all be represented. The fishing business, while remunerative to the fishermen, has for some time past been unsatisfactory to the exporters, the high prices curtailed consumption and resulted in the accumulation of

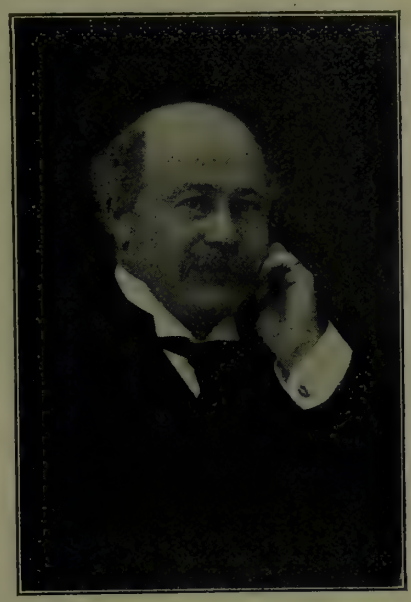
stocks and the general demoralization of the trade. During the present season there has been a marked decline in prices of all kinds of fish stuffs. Fortunately for the fishermen, this drop in prices has been offset by a catch of all kinds of fish much larger than the average. This will mean a more general distribution of the income from this branch of industry, and the returns to the toilers will probably be as large as when prices were higher. The subject of the better administration of the fisheries is again to come before this Board, and it is earnestly to be hoped that this can be so impressed upon those in authority that better methods will obtain, and that we will be able to look with pride on this great natural industry. A new feature has recently been inaugurated in connection with our fisheries by the introduction of steam trawling, which has been so successfully carried on in Great Britain and elsewhere. The Pioneer Steam Trawling Co., Limited, is now operating a trawler. This vessel will be used for the salted and the fresh fish business. The undertaking is necessarily in an experimental state. Enough, however, has already been demonstrated to warrant the prediction that in a few years' time our provinces will have a fleet of steam trawlers and will be fully supplying the growing Canadian markets, instead of having a large part of this business done by Gloucester as at present. It should also mean a development of the dry fish industry, which will keep our fishermen at home, and thus help to upbuild this end of our great Dominion.

Technical Education.

"The Province of Nova Scotia is the first one in the Dominion of Canada to adopt a comprehensive system of technical education. Schools in the industrial centres of the province have enjoyed a successful session during the six winter months of 1907-08. There are eighteen schools for coal miners, twelve for steam and mechanical engineering, and four for workmen in general industrial pursuits. All these aim to instruct the workingmen in the general scientific principles underlying their vocations and to increase their industrial intelligence and working efficiency. There was a grand total of over 1,300 students in the schools last winter who were receiving all kinds of technical instruction practically free. While we are assembled in this annual meeting, the corner stone of the first purely Technical College in these provinces, if not in the Dominion, will be laid in our city. Action on somewhat similar lines had been taken by the Province of New Brunswick, where in the Provincial University at Fredericton, there will be courses of study of forestry and civil engineering. Prince Edward Island has also taken steps to add technical training to its public school system. To the greatest possible extent this technical tuition in our provinces is being given free of charge; this will be a great boon to our people, and should give an impetus to all branches of engineering, mining and other industrial work. It will now no longer be necessary for our sons to leave home to fit themselves for their life work along any of these lines, and it is further to be hoped that another result will be the development of such improved conditions that there will be employment for them in our industries.

Steel Ship Building.

"The advantages and facilities for establishing a steel ship building plant in the Maritime Provinces have been repeatedly before the previous conferences of the Maritime Board. So far the Dominion Government has not seen its way clear to assist this industry with the subsidy asked for. It is worthy of note that the first steel ship constructed in the Atlantic Provinces was recently launched at New Glasgow. This venture will be watched with much interest and much will depend on the success of this experiment in encouraging or discouraging further developments of this industry.



W. B. SNOWBALL,

Of Chatham, N.B., 1st Vice-President Elect.

Transportation.

"The subject of transportation must still occupy a foremost place in the commercial prosperity of the Maritime Provinces. One drawback to the development of our provinces to-day is that, with the exception of the southern part of New Brunswick, which is served by the Canadian Pacific Railway, there is only one line of railroad connecting us with the West, and the overwhelming vote by which the present Government was sustained in Nova Scotia at the last general election, shows most unmistakably the attitude of desire and expectancy with which the people of these provinces are looking for increased railway communication with the rest of the continent. From all quarters of these provinces eyes are beting turned to the progress of the new line, and the expectations that are being formed are shown in the preparations that are being made for double tracking that part of the I.C. Railway from Moncton to Halifax and St. John. The idea of having the branch lines in the provinces, which are now owned by other corporations taken over by the Government as feeders to the Intercolonial, which was indorsed by this board at the last session, has been brought to the notice of the Provincial and Federal Governments. As a means of a much more thorough and satisfactory transit between the Atlantic Provinces and other parts of Canada, the urgent need of making unbroken communications between Prince Edward Island and the mainland, by a tunnel, is worthy of serious consideration. Until this is accomplished, I would suggest that this Maritime Board urge that the Governments take such steps as may be necessary to make the transportation to and from Prince Edward Island at the rates of one long haul instead of three short hauls as at present.

Fast Atlantic Service.

"The subject of fast steamship communication with Great Britain is closely connected with the transportation problem. The recent trip of His Majesty's ship, "Indomitable," was an object lesson to the world on this important matter and showed as no amount of argument could do, the possibility of a fast ferry between Great Britain and Canada. Since the last Colonial Conference this subject has assumed a somewhat different aspect, inasmuch as it is now thought of as a part of a more comprehensive whole, which will embrace a service from the Mother Country to Australia, via Canada. The success of this project depends on the cooperation and financial support of Great Britain, Canada, New Zealand and Australia. The importance of this matter to the Maritime Provinces cannot be over estimated. A port in the Maritime Provinces must, of necessity, be used as the ocean terminus for such a line during six months of the year, and with improved railway facilities it is to be hoped that the same port will be used the year round. Few things would make these provinces better known to the world than the passenger travel which would be developed by such a scheme, and it is to be hoped that within the near future we may see our hopes realized in this respect.

Tourist Travel.

"One important asset of these Maritime Provinces is the cool and invigorating climate in the summer time. Attention has recently been drawn by the press to the immense value of tourist trade in the State of Maine, where it is estimated the stream of travel is worth to that State from 15 to 20 million dollars per year. This is a business that must in the near future develop very greatly, and it behooves us to advertise our advantages and to make preparation for the influx

which is bound to come. We have in these provinces points of interest of a historic character, which are not found in any other part of the Continent. The conflict between the French and English for the possession of America was carried on for many years within our borders, and the forts at Annapolis, Windsor, Louisburg and Forts Cumberland and Lawrence should be preserved by the Government. It is perhaps putting this matter on a low level to endeavor thus to commercialize history, but we are here as a commercial body, and while there are higher grounds for preserving these relics of the past, our commercial instincts should prompt us also in this direction.

"Representing, as we do, different parts of these provinces, it must be that there are some here, who from close contact with the conditions affecting the forests, the mines, the sea, or the great transportation interests with which our welfare is so closely identified, can speak with authority on improvements or developments which will be desirable.

"What our Maritime Provinces need is to be discovered; to be appreciated; to be populated; we are not sufficiently well known by our fellow Canadians in the provinces to the west of us, and our provinces are not sufficiently appreciated by our own people.

"If we turn to the last census of 1901, we will find that the value of the annual products of these three provinces are:

From agriculture	$ 36,809,822
From forests	6,692,604
From mines	9,708,417
From fisheries	11,242,878
From manufactures	56,559,891
	$121,013,612

"Taking the population at 894,000, this is equal to an income of $675 per annum to every family of five of the population.

Forests.

"The lumber industry is one of the industries of our provinces which, at present, is suffering from low prices ruling in foreign markets. We need to preserve our forest wealth from the ravages of fire. This is recognized by careful regulations in the Provinces of New Brunswick, and I am pleased to note that largely through the efforts of the Lumbermen's Association, formed a few years ago in Nova Scotia, steps have been taken in this direction. The importance of preserving for our own people the benefits of the manufacture of our lumber, instead of exporting it in its crudest state will be brought before you, and it is to be regretted that Mr. Evans, who is an expert in this department, is unable to be present.

Manufactures.

"Our vast deposits of coal and iron, in close proximity to an abundant supply of lumber, put us in a position to become a large manufacturing centre, while the ocean at our doors forms a great highway on which we may transport our products to every part of the world. The output of our factories as will be seen by the statistics already quoted, forms a very large part of our annual income, and the number of these factories must be expected to increase more rapidly in the future, as it is a well known fact that every industrial institution has a tendency to attract to itself kindred industries. The principle is exemplified in Sydney, Amherst, Truro and other places which are rapidly becoming manufacturing centres. While we have an abundant supply of raw material, particularly in coal, iron and lumber, one of our great needs, if we are to successfully compete with other manufacturing centres, is cheap power. I am pleased to note the steps which have been taken at Amherst to utilize waste coal for generating electric power.

"The possibility of harnessing the tides of the Bay of Fundy for this purpose have also been discussed and have reached an experimental stage. It is much to be regretted that with such an abundance of coal, the price of this essential commodity is so high as to be a serious hindrance to the development of our industries. This is a matter which will have to be vigorously grappled with, and I commend it to the careful consideration of this board.

West India Trade.

"The importance of the West India trade to the Maritime Provinces, and more particularly to the port of Halifax and St. John, has too long been recognized to necessitate my dilating upon it at great length. The West Indies, unless barricaded by high tariff walls must always be one of our natural markets, because they need our products of the sea farm and forest, products to some extent which they cannot obtain as well elsewhere. We have a keen personal interest, in the industrial and commercial welfare of the British West Indies, as every merchant should have in a good customer, and we rejoice that through the beneficence of a kind Government these Southern Colonies have been able, during the past few years, to become prosperous, and to demonstrate to the rest of the Empire that freed from the handicap of the bounties paid by continental nations to domestic beet growers, they are able to produce cane sugar at a profit.

"Recently several of these Colonies have shown their appreciation of Canada's effort by intimating to the Imperial Government that they are disposed to reciprocate the help we have rendered. The Legislatures of Barbadoes and the Leeward Islands a few months ago sanctioned this suggestion by a vote of their members, and the Board of Trade of Trinidad is on record that it favors the idea of a preference to Canada. A slight tariff advantage in the British West Indies will help Canada to secure a larger share of the 750,000 barrels of flour which are now consumed in the different British Islands. It will help the export trade of Halifax and St. John, and incidentally our railways and steamship lines will secure an increased business.

The effort to bring about this most desirable increase of trade between Canada and the British West Indies may, to some extent, be credited to members of this Board. You will remember that two years ago Mr. Jones, Mr. Schofield and Mr. Allan were sent out to enquire how Canadian trade might be increased, and that later, when the conference of the Colonies was held at Barbadoes, Mr. Jones was sent out as a representative of the Canadian Government. I think this Board of Trade can take credit of itself for having initiated the first delegation, and I refer to it here because so many people have a habit of saying that Boards of Trade talk a lot, but never accomplish anything of very practical use.

"As I have already intimated, the interests of the Maritime Provinces are very closely allied with those of our friends in the West Indies, and anything that will assist in making our business relationship more intimate than at present is a step in the right direction. I understand that one of the subjects which this Board will have to consider during its present session is the extension of the present cable system from Bermuda to Barbadoes, Trinidad and Demerara. I am not familiar with the details of the project which has been, or will be submitted to our Government, but I would venture the opinion that whatever will make it easier for us to communicate quickly and cheaply with the Colonies referred to must be of great advantage to these provinces by the sea. I repeat there is no more important question to the business men of the Maritime Provinces than that of better trade relations with the British West Indies.

Business Conditions Encouraging.

"A careful analysis of the present business conditions of the Maritime Provinces does not reveal anything that need occasion us worry. Rather may we congratulate ourselves that while the rest of this continent has felt the general trade depression quite keenly, we have thus far managed to escape acute distress. True, we have been forced to take in sail, and proceed cautiously, and some of our enterprising merchants and manufacturers have naturally rebelled at being restricted; but the effect of this restraint will unquestionably be beneficial. The past twelve months with the merchants of these provinces have been characterized by carefulness in trading and by systematic effort to turn stocks into cash. Undoubtedly this has not been helpful to the volume of the jobbers' or manufacturers' sales, but it has accomplished a most desirable purpose in that to-day the bills payable of the average merchant are smaller, and his stock in better shape than for many years.

"Shortly we may look for a better condition of the lumber markets and the foreign fish markets. The im-

mense crops of the West, too, will be bringing in money that must eventually assist our manufacturing industries, and I think we can claim without danger of being charged with too great a measure of self-confidence that the provinces as a whole are as financially vigorous and healthy as they have been at any time in the past twenty-five years. The little rest we have had, like all good tonics, has helped to brace us up—and with an improvement in the general condition, we shall find ourselves ready to become more aggressive and enterprising than ever."

Compliments for the President.

M. G. DeWolfe, on moving the adoption of the address, said it was full of material for thought and was bound to do good. He referred especially to the work done by the Board, which he felt had grown so important that this body had won the ear of the Federal Government, after 14 years of hard work. He complimented the President upon an able address and upon his work this year, and moved a hearty vote of thanks. It was seconded by Senator Ross, who also spoke flatteringly of Mr. Bell's address, as well as of the Board.

Shortening the I.C.R.

The Board then called upon the Dartmouth delegates to present their resolutions. Mr. Johnston then took up the question of shortening of the I.C.R. between Moncton and Halifax. He dwelt at some length upon the need of this improvement. He knew the Government was now taking some action in this connection. The Dartmouth Board thought it was in the interest of the Dominion to ask the Government to shorten this railway. He presented the following resolution, which was seconded by Mr. Weeks:

"Whereas—An effort is about to be made to shorten the line of the Intercolonial Railway between Moncton and the Port of Halifax, and whereas, it is understood that the Dominion Government is about to make a survey for the purpose of finding out if it is possible to shorten said line, and whereas, it is reported that a line from Grand Lake to Dartmouth can be obtained, which would shorten the distance between these points about nine miles, therefore resolved, the Secretary write the Minister of Railways, calling his attention to this fact, and asking him to have such route surveyed."

Senator Ross and W. B. Snowball also spoke on the subject of shortening the railway. Mr. Snowball said he had a plan to show, a new route to Liverpool from Chatham, N.B., which would give them a route 350 miles shorter than to any other port. Further, they were working so that the water would be deepened so that no matter what happened with other ports Chatham was going ahead, and he hoped for the co-operation of the Maritime Board.

G. M. Campbell, of Halifax, also spoke re the matter, supporting the Dartmouth Board resolution.

The Pulpwood Question.

W. B. Snowball reported that he had been asked by the Manufacturers' Association to tell the Board that that body was in full accord with them regarding memorializing the Government re the prohibition of the exportation of pulp and pulp wood from Canada. He pointed out how he had interviewed Sir Wilfrid Laurier on this subject, and efforts were being made to bring about some legislation to prevent the continued depletion of our pulp and pulp wood. Sir Wilfrid had spoken of a commission, but he did not think a commission was needed. It was a case of the Government acting promptly. Pulp lumber was being stored in Maine with the cute idea of providing against a day when Canada would legislate against them and they could not get wood from New Brunswick or Nova Scotia. The subject should commend itself to every Board of Trade, and each one should keep after this legislation until it was obtained.

C. E. Crosby, of Berwick, also spoke on the pulp question, supporting the statements already made.

The resolution re this matter, passed last year, was reaffirmed, making it read "pulp wood" instead of using the word "pulp," as in the resolution on the paper.

A. M. BELL,

Of Halifax, the Retiring President, Whose Yeoman Service for the Board Was Highly Spoken of.

THURSDAY MORNING'S SESSION.

Alberton delegates opened the session by a resolution presented by Mr. McNeil, of O'Leary, P.E.I., regarding the inspection of butter in the Provinces. He dwelt at some length upon the fallacy of the small dairy farmers' methods. Two-thirds of the dairy produce, he said, was unfit to go on a working man's table. He blamed the Legislature for not taking steps to improve the dairy methods by putting into force inspection of butter. He referred, of course, to Prince Edward Island. He did not say that good butter was not made on the Island. The truth was that the small farmer who never patronized factories was at fault. He wanted to see some steps taken to establish a dairy inspector. Butter should be sold by grade, the same as cheese. Inspection of butter would then be enforced.

Dairy Inspection Needed.

Prof. Andrews, of Sackville, seconded this resolution and said that he spoke from a national standpoint. In the Old Country the complaint against our butter was the lack of grading. Danish butter held its own against the world because of its high standard uniformly maintained. Fruit of the Provinces had gained in marketing by inspection. This would apply to butter. The cost of inspection would not be great and he recommended it. The professor quoted a poetic gem parodying "Full many a gem of purest ray serene," but ending with a line describing butter that contained "yellow hair" rhyming with "bear."

Senator Ross thought Mr. McNeil was a little too hard on the Provincial Government. He supported the idea of inspection.

The following resolution in regard to the matter was brought forward:

"Whereas, the making of dairy butter as now practised on the farms of the Maritime Provinces tends to lower the price of their butter in the markets, and by their keeping of milk home for that purpose tends to the closing of our cheese and butter factories, to the detriment of our agriculture in general, and of the factory business in particular, therefore, resolved that we believe that a system of inspection would soon drive out of the market all poor butter and would induce the farmers to patronize the factories, which would put them all on a paying basis and would be the means of building up a dairy industry second to none in the Dominion. And we strongly urge upon the Federal Government the necessity of suitable legislation to that end."

The P.E.I. Tunnel.

The transportation and tunnel was again brought up amid many regrets at the absence of Rev. Father Burke. Mr. Birch, of Alberton, said the Board might be tired of hearing from the Island regarding the tunnel. He did not think it was right to have the splendid people of the Island separated from the mainland and the civilization of "Chatham" and other places of note for so many months of the year. They should have a tunnel under the Northumberland Straits. He hoped the Government of the Dominion would not turn a deaf ear to the appeal.

Mr. Stewart, of Summerside, seconded the resolution, and it was adopted.

J. G. Fielding spoke on the question of improvement of freight rates.

Senator Ross pointed out the drawback of narrow gauge railway on the Island. The more that was done for P.E.I. by the Government, the more members they seemed to send in opposition. He did not like to mention politics, but this was a point anyway.

G. E. Faulkner, of Halifax, thought that the tunnel alone was not the only thing that would benefit the Island, and he thought the resolution might be changed so as to be more reasonable.

Mr. Birch, who made the resolution, said it was exactly the same as last year. He was willing to expand or modify it as long as a strong resolution was put through. No matter how strong a steamer was built, none could go through the ice. It was floating ice, sometimes 25 feet thick and varying to 18 inches. It was a big loss to the

farmers to be unable to ship their products at the right time.

Hon. G. E. Hughes, of Charlottetown, remarked that one line of the resolution, "to complete federation," should be omitted. The question was entirely one of cost. It was questioned whether the Island was worth the large amount involved in the building of a tunnel.

Mr. Birch then agreed to withdraw his resolution, and moved that the Board reaffirm the resolution made by Father Burke, two years previously. This was carried unanimously.

Regarding Transportation.

Mr. Purdy, of St. John, proposed a resolution, seconded by W. F. Burdett, regarding transportation as follows, speaking at length upon the subject:

"Recognizing the vital relation which facilities for transportation bear to the development of trade and commerce, and believing that during the era of railway construction the value and importance of the common highways as feeders to the railways has been overlooked, and their improvement neglected, so that in respect to the character and condition of these necessary means of transportation our country is now far behind the age; it is, therefore Resolved, that in the opinion of this board the time has now arrived when a portion at least of the heavy expenditure made for the extension of the railway systems might, with advantage, be diverted to the improvement of the principal highways of the country, according to the most approved methods, under the supervision of competent engineers. And, while noting with satisfaction the steps which have already been taken in this direction by our Provincial Governments, it is the desire of this board to urge upon them the importance of the highway problem, and to suggest that an earnest enquiry be made into the working of our present highway laws, the expenditure of available funds in highway construction and repair, the methods in use, and results obtained; also, that information be obtained with regard to recent legislation and methods in use in other countries where the best results have been obtained, with a view to ascertaining whether and in what manner any improvement may be effected in the system of expenditure and control, and methods of work now in use in the Maritime Provinces.

"Also, Resolved, that in the opinion of this board, any expenditure of provincial revenue upon highways, should, so far as possible, be devoted to work of a permanent character in the improvement, more especially, of the main avenues of travel and the approaches to the principal commercial centres. That such permanent improvements should preferably be undertaken by the municipalities, aided by the Government, the work being carried on according to the advice and specifications of a trained highway engineer employed by the Government. And, further, Resolved that the secretary of this board be instructed to forward a copy of this resolution to the Provincial Secretary (or the Chief of the Department of Public Works) of each province."

Road Improvements.

Mr. Black, of Sackville, concurred in this resolution. He dwelt at some length upon the breadth and importance of the question of transportation and urged the need of good roads as a notable force in increasing earning power of industries, especially in the country districts.

The New President.

Hon. George E. Hughes was born in Charlottetown on April 5th, 1853. After receiving an education in the Public Schools and in Prince of Wales and St. Dunstan's Colleges, he entered the office of Dr. Frank D. Beer, of Charlottetown, where he received that grounding in the knowledge of drugs that has made him one of the most successful druggists in the Province. In 1872 he entered the drug business. In addition to this business, Mr. Hughes manages a farm and tannery, and his shrewdness and ability have won for him success in all three. He has always taken an active part in civic matters, and was for eight years a member of the City Council. In 1901, he was elected a member of the Legislative Assembly as a representative of Charlottetown and Royalty. On March 31st, 1904, he became a member of the Executive, in the place of Mr. John F. Whear, who resigned to take the position of Postmaster. Mr. Hughes was re-elected by a big majority in the general elections of that year, and on re-organization of the Arthur Peters' administration, he retained a seat in the Executive without portfolio. He is one of the hardest working members of the Executive, and his business training has made his counsel valued in the discussions around the Board.

He is also a member of the important committee appointed by the Government prior to the meeting of the House to draw up a statement of Prince Edward Island's claims against the Dominion Government. He is a trustee of the Provincial Hospital for the Insane, and of the Provincial Poor House.

He was one of the founders and the first president of the Prince Edward Island Development and Tourist Association, a position he still holds. He is a director in the Provincial Exhibition Association, and President of the Board of Trade, also President of the Provincial Pharmaceutical Association.

G. E. Faulkner pointed out what efforts had been made by Nova Scotia in the direction of roads improvement. He believed renewed, honest efforts were being made to improve the roads.

W. B. Snowball, of Chatham, N.B., supported the resolution, referring to the good roads policy, being one by which the New Brunswick Government went into power. He hoped they would spend a million on road improvements

Senator Ross also spoke in support of perfect roads.

M. G. DeWolfe, of Kentville, urged that farmers should use wider tires for their heavy loads and then the roads would not be so cut up.

The resolution was carried. P. E. Bentley, of Truro, moved, seconded by Mr. Yuill, a special resolution regarding insurance, as follows:

"Whereas, The importance of fire insurance on retail stocks of merchandise is not by any means as fully realized as it should be; therefore, Resolved, That in the opinion of this Maritime Board of Trade some united effort should be made by the wholesale houses to bring this matter before all their customers.

"Further Resolved, That this board believes that if a copy of this resolution was mailed by every wholesale firm to its customers, with a letter stating its importance from a credit standpoint, it would stimulate them to procure better protection in case of fire; and further, Resolved, That the mercantile agencies be requested to make this information a special feature in their reports." Carried.

Uniform Rates on Apples.

Mr. Innis, of the Kentville Board, then brought up the question of putting shippers of apples all on the same footing as regards freight rates. They were not complaining of the rates but merely wanted uniformity.

The resolution in this connection passed last year was reaffirmed.

J. DeWolfe, of Halifax, said he was in the shipping business and it was well known that large shippers always received preference over small ones.

Geo. E. Hughes, of Charlottetown, suggested a change in the resolution to make it read "local" as well as "foreign" ports. In Prince Edward Island they were much bothered with absence of uniformity of rates. The resolution was reaffirmed by having the words "foreign ports" cut out.

J. L. Stewart, of Chatham, N.B., also spoke on the resolution. He felt that the part referring to transportation companies which received subsidies from the Government should be eliminated. All transportation companies should be included.

To Reduce Telephone Rates.

Mr. Tanner, of Pictou, advanced a resolution regarding the reduction of telephone rates in the provinces. He spoke at some length on the exorbitant character of the price of 'phones and the toll rates. The rural rate of 25 cents for a farmer to telephone was far too much. The Nova Scotia Tele-

phone Co. was piling up money and he believed that the public were forced to pay prohibitive rates.

Mr. Innis, of Kentville, seconded the resolution and pointed out that in their district they had a telephone at $10 a year.

Mr. Black, of Sackville, spoke as a member of The Telephone Co., of New Brunswick, and said that he knew that the provincial companies were at work upon a uniform system of rates equitable to all. In New Brunswick the claim of unjust rates was being discussed all the time and it was a live issue.

D. A. Morrison, of Amherst, supported the idea of getting a specific resolution from the board, as it would tend towards improving rates on all the companies.

For Uniform Freight Rates.

Mr. Roach, of Windsor, N.S., brought up the difficulty experienced by having only one express company on the line of the Dominion Atlantic Railway. The rates were lacking in uniformity and in some cases excessive. Parcels should have one through rate for certain distances. Kentville had a similar subject before its board.

Mr. Whitman, of Annapolis, spoke in support of this idea and sympathized with Mr. Roach. He said the Maritime Express Company had complete control of Western Nova Scotia and were unreasonable about pro rating with any other company.

Mr. Innis said there must be fair play to the Dominion Atlantic, as it was not a question of their pro rating, but it was a question of the bigger companies not being willing to pro rate. He knew that the rates of the Dominion Atlantic Express Co., known as the Maritime Express Co., were lower than any other in Canada.

THURSDAY AFTERNOON SESSION.

The board resumed promptly at 2.30 p.m. The express rate proposal from Kentville was not ready so Halifax offered their own resolutions voiced by A. H. Jones, of the city Board of Trade.

The trade with the West Indies had, he thought, been neglected. The exports, about six millions, and imports three millions, showed a decided want of energy in that direction. He compared Canadian trade and that of the United States with the Indies.

The question of cable rates was a vital one. The rates were very high. He quoted the rate of 48 cents a word to Jamaica and others that were too high. He compared the rate of $1.16 to Australia and that of $1.44 to Demerara. This, in contrast, seemed ridiculous.

Mr. Jones moved a resolution, seconded by J. DeWolfe, of Halifax, as follows.

"Whereas, The Halifax & Bermuda Cable Company have intimated to this board that they desire to extend their cable system to the West Indies by the laying of a cable from Bermuda to Barbadoes and thence to Trinidad and British Guiana; and whereas, they have made application to the Governments of Great Britain, Canada and the various West Indian colonies interested for the grant of a yearly subsidy to assist such extension. And whereas, this board recognizing the beneficial effect that the establishment of the present cable between Halifax and Jamaica via Bermuda with consequent decreased charges has had on the Canadian trade with the West Indies, and believing that the further extension to British Guiana by the route previously mentioned would facilitate and improve the business relations between the respective countries.

"Resolved, That the Government of Canada be asked to give the most favorable possible consideration to the request of the Halifax & Bermuda Cable Co. for monetary assistance, provided that the Governments of Great Britain and the Governments of the various West India Islands and British Guiana are prepared to grant subsidies also." Carried.

Mr. Armstrong, of Yarmouth, then took up the question left over from last year re the Federal Government taking over a number of branch lines in Western Nova Scotia and New Brunswick. He moved that the resolution of last year should be reaffirmed. It was seconded by Mr. Eakin.

Mr. Armstrong spoke upon the value of consolidation of the railway services of the Maritime Provinces. Business was suffering generally owing to the diversity of freight rates and the inadequacy of service. He believed the board should urge consolidation upon the Federal House as soon as possible. He especially referred as an example to certain feeders for the I.C.R. Other big railways were continually doing this and this seemed a good business proposition.

H. Logan, M.P., of Amherst, said that he thought this was a most important resolution. He believed unless the Government adopted the policy of buying feeders and of building feeders for the I.C.R. it would never meet the needs of developing the amazing resources of the Maritime Provinces. The Government, he thought, should at least investigate the terms upon which certain branch lines could be either leased or purchased. In Nova Scotia he believed the local branch lines were better feeders to the C.P.R. than to the I.C.R.

He explained that a government railway official was not allowed the leeway of an independent railway man, hence, large quantities of freight went west by C.P.R. and G.T.R.. (Applause.)

Hon. H. R. Emerson, late Minister of Railways, then spoke. He expatiated upon the complexity of the transportation problem in the East. He suggested that this resolution might be broadened to cover every province in which the I.C.R. was operated. He could recommend a connection of some kind with Prince Edward Island. If the policy of expansion of the I.C.R. would not be carried out within 18 months.. then within five years the I.C.R. would cease to be, and would be absorbed by some other system that was sufficiently progressive to meet the wants of the people. That resolution must needs be recognized or decay would set in at an early date. He pictured great possibilities in the progressive policy outlined on the resolution. Great applause greeted the speaker. The resolution was, of course, reaffirmed.

W. B. Snowball greatly approved Mr. Logan's proposal to build new branch lines. He cited an example along both South Shore and North Shore in his own neighborhood of Chatham, where no other service but the I.C.R. could build new lines with profit.

Mr. McNeil said, "Would you include the tunnel on that resolution?"

Mr. Snowball said that the tunnel had been already passed, and any way the isolation of the Prince Edward Islanders had developed a brainy and remarkable people. If they were to get a tunnel and abolish their isolation it might interfere with their mental development. He, however, proposed that Mr. Armstrong might add to his reaffirmation of the resolution, the words referring to the building of new lines.

Mr. Armstrong thought at the present time he would hesitate to lay down a policy different from the one mentioned in the former resolution.

The former resolution was reaffirmed unanimously.

Freight Rates to the Island.

Hon. G. E. Hughes then moved the reaffirmation of the resolution passed last year and proposed by himself re the disproportion of freight rates prevailing to and from Prince Edward Island, when compared with those prevailing from Montreal eastward, and the further resolution regarding the inadequacy of transportation on the steamboat service to and from Prince Edward Island.

Mr. McNeil, of O'Leary, seconded Mr. Hughes and in a vigorous speech pointed out how poor much of the railway service was all over the Island.

"Is it a government railway?" a voice queried. "There isn't anything else there," said Mr. McNeil. He then went on to tell how dairy produce was sometimes delayed, and other products suffered in transit by these slow railroads. He said everything was in the hands of a monopoly except the farmers' products.

T. G. Fielding, of the Island, also spoke in support of the motion.

The motion was reaffirmed unanimously.

Advertising the Provinces.

Mr. Whitman, of Annapolis Royal, then took up the matter of advertising the beauties of the Province of Nova Scotia. He offered the following resolution, making it apply to all the provinces:

"Resolved, the subject of advertising these Provinces by issuing a sporting guide to Nova Scotia so as to induce a larger number of tourists and sportsmen to visit the Provinces be endorsed by the Maritime Board of Trade, and it is recommended that all Boards of Trade furnish necessary information

from their respective counties. And further resolved, that a special committee be appointed to devise ways and means to print a guide so as to furnish books at the lowest cost for distribution and sale."

Dr. Breck, of Annapolis Royal, then supported the resolution by reading a splendid paper elaborating upon the beauties of Nova Scotia. He dwelt cleverly upon the attractions of the provinces in natural beauty and the need of advertising. His paper was well received, and the resolution passed unanimously.

Senator Ross supported the resolution by a practical speech.

Mr. Evans, fishery expert, from Ontario, who had spent years in the work of fishery protection, spoke. He pointed out by facts and figures how Maine had made money by advertising its resources for the sportsmen and the money-spending tourist. He referred to the need of preserving their fish and game, mentioning deep sea fishing particularly. He then compared some of the work in a similar way done in Ontario, and showed how extraordinary conditions existed in lakes depleted of their fish by neglect of the property, such, for instance, as Lake Ontario. He referred to the shad fishery commission, now sitting in Halifax.

Tidal Power Scheme.

Mr. Starr, of Wolfville, N.S. then dealt with the following questions:

"Resolved, that the Dominion Government be requested to offer a prize or other sufficient inducement to bring out a practicable and workable scheme to use the tidal rivers of the Bay of Fundy and its branches for the development of continuous power for manufacturing and electrical purposes; also resolved, that the Governments of Nova Scotia and New Brunswick be urged to co-operate and do all in their power to encourage the working out of this scheme."—Carried.

Mr. Beckwith, of Canning, seconded the resolution, and said he believed that the harnessing of these tides was very important.

Prof. Andrews, of Sackville, spoke of the great power of the tides of the Bay of Fundy for manufacturing purposes. If they ever were harnessed, it would have to be done in a large way, and when it was done, it would simply transform the industries of the Maritime Provinces.

The Inverness Railway.

Mr. McDougall, of Inverness, presented a strong resolution, which was adopted, regarding the Inverness Railway, as follows:

"Whereas the Inverness and Richmond Railway Company, now the Inverness Railway and Coal Company, entered into a contract with the Government of Nova Scotia for the construction of a line of railway from a point on the Intercolonial Railway near Point Tupper, on the Strait of Canso, to Broad Cove, now known as Inverness, a distance of 61 miles; and whereas said line of railway was so built, the company receiving a Federal Government subsidy of $6,400 per mile, a local Government subsidy of $4,000 per mile, a subsidy from the municipality of the County of Inverness of $1,000 per mile, together with a free right-of-way; and whereas the provisions of the contract entered into by the said company with the Nova Scotia Government in this matter have not been satisfactorily carried out on the part of the said company; and whereas the non-observance of those provisions causes much inconvenience to passengers traveling over said road, while the high freight and parcel rates seriously affect the commercial interests of the patrons of said road throughout the Maritime Provinces and elsewhere; and whereas the grievances herein referred to have been set before the Government of Nova Scotia by petition in March last, resolved, that, in the opinion of this board, the Government of Nova Scotia should give careful consideration to the matters set forth in said petition, a copy of which is hereto attached, more particularly the providing by said company of sufficient rolling stock, the adjustment of freight rates, and the providing of sufficient accommo-

CHAS. M. CREED,

Of Halifax, the Venerable and Active Secretary-Treasurer of the Board.

dation for passengers at Point Tupper Junction; further resolved that a copy of this resolution be forwarded to the Government of Nova Scotia."—Carried.

"To the Lieutenant-Governor-in-Council of the Province of Nova Scotia: The petition of the Inverness Board of Trade of the Town of Inverness, in the County of Inverness, humbly sheweth: That, the Inverness and Richmond Railway Company, Limited, a body corporate, entered into a contract, dated the 23rd day of May, in the year of our Lord one thousand eight hundred and ninety-nine, with the Government of Nova Scotia for certain considerations therein mentioned to build and complete a line of railway from a point on the Intercolonial Railway to Broad Cove, now the town of Inverness; and on and after completion of the said line of railway, the said company was in and by the said contract required to truly and faithfully keep the same and the rolling stock necessary therefor in good sufficient working and running order, and to continuously and faithfully maintain and work the traffic of the said railway, and to run at least one passenger train each way daily (Sunday excepted) at a moderate rate of speed; that in and by the said contract it is also provided that the tariff and passenger traffic on the said railway shall be subject to the approval and revision by the Lieutenant-Governor-in-Council; that the specifications annexed to the said contract which are by its terms embodied therein and made a part thereof require the said company to provide first and second-class cars; that the said company was by statute subsequently amalgamated with the Inverness-Richmond Collieries Company, Limited, and is now operating under the name of 'The Inverness Railway and Coal Company' by virtue of the provisions of Chapter 162 of the Statutes of the Province of Nova Scotia for the year 1902; that the said line of railway was completed and the said company received its subsidies from the Provincial and Federal Governments and the said County of Inverness, several years ago, but to this date it has never run a passenger train either way thereon. The only one by which passengers could ever travel was a mixed train, and it is now a coal train with frequently eight or nine large cars laden with coal with one passenger and one mail and baggage car attached thereto; the passenger car cannot truthfully be classified as a first-class one; this train, owing doubtless to its being chiefly a coal train, leaves the town of Inverness twenty minutes earlier than the advertised time, in order to enable it to make connections with the Intercolonial Railway at the junction near Point Tupper Station, thus occasioning much inconvenience and some loss of time to the traveling public; and in several instances causing intending passengers to miss the train; that the said company exacts a first-class fare each way from the passengers and refuses to issue return tickets at other than a first-class fare each way. There has not been nor is there now any second-class car provided nor has there been nor is there now any second-class tickets issued as required by the said contract; that the freight rates upon the said railway are exorbitant and renders business in the said town almost impossible, and recently the minimum freight rate has been increased to 35 cents per hundred pounds; that this town is not alone in complaining of the foregoing grievances, the people of the county outside of this town having any business with the said company are just as emphatic in their disapproval in relation to the said grievances; that no station or platform is provided by the said company at the southern terminus of the said line where it makes connection with the Intercolonial Railway and in consequence passengers are subjected to the inconvenience and hardships attending cold weather, and rain and snow storms, as well as the alighting from, and entrance into, the said company's cars and those of the Intercolonial Railway; wherefore your petitioners pray that your honorable body adopt such means at once as are necessary to compel the said company to properly comply with the provisions of their said contract and to redress the grievances herein set forth, as well as others that, on investigation, can be ascertained; and your petitioners as in duty bound will ever pray, etc."

Inverness, C.B., March, 1908.

Privileges for Coasting Schooners.

T. G. Fielding, of Alberton, spoke on the question of equal rights for their sailing schooners with steamers at coasting piers or stations, and Charlottetown, P.E.I. It was moved and seconded that the resolution of last year on this question should be reaffirmed. The resolution is as follows:

"That this convention of the Maritime Board of Trade, believing that the time has fully arrived when our coasting schooners should have equal rights with steamers at coasting piers, while seeking cargoes of coal, and each should be loaded in their proper turn, as the present discrimination against sailing vessels in favor of steamers has largely increased the price of coal to the consumers and driven our merchant marine from the trade; therefore, resolved, that the Federal Government be requested to pass such legislation as would remedy grievance and place our coasting schooners on the same footing as steamers; and, further resolved, that foreign shipping and sailors be excluded from coasting in our coastwise waters, and placed on the same footing as United States bottoms that are not allowed to carry a passenger or a pound of freight in Canadian coastwise trade." Carried.

Mr. Fielding especially mentioned in this connection that the Dominion Coal Co. had not been at fault.

J. L. Stewart spoke as a newspaperman in Chatham, N.B., and said that there was a grievance from this standpoint.

Excessive Express Rates.

The matter of excessive express rates was taken up by the Kentville Board of Trade, on a motion by Mr. Innis, seconded by H. M. De Wolfe, as follows: "That this Board considers the express charges on all lines of railways in Canada to be excessive, that the same should be reduced to a fair basis, and that the Federal Government be asked to have the Railway Commission investigate and remedy this wrong." Carried unanimously.

Extending the C. P. R.

G. E. Faulkner, of Halifax, then proposed the following resolution, which was adopted:

"Resolved, that the general interests of the transportation business of the Dominion, and especially of the Province of Nova Scotia, demand that the advantages of the Canadian Pacific Railway system be extended to Nova Scotia, and the Maritime Board of Trade requests the Department of Railways and Canals of Canada to negotiate an agreement between the Intercolonial Railway and the Canadian Pacific Railway Company, whereby the latter shall be granted running and haulage rights, on fair and equitable terms, over the rails of the Intercolonial Railway from the city of St. John, N.B., to one or more terminals of the I.C.R. in Nova Scotia. Further resolved, that copies of this resolution be forwarded to the Prime Minister of Canada, the Minister of Railways and Canals, and the Ministers representing the Provinces of Nova Scotia and New Brunswick in the Dominion Government."

Mr. Faulkner made an able speech in defense of his resolution. It was seconded by Mr. Mitchell, vice-president of the Halifax Board.

W. F. Sumner, of Moncton, was on his feet at once to defend his town, and said the resolution should read G.T.P., not C.P.R. He thought the C.P.R. had about all they should get. He believed it was the thin edge of the wedge for the C.P.R. to get hold of the I.C.R. Praising Nova Scotia's resources and beauty, he said the C.P.R. should build a line of railway if they wanted, but they should not be given the I.C.R. (Applause.)

Mr. Innes, of Kentville, defended Mr. Faulkner's resolution by citing Scottish railways which used one another's lines. The C.P.R., he thought, should be given full running rights, and they should pay handsomely for it. It could be made a great asset to the I.C.R. (Applause.)

Senator Ross questioned whether the C.P.R. were thinking so much of public good as they were of selfish interests. If good terms were made the question would be, could the C.P.R. be held to them? He saw danger ahead, as the C.P.R. was the enemy of the Dominion Government.

Hon. H. R. Emmerson said he could see much importance in the resolution. It meant either the survival of the I.C.R. or its demise. He disputed the advisability of the resolution. It was too strong a privilege to give to any road. There was no parallel in the world. The I.C.R. did not pay now, how much less would it pay if the C.P.R. got their running rights? The C.P.R. had made offers of $130,000 for such rights, which he sarcastically called a "princely sum." In two years the I.C.R. would practically cease to be, except as a local accommodation railway. He pointed out dire results to the men of the I.C.R. and to the whole equipment. He hoped the Board would not go on record as wishing to disembowel the I.C.R.

"Not at all," cried voices.

Mr. Emmerson said it was all very well to say "not at all," but he knew what the C.P.R. would do. They would promptly get a monopoly of all the best trade in the East and kill the I.C.R. He declared the business of Halifax, St. John and Sydney would all suffer.

Mr. Emmerson was stopped by the time-bell in the midst of a great peroration against the resolution. (Loud applause).

H. Logan, M.P., tried to point out that Mr. Emmerson's bogey was largely imaginary. He would oppose any resolution which meant what Mr. Emmerson had outlined, but no Government would do any such thing. "Thou shalt not touch the I.C.R." seemed to be the slogan, but if the resolution meant improvement of business for the whole Dominion, then vote for it. The C.P.R., he knew, were after all they could get, but what they wanted and what they would get were different things. He would encourage the C.P.R. to build magnificent hotels in Halifax and Sydney, and other places. Mr. Sumner thought the G.T.P. should be given the running rights. Why, that road would take away all the trade of the I.C.R. just the same as the C.P.R. He was opposed to anything that would hurt the I.C.R., but the idea involved in the resolution would put new blood into Nova Scotia and would be the making of the Provinces.

Mr. Sumner said the Great Northern were after the I.C.R., and he moved that the G.T.P., the Great Northern and the C.P.R. should all be given running rights. It ought to be made open to them all. He felt that the Board would rue the day that they passed such a resolution.

Mr. Stevens, of Halifax, defended the resolution, because, he said, the speakers had misunderstood the whole question. The whole bogey was absurd.

Senator Ross said that when the C.P.R. did have running rights over the I.C.R. it nearly ruined the road, and it would happen again.

Mr. Edgerton, of Moncton, suggested that a committee should get together and make a new resolution.

Mr. Faulkner thought all the misunderstanding was absurd.

D. A. Morrison, of Amherst, thought there was no need for alarm. He was sure the Government would look after the best interests of the people and the I.C.R. Competition was always good, and he felt the resolution should be supported.

FRIDAY MORNING SESSION.

At nine o'clock Friday morning the board convened and the president spoke of the immense number of subjects and incidentally how members had not turned up on time. He went over several resolutions on the agenda paper and several were cut out owing to absence of delegates.

St. John Board, represented by Mr. Anderson, stated that all their resolutions were wiped out. Mr. Foster, president of the St. John Board, was compelled to return home and so everything was left over.

Further Debate re C.P.R.

W. B. Snowball took up the debate on the question of the C.P.R. being given running rights over the I.C.R. He felt that these subjects were contentious and were not advisable to bring up in the Maritime Board of Trade. He felt that the Halifax Board should have withdrawn their resolution as soon as the contention began. St. John had shown wisdom in withdrawing their subject, which also would cause contention.

As a New Brunswick delegate he would like to know what the C.P.R. meant by the running rights. If it meant that the C.P.R. were to pick up freight and passengers with the same aggression as they do elsewhere, the resolution is the most dangerous that could be passed. He thought the C.P.R. had far too much control now. They were a wealthy corporation and could easily build a road down through the Mine Basin and give work to the men

down east. He hoped the resolution would be withdrawn.

J. DeWolfe, of Halifax, said a C.P.R. line would be a fine thing for the whole section of country through which the road passed. He cited Quebec as having benefitted by the C.P.R. He would like to ask those who were opposed to the resolution, if they would be so inclined if they were residents of Nova Scotia. He could not see how any resident of Moncton could oppose the C.P.R. when they wanted the G.T.P.

Lieut.-Governor McKinnon, of Prince Edward Island, at this point, happened to arrive and the chairman called him to the platform.

Mr. Lodge, of Moncton, then continued the debate on the resolution, claiming that it was unwise to pass it. The I.C.R.'s chief benefit was from local freight and passengers. He also thought the C.P.R. would not do as much for the people as the I.C.R. Halifax would not get the benefit they expected.

Mr. Campbell, of Halifax, said he would like to dismiss all irrelevant matter and stick to the original resolution. The entrance of the C.P.R. to Nova Scotia was the question. St. John was panicky about the C.P.R. entering Halifax; they were not panicky when it entered St. John. He did not say the I.C.R. was a grinding monopoly, but nevertheless, it was a monopoly and it was the only line entering Halifax from the west. It would make all railways "sit up" to have competition. Surely this spectre about running the I.C.R. was exaggerated. All Halifax wanted was competition.

Mr. Harvey, of St. John, said he was amused at some of the remarks of Mr. Campbell. It was not competition for a business man to hand over a portion of his business to another for the sake of getting competition. These matters of contentious nature should be withdrawn. He recalled how some years ago when he lived in Moncton, the C.P.R. then had some running rights and the whole city of Moncton was suffering from the arrangement.

Mr. Innis, of Kentville, thought it was all a misunderstanding regarding the meaning of running rights. Running rights would be an advantage.

Hon. H. R. Emmerson said this resolution would be taken to mean an approval by this board of the attitude of the C.P.R.

Hon. Mr. Robinson, of Moncton, said he thought the subject was one that required care. He thought Mr. Sumner's amendment should be carried. Unanimity of action was the best and unless that could be reached no resolution should be passed.

M. G. DeWolfe, of Kentville, said he thought a lot of business men were underrating the intelligence of the Government. Halifax should have the C.P.R. He also referred to the wisdom of the late Michael Dwyer, who wanted the C.P.R. years ago in Halifax. The C.P.R. would have made things better everywhere in Nova Scotia. Surely our cabinet ministers were quite equal to dealing with the C.P.R. magnates. St. John people had developed their city and Halifax people should look after her own interests. What helps one section would help another eventually. He hoped the whole question would be carried harmoniously.

James Pender, of St. John, argued that the running rights were dangerous. The late Mr. Blair took running rights from the C.P.R. in 1896 and it was quite evident they would do again what was done in the old days.

Mr. Yuile, of Truro, also spoke on the question, defending it.

Mr. McNeil, of P.E.I., said there was a lot of talk but none of it was worth a button to the Island. He would support the amendment but he wanted the thing carefully thought out so that some benefit to the Island would accrue.

Prof. Andrews said he was not in sympathy with abolishing contentious subjects. It was better for the board to handle large questions. They were not legislating so they need not be afraid.

M. G. De WOLFE,

Of Kentville, N.S., the Board's Auditor and One of Its Most Active Members.

There was nothing alarming in the resolution and the delegates should combine to put up a unanimous vote and not allow any sectional desires to militate against the larger benefits available to the whole Province of Nova Scotia. (Applause.)

Mr. Purdy, of St. John, thought the resolution should be made more explicit.

L. H. Logan, M.P., took some care to say that he was a friend of the I.C.R. and had always been. But St. John people were big men, prepared to give and take. This resolution was misunderstood. Consider the resolution alone, he said. It cannot hurt anyone. Look it over. He read it over clause by clause, and was heard with marked attention. He pointed out how careful it was and quoted its lines "Fair and Equitable" terms and this he accentuated.

"Rob the whole thing," said Mr. Snowball.

Mr. Logan, continuing, said that Mr. Snowball favored the G.T.P. a few years ago but he was afraid of the C.P.R. It was unfair to the C.P.R. They would benefit the provinces and deserved at least this resolution.

Mr. Sumner, of Moncton, said he was anxious to see the resolution guarded.

J. A. Johnson, of Halifax, spoke in favor of giving the C.P.R. more rights. He said Nova Scotia had never received any rights and they needed attention.

Mr. Harvey, of St. John, pointed out that even if the resolution were passed it would be carried by a Halifax vote and would not represent the will of the Maritime Board of Trade. He would favor a resolution asking the C.P.R. to build a new line just as had been done to St. John.

G. E. Faulkner, as mover of the original motion, spoke in defence of his resolution, and condemned any small policy. He pointed out where the I.C.R. would have been if the C.P.R. had built their own lines. If they are now afraid of a small privilege what would it have been then? The C.P.R. had put life into every place it ever touched and would be a great factor in helping all the cities of Nova Scotia. No other factor had done more for Canada, than the C.P.R.

The Resolution Carries.

The amendment of Mr. Sumner was then put and lost by an overwhelming vote.

Hon. Mr. Robinson, of Moncton, then moved an amendment by inserting in the main resolution the clause that running rights should not include station to station privileges between St. John and terminal points.

Mr. Faulkner preferred the original resolution.

The new amendment was then put and lost by a vote of 24 for it and the whole remaining body against it.

The resolution was put and carried by a vote of 52 for it and 24 against it. (Great applause.)

Mr. Snowball moved that the names of the delegates who voted against it and for it should be recorded by name and board.

Dr. Andrews suggested that the respective boards should send the names of the delegates to the Maritime secretary.

Drinking and Business Life.

Dr. Andrews then proceeded to take up an important resolution regarding the relationship of drinking to employment of labor, as follows:

"Moved, that we deem the subject of the effect of the traffic in intoxicating liquor on the commercial life to be one into which the business men should make enquiry and we, therefore, recommend the local Boards of Trade to make this a matter of local investigation and discussion during the year, and that a committee be appointed to collect reports from the local boards and make a report to the next meeting of the Mari-

time Board and draft appropriate recommendations."

Mr. Black, of Sackville, supported the resolution, and said that the use of liquor had been a factor in the fall of many a good workman, and he deprecated the use of liquor.

Senator Ross said temperance reform was a big question and the work of reform was going on. He praised the temperance character of the members of Parliament all over Canada. He urged the addition of tobacco to the resolution. He attributed his long life and his activity at 83 to the abstention from tobacco.

Dr. Andrews' resolution was carried unanimously.

To Protect Historic Lands.

R. W. Starr, of Wolfville, moved a resolution that the Federal Government be urged to acquire the important historic lands (now private) of this province, for the purpose of protecting and preserving them. Seconded by Hon. G. E. Hughes, and carried unanimously.

The following resolution was also brought in :

"Moved by Frank A. MacEachern, seconded by G. E. Faulkner, that whereas there is a considerable and growing traffic in lumber, coal, merchandise, farm and dairy produce between points in New Brunswick, Prince Edward Island and Nova Scotia proper with Inverness county, and more particularly the large and growing town of Inverness in the Island of Cape Breton ; and whereas nature has not been lavish in her gifts in the matter of harbor accommodation on the west coast of Cape Breton ; and whereas the matter of improving and extending the harbor accommodation at Inverness aforesaid has already been given consideration by the Federal Government, and the said Government is now expropriating land and land covered with water at Inverness aforesaid with a view of improving the said harbor ; resolved that in the opinion of this board the expenditure upon the improvement and extending the said harbor by the Federal Government, in view of the importance of the work, should be of so generous a character as to warrant the completing of this work at an early date ; further resolved that a copy of this resolution be forwarded to the Federal Government and the Minister of Public Works."

A PLEASANT EXCURSION.

During Friday afternoon the delegates and their ladies and friends, as well as a large gathering of Halifax people, were guests of the Halifax Board of Trade on a delightful excursion around the harbor, and a short trip out to sea. The handsome Government steamer Aberdeen was placed by the Government at the disposal of the board, and over 300 were present. No more harmonious and well-managed function was ever enjoyed by the board. The weather was ideal, and after a short tour up the basin and along the harbor to Macnab's Island, then away out to sea, the boat returned just in time for dinner. Refreshments were served freely on board, and music was supplied by the Royal Canadian military band, under Bandmaster Ryan. A pleasing vocal quartette rendered selections, and merriment ruled.

Lieut.-Gov. Fraser and Mayor Crosby, of Halifax, were among the guests. President Bell, of the Maritime Board, and President Faulkner, of the Halifax Board, were warmly congratulated, and cheers were given for them as the boat neared the docks. Secretary Saunders, of the Halifax Board, deserves great credit for his excellent management of the varied city entertainments, to which every delegate was given special invitations and privileges.

During the week the ladies of the party, that is, wives and daughters and friends of the delegates of the board, were given a delightful drive about the city. Every night some special entertainment was available and Halifax again excelled her great name for cordial hospitality.

FRIDAY EVENING SESSION.

Fresh from their trip around the harbor, the delegates met again at 8 p.m. The President opened proceedings by reading the following letter from D. H. Ross, Canadian Trade Commissioner in Melbourne, Australia.

"The Secretary the Maritime Board of Trade:

"Dear Sir,—Before the conclusion of your convention, I should deem it a very great favor if you would prominently bring under the notice of the chairman and members, the desirability of the Maritime Provinces being represented at the Congress of Boards of Trade—or Chambers of Commerce—of the Empire, which meets in Australia in September, 1909.

"At the Congress held in Montreal some five years ago, Australia was well represented and the opportunity for Canadians to reciprocate will be available a year hence.

"I was requested by the Hon. William Knox, President of the United Chambers of Commerce of Australia, to advance the interests of the Australian Congress throughout the Dominion. Since my arrival in Canada, I have received a letter from Mr. Knox, from which I beg to make the following extract:

"'I beg that you will convey to all the Boards of Trade in the Dominion our most cordial greetings from the Chambers of Commerce in the Commonwealth of Australia, and New Zealand, say they are looking forward with great expectation and hope to the Imperial gathering which is to take place next year. We hope to have the great happiness of welcoming a large number of our kindred men of commerce, especially those from Canada.'

"For the information of your convention, I may state that Canadian delegates would do well to leave Vancouver in August, 1909, reaching Brisbane, Queensland, on September 7th. The first meeting of the Congress will be held in Sydney on September 14th, 1909, giving delegates a week in transit from Brisbane to Sydney, time which could be enjoyably passed in visiting various points of interest in Southern Queensland, including the famous Darling Downs, which comprises some of the finest agricultural country in Australia.

"There will be various sessions of the Empire Congress in Sydney and in Melbourne. The Australian Chambers of Commerce are already making active preparations to give Canadian and other visitors an excellent time during their stay in the Commonwealth. Interesting side-trips to beauty spots and points of interest have been planned. Delegates will be franked all over the State railways during their stay in Australia. I understand that New Zealand will extend similar considerations to delegates who may wish to visit that most interesting colony.

"It is anticipated that the cost of the round-the-world trip, proceeding via Vancouver, to Australia, and returning via Suez and England, will not exceed, so far as passage money is concerned, more than $550.

"Yours faithfully,

"D. H. ROSS,

"Canadian Trade Commissioner at Melbourne, Australia."

The President spoke of the pleasure he experienced at attending the conference of the Chambers of Commerce in London, Eng., in 1906. He hoped some of the Maritime men would be able to attend this convention in Australia.

A Canadian Fisheries Board.

Business was then resumed by taking up the question of the appointment of Canadian Atlantic Fisheries Board by Mr. Whitman, of Halifax Board. Dwelling upon the need of improvement of the Atlantic fisheries. he related the various efforts made during the year toward this end. The efforts made by appeal to Parliament had been practically fruitless.

Mr. Wilson, of Halifax, seconded the following resolution proposed by Mr. Whitman, which was carried:

"That the executive of the Maritime Board of Trade take steps to again put before the Government the urgent necessity of carrying out the proposed forward movement in the administration of the fisheries, as covered by the following resolution passed at the last session of the Maritime Board of Trade: 'That this meeting of the Maritime Board of Trade endorses the movement for the appointment of a fisheries board to act under the Department of Marine and Fisheries, for the regulation and control of the Canadian Atlantic fisheries, and that steps be taken to have this important matter acted upon at the next session of the Dominion Parliament.' "

Mr. Wilson spoke of the immense value of the lobster fisheries of the Provinces, amounting to about four millions of dollars. The fisheries were not protected. Canners were canning the miniature and undeveloped lobster. The hatcheries and the fry were poorly managed. The lobster catch was declining and something should be done. He stated that five hatcheries produced 623,000,000 fry during the season after 1906. The catch last year of mature lobsters did not exceed sixty million lobsters. This all went to show that the eggs and fry in large percentage failed to come to maturity. The eggs were put overboard far too long a distance out in the sea. The lobster was put out in the egg far too young. A few years ago Nova

Scotia had fine oyster beds. A few more years under present circumstances there would be no oyster beds at all. The Island was not quite so bad. The department knew of this, but it was embarrassed because the Dominion Government made the laws and the local Government granted the leases. There was no protection, so that few leases were sought. There were many means of destruction of the oyster and no care of these luscious bivalves was being taken. He would like to see the members of Parliament more intelligently appealed to on these matters. The pickled fish industry required rigid inspection.

Hon. Geo. G. Hughes spoke on this fishery question. In the P.E.I. Legislature they had passed an Act regarding the lease of fisheries. At the conference of the Premiers, he found that there was a movement on foot to place the whole fishery management in the hands of the Federal Government. They were in correspondence now to find out what value was attached to the fisheries before the Province should give them up to Federal control. The three-mile limit held yet, and on P. E. I. they were not properly equipped with boats to get any of the fishery bounties. He knew the matter was in hand, but was in abeyance. He recommended a resolution which would hasten the settlement of the question one way or the other.

Mr. Birch, of Alberton, approved the resolution. He said he did not think that the farmer of P.E.I. was destroying oysters by digging mussel mud for his farms. It was a mistake to say that he killed the oysters, as on some of the beds of the best quality there were five feet of ice.

M. G. DeWolfe said he was glad this subject had come up, as he wished to read a portion of a letter from a literary friend of his in Ontario, regarding the fishery interests in the Provinces. The letter pointed out that better trade could be developed in the West if the Maritime Provinces people would appreciate their own resources more keenly.

Senator Ross spoke regarding the fishery question. He thought that the letter read by Mr. DeWolfe was written by some Ishmaelite who did not know what he was talking about. There was an erroneous impression abroad that the fisheries were declining. Fish were never so plentiful in Cape Breton as this year. The country was strong on technical schools yet nothing was being done to educate the natives as fishermen. Lobster trapping occupied too much attention. He referred to the dog-fish plague, and pointed out that the best fishing was on the Falls.

The deputation to Ottawa failed to ask him to join them there and he was not in the habit of forcing himself on them. He thought the deputation probably saw some of the understrappers and got no attention. He was much interested in lobsters, having an interest in three different lobster factories. The lobster inspectors were not rigid enough. They were too much in sympathy with the fishermen. He had spent 26 years of the best time of his life amongst fishermen. Most of the package and barrel fish of Cape Breton were all poorly put up. He noticed in Boston that the Norwegian mackerel bought for better prices than Cape Breton fish of equally good quality. Canadian fish were not properly washed nor properly packed in good barrels. He did not wish to be severe on the Dominion Government, as he was supposed to be a supporter. He was glad to see an investigation into the Fishery Department. He was strongly in favor of the resolution. (Applause.)

L. M. McNeil, of O'Leary, P.E.I., also spoke in support of Mr. Birch's remarks and supported the resolution. The fishery question, he said, should be out of the reach of partizanship.

The All Red Route.

L. G. M. Campbell, of Halifax, brought in a resolution endorsing the All-Red Route. He spoke stating that the Opposition at Ottawa had not done all that it could to help the All-Red Route scheme. The route was going to benefit Canada more than any other country in the world. He thought it would stimulate shipbuilding and probably revive it. It was only natural that Canadian steamship companies would object, but that alone did not justify the Government in neglecting this All-Red proposition. At present there were no Canadian steamers fast enough to give good mail service. He thought if the G.T.P. were going into a steamship service they would jump at the proposal of the All-Red Route. He demanded the expenditure of so much money on the G.T.P. If there were a hundred million dollars available for a Hudson Bay route survey a million or two could be given towards the improvement of the mail service.

Geo. Hemsley, of Halifax, of the Pickford & Black Shipping Co., advocated ships of great speed for the All-Red Route and supported the resolution.

Senator Ross said he was not in favor of the Hudson Bay Railway, and he did not believe it would be built. In the matter of fast steamers, Canada should have the very fastest boats afloat. He believed the Dominion Government would give a handsome subsidy.

The following resolution, moved by Mr. Campbell and seconded by Mr. Hemsley, was unanimously carried:

"Whereas, the Government of Canada has placed itself on record as indorsing the policy of improved fast mail passenger and express freight services between British possessions, both on the Atlantic and Pacific, and whereas such services would be of immense material and political advantage to Canada by stimulating trade, encouraging immigration and bringing us into closer touch with other parts of the Empire; therefore, resolved that the Dominion Government be urged to formulate its policy and lay definite proposals before the Imperial and Colonial Governments so that such improved services may be inaugurated with as little delay as possible."

THE NEW OFFICERS.

The Nominating Committee then brought in their report as follows:

"Your committee appointed to nominate officers beg leave to report as follows:

President—Hon. Geo. E. Hughes, Charlottetown.

1st Vice-President—W. B. Snowball, Charlottetown.

2nd Vice-President—F. C. Whitman, Annapolis.

Secretary-Treasurer—C. M. Creed, Halifax.

Corresponding Secretary—L. B. Miller, Charlottetown.

Auditor—M. G. DeWolfe, Kentville.

Mr. Bell welcomed the new President, Hon. Geo. E. Hughes, of Charlottetown, and made a nice reference to the ability of the new officer, owing especially to his parliamentary experience. Mr. Hughes was called upon to take the chair.

The President-Elect Speaks .

Mr. Hughes then delivered a suitable speech and presaged greater things for the Maritime Board of Trade. He said he hoped for Maritime union and would like to see efforts made towards this end. He wanted to say a word about the hospitality of Halifax. He thanked the Board for the honor the Board had done Charlottetown by offering to hold their next convention in that city. He promised a warm welcome and a good time.

J. L. Stewart, of Chatham, thanked the Board on behalf of W. B. Snowball, who had been chosen Vice-President, and who was compelled to go home. Mr. Stewart also moved a vote of thanks to Halifax for hospitality and paid great compliments to the beauty of the city and surroundings.

Some Votes of Thanks.

The following resolution was adopted, seconded by Mr. Birch:

"Resolved, that the thanks of the Maritime Board of Trade are hereby tendered to His Honor, the Lieutenant-Governor, to the Board of Trade of Halifax, and to the citizens of the city for the warm hospitality and kindly courtesies that have been extended to us during our stay."

A hearty vote of thanks was given to the Retiring President, to which Mr. Bell replied.

A vote to the press was passed, especially mentioning the MacLean Publishing Co., of Montreal and Toronto. This was moved by M. G. DeWolfe, of Kentville, who also included the clubs of Halifax, who accorded hospitality; to the Nova Scotia Telephone Co., and to the Smith-Bremer Typewriter Agent, who had extended courtesies. This was seconded by Mr. Yuill, of Truro, and was carried. The railway companies who had extended courtesies were included in this vote of thanks, and Charles Creed was also thanked for his valuable work.

Mr. Creed made a neat speech and was warmly applauded.

Favorable Financial Statement.

The financial statement of the Board was then submitted as follows:

To General Expenses	$129.40
Secretary's Salary	150.00
	$279.40
Balance on hand, 1907.	$ 19.12
Subscriptions collected for 1908	318.80—$337.92
Balance on hand	$ 58.52
Subscriptions to collect	$ 57.52

Examined and found correct.

MELVILLE G. DEWOLFE,
Auditor.

The committee concluded by the singing of the National Anthem.

Convention Notes.

Charlie Creed is looking younger than ever and was congratulated by many members on his good work.

Charlottetown, P.E.I., next. Supposed to be the finest spot in the East. Reach it through the tunnel if possible. This is the third trip to the Island. Hope Father Burke will be home this time.

The new President, Hon. George E. Hughes, is a great worker and spoke at Halifax of 300 delegates that should be present. He is a good fellow and will make an interesting official.

P.E. Island sent the best timber to the convention in Mr. Birch, of Alberton, who is like the favorite tree of the Island, best quality—white.

Kentville send their usual strong quota of delegates headed by M. G. DeWolfe, without whom the convention would be tame indeed. He is looking younger and better every year. No man is more devoted and no man deserves more individual credit.

The capable Secretary of the Halifax Board, Mr. Saunders, slept all week with his boots on. He is a wonder and the rooms he occupies are, from a point of beauty in furnishings and equipment, unsurpassed anywhere. They are located right in the heart of the city and were visited by hundreds.

Once more the weather smiled. It was generally remarked that while the Government was said to control prosperity, the Maritime Board always brings sunshine. The weather was so good that even the strong delegation from St. John could not introduce a suggestion of fog.

President Bell made an ideal chairman. He had many knotty problems to handle, yet the chair was always sustained.

The influence of the Board is growing every year as more members of the local and Federal Parliaments were present this year than ever before.

Two lieutenant-governors were among the patrons this year, including Fraser of Nova Scotia and McKinnon of P.E. Island. Premiers Hazzard of the Island, and Hazen of New Brunswick, also attended. Senators and prominent members were present in large numbers.

St. John was the first city to entertain the ladies at the convention and Halifax followed suit nobly. Now Charlottetown, be careful.

The laws in P.E. Island are down on automobiles, so don't take your touring car over there. They like oxsomobiles over there.

OPENING IN ST. JOHN'S.

S. L. Sheppard has opened a brokers' and manufacturers' agency business in St. John's, Nfld. Mr. Sheppard has during the past twelve months been connected with the Robert Simpson Co., Ltd., Toronto, principally with the idea of studying Western business methods and gaining a larger commercial training. His present offices are in the Fort Townsend Building, St. John's. He has secured a number of good Canadian agencies.

THE CITY OF HALIFAX

The Convention Town a Centre of Commercial Enterprise—Something of its History and Beauties—An Active Board of Trade—Some of its Prominent Business Houses.

Halifax is blessed with a history that is heroic. Its past is steeped in military tradition and "doings." This still fascinates. Yet coupled with this charm is the solid business character which manifests itself at every hand. The majority of Halifax business men would prefer to keep in subsidence the military importance of the place as for years that had a more or less deterrent effect upon real business. To-day one sees everywhere unmistakable signs of growth and activity. The street railway service is first rate, the facilities for shipping are unsurpassed and the encouragement given to industries is well proven by the number of new factories, including the great Siliker Car Co., recently established. The educational institutions of the city are known for their excellence and variety far and wide. It is the headquarters for the Provincial educational system; it has splendid schools, a manual training school, industrial school for refractory boys, a well-equipped business college, a medical college, two theological colleges, an art school, a ladies college, two conservatories of music, several convents and a university for higher education.

Commercial Facilities.

The winter port facilities of the city have been at last recognized by the big steamship companies and the mails are delivered in the winter at this port. At the Maritime Board of Trade this year again this vital matter of the carrying of the mail was a big issue and more resolutions were adopted. The railway facilities include the I.C.R., the Dominion Atlantic and the Canadian Pacific. All the pamphlets of the various steamship companies and railways include elaborate references to the beauties of the city. Halifax harbor and its ability to shelter the whole navy of Britain is a household word. The public gardens are simply magnificent and are said to be the finest in the world. These cover 17 acres and their beauty is all of the nature kind, including flowers of all descriptions and rare trees and plants coupled with waterways and real swans, etc., in the miniature lakes and rivers. Regimental bands play regularly there and the tourist is fed with entertainment all round.

ONE OF HALIFAX' SPLENDID STORES.

Interior of Anderson's Grocery, One of the Most Modern and Progressive in Canada.

Some History and Description.

Halifax was named after the Earl of Halifax, who founded the city in 1749. During the week of Aug. 18 to 23 the city celebrated the 150th anniversary of the Province of Nova Scotia, receiving representative government. This was celebrated in good old-fashioned style by regattas and sports and the city was handsomely decorated with bunting and electric displays. Business men vied with each other in their efforts to make everybody happy and certainly no visitor to Halifax could fail

to appreciate the spirit of cordiality which is extant everywhere. The North West Arm is one of the most delightful spots in the world for water sports or for sea bathing. The Waegwoltic Club have completed a very handsome clubhouse and the hospitality extended would be hard to surpass. Guests at the Halifax Hotel, for instance, were, as soon as they registered, accorded all the privileges of this fine club. An arm of the sea juts inland about three miles north-westerly, until it reaches a point half a mile from Bedford Basin and makes the site of Halifax City a peninsula. Residences are located on either side of this arm, including the hand-

W. E. SCHWARTZ,

Of W. H. Schwartz & Sons, the Halifax Coffee and Spice Mills.

some home of Hon. David McKeen and many others. The best fishing is within easy reach of the city and sport rules strongly in the life of the city. Most of the business men are wealthy and take life comparatively easy. They are much like the British merchants and conduct sound business for a reasonable profit at the same time interlacing pleasures abundantly with their ideal home lives. Every element of strength is in evidence, such as good behavior, good, well-kept laws, fine churches and citizens of character wholesome and sound. Refinement characteristic of generations of culture may be seen in Halifax and the convention of the Maritime Board functions were marked with this superlatively all through its meetings. Halifax is doing a creditable trade in all the essential lines and her banks rejoice in splendid dividends and her possibilities were never so rosy and encouraging. During the past year when the stringency was felt in the commercial world, it was noticeable that the City of Halifax, in fact, the provinces generally, felt it least and last.

Board of Trade.

No city in Canada has a more active and energetic board of trade than Halifax. For a city of fifty thousand people, the membership is remarkably large. It is 533, all in good standing, at the present time. The board started on its present period of life and greater activity four years ago when the present handsome offices were obtained at the corner of Hollis and Sackville Sts., and it has been increasing its usefulness ever since. There are no more attractive board of trade rooms anywhere in Canada than those in Halifax and the Halifax business men are proud of them and of the fact that the board, itself, is so influential and progressive.

Schwartz Spice Business.

A picture is reproduced in this issue of W. E. Schwartz, son of the founder of the Schwartz spice business in Halifax. The industry was founded away back in 1841 by W. H. Schwartz and soon grew into an important enterprise. The Peerless brand of spices have become known from one end of Canada to the other for their excellent merit and especially, of course, throughout the Maritime Provinces. They have increased steadily each year and manufacture also coffee, cream of tartar and other lines. The present owner is well-known in Halifax for his sterling worth and thorough business judgment. He is identified with all movements of progress for the betterment of the city and is considered a representative merchant.

Moirs, Limited.

No reference to the grocery trade of Halifax, or at least the confectionery end of it, would be complete without mentioning Moirs, Limited. They are leaders in all confectionery either in small penny packets or the more elaborate Christmas or holiday goods. They manufacture biscuits of amazing variety and guarantee the purity of all products. Their plant is one of the best equipped in Canada. Modern machinery is in constant use and the steadily increasing trade now covers the whole of Canada. Grocers who desire quick-selling and attractive novelties for the holidays will do well to wait for Moirs' traveler.

Davis & Fraser, Pork Packers.

Davis & Fraser are representative merchants of Halifax, having for years been engaged in a large and growing pork packing business. The business to-day is progressive in every way and the D and F brands are known all over the Maritime Provinces for their high quality and reasonable price. They have developed a fine business in cooked hams and sell everywhere in the provinces, having fully equipped place of business at Charlottetown, P.E.I. They always invite their New Brunswick customers to order direct from their Charlottetown factory, as freights are lower. This, in itself, is a good stroke of business and pleases the customer. Their hams and bacon are all cured by their own special methods and have won favor wherever tried. Both members of the firm are natives of the province and are young men who possess energy and ability that presage great things for their future.

The Halifax Hotel.

Life, generally speaking, is a sequence. The man who is wise at forty could not have been idle at twenty. So this applies somewhat to hotel life. Take, for instance, a house so well known as the Halifax Hotel, which has been running successfully for nearly half a century. It was always known as a first-class house.

There, then, is a cumulative consequence—a sequence of tradition and success in catering to high-class public needs. Coupled with its tradition and its memories of British embassies and Royalty who have been entertained, the development of modernism has given charm to what they themselves in the house call the oldest and yet the newest. All modern conveniences are in vogue and the comfort and convenience of the Halifax is remarkable. The "tone" of

the house has never been lost and every guest knows that there is a life and a character about the house entirely its own. The idea of home likeness dominates and that after all is the charm about a hotel. Every department receives attention and every guest gets something for his money at the Halifax. Management has done wonders for the Halifax, even with all its past record. Every business man knows that a hotel is about as hard a proposition nowadays as can be tackled. (Yet E. L. Macdonald, the manager, has "made good" with the Halifax in every particular. The truth is all in the "know how" and "Mac," as he is familiarly known, seems to make everything count). Personal attention without pretension is what counts. The hotel is the home of leading travelers and a good word for the Halifax is heard at every turn.

Standard Printing Co.

The Standard Printing Co. is one of the oldest publishing houses in the historic county of Pictou. Located in New Glasgow, the most thriving centre of this district it has a fine constituency from which to draw support. Their circulation is the accumulation of nearly half a century and the memories and traditions that surround the paper now called the Standard are interesting and attractive. What is more noticeable now is that only recently the controlling editorial interest in the house was taken up by E. Geoffrey Stairs, son of E. Stairs, head of the Stairs, Son & Morrow house, of Halifax. His family connection with New Glasgow is truly historic, as it was right there at New Glasgow where his uncle, John F. Stairs, fought the early struggles of the Nova Scotia Steel & Coal Co. Young Stairs has never taken advantage of having been born with a silver spoon. He has slaved, practically speaking, in some of the biggest newspaper offices of Toronto, Montreal and larger American cities, so that he might know all the intricate "ins" and "outs" of big newspaper life. He has shown good sense in coming back to his native haunts where all the prestige of family and wealth and influence will back him in making a big success of the editorial end of the Standard. Since he took charge new life has sprung into its pages and the personality of the man has become identified with most of the larger movements in New Glasgow. A good public speaker, Mr. Stairs has at once stepped into prominence and there is no telling what may be in store for him. With not a single bad habit to his credit and the few years of much less than thirty in his favor, coupled with an indomitable energy, sound training and a good record, one may look for splendid things from the new editor of the Standard.

The I.C.R.'s Halifax Man.

As soon as a paragraph is written in the press about any railway man whose personality is widely known, a large number of small men rise up and say, "How much did it cost you?" etc. This very thought makes a reference to J. B. Lambkin, the assistant general passenger agent of the I.C.R., located at Halifax, almost a risk, because "Jim," as he is known from coast to coast and in many parts of the old world, never had to pay for any friendliness from the press. He earned it, and could always get more than he wanted. He didn't want this, but the road can benefit from a word about one of the best-liked railway men to be found anywhere. The I.C.R. is lucky in having such a man in charge of their fine Hollis street offices. Jim Lambkin has made the place not only headquarters for information about the railway, but the city, and in short, the whole country. He has his staff trained as he was, for years in the finely managed C.P.R., to extend the glad hand of cordiality to everyone. Thousands of travellers from all parts of the world drop in to see their personal friend J. B., and it would be idle to say that Jim's host of personal friends would be an asset were it not that outstanding far and above that is his remarkable power to make friends always for the I.C.R. That would be an asset to any up-to-date railway. Whether it is looking after a private car, arranging tickets (through) as the railway men know it, for a large party, or giving personal supervision to sick travellers, peculiar people or foreigners, no matter where from, J. B. Lambkin is, to use the vernacular, "Johnny on the spot." He is a general favorite in Halifax and possesses that rare quality of good fellowship combined with dignity and standing in the community. He is in the prime of life and has rare possibilities before him.

ST. JOHN AS A COMMERCIAL CENTRE

Excellent Facilities for Shipping, Manufacturing and Distributing—The Winter Port Business Important—Retail Stores Modern in Equipment —Some Prominent Houses.

A city that is fast coming to its own after many vicissitudes is St. John. Energetic business men, in a manufacturing and commercial way in their daily pursuits, have contributed yearly to its advancement and progress. As a winter seaport in Canada it has no equal, and is situated at the mouth of the St. John River, which is navigable for over one hundred miles, having many large tributaries. The beauty of its ever-varying scenery is famous throughout the whole inland water course.

The town in itself is located on an elevated peninsula with the harbor on one side and Courtney Bay on the other.

From a health standpoint, St. John is one of the healthiest cities in Canada and is noted for its natural drainage, sanitary precautions and pure water, which cannot be said for many other cities in the Dominion. As regards climate, it is all that could be desired. Winters are only moderately cold and the summers are usually delightfully cool. United States tourists flock into this city by the thousands from the beginning to the end of an always lengthy summertime.

Manufacturing Facilities.

With reference to facilities for manufacturing, the City of St. John is in possession of land which is admirably suited for business and commercial purposes. Further, St. John is the terminus of two great railways, the Canadian Pacific and Intercolonial, also being the Atlantic winter port of the Dominion, it connects the city directly with Europe and the United States. There are also numerous iron, timber and coal-producing sections in the province, all of which add additional facilities to the advancement of the town in general.

Lumber and lumber products contribute one of St. John's chief industries, the town actually containing twelve sawmills.

Iron and metal work is also to the fore. A large rolling mill, a foundry, and some stove, furnace and heater factories are among the local industries. Two large machine shops and boiler works and an important wire nail concern are also located here.

An Important Tea Centre.

St. John is rapidly becoming an important tea centre in Canada. At the present time a number of houses are devoting all of their time to this business.

Other industries, which have to do with the welfare and advancement of St. John in general are: Manufacturing of cotton goods, the pulp industry, lime quarries, fruit and produce trade, and the fishing industry.

Taking all in all, the wholesale trade of St. John is an important feature of its welfare and progress. Practically nearly all kinds of wholesale businesses are carried on here, among the most important of which are the grocery and general hardware trades.

Up-to-date facilities are particularly noticeable in St. John's retail sections. No other city in Canada of similar population is better furnished with retail conveniences. Full supplies of the choicest lines are always carried by the large grocery concerns, most of which have the necessary experience, enterprise and integrity necessary to carry on a successful business.

Thos. McCready & Son., Limited.

The vinegar and pickle works of Thos. McCready & Son, Ltd., are, without doubt, the most important enterprise of their kind in eastern Canada, and rank second to but two or three similar establishments in the Dominion. Twenty-five years ago, in 1883, the business was founded and has a high reputation for its products. The manufacturing plant is a large one and is equipped with all modern improvements. The principal line manufactured by this firm is vinegar, which is shipped all over the Dominion. They are also manufacturers of mixed pickles, chow-chow,

mustard, Worcester sauce and fruit syrups. J. T. McCready is manager and secretary, and he has had what may be designated as a life-long experience in every detail relating to the industry. Prompt shipments from the firm are assured, as the facilities are of the best.

G. E. Barbour Co., Limited.

To-day the City of St. John does not boast of a wholesale business more thoroughly representative of its best business traditions, with a more universal spirit of loyalty among its staff, or with a rosier prospect before it of future success and public confidence than that of G. E. Barbour Co., Ltd. The success of this firm is admittedly attributed to strict business principles, the best of employment, and last but not least the possession of most of the choicest lines to be had in the grocery trade, for which they are the agents in the Maritime Provinces. This firm with such ambitious men at its head may rest assured of success in all that they may undertake to do in the future.

BUILDINGS OF THE NEW BRUNSWICK COLD STORAGE CO.

One of St. John's Leading Commercial Enterprises.

The White Candy Company, Limited.

The White Candy Co., Ltd., was incorporated in 1895, and is the outgrowth of a business established by Thos. White in 1865, and another concern founded by J. R. Woodburn, in 1873. The firm has steadily grown and expanded during recent years and is to-day one of the most important exclusive manufacturers of candy in the eastern section of Canada. The equipment of the factory with up-to-date machinery gives employment to from fifty to seventy-five hands. This firm manufacture all grades of candy and confectionery from the cheap penny stick goods to the highest and best grades of chocolates and caramels. Some of the specialties manufactured by this company are: Delamar chocolates, Snowflake chocolates and White's caramels, all of which are considered fully the equal of any made in the Dominion of Canada. At the World's Fair held in Paris in 1900 they were awarded a medal. Guaranteed pureness of all products made according to the latest scientific methods are attributed to the experience of the skilled management of the managing director, Thos. F. White, who has had an experience with the house extending over thirty-five years.

The Phillips & White Co., Limited.

The Phillips & White Co., Ltd., while as yet a new enterprise, have added materially to the manufacturing and distributing facilities of the city. The firm occupy large and commodious quarters at 13½ Dock Street. The dimensions of the building are 30x90 feet, and the structure contains six floors. The office and warerooms are located on the ground floor and the upper part of the building is given over to the factory and storage purposes. This company manufacture a general line of confectionery and candies, and they specialize in the manufacture of fine chocolates, buttercups peach blossoms and creams. At present this firm employ anywhere from 25 to 40 hands. Their trade is principally throughout the Maritime Provinces. This business, though a new enterprise, has the advantage of having in its proprietorship the services of two gentlemen of thorough experience of the business. Mr. Phillips had considerable experience before the above firm was organized, and Mr. White is an experienced and practical candymaker. From the above it may be realized that this house is contributing materially to the reputation of the provinces, as a source of supply, and is therefore entitled to due recognition.

The Crosby Molasses Co.

Special attention is due to the business conducted here under the designation of the Crosby Molasses Co., Ltd., in reference to the wholesale and importing trade of the city. This business was first founded by L. G. Crosby at Yarmouth, N.S., some twenty-five years ago, and during the past twelve years the business has been located in St. John. About four years ago incorporation transpired, the present executive officials being, L. G. Crosby, president, and Fred S. Crosby, secretary-treasurer. Direct importers of molasses and West Indian sugars, the company is the only one here that makes a distinctive specialty of these lines. The Crosby Molasses Co., Ltd., is one of the largest molasses and sugar importing concerns in the Dominion, shipping to all parts of Canada.

Chas. H. McDonald.

As an example of what may be accomplished by enterprising methods and by maintaining the highest standard of excellence in the products offered to the public, we offer here a few facts relative to Chas. H. McDonald, tea importer, who has been in business for the past two years. Forming the opinion that an enterprise such as he now conducts could be successfully carried on here, he commenced operations upon correct principles, and results have developed the soundness of his ideas. Mr. McDonald's "Red Clover" brand of teas has already gotten a strong hold on the market, and he is to be congratulated on the up-to-date way in which he is pushing business. Mr. McDonald is specializing in bulk teas, and if direct importation, careful buying, and exact blending mean anything in the make-up of teas, his blends should always be general favorites with the trade. Mr. McDonald is well known and universally liked by merchants throughout this locality, and the firm, up to the present, has enjoyed the best of reputation for fair dealing and looking after the best interests of customers in every legitimate available manner.

THE GROCER'S REPRESENTATIVE.

Kind Words Regarding a Member of the MacLean Co. at the Convention.

The following paragraph from a recent issue of the New Glasgow (N.S.) Standard, gives an idea of how one of the MacLean Company's representatives at the Maritime Board of Trade Convention is regarded in the Eastern Provinces:

"Charles D. Cliffe, of Montreal, of the MacLean Publishing Company, publishers of Hardware and Metal and the Canadian Grocer, as well as a number of other trade journals, was a welcome visitor to the Standard's office. His mission in the Maritime Provinces is to get information for special articles in the above journals in connection with the meeting of the Maritime Board of Trade in Halifax next week. Mr. Cliffe will also report the meetings for these papers.

"Mr. Cliffe is the Montreal Editor of Printer and Publisher, perhaps the most interesting of all the MacLean Company's papers to the newspaper men of Canada. He looks after all matters about the press of the Maritime Provinces, and we respectfully request Colonel MacLean to make it possible for Mr. Cliffe to be present at the meetings of the Nova Scotia Press As-

sociation at Sydney, Sept. 16. He stayed at the Vendome.

"The commercial interests of the Lower Provinces owe a great deal to the MacLean Publishing Company for their willingness to devote very considerable attention to the trade questions of this section of Canada; and also to a man of Mr. Cliffe's caliber, who can adequately size up conditions here and properly present their claims in a manner commensurate with their worth."

TRADE NEWS OF NOVA SCOTIA

Tomato Combine a Failure Since Supplies Could Be Secured at Several Points—Fishing Business Quiet—Fall Mackerel Expected Shortly.

Halifax, August 22.—The country side is now looking the most promising for years. The hay outside of the marshes is about gathered, and it is up to the average in both quantity and quality, the fine weather having permitted its being cured without too much exposure to the wet. Grain is ripening fast, and oats will be fit to cut in some places in about a fortnight. Turnips and mangles offer a prospect better than the average. As to apples, the season is not far enough advanced to speak positively; but the quality in regard to freedom from spots seems to be better than in most places. The Gravenstein promises a larger crop in most localities than last year. Fruit is now coming on the market in large quantities, and, as a result, business is good. Apples and plums are on the market much earlier than usual, and prices at present are considered high. The class of red astrachan apples offered for sale is very poor, and they are quoted at $1.50 to $2 per barrel. Plums are 75 cents for a six-quart basket. It is expected that plums will be high this season, as the crop is reported to be below the average. Berries are in abundant supply and the prices are away down.

Notwithstanding the tomato combine, the market is well supplied with tomatoes and the prices are reasonable. Ten-pound baskets can be purchased for fifty cents, and it is predicted that the prices will go still lower. It is stated that some of the jobbers who entered the combine are not meeting with the success that was at first anticipated. They agreed to pay a certain price for tomatoes, and they have lived up to the agreement. As a result, other dealers not in the combine, are able to undersell them, and they are losing trade.

The receipts of butter are fairly good, but some of the stock marketed is of very poor quality. Many complaints are made by the jobbers, who cannot understand why poor butter should be marketed at this season of the year. There was no old butter held over from last season, and it is thought that the country dealers hold this stock back, waiting to sell at good prices, and failing in this they send the butter to Halifax. They hold the butter too long, and it depreciates in value.

Eggs are very firm and the prices unusually high. Fresh laid stock is worth 25 cents. Case Island eggs can be purchased for 21 cents, but the quality cannot be depended upon. The prices are considered too high for the season of the year.

The fish business is very quiet at present. There is not much doing in salt or pickled fish, and the demand for fresh fish is not very heavy. Some good catches of herring are being made, but no mackerel. It is expected that the fall run of mackerel will soon be along. Fresh haddock are reported very scarce on the local market.

During the week the grocery stock of Charles Marsden, Spring Garden Road, was sold at public auction, and good prices were realized. The stock was sold by order of the official assignee.

THE ORIGINAL AND THE IMITATION.

The Genuine Article is in the Bottle on the Right—The Close Imitation May Be Seen in the Other Bottle.

A FRAUDULENT IMITATION.

An Instance of a Despicable Attempt to Sell Poor Goods on a Manufacturer's Reputation.

Sometime ago the firm of Henri Jonas & Co., Montreal, manufacturers of essences and brokers, discovered in a local grocery store, exposed for sale, a product which was evidently meant to be as near a counterfeit of their own flavoring extract, in appearance, as possible, without being an exact reproduction. The fact was patent that the proprietor of the imitation, which was put up by "Harry Jones & Co.," intended to trade on the reputation of Henri Jonas & Co. A grocer in a certain quarter of the city was found to be pushing the imitation quite strenuously, conveying the impression to his customers that they were receiving the genuine Jonas product.

When sufficient evidence was collected a judgment was taken against the grocer in question to restrain him from any longer selling the imitation product. When these proceedings became known to "Harry Jones & Co.," "Mr. Jones" left unceremoniously for parts unknown, and has not been heard of since. The steal was a complete one. The capsule, label, shape of bottle, size and color, was almost exactly the same as the bottle of Henri Jonas & Co. The imitation did, however, bear the distinction of being a decidedly cheaper looking article. The reproduction given herewith shows how closely the imitation resembles the real article.

A. T. Hodge, traveler for Chase & Sanborn, Montreal, has returned from his holidays.

Geo. Hadrill, secretary Montreal Board of Trade, is back at his desk after a few weeks spent in the Laurentians.

THE CANADIAN GROCER

Established - - - - - - 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - *President*

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THE MARITIME BOARD AND THE C. P. R.

The annual convention of the Maritime Board of Trade, one of the most important meetings of the year in regard to business in the Maritime Provinces, met at Halifax on August 19, 20 and 21, and is reported in detail elsewhere in this issue. The Maritime Board of Trade is composed of representatives of local boards of trade from New Brunswick, Nova Scotia and Prince Edward Island, and as such comprises a body of able and energetic business men eager for the progress of their own town and province and at the same time of the Dominion of Canada, as can well be gathered together. The work done by the board in past years has been of material influence in developing the resources of the Maritime Provinces in many lines, and the greater part of the resolutions passed by the board have received considerable attention in Parliament.

This year the question of transportation received a great deal of attention and discussion was directed principally to the question of giving running rights over the I.C.R. to the C.P.R., the matter being introduced in a resolution favoring the change brought in by the Halifax Board of Trade.

The resolution engendered some little difference in the convention, as was perfectly natural when the circumstances are considered. Halifax's desire for the change embodied in the resolution is perfectly reasonable. The city at present is dependent on the one line, and this line beset by numerous well understood difficulties which greatly hinder its collecting and carrying trade. Another line and particularly the C,P.R., would be of inestimable value to the city and would undoubtedly largely increase its importance as a commercial and shipping centre.

St. John, on the other hand, from which city the opposition to the resolution chiefly came, is already in possession of the short line of the C.P.R. with its consequent advantages and naturally is not anxious to see a change which would tend to carry a vast amount of traffic from St. John to Halifax harbor. If that company had running rights over the Intercolonial, it could send short line trains from St. John via Moncton to Halifax, or, when the Quebec bridge is built, it could use the whole length of the Intercolonial system from Levis to Halifax. In fact, it could turn its cars upon the Intercolonial at the latter's Montreal terminus, and thus use the Government line from beginning to end. Halifax would be willing to have all ways open. But St. John cannot be expected to be very cordial towards a change that would contribute to the building up of a rival seaport and that would enable traffic to be carried past its own door.

The objection raised by the New Brunswick delegates at the convention was that the proposed change would be fatal to the future of the I.C.R. This is certainly a question that deserves deep consideration, but it seems to have been made more of than was deserving at the convention and the real point of issue scarcely came out in the discussion.

The resolution was finally carried by a majority of 28, on a vote of 76, and this may be taken to pretty well represent the concensus of feeling regarding the matter in the three provinces represented.

WHY NOT GROW CRANBERRIES?

According to a despatch from New York, cranberry sauce will be an expensive dish for the coming Thanksgiving dinner, owing to unfavorable reports regarding the cranberry crop in New Jersey and Cape Cod, which is said to be the poorest in twenty years. The big bogs about Burlington, N.J., are said to be almost barren of berries. Late spring frosts and summer hailstorms are blamed by the growers for the dearth of berries, and hundreds of men who in former years had found employment in picking will this season be out of a job. The same state of affairs obtains in Cape Cod, where the drought and fire worms are said to have made havoc with the berry crop.

The Toronto importers of cranberries say these statements bear out the information they received some few days ago, from Chaney, of Des Moines, Ia., and Williamson, of Philadelphia, representing the two largest cranberry associations in the United States. If the crop turns out as estimated, record-breaking prices for the fruit will rule this year.

Undoubtedly, there has been manipulation in the past, and one Toronto dealer, at least, says some years ago it was the custom for the growers to send out these gloomy reports, thus starting the market at a high price. Afterwards the market was so flooded with berries that it went flat and the early buyers went broke. Year after year this manipulation of the market went on until even now The Fruitman's Guide, one of the best informed fruit journals in America, says of these doleful reports from Cape Cod that the growers are "already starting to 'kill' the cranberry crop."

Most of the Toronto dealers, however, state that though this custom of sending out gloomy reports for sinister purposes may have prevailed in the past, it does not hold good to-day. Ninety per cent. of the crop is said to be in the hands of one or other of the two associations represented by Chaney and Williamson, who have a chain of agents practically covering the whole of America. Up to the present both these concerns were represented in Toronto by a local agent, but this year the associations will deal direct with the large importers. When supplies are free the price of the berries is about $6.50 to $7 a barrel, good business is done, and a fair profit is made all round, but if the crop this year is a total or partial failure $12 and $15 may be asked. Nearly every dealer wants a carload with which to begin the season, and if he pays the high price he naturally wants a high price in return from his sales; but if he pays a high price for the berries on the strength of doleful reports, which afterwards turn out to be untrue somebody is bound to be stung.

All this leads to the question why something cannot be done to cultivate the cranberry in Canada. In the northern part of Ontario and Quebec, as well as in other sections of the country, cranberries grow wild among the bogs. These wild berries find ready sale in the localities where picked, but do not bring the high prices of the imported cultivated berry. The quantity put on the market, too, is very much short of the demand. Surely a berry which grows wild without any care could be improved by careful cultivation. Toronto dealers concur in this and say that a ready market would welcome the advent of the Canadian cultivated cranberry, which should also command a fair price.

REMOVING TO LARGER PREMISES

Something About the Growth of Holbrook's Canadian Business.

The removal of Holbrooks Limited, Toronto, from their old premises at 25 Front Street East, to new ones at 40 Scott Street, this week, was the occasion for a little chat with H. Gilbert Nobbs, the Canadian manager.

Mr. Nobbs arrived in Canada a little over three years ago. A few months later Holbrooks Limited decided to open a branch office in Toronto in order to be able to look after the development of their Canadian business, and believing that to do business successfully it is necessary to learn to "do in Rome as the Romans do." "At this time," said Mr, Nobbs, "the trade was being developed by myself with the aid of one assistant, and I have very pleasant recollections of the very many friends made in those days. I was very much charmed by the manner in which the trade received me and I have a very high opinion of the grocers of Canada, both as business men and as gentlemen, and many of my best personal friends to-day are those who though strangers extended the hand of good fellowship on my first arrival. A year after opening our branch we found it necessary to remove to premises where we had larger office and warehouse facilities at 25 Front St. E."

"At no time during our Canadian history," continued Mr. Nobbs, "has our business gone forward with such rapidity as during the last six months. At Christmas we had four travelers attached to our Canadian staff; to-day we have twelve, and are again compelled to seek larger premises. In our new building we have storage facilities for upwards of 25 carloads, with offices and shipping departments on the ground floor. We are now making large developments in the United States. The management of this has been intrusted to my care and we are already making very rapid strides there."

NEW GROCERY TRAVELERS.

A. S. Williamson, late manager of the grocery department of the Trites-Wood Co., one of the stores recently burned in Fernie, B.C., has been added to the western traveling staff of the Eby-Blain Co., Toronto, and will represent them in the territory from Winnipeg to the coast. Mr. Williamson has a large acquaintance with the trade in the west and with his wide experience as a manager should do remarkably well.

The Eby-Blain Co. have also added to their Ontario staff R. Pinchon, who will cover the territory from North Bay to Kenora, and also the Soo branch.

AN OLD HALIFAX HOUSE.

The following item was intended to have been connected with the matter regarding the Maritime Board of Trade convention elsewhere in this issue in the section descriptive of Halifax business firms. Unfortunately it was misplaced and came to hand too late to be inserted with the other matter:

The firm of Levi Hart & Son, Ltd., is one of the oldest and best established business concerns in Halifax. The firm was originally founded by the late Levi Hart as far back as 1848 and has carried on an export fish business for years.

About 1902, Mr. Flowers, manager for the old firm of Cunningham & Curren, became associated with them, and since then they have added to their fish business an extensive connection in flour, feed, grain, etc. Their corn meal mill on the Furness Pier, having the largest output in the province, has recently been remodelled, their new capacity being 600 barrels per day. The product of this mill is shipped throughout Nova Scotia and Newfoundland. Their fish business extends throughout the Mediterranean, West Indies and American ports.

The business is at present managed by H. Flowers, assisted by F. R. Hart, secretary, the latter being grandson of the original founder of the business.

WERE RAISINS, NOT CURRANTS.

In the department on Grocery Advertising in last week's issue of The Grocer, as a good example of a retail grocer's ad., an advertisement of J. A. McCrea & Son, Guelph, was reproduced. In this an unfortunate error was made in quoting currants at 4 lbs. for 25c. The mistake was made originally by a local printer and the ad. was simply reproduced in these pages. The line in question should have read, "4 lbs. of raisins for 25c." Had the copy been criticized in regard to prices, etc., the error would certainly have been noticed, for we are well aware that McCrea & Son are not in the habit of cutting prices in a manner such as this would indicate. The ad. was used, however, as a model of good display and this other point was overlooked.

INCREASING WAREHOUSE VALUES

The concern that is paying rent for more than one flat can more than double the value of the upper flats to them by putting in an elevator. It will save time, expense and labor, it will increase floor space and facilitate the handling of goods.

Such an elevator is not expensive, either. The Otis Fensom Elevator Co., Limited, Toronto, sell a first-class elevator at as low as $100 on the cars at Hamilton. It has a good solid car, size 6x5 feet, will carry a load of 1,500 lbs., and will give good service for years and years.

It is an easily-operated hand-power elevator than can be installed by anyone who will follow the plans and directions which the manufacturers give. Write in to the company for full information and state your requirements.—Advt.

PERSONAL NOTES.

John Findlay, shipper for Davidson-Hay, Toronto, is enjoying a few weeks' holidays in Muskoka.

Roy Telford, of the office staff of T. Kinnear & Co., Toronto, is holidaying at Port Elgin and Southampton.

Ernie McMurtry, of Groceries, Limited, Toronto, is away on a couple of weeks' holidays at Minnett, Lake Rousseau. Harold Beatty, of the same firm, has just returned from a holiday trip to Penetang.

C. W. Powis, of Andersen & Powis, Toronto, was welcomed on the street by his friends again this week, after an absence of about nine weeks on account of a long-continued illness. Mr. Powis looks a great deal better and says he feels tip-top.

Col. John I. Davidson, of Davidson-Hay, Toronto, has as a guest this week his brother, Prof. W. L. Davidson, who is one of the professorial staff of Aberdeen University. Col. Davidson and his brother spent a few days during the week enjoying the breezes at the Royal Muskoka.

R. Kennedy, who was for a number of years with Messrs. Forbes Bros., of Montreal, and later represented "Tamilkande" tea in the vicinity of Arnprior, Smith's Falls and other points on the C.P.R., has joined the traveling staff of James Turner & Co., Limited, Hamilton, and expects to be calling on his many friends in the near future.

J. Ellis, of the Hudson's Bay Co., Winnipeg, and Mrs. Ellis, are in Toronto for several days on a business and pleasure trip and made a pleasant call during the week at E. W. Gillett Co., Ltd. Mr. Ellis has stuck pretty closely to business in the west, as is evidenced by the fact that this is his first trip east in 33 years.

T. C. Pott, formerly of "Red Rose" tea has joined the traveling staff of James Turner & Co., Hamilton, and will represent them in the counties of Bruce, Grey, Huron, Oxford, Waterloo and Wellington. Mr. Pott, while having had experience in package teas on the road, is not new to the grocery business, having been connected with the retail business practically altogether during his business career.

TRADE NOTES.

Arthur Lefebvre, grocer, Montreal, has assigned.

Remi Chaput, grocer, Montreal, has been registered.

S. Brunelle, general merchant, Ste. Thecle, Que., has assigned.

Vezina & Pauze, grocers, Montreal, have dissolved partnership.

The assets of A. Fontaine, grocer, Levis, Que., have been sold.

J. & M. Donnenfield, general merchants, King City, have assigned.

J. L. Roy, general merchant, Beaufort, Que., has been registered.

P. Micciaroni & Co., Montreal, have been registered as tea merchants.

W. H. Clapperton, general merchant, Maria Capes, Que., is offering to compromise.

FOR SALE.

A LIVE GENERAL BUSINESS, in one of the most desirable towns in eastern Saskatchewan (population 1500). Best stand in the town, bright and attractive. Stock about $7,000, all clean, can be purchased at 90 cents. Will arrange terms to suit purchaser. This is a good live proposition, the only reason for selling being that present owner has other interests which necessitate his entire attention. Full particulars by addressing Box 7, THE CANADIAN GROCER, Winnipeg, Man. (38)

TRAVELER WANTED.

WANTED—Wholesale grocery traveller for territory from Burks Falls to Cobalt, North Bay to Soo, and North Bay to Fort William. None but experienced men, having a connection on this territory, need apply. Box 211, THE CANADIAN GROCER, Toronto.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Fish—Advanced.
Valencia Raisins—Declined.
Butter—Advanced.
Cheese—Steady.
Fruits—Declined.

Montreal, August 27, 1908.

The proverbial dullness of August has prevailed to some extent in the local markets. Wherever demand has been good it has consisted of a good volume made up of small orders. Valencia raisins have come down a little, but this does not seem to entice buyers much yet. Butter and cheese are being much enquired after by English importers, in spite of the prevailing high prices. Sugar is in great demand, as the preserving season is at its height. Fruits and vegetables have declined, which is to be expected at this time of the year. Other lines have preserved a pretty even way since last week.

SUGAR—Some of the large dealers a week ago were complaining of a decidedly unhealthy condition of the market for this time of the year, when, owing to canning and preserving operations, there is usually a good demand. This condition has now passed and a first-class demand is reported on all sides. The raw market is quieter, too. This market has been in a remarkably unsettled state, although its influence has not reached the refined market except in but one or two instances.

Granulated, bbls	$4 80
" ½-bbls	4 95
" bags	4 75
Paris lump, boxes, 100 lbs	5 60
" " 50 lbs	5 70
" 25 lbs	5 90
Extra ground, bbls	5 15
" " 50-lb. boxes	5 35
" " 25-lb. boxes	5 55
Powdered, bbls	4 95
" 50-lb. boxes	5 15
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bbls	4 40
No. 1 " bags	4 35

SYRUPS AND MOLASSES—A local house states that the sale of molasses is on the increase as people are becoming more and more educated to its value as a food. It has many and an increasing number of uses in the kitchen. The best quality is in the greatest demand. There has been a fair demand for syrups in cases during the week. Prices for both molasses and syrups have not changed since our last quotations.

Barbadoes, in puncheons	0 31 0 35
" in barrels	0 33½ 0 35
" in half-barrels	0 34½ 0 36½
" fancy	0 34
" extra fancy	0 36½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02½
" ½-bbls	0 03½
" ¼-bbls	0 03½
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—The market is dull. Prices unchanged.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 06 0 07
Pure syrup, 8½lb. tin	0 60 0 65

TEA—The Japan market remains the same as last week, nothing having developed in the meantime. Demand is good and the prospects are that it will remain so. Stocks held by dealers are low in all lines of tea, and buying in Ceylons, Indians and Chinas has been pretty well limited to small lot orders. Prices have remained at the same level.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 30
Medium	0 22 0 23
Good common	0 21 0 22
Common	0 20 0 21
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 19 0 20
Pekoe Souchongs	0 19 0 20
India—Pekoe Souchongs	0 17½ 0 18
Ceylon greens—Young Hysons	0 19 0 25½
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

DRIED FRUITS—U. S. Consul Chas. S. Winans reports that: "Advices from Spain indicate a good raisin crop in the Valencia district. It is expected that the crop will total 30,000 tons, which is some 4,000 tons above the average of recent years. Not only is the yield going to be large, but the quality will be excellent. The flowering of the vines took place under excellent weather conditions and although the critical period for Muscatel grapes is not yet passed, no indication of heat waves, which are so injurious to the fruit at this season, have been reported up to the present. Stocks in the hands of farmers and speculators in Spain are now totally cleared, while latest advices from London, where the most important stocks of old raisins are always held, report 6,700 hundredweights Denias, and 180 hundredweights Malagas on hand, against 3,380 of the former, and 100 of the latter, at the same period last year. Shipping rates, it is thought, will remain as usual, namely, 25 shillings a ton for principal U. S. Atlantic ports, both by direct steamers and through Liverpool in transhipment."

Locally buyers have decided to load up as soon as possible with their requirements for prunes, as there does not seem to be much chance of the price climbing down, owing to the extraordinary shortage in the crop. Valencias, which have been very high have declined ½c, owing to the way buyers have been frightened out of the market by sky-high prices. A fair business has been done in spot currants. Jobbers throughout the country have small stocks, and so far are buying only for immediate wants, The new crop of dates is not expected to arrive here much before November 1, therefore the demand for those on the spot has been very fair. New figs are being quoted for the first half of September shipment. Prices rule the same as at last quotations.

Currants—	
Filiatras, uncleaned, barrels	0 06 0 06½
Fine Filiatras, per lb., in cases	0 06 0 06½
" " cleaned	0 06½ 0 07
" " in 1-lb. cartons	0 07 0 07½
Finest Vostizzas "	0 07 0 08
Amalias "	0 05½ 0 05½
" 1 lb. packages	0 07½
Sultana Raisins—	
Sultana raisins, per lb	0 10 0 11½
" " 1-lb cartons	0 14
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 09 0 11
Four crown, fancy, 10-lb. boxes	0 08
Three crown	0 07½ 0 08
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs, " " box	0 25 0 30
Valencia Raisins—	
Fine off-stalk, per lb.	0 05½ 0 06
Selected, per lb	0 06½
Layers, "	0 06 0 06½
Dates—	
Hallowees, per lb	0 04 0 05
Sairs, per lb	0 03½ 0 04
Packages "	0 05½ 0 06½
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 40
" ½-box	1 00
"Royal Buckingham Clusters," ½-boxes	1 37½
" boxes	
"Excelsior Windsor Clusters"	5 50
" ½s	1 50
Australian raisins	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 10 0 11
Choice seeded, 1-lb. pkgs	0 09 0 10
Loose muscatels 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 32
Peaches, "	0 14
Pears, "	0 13
Prunes—	per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 08½ 0 09½
" " " 50-60s	0 08 0 08½
" " " 60-70s	0 09
" " " 70-80s	0 07½ 0 08
" " " 90-100s	0 06½ 0 07

COFFEES—There has been a good demand for coffee at unchanged prices. Santos has been specially active during the past week. Quotations remain the same as last week.

Jamaica	0 16 0 20
Java	0 20 0 30
Mocha	0 18½ 0 25
Rio, No. 7	0 09 0 11
Santos	0 11½
Maracaibo	0 14 0 19

Roasted and ground 20 per cent. additional.

SPICES—The pickling season has infused considerable activity into this market, which is always the case at this time of the year. No changes in prices have been noted during the week. While the demand is good, it is not quite up to expectations.

	Per lb.
Peppers, black	0 14 0 20
" white	0 18 0 27
Ginger, whole	0 16 0 20
" Cochin	0 17 0 20
Cloves, whole	0 17 0 30
Cloves, ground	0 25
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 25 0 60

BEANS—Stocks of beans are light and the demand is good. This week Ontario primes are being quoted at $2.10 to $2.15, instead of $2. Other lines remain unchanged in price.

Ontario, prime	2 10 2 15
Australian	1 95 2 00
Indian	1 65 1 75

EVAPORATED APPLES — The market is featureless. The price remains the same and demand is slow.

Evaporated apples	0 07½

RICE AND TAPIOCA—Trade passing in rice is practically nil. Tapioca is very slow also. This condition is partly due to the fact that native fruits are being used largely for dessert in households, where rice often serves the purpose. Prices are unchanged.

B rice, in 10 bag lots	3 20
B rice, less than 10 bags	3 30
O O rice, in 10 bag lots	3 08
O O rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 05½ 0 06

CANNED GOODS

MONTREAL.—Canned fruits are very quiet, there being hardly any demand at all. Vegetables are receiving only slight attention. The pack of Sockeye and Cohoe is already exhausted, but orders are being booked for Pink fish. Other lines of fish are quiet. Meats are very much neglected, and altogether the market is not a very interesting one just at present.

TORONTO.—Business is rather quieter this week and not a great deal of interest is manifest. The keen competition among the various canning companies continues an interesting feature of the situation, though nothing particularly new has developed recently.

ONTARIO MARKETS.

POINTERS—

Sugar—Declined 10 cents.

Teas—Firmer.

Dried Fruits—New crop goods on the way.

Collections—Fair.

Toronto, Aug. 20.

Business continues on about the same basis as reported last week with a quiet tone in evidence. The approaching exhibition has had some small effect on local orders but from outside points orders are about as usual.

The chief feature of the wholesale markets during the week was the decline in refined sugars on Wednesday and the steady firming up on Ceylon teas.

Collections are very fair with a good deal of care still being exercised by wholesalers as to their accounts.

SUGAR—A decline of 10 cents on Wednesday was not at all unexpected in view of the gradually weakening raw markets during the past two or three weeks. Cables advising a decline by the St. Lawrence interests were received Wednesday afternoon and the Redpath followed a few hours later.

The decline bears some evidence of permanency though with the heavy demand for refined which comes in September and early October, there seems some possibility of a return to a higher basis, with the raw markets, both in America and Europe on the present sagging basis prospects of a steady refined market at present prices seem remarkably good.

Regarding the general situation in raws, Willett & Gray say:

"The trend of values continues to be downward. Early in the week sales were reported of Cubas about three weeks off at 2.61c c. & f., basis 95 degrees test, equal to 4c to 4.03c, landed for 96 degrees test, and no price better than this has since been obtainable. Supplies being sufficient for the immediate future, refiners would prefer that holders withdraw their offerings until the sugars are required, and this is what many owners are doing rather than accept 4c for 96 degrees test, believing that a partial recovery may come before long, as a result of a renewal of demand from some refiners not as well protected as others, or an increased distribution of refined. There are only comparatively small balances of Cuba and Porto Rico crops unsold, but about 50,000 tons of Javas are afloat which have not yet been placed and will seek a market in the United States or the United Kingdom. Receipts at the Atlantic ports (United States) for the week were 31,600 tons, against 37,000 tons required for meltings, and the exports from Cuba were but 2,000 tons. Only one Cuban Central is now grinding and is adding but little to the season's production. According to our cable reports there are still favorable weather conditions for the crops in Cuba and Europe."

Paris lumps, in 25-lb. boxes	6 05
Paris lumps, in 50-lb. boxes	5 85
" in 100-lb. "	5 75
Paris lumps, in 20, 5-lb. boxes	6 50
St. Lawrence granulated, barrels	4 80
St. Lawrence Beaver	4 55
Redpath's granulated	4 65
Redpath's Imperial	4 40
Acadia granulated, (bags and barrels)	4 70
Berlin granulated	4 70
Phoenix	4 75
Bright coffee	4 70
No. 3 yellow	4 60
No. 2 "	4 50
No. 1 "	4 40

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SUGAR DOWN TEN CENTS.

On Wednesday afternoon Canadian refiners cabled advices of a decline of 10 cents on refined sugars. The weakening markets abroad and the dull business in some parts of Canada is understood to furnish the reason.

SYRUPS AND MOLASSES—Business is dull at this 'tween season time with prices steady.

TEA—A stronger position in both common and high grade Ceylons has taken place recently according to advices received this week from Columbo. Little is heard of Indians. Local business continues quiet. Thompson Bros., weekly circular, dated London, Aug. 13, summarizing the general situation, says:

"After a fortnight's cessation of active business and no public sales, it would seem an opportune moment to look round and examine the general position of the trade. The shipments from India and Ceylon since 1st May amount to some 43,000,000 lbs., as against 44,823,000 lbs. in 1907, and judging from the cables from the various estates in India there seems reason to look for only a moderate outturn all round, not much, if at all, exceeding that of last season. From Ceylon, estimates are also based on last year's crop, so that unless there is abnormal leaf-producing weather the supply from both sources should be easily handled. The deliveries for home consumption for the last three months have amounted to 67 969,000 lbs., against 70,303,000 lbs. in 1907, which, considering the adverse conditions of the various trades throughout the country, may be looked on as fairly satisfactory. Exports during the same period have been 7,456,000 lbs., against 9,660,000 lbs., not so good as might be wished, but it is expected by some shippers that when the reduction of the duty takes place next month in Russia, coupled with the lower values of common tea, an improved demand may be looked for here both from the continent and America, which should materially increase the volume of business in this direction and that the London market will benefit accordingly."

COFFEE—Local business continues good, with no change in prices.

SPICES—The approach of the pickling season is having some effect on business which is slightly more active. Prices are steady.

Peppers, blk pure	0 16	0 20
" white pure	0 25	0 30
" whole, lack	....	0 18
" whole, white	....	0 28
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 45	0 50
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	....	0 19
" whole	0 17	0 20
Mace ground	0 80	0 90
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25

RICE AND TAPIOCA—The market is dull, with no noticeable changes.

	Per	lb.
Rice, stand. B	0 03½	0 03¾
B rice, 5 bag lots, delivered	....	3 05
Rangoon	0 03½	0 03¾
Patna	0 05½	0 05¾
Japan	0 05½	0 06¼
Java	0 06	0 07
Sago	0 05½	0 06½
Seed tapioca	....	0 06
Tapioca, medium pearl	0 05½	0 06

DRIED FRUITS—Markets continue generally firm, with emphasis on prunes and seedless raisins. New crop Valencia raisins and currants are on the way and will be on the market in a couple of weeks. Advices state that raisins will be about the same price as last year.

BEANS—Demand is lighter and prices steady. Reports of this year's crop are very favorable.

Beans, hand picked, per bush	2 10	2 20
" prime No. 1, "	2 00	2 10
" Lima, per lb	....	0 07

EVAPORATED APPLES—Little interest is evident and prices are unchanged.

Evaporated apples	0 07½	0 08

TOBACCO—The prices on Tuckett's T. & B. tobaccoes were advanced on August 20th. The increase amounts to 5c per lb. on plug tobacco and 3c per lb. on the cut. No definite reason is assigned for the change, but it is assumed that the recent changes in duties and the excise system, by reason of which other tobaccoes were advanced some months ago, is responsible.

TRADE NOTES.

O. Digby, confectioner, Winnipeg, is succeeded in business by A. F. Smith.

E. Peterson, confectioner, Midale, Sask., is succeeded in business by A. & J. Peterson.

John Musselwhite, tobacconist and confectioner, Chilliwack, B.C., has sold his business to J. Wilson.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, August 27, 1908.)

POINTERS—

Cornmeal—Advanced.

T. and B Tobacco—Advanced.

New Lobsters on market.

New foreign dried fruits arriving.

Eggs—Advancing.

Harvesting operations are in full swing, and while some other branches of trade are experiencing a temporary lull the grocery stores are busy delivering provisions and supplies. While some districts have suffered from early frosts and others from drought during July the general outlook is good, and a crop of considerably more than 100,000,000 bushels of wheat is assured now. The business outlook is, therefore, particularly bright.

CANNED GOODS—The canned goods situation presents many interesting features which are engaging the attention of the trade at the present time. Competition is keen in corn, tomatoes and peas, and, as mentioned in this column before, a special line is being put on the market by the Canadian Canners, to meet competition in these vegetables. We quote:

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—3's standard per case	2.44	2.34
" Gallons, standard "	1.55	1.52½
Cherries—Red pitted 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	9.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie unpeeled gallons	2.42½	2.40
" pie peeled gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe l. s. 2's		2.78
" Globe l. s. 3's		4.14
Plums—Damson l. s. 2's	2.28	2.18
" Lombard l. s. 2's	2.28	2.18
" Greengage l. s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red gallons	3.80	3.77½
" black 2's	4.18	4.08
" black gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.98
Peas—		
No. 4 standards 2's	1.88	1.78
Early June 2's	1.98	1.88
Sweet Wrinkle 2's	2.18	2.08
Extra fine sifted 2's	3.08	2.98
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.34
Tomatoes—2's	2.08	1.98
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili " "	2 50
" 2 " " " "	1 90
" 3 " " " "	2 50
Soups, per doz	1 25
Corned beef " 2's per doz.	3 10
" " 1's "	1 65
Roast beef	
" 1's, per doz	1 65
" 2's, "	3 10
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Luncheon tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 06
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

SUGAR—

Montreal and B.C. granulated, in bbls	5 30
" " in sacks	5 25
" yellow, in bbls	4 90
" " in sacks	4 85
Wallaceburg, in bbls	5 20
" in sacks	5 25
Berlin, granulated in bbls	5 10
" " sacks	5 15
B.C. gunnies granulated, 5-18's to bale, per cwt	5 26
" " 5-2½'s " "	5 25
" hard pressed lump, 25's, per cwt	6 45
" " " half bbls., per cwt	6 80
" icing	6 10
" bar sugar	5 90
Icing sugar in bbls	5 90
" " in boxes	6 10
" " in small quantities	6 40
Powdered sugar, in bbls	5 60
" " in boxes	5 90
" " in small quantities	5 95
Lump, hard, in bbls	6 25
" " in ½-bbls	6 25
" " in 100-lb cases	6 25

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 80
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 70
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. kgs., each	2 25

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	2 65
" 40 " " 80	2 70
" 20 " " 80	2 80
" 8 " " 80	3 10

CORNMEAL—The price is advancing and quotations are now as follows.

Cornmeal, per sack	2 35
" per ½ sack	1 20
" per bale (10, 10's)	2 65

BEANS—White beans are advancing in price and some houses are now asking $2.50 per bushel for hand-picked, and $2.35 for 3-lb. pickers.

POT AND PEARL BARLEY—Pot barley, $2.80 per sack. Pearl barley has declined and quotations now are $4.05 per sack and $2.10 per half sack.

MAPLE PRODUCTS—

Sugar, 25 lb. boxes, ¼s. and ½s	3 00
Syrup gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	5 55

FOREIGN DRIED FRUITS—Currants are cheaper. We quote:

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 00
Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 00
" " " 14's	1 05
" " selects " 28's	2 20
" " " " 14's	1 15
" " layers " 28's	2 25
" " " " 14's	1 20
California raisins, choice seeded in ½-lb. packages per package	0 07
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 08
" 4 " " "	0 08½
Prunes 90-100 per lb	0 05½
" 80-90 "	0 06
" 70-80 "	0 06½
" 60-70 "	0 07
" 50-60 "	0 08
" 40-50 "	0 08½
" 30-40 "	0 08½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 12½
Peaches, per lb	0 10
Apricots, standard, per lb	0 09½
" choice, per lb	0 10½

BUTTER—Supplies of dairy butter are fairly liberal. Produce houses are paying 17c to 17½c per lb., f.o.b., Winnipeg.

EGGS—There is a brisk demand and supplies are none too liberal. Produce houses are paying 19c to 20c per dozen, f.o.b., Winnipeg, for candled eggs.

WHEN ADVERTISING PAYS BEST.

Very often the dealer is encountered who states that newspaper advertising does not pay, at least in his case. There are thousands of dealers all over the country for whom newspaper advertising, and in fact, all kinds of advertising, has been a poor investment. This seems strange, especially when it is remembered that there is no great retail business in America that has not been advertised, and more liberally than elsewhere, in newspapers, and which does not attribute its greater success to advertising.

The explanation of the seeming paradox is simple. The thousands of dealers who have failed to make advertising pay do not know how to advertise. The big retail dealers, those who are the notable examples of the power of advertising, do know how. This is the secret of the whole difference.

When newspaper advertising is well written, when it says, as well as the best clerk could say, the things that should be said about the goods advertised, and when it is store news, and changed so frequently as to be really news, then newspaper advertising is sure to pay, and always pays.

In these days of modern merchandising, a good many dealers who realize their shortcomings as writers of advertising or anything else of literary nature, employ clerks who possess the ability to write as well as act salesmanship. These up-to-date merchants are not the ones who complain that advertising does not pay.

HINTS TO BUYERS.

Reading notices under this heading will be accepted 10 cents per agate line.

Laporte, Martin & Co., Montreal, are offering different lots of tea at most attractive prices, and buyers would be wise in securing their prices before purchasing. The same firm continues to book orders for their Soleil Brand imported canned goods and for the various lines of domestic canning.—Advt.

"Canada's Pride" CANNED GOODS

This brand represents the highest class of goods possible to pack.

ASK FOR THEM
BUY THEM
SELL NO OTHER

They are packed at one of the best growing points of the Bay of Quinte district in a most modern and sanitary factory where every precaution as to cleanliness is taken and only expert and local help is employed, therefore insuring the highest state of perfection in canned goods.

TO BE HAD OF

W. GALBRAITH & SON, *who control our goods for* ***Montreal and East***
R. CARSON & FENWICK, HENDRY & CO., Kingston
MEDLAND BROS., Toronto
E. W. ASHLEY, Winnipeg, Western Broker

The Napanee Canning Co., Limited

Napanee, - Ontario

Grocery News From Coast to Coast

Items From Western Canada

Prices on Salmon Jumped in British Columbia—Biscuit Baking Contest in Saskatoon—Fort William Grocers Getting Back to Cash Business.

VANCOUVER.

August 22.—The Peachland, Okanagan, peaches are now on the local market, competing with the fruit from California. One would naturally think that the home-grown fruit would be cheaper in price, but this is not the case. They sell at $1.25, while Californias are about $1. Many people, however, prefer the Peachland peach, and there is a good demand. Last year the crop was pretty well controlled by one company, but this year the market is open, and there is a difference of about 50c in the price. The variety now selling is the Triumph, and is well-shaped, of good size and fine flavor.

The United Commercial Travelers have organized in Victoria, and the council there, No. 434, is the latest addition to the ranks. The officers elected are: A. R. Kelly, past councillor; senior councillor, F. M. Russell; junior councillor, C. F. Gardiner; conductor, A. W. Duncan; secretary-treasurer, E. M. McConnon; page, S. P. Moody; sentinel, John Clark; executive committee, L. H. Hardy and Richard George, for two years; Harry C. Briggs and Percy Cudlip for one year. Grand Senior Councillor R. O. McClintock, of Spokane, was the instaling officer. Twenty-nine members were enrolled, 22 applications received, and 15 transfers considered. The initiating team was composed of the following members of the Vancouver council: Senior councillor, Charles Egan; past councillor, E. B. McMaster; junior councillor, A. R. McFarlane; conductor, T. S. Dickson; page, H. R. Werup; sentinel, G. W. Howe. Among the guests was R. L. Phelps, of Vancouver, who, with his bride, happened to be in Victoria. Mr. Kelly, the organizer, who has been transferred from Tacoma to Victoria, has received an application for the formation of a council at Nelson.

The commercial equation in fisheries is now occupying considerable attention. From the west coast of Vancouver Island comes the news that the world's record for a week's catch of whales has been broken, when 26 were taken, making 234 for the Kyoquot station since the season began. This means an immense product of oil, etc., for the trade. In this connection, Capt. A. Huff left on Monday night by the steamer Amur for Rose Harbor, Moresby Island, where he will locate a site for a whaling station, which will be operated by the Queen Charlotte Whaling Company. The processes of Dr. Rismuller, of the Pacific Whaling Co., will be used.

Young lobsters have been found at English Bay, Vancouver's bathing resort. It is not known where these came from, but it is supposed that the lobsters put in the waters on the coast at different times must have been breeding. If this is the case, another industry is in sight.

The catch of salmon has fallen off very considerably, and it was thought as the season was near an end there would be no price difficulties. A Chinese canner, though, has jumped the price, and the canners in the association have had to do likewise. Further increases may be made by canners who have cases to fill.

The International Fishery Commission, consisting of S. T. Bastedo and Dr. David Starr Jordan, arrived here on Tuesday. They have conferred with the canners and sized up the local situation. Dr. Jordan would not give out an opinion on the matter of fish traps, but it is known he is opposed to them, though what he will report after the Puget Sound fishermen, who get the main advantage of traps, are through with him, is difficult to say. The commission has come from Atlantic waters, and besides the salmon will investigate and report on the halibut, in short, the fisheries in general.

The policy of the Provincial Government in forbidding fishing above the bridge across the Fraser at New Westminster is being vindicated by the large number of fish that have reached the upper waters of the river en route for the spawning grounds.

The address of J. S. Dennis, expert for the C.P.R., and well known throughout western Canada, at the irrigation convention, held at Vernon last week, was something to set both people and the Government thinking. He declares the first legislation will have to be drastic to get irrigation on a proper and fair basis, that vested interests should not count, except where water is being used, and that all records, not being utilized, should be snuffed out. The convention will be productive of good in that different opinions were exchanged. Hon. Mr. Fulton announced that Mr. Dennis will assist in framing the proposed bill, which will be submitted to people in various parts of the province for suggestions, either for or against, and the final draft will be an embodiment of what is considered to be the best for the whole population. With the settlement of the fruit-growing districts, where irrigation is a necessity, many difficult problems will arise.

Among the provisional directors of the new Bank of Vancouver is W. H. Malkin, of the wholesale grocery firm of Malkin & Co.

The death took place last week in Vancouver of E. H. McMillan, proprietor of the grocery at 428 Granville St. In the early days of North Vancouver he conducted a store there, where he was appointed postmaster in 1902, retaining the position, with his brother, J. A. McMillan, who took over his business, acting as deputy. He had been troubled with a disease for about two years, though it did not make rapid advances until the last few months. He was 45 years of age and leaves a wife and six children.

A. D. Ganong, of Ganong Bros., Ltd., St. Stephen, N.B., makers of the celebrated G. B. chocolates, is visiting on the coast. While here he was the guest of the firm's British Columbia agent, Jas. Macauley, of Knowler & Macauley.

On the occasion of the visit to Summerland of the delegates to the irrigation convention, B D Lapsley, manager of the grocery department of the Summerland Supply Co., had a finely-decorated window of local fruit and vegetables which was much admired.

F. C. Gasleigh, of Trenton, Ont., has been secured by the Peachland Canning Co. as process man.

A. S. Williamson, who has been in Kamloops and Fernie, has gone to Toronto to join the Eby-Blain forces.

The Kootenay Jam Co. has under consideration plans for the immediate enlargement of its factory and plant at Harrop, in the Kootenay, near Nelson. The present capacity will be quadrupled and a separate canning plant will take care of the larger fruit and vegetables. It is expected that the improvements will be ready for next season's operations.

SASKATOON.

August 22.—Speers & Paul, the west-side grocers, have arranged to hold a prize biscuit baking contest at their store. Arrangements have been made with the Gold Standard Manufacturing Co., of Winnipeg, for holding the competition. Biscuits must be baked at home with the firm's baking powder and the grocer's bill for same must accompany the biscuits. Judging will be done by three ladies of the city who will not compete. There are three prizes valued at $3, $2 and $1.

So extensive has their business in the West become that the Rogers Fruit Company have decided to build a permanent warehouse here. A site has been purchased with a track frontage and the building will be equipped along modern lines for the handling of fruit. The warehouse will be 40 by 100 feet, of brick with a floor space of 1,000 feet. It will have four banana rooms for this line of fruit besides three cold storage rooms. The site provides plenty of room for extension should the business continue to develop as rapidly as it has done in the past.

EDMONTON.

August 24.—Edmonton and Strathcona merchants are more than pleased at the closing of arrangements by which the city of Edmonton has secured a thirty-year franchise in Strathcona

from the Strathcona Radial Tramway Co. Street car accommodation in the two cities and communication between them is to be provided at once and men are already at work on the grades. It is expected that inter-urban traffic will commence before the end of the year. Cars will be running to the principal suburbs of the two cities and this means increased business for the city stores.

Street railway communication will bring the twin cities into closer relationship and already there is a movement on foot to unite to form one city with a population of more than 25,000.

FORT WILLIAM.

August 22.—In course of conversation with one of the leading grocers of the city your correspondent was told by him that during the past year a great change had come over the general conditions prevailing in the trade and that the result had been an immense improvement in the business situation in this particular branch. "A couple of years ago," he said, "the wholesale men would give an almost free hand as far as credit was concerned to any party who was operating a store, and the grocer, in his turn, pushed trade with the greatest vigor, regardless to some extent of the financial standing of the people to whom he was giving long lines of credit. The result was that many people who were working on wages and fixed salaries in the city fell behind in their payments until the meeting of the whole of the grocery bill out of one month's salary was impossible. In this way, partly, no doubt by their own fault, the grocers found on their books a large number of accounts which never could be anything but slow, and which in some cases were even extremely doubtful." At this time the banks and the wholesalers began to cut down the line of unlimited credit that they had been accustomed to give, and the pinch began to come upon the retail trade, who, in their turn, have been compelled to cut out the customer whose account was likely to be doubtful and, instead of pressing the goods upon any and every one, decided to retain the goods on their shelves rather than have anything in doubt as to their realization of cash. Customers were quietly sized up and sorted down until a clear dividing line was drawn between the good and the bad, and at the same time special efforts were made to collect the old arrears now over-due. This process acted as a temporary hardship upon the customer, but it enforced economy, and the introduction of economy into the home has naturally resulted in the reduction of the volume of business done. This grocer admitted that he had done less trade by far during the last few months than he had turned over in the similar period of last year, but was entirely satisfied with the result. It has given a healthy tone to the whole grocery situation and placed the retailer in a far stronger position than he ever was before. The movement commenced through the wholesale men and has been practically forced upon the retailer, occasionally against his will, but with actually a most beneficial effect.

The collection of old accounts has been also more satisfactory than might have been expected and has been done with less recourse to the divisional court than usual. In many cases the wage earner has voluntarily placed a certain proportion of his monthly or weekly wages in the hands of a disinterested party to be distributed in proportion among a certain list of creditors, and thus have saved themselves the costs of action and garnishee, and have made a better and more satisfactory settlement with the retail merchants.

Trade News from Quebec

A Montreal Grocer Has a New Idea in Delivery Wagons—Valleyfield Needs a Grocers' Organization.

MONTREAL.

August 25.—It is refreshing to come upon a clean strip of sidewalk, and the effect which this exerts upon customers is always a good one. A certain corner store in this city, which is always the acme of cleanliness and brightness, takes good care every morning that the sidewalk around the store is clean. Clean external surroundings assist in creating favorable first impressions, and every grocer appreciates the value of making good impressions at the start.

A grocery delivery wagon was noticed,

COL. A. E. LABELLE.

a few days ago, with a large card on either side, telling people that they could buy good butter at an attractive price, at this store, and on the other side there were some specially enticing bargains in breakfast foods. At first this may be thought to be disfiguring to the wagon, but such, however, is not the case when the ad is neatly written and does not occupy too large a space.

James Robertson, St. Catherine St. W., leaves shortly for a brief holiday.

Some of the dealers on St. Catherine St. are complaining about the lack of judgment shown by the city road department and the Montreal Street Railway. On one side of the street the city is laying new water mains, and at the very same point, but on the other side, the Street Railway are carrying out repairs, so the street is almost impassable. Everybody knows that any obstacle which interferes with the accessibility to a store is a rather serious thing, as people follow largely the lines of least resistance. In addition to this there is the unsightliness of it all.

August is always regarded as a more or less dull time in the retail grocery trade, and this fact renders it possible for many to get away for a vacation during that month. A large number of the stores about town are granting their employes holidays just now.

There is a display of Montreal melons in front of Walter Paul's store, St. Catherine W., which is certainly a credit to the growers. These melons, which are arranged around a sidewalk show case, make a very good display. It might be said that the show case contained a very fine selection of fruit neatly arranged. This fruit is exposed to full view of the people, but is under glass, and free from street dust.

"We are nearer the top." Such was the terse way in which a local wholesale man expressed his reason why Montreal is causing jealousy on the part of New York and Philadelphia regarding the grain trade which is now coming our way. He meant by this that the nearer the North Pole, the shorter the distance around the world, and Montreal was now getting a large amount of the grain-carrying trade which formerly went to New York. This is so because Montreal lies in a direct line with the European ports to which it is shipped, and in this way the grain is not deflected in a southern direction, but maintains a direct route to its destination. With the harbor improvements which will make Montreal a well equipped port, and the great natural advantages in her favor, the prospects in this line of shipping are very good. New York was the first to feel the effects of the change to a more northerly route and now Philadelphia joins in.

To use a slang expression, it is evident that most grocers get "stung" when they first start in business, by bad accounts. Starting in a new community invariably they find it is rather difficult to distinguish between the honest and dishonest people. To gain experience is sometimes expensive. In mentioning this always present difficulty to a grocer who has been, and still is, prosperous, he stated that when he started he trusted nobody, as he said he would rather have the goods on the shelves than only a pos-

sibility of getting his pay if they had been sold on credit. There are some dead-beats who regard every new dealer who starts as a fertile source of supply. When these people have obtained all they can they go somewhere else. All of this is bad, but what is maddening, is the fact that they also go somewhere else when they are disposed to pay cash for what they get. As a rule these people never give their creditors their cash trade.

Col. A. E. Labelle, manager of the Ogilvie Flour Mills Co., Montreal, has returned from England where he went in command of the Canadian Bisley team.

VALLEYFIELD.

August 24.—Trade has begun to pick up with the grocers during the past few weeks, owing to the fruit season having commenced. Harvest apples are in abundance. Red Astrachans are selling from $1.50 to $1.75 per bbl.; Duchess and Peach, $1.50 per bbl. for No. 1 hand-picked apples. Potatoes are very firm at $1 per bag.

One fault the merchants of Valleyfield have is in not buying their potatoes by weight and our market is run on a very poor system, the merchant has to pay the same price as the private consumer. An effort should be made to form a grocers' association and I am sure we would all benefit by it.

James Hillman, manager of the Co-Operative Society, has resigned his position and is returning to East Angus and is succeeded by Mr. Craig, of the English Provision Co., Montreal.

Prices for produce are keeping away above the normal for this time of the year. Grocers are paying 25c for butter and 22c for eggs.

Local farmers are getting as high as 24c for new laid eggs from private consumers.

Our grocers do not take enough time to look after their windows. A display will be put in and left sometimes for weeks. If more care was taken of the windows and they were changed at least every second week, it would greatly improve the appearance of the store.

Interesting Ontario Notes

London's Grocers' Outing Club Has a "Time"—The Prize Nuisance in Chatham —St. Thomas Feels the Peddler Nuisance.

LONDON.

August 24.—Grocery brokers report business quiet with them, while with wholesalers and retailers it is fair. Prices of sugar remain unchanged and raws are dull. Coffees are also unchanged. Extra fine teas keep high and lower qualities are a little easier. Other staples are unchanged, but changes are looked for in food shortly. Fish of all kinds are quiet. Raisins are quiet and currants a little easier. No definite news is yet to hand as to the Spanish and Greek crops.

Fruit dealers say people are going to be disappointed this year in regard to the fruit crop, which the newspapers have led them to believe was going to be good. The crop of early peaches and plums was fair but they were of little use for preserving. The crop of fancy plums and good peaches is light. The crop of tomatoes and grapes is very good.

The Grocers' Outing Club held a successful outing at Dorchester, on Wednesday last. Arrived at the station the party at once proceeded to the fair grounds where a baseball game was to be played. G. Garvey and Edward Ryan acted as captains of the respective teams. The line-up of the two teams was as follows: Mr. Ryan's team —Messrs. Dowell, Ryan, Wilson, Linnell, Vincent, Tripp, Young, Millman and Duncan. Mr. Garvey's team—Messrs. Collis, Nopper, C. Garvey, T. Shaw, J. Wilson, T. Ranahan, Smith, Gilmore and F. H. Traver. Dr. Banghart, of Dorchester, umpired the game in a most satisfactory manner. From the time the ball game ended until six o'clock the crowd amused themselves in a general way. A number went to the beautiful grounds owned by the gun club and spent a pleasant hour. At about six o'clock the second number on the programme was announced. It was a "duck" supper served in the Linder House. As soon as the meal was disposed of Thomas Shaw, the President of the Retail Grocers' Association, was elected toastmaster.

The first toast proposed was to "The King," which was responded to in the usual manner. The next number on the programme was a song by Edward Ryan, which was greatly appreciated. The toast to "Canada" was next proposed, coupled with the names of E. Wilkey and E. E. Linnell. Both paid fitting tributes to the great Dominion. The chairman then called on Roy Nopper for a song, which was rendered in a manner to win rounds of applause. The toast to the "Retail Grocers" was responded to by Ed. Ryan and Fred. Traver. Mr. Ryan said everyone was here to enjoy themselves, and he sincerely hoped that they would do so. Mr. Traver said this was the first time he had the pleasure of accompanying the members of the club on their annual outing, but he hoped it would not be the last. A toast to the "Wholesale Grocers" was then proposed and was responded to by C. Garvey and McKinley Millman. They both congratulated the club on the success of the outing and hoped to be present at the next annual event of the kind. The next number on the programme was a toast to the "Retail Grocers' Association," which was coupled with the names of E. Young and G. Duncan. Both gentlemen spoke of the benefit the association had done to the retail grocery business. The last toast on the list was to "The Guests" and was responded to by S. Leish and G. Wilson. Both appreciated the honor of being the guests of the club and congratulated the members on the success of the outing.

The gathering then adjourned to the hotel parlors where all joined in songs, accompanied by T. Ranahan on the piano, until the train was due. The merrymakers arrived in the city shortly after ten o'clock greatly pleased with the day's outing.

Preparations are nearing completion for the Grocers' big picnic at Springland, on Wednesday afternoon of next week, and the indications are that the affair will be the greatest of the kind ever held.

CHATHAM.

August 24.—The complaint voiced by the Peterboro correspondent a short time ago with reference to Sunday schools, churches and other organizations soliciting prizes from merchants, strikes a responsive chord here. True, Chatham has never been excessively troubled by prize solicitors, but the kindred evil of programme "advertising" at one time had deep root. Not a concert took place but the management deemed the merchants their lawful prey to the extent of 50c or a dollar, paid for "advertising" space that wasn't worth a red cent.

The evil is one which can be effectively dealt with only by a merchants' or grocers' association. The local branch of the Retail Merchants' Association grappled with it most effectively a couple of years ago, and now the practice, as well as the practice of ticket soliciting, is practically dead. While experience has shown that it is hard to get the entire mercantile community together to discuss united action, yet a dozen or so resolute merchants can make a beginning which others are only too glad to follow. The experience here is that even the few merchants who decline to join the association are perfectly willing to back up its efforts along this line. Furthermore, the mere passing of a resolution by the merchants does much to check this "grafting."

Chatham's tax rate for 1908 will, it is expected, be 28½ mills. While this is a good, substantial figure, citizens have the consolation that the paving of all the main streets of the city is practically complete, and that a few years from now, when the present local improvement debentures begin to drop off, we will be enjoying not only a lower tax rate but modern improvements as well.

Carter Mitchell, one of Chatham's oldest colored merchants, died rather suddenly Wednesday morning. He was 80 years of age, and had conducted a small grocery on Wellington Street East for many years.

J. W. Edwards' general store at Cairo, near here, was completely destroyed by fire on Friday morning. The store was also the village post office. Mr. Edwards' loss is estimated at $3,000, partly covered by insurance.

Miss Chick, special demonstrator for Peters' and Nestle's Swiss milk chocolates, was at E. A. Mounteer's confec-

tionery store all last week, where she conducted a very successful demonstration and distributed free samples of her goods.

The Stoney Point Canning Company have put up a new $5,000 building. E. Desmarais has also enlarged his store.

The manufacture of Stogie cigars in Canada is now an accomplished fact, a factory having recently been established in the Irwin Block, Leamington. The product is now being placed on the market.

The 1908 tobacco crop, which, though small, promised to be of excellent quality, is now reported to have suffered somewhat from the heavy rains of last week. A period of warm, dry weather is now needed to bring the crop to perfection. Buyers are very optimistic as to results for next year, and are again advising growers to plant tobacco extensively.

Reports from Blenheim indicate that the bean harvest in South Harwich has already commenced. The patent bean puller is now extensively employed, superseding the old process of pulling by hand, and, incidentally, doing the work in a tithe of the time. While some very fine fields have been noticed, the recent heavy rains have worked considerable havoc in many sections.

ST. THOMAS.

August 24.—Business was rather dull last Saturday, possibly owing to the absence of many farmers who are kept busy in the harvest fields and also to the fact that the employes of the P.M.R.R. held their largely attended excursion to Chatham that day. It is regrettable to the merchants especially that Saturday is always selected as the day for these excursions and next Saturday the Wabash & G.T.R. employes hold theirs to Detroit, which, with the M.C.R., lately held makes three Saturdays already spoiled for trade this season on this account.

It is surprising the apathy shown by the authorities in enforcing the Transient Traders' and Peddlars' By-Law. The city is overrun by tea, clock, clothing, fruit and other peddlars plying their trade unmolested, whilst the grocer has to pay his business tax to keep up the machinery of the law and get no protection in return. This is a gross injustice to him as well as the loss of a legitimate source of revenue to the city. The grocers' section of the R.M.A. ought to take this matter in hand and wake somebody up.

Home-grown watermelons and cantelopes are quite plentiful and readily retail at from ten to twenty cents each.

Plums locally are also a big yield, the trees almost breaking down with them and are ripening three weeks earlier than last year and by the time some of the tardy housekeepers get ready to do their canning, the plums will be all gone. Then, as usual, they will blame the grocer for not telling them in time and he, in the meantime, has had probably to dump them because they were not ready to buy when he had them. Peaches in the Leamington district are quite plentiful and as St. Thomas depends on that district for its supplies it is welcome news. Eleven-quart baskets sold retail at sixty-five cents last Saturday. Fall apples are abundant and cheap, selling at fifteen cents per peck but winter apples are a very light yield in this county according to reliable reports.

A report was industriously circulated this morning that G. R. Rinn, one of the St. Catharine St. grocers, had his store burglarized on Sunday. When the chief of police called to investigate, however, he found it all a mistake.

Bob has a fondness for the jumbo bunches of bananas out of the car. He got four dandies on Saturday and hung them up in his store. One of the bunches fell and took down the hook and plaster. Someone was in, saw the debris and took it for granted that the store was burglarized, hence the story.

BRANTFORD.

August 25.—C. W. Grantham has purchased from Hagey & Co. their East Ward store at the corner of Alfred and Colborne Streets. Mr. Grantham formerly had a grocery on Dalhousie Street, near the Commercial hotel.

Local retailers report business improving, the holiday season is nearly over and the fruit and pickling season is responsible for a considerable increase in business. Butter is very firm at 26c and 27c per lb. Eggs, 22c dozen.

The Brantford Grocers' Association have received an invitation from the Hamilton grocers to attend their annual hump, and no doubt but many will go to enjoy the lake breezes on Wednesday afternoon.

The regular meeting of the association was held on Tuesday evening and all the business in connection with the recent excursion to Niagara Falls was finished. The treasurer reports a neat surplus. An interesting discussion took place on methods of lessening the credit business. That the cash system is the best and is coming more into vogue is very evident. There should be a larger attendance at these meetings of the retail merchants to discuss matters and to bring things up for debate. The president promises some interesting discussions at the future meetings.

Wednesday afternoon brings to a close the summer half-holiday in this city. The clerks appreciate the generosity of the merchants in giving June, July and August this year.

Thos. Thompson has purchased the grocery on Colborne Street from Norman Willitts and Mr. Willitts, who has been connected with the grocery trade of Brantford for the last twenty years, has entered the bakery business. We wish him every success.

Ald. S. Suddaby, the West Brant grocer, has had plans and specifications drawn up for a fine new store which, it is his intention of erecting in the near future.

GALT.

August 25.—Never before has the town of Galt been closed up so tight as on Thursday afternoon last, when the retail merchants held their first annual picnic. Every store was closed during the afternoon and the business portion of the town was deserted. Confectionery stores which with the exception of Sundays had not been closed for twenty years, shut their doors, and employers and employees joined in the picnic. It required considerable consideration on the part of Galt merchants to arrive at the conclusion that an outing together would be beneficial in more ways than one, but once the decision was reached the unanimity with which everyone entered into the preparations ensured success, and the outing was an unqualified success. It was the biggest picnic ever leaving Galt and ten cars were required to transport the merchants, their clerks and friends, numbering over 800, to Waterloo Park, a distance of 15 miles. The whole afternoon was spent at the park, and there was a football and baseball game, and a programme of sports, a baby show and a cakewalk, and a dance in the park pavilion. The committee had perfected every arrangement with the result that every minute of the outing was enjoyed by all present. A bountiful luncheon was supplied at six o'clock and the multitude was fed without confusion.

From a merchant's standpoint the picnic was most enjoyable. Business was forgotten for the afternoon and rival proprietors of businesses rubbed shoulders, many for the first time, with the result that a more harmonious feeling between merchants in Galt now exists. It was a great day and the merchants are delighted with the success of their outing. The picnic next year will probably be on a more elaborate scale, and may embrace an all-day excursion.

Wesley Gerbracht, of Deans & Walker, grocers, is holidaying at Listowell.

Robert Percy, of Radigan's grocery, has returned from a week's holiday in Montreal.

The fruit season to date has been very disappointing to local growers, who, owing to the large quantities offered for sale, found it impossible to realize a fair profit. "I can't remember a season since I have been in business," said a local grocer, "when the price of fruit has been so low. It is almost impossible to give it away, and we are compelled to order in very small quantities in order that it does not spoil on our hands. Were it not for the convenience of our customers I would handle absolutely no fruit this year." A number of other grocers were interviewed and all corroborated the above opinion.

New honey in comb and jar is being offered and is moving out very rapidly.

Allan Deans, of the Red Front, spent four days of last week at the bowling tournament in Berlin. His rink reached the sixth round before it was finally defeated.

Miss Dobel Anderson, of the office staff of Sloan Bros., is holidaying in Norwich and Simcoe.

OTTAWA.

August 25.—"Tomatoes are coming in well now, and are dropping in price," said a dealer on By Ward Market this morning. "How is the crop?" was asked. "Mine is very good, and I hear others saying that they expect theirs to come out well. They are good color

and sound. They've been a little late that's all." Prices for the commodity were this morning 18 and 20 cents a gallon, and 40 cents for baskets. The supply was fairly good. Potatoes showed little change, but were, if anything, a shade easier. The quotation was $1.50 a bag. There was a large quantity of plums offered for sale but those that were local were a little hard looking. For them 50 cents a basket was demanded. Peaches have been fairly plentiful, but pears are a little hard.

Ottawa's milk supply during the latter part of July was severely taxed. Recent rains, however, have temporarily improved the pastures, and as a result the production at present is somewhat larger, but the general shortage has caused the price of cheese to float above 12 cents, and butter has advanced to from 25 cents to 30 cents.

August 24.—Some of the grocers in Ottawa seem to be after blueberries pretty hard, here's another one. Albert Lafleche, grocer, bought a cargo of blueberries on the market the other morning before the legal hour of 8.30. He was detected by the market inspector, admitted the offence and was taxed $12. Mr. Lafleche said he thought it was after 8.30 when he bought the produce.

A good many people lately have been inquiring as to the reason potatoes here were so mach higher this season than in Montreal or Toronto. The reason given by most of the vendors is that while these two big wholesale centres depend on the outside supply from all over Canada to fill their requirements, Ottawa depends in a large measure on the local supply. This latter happened to be a bad one this year, and consequently prices went up. Probably expecting that they would go down again in a very short time, the local dealers did not bring in enough carloads from Montreal to appreciably lower the price until lately, so that for a time almost record figures were attained.

The monthly meeting of the Ottawa Vegetable Growers' Association, was held Tuesday evening, August 18, in Allen's Hall. The meeting, on account of the Horticultural Exhibition, was not as fully attended as was to be desired, however, some very valuable points were discussed. The chair was occupied by W. Smith, who called upon T. A. Ferguson for an address. He responded and gave some advice on onion growing from personal experience.

Commercial men who are now in the city taking orders for fall delivery, report a gradual revival in trade conditions. "It was never difficult to get orders," stated one of them last night, "but the difficulty arose through slow payments, Paper is now being met with much greater promptitude and the general outlook has vastly improved. The heavy crop in the west will have a very stimulating influence."

Though there has been plenty of fruit on the local market, the prices are high. Imported fruits are more moderate in price than the home-grown, for the Ottawa valley crop is somewhat light owing to the lack of rains in early summer.

HAMILTON.

August 24.—That veteran grocer, C. H. Pebbles, has come to his reward, having received an appointment from the Whitney Administration as Division Court Clerk. The best wishes of the retail trade go with him to his new office. He was respected and admired for his many sterling qualities while in the grocery business, and general regret is felt by both wholesalers and retailers at his leaving the trade.

A good story is being told of "Bay" Hill, the energetic secretary of Hamilton Grocers' Association. While out at the recent travelers' snack at Alton a couple of weeks ago, he was introduced to one of the town's foremost citizens. The citizen in question is troubled with inability to remember the names of people. Next day, meeting "Bay" and not wishing to appear forgetful, the foremost citizen, thinking he had a clue, asked whether he spelled his name with an "e" or an "i." Bay smilingly replied, "Why, my name is Hill."

BERLIN.

August 25.—Isador Snyder, one of the progressive farmers of this vicinity, who pays particular attention to several fruits, including melons, says the watermelon crop is an excellent one this year. He will begin marketing them this week.

Three thousand people will come to Berlin on September 23rd to celebrate the 25th anniversary of the organization of the Brotherhood of Railroad Men in Canada, which should be of considerable benefit to local provision and fruit dealers.

The long-continued wet weather caused the farmers a trying time in harvesting oats and many farmers reported instances of the fall wheat sprouting. However, this evil to the wheat was beneficial to the root crops, so Farmer John is not complaining.

GUELPH.

August 24.—One of the best grocery buyers or in fact closest buyers whom I have ever met passed away here today in the person of A. J. Fitzsimmons. He was a good grocer and made money in the stand at present occupied by J. C. Chittick. His first question to a traveler always was, "Well, what have you got to-day off the unbeaten track?" Travelers from all parts of Canada will remember him for this quaint saying of his. He was always a buyer, and for cash if you could interest him. Many friends will miss him, but few more than the travelers, who used to have to brush up against him in a business deal.

Albert Van, of J. A. McCrae & Son's staff, had two splendid windows in this week, one with a background of sacks of Wallaceburg sugar at $4.85, with the front dressed with all kinds of spices from a to z, including two large decanters of vinegar, one cider the other white wine. His other window consisted of fancy jugs, regular 40c jugs for 15c, and was a great drawing card.

The Surprise Soap Co.'s representative, D. L. Blake, was in town this week advertising this famous brand of soap. He dressed a few windows also, and made many friends. He did quite a business in cans and twine holders also. His window dressing was all that could be desired, but when a professional does come along we are looking for something out of the ordinary. The boys are all willing to look and learn, but several windows of the same kind is not just exactly what we are looking for. You did all right, Mr. Blake, but *give us something or show us something next time out of the ordinary and we will appreciate it more.

The clerks' advertisement and the merchants' advertisement in each Wednesday afternoon's paper cause a good deal of merriment, but so far the clerks have had the best of it, and also the half-holiday.

Surprise soap is all O.K., but heavenly day, I wonder if it will take mucilage off windows is a question I heard today. Will some of those Galt people tell us ?

STRATFORD.

August 25.—Does it pay to sell cheap granulated sugars ? Twenty cents per cwt. is quite an inducement for many grocers to handle it and there seems to be quite a lot of it on the market. Just now during preserving season when sugar is the big item in groceries it is a most important question for every merchant. It is true a merchant has to figure out his percentages—but in just what way they are figured out means much to the sound establishment of his business. To-day customers certainly know the difference between a cheap article and a genuine one, and are not easily fooled—hence the merchant that pushes cheap sugar is doing an injury to his business. Wouldn't it be a better way to give a pound less per $1, give the genuine article and build up a reputation for good reliable groceries ?

Surprise soap and Lea & Perrin's sauce are being freely advertised in the city, many grocers having placed their windows at the disposal of the former.

Leo. Killoran, proprietor of the M. J. Killoran grocery, is the local C.M.B.A. delegate to the big convention at Quebec.

Tomatoes are very high in price and are rather on the scarce side. They are retailing as high as 50c per basket. Peaches are of poor quality so far and very few being handled. Plums and pears are plentiful.

INGERSOLL.

August 24.—With the breath of autumn stealing upon us in the early morn and at evening time, one's thoughts naturally turn to the fruit season, the most delightful in Canada of all the seasons. The early fruits were abundantly plentiful, and this also may be said of the autumn fruits. At the present time plums are being marketed in very plentiful quantities, and it is said that the yield in the surrounding districts will be the heaviest in years. This is probably true as the price, for the opening of the season, is considerably cheaper than usual.

The tomato, a vegetable which finds favor in every household, will also be extremely plentiful this season. The scarcity of fruits and the increased price of sugar during recent years, were factors in lessening the quantity of fruits in many homes, and, as a result, their places have been filled to no small extent

by vegetables, chief among them being tomatoes. Many housewives have increased their supply of catsup, and it is always a welcome table requisite and means a saving of fruit. The pinch of hard times which many experienced last year taught them a lesson in frugality and industry, and more and better worked gardens are to be seen on every hand. This means that the average citizen will not be as dependent upon the market as heretofore. Special attention has been paid to tomatoes, cucumbers and potatoes, the three staple vegetables, and prices this winter will doubtless be cheaper than for several years for this very reason.

Beattie & Co. took advantage of Civic Holiday, Monday, August 17, and removed to their new premises. They have many important improvements in contemplation, which, when carried to completion, will make the new stand all that could be desired for the grocery business.

For the past week or two the community has been terrorized by a bold gang of sneak thieves who have visited dwellings, stores and offices. Among the places visited was Sherry's grocery store on Thames Street. An entrance was effected by cutting the screen at the window over the front door. The window happened to be open, and the thieves had little difficulty in entering the store after the screen had been removed. They secured between four and five dollars from the till, and a quantity of tobacco, cigars and other articles.

TORONTO.

August 24.—Harry MacDonald, the Sorauren Avenue grocer, was up in Guelph during the Old Home Week, and while there, besides enjoying himself fully, he made arrangements out at the Model Farm for a good-sized supply of butter weekly. The idea was a good one and residents of North Parkdale seem to thoroughly appreciate the excellent butter. About 200 pounds are being brought in weekly.

Roy Armstrong, of the Perkins, Ince Co., Toronto, is spending a vacation at Buffalo. John Stevens, book-keeper for the same company, is holidaying at Scarboro.

At the regular monthly meeting of the Toronto Grocers' Section of the Retail Merchants' Association, held at their rooms on Monday evening, August 24, the committee appointed to interview the wholesale grocers in regard to the question of discounts, presented its report. A. B. Griffin presided at the meeting, which was well attended, and Jno. F. Holloway and W. M. Miller, represented the committee. Mr. Holloway reported that the wholesalers they had met stated that for three reasons they were compelled to take this action. The manufacturers had cut off discounts to the wholesalers to the extent of 60 per cent. of their business; the system of discounts had been abused by the retailers; and discrimination had been unconsciously enforced against some retailers. Where discounts were given for ten days, some retailers had abused the privilege by making it more like sixty days, and it was a difficult matter for the wholesaler to know where to draw the line. A number of retailers instead of paying accounts in ten days, let them run thirty and forty days, and then remitted a check after deducting the discount. The conscientious retailer who knew that discounts meant paying in ten days would pay his account in full if it ran over the period. Thus the wholesalers found that some retailers were discriminated against.

The meeting received the report and decided that if the wholesalers insisted upon carrying out their intention of cutting off all discounts, then it was necessary for them to make reasonable concessions. The same committee was appointed to wait on the wholesalers and see what concessions they would grant. The committee is to report at a special meeting on Friday, August 28.

The report of the development of the co-operative system in Toronto was read by E. M. Trowern, and a resolution was unanimously passed asking the general executive board of the Toronto branch to take vigorous steps to inform the public through the press or otherwise as to the real facts concerning the system.

The report of the committee regarding hawkers and peddlers was brought in. The committee had been before the Board of Control and asked that the peddlers' by-law be enforced, to which the Controllers agreed. The committee was instructed by the meeting to take proceedings against any peddler who engaged more than one person on a wagon. The committee is also to interview the Police Commissioners and see that the by-law regarding peddlers with push-carts be enforced and that these men be made to move on as authorized by the by-law.

A committee was appointed to prepare a list of prices at which staple articles should be sold, and this list is to be issued to all members once a week.

The local representatives of Thomas J. Lipton have arranged rather a novel window dressing contest for the grocers of Toronto. $250 in prizes are offered for the best eighteen windows dressed with the firm's tea, coffee and jelly tablets. The period of display is to be from August 29 to September 12, and the editor of The Grocer is to do the judging. The company offer show cards, etc., to assist in dressing the window. Photos are to be sent in to the Editor of The Grocer and must reach him by September 21. The contest is creating a good deal of interest in the city, and the entries promise to be large in number.

A tea-room has been opened at 191 Yonge St., by Thomas J. Lipton, to demonstrate the firm's products during the two weeks of the coming Exhibition. The idea has proved exceedingly popular in Montreal and Quebec, as it has done here in former years. Visiting grocers are invited to make the room their headquarters during the Fair.

C. Lyons, general merchant, Rosthern, Sask., is succeeded in business by Lyons Bros.

INTERESTING PROVINCIAL EXHIBITS.

1,000 Miles of Wheat From Saskatchewan—An Unexcelled Dairy Display.

One of the most attractive features of the Canadian National Exhibition, which opens in Toronto next week, will be the exhibits from the various Provinces of the Dominion.

Alberta's exhibit, for instance, will include a mirror arrangement reflecting 1,000 miles of waving wheat extending from Edmonton to Portage la Prairie. An exhibit from Saskatchewan will be a working elevator showing how grain is stored and shipped.

In dairy products there never was such a good showing at the Exhibition as this year, especially in butter exhibits of which are promised from Prince Edward Island, Nova Scotia, New Brunswick, and in extra quantity from Quebec.

Grocers will find numerous points of interest at the great Fair, and a visit will be well worth while.

INVITATION TO THE TRADE.

If you are coming to the Toronto Exhibition—and I trust you are—plan to call at our office, 3 Wellington Street East, and make it your headquarters while in the city. Just consider our staff, phone, writing material, etc., at your disposal. If we can be of service to you it will be a pleasure. When at the Exhibition grounds be sure and visit the "Red Rose Tea" booth in the Manufacturers' Building and you and your friends enjoy a cup of "Good Tea."

TRAVELERS HOTEL IN OTTAWA.

Commercial travelers visiting Ottawa these days are going in larger number than ever to the new Hotel Cecil. The boys find every modern convenience at this hotel and are delighted with the excellent cuisine and prompt service. Mr. Walter B. Walby, the proprietor, has been 18 years in the hotel business, and has always found the "Knight of the Grip" the best patron of any high-class hotel. For that reason he has, since the opening of the Hotel Cecil, catered particularly to the commercial travelers of the country.—Advt.

TRADE NOTES.

S. J. Smith, Hamilton, has sold his grocery business to E. R. Almas.

John A. McFarlane, grocer, Shakespeare, is advertising his business for sale.

McArthur & Dezall, general merchants, Hopeville, have dissolved partnership. The business will be continued by Mr. McArthur.

The Robert Greig Co., Toronto, have recently made large shipments of White Swan Prepared Cocoanut to Winnipeg and other points. Their business in this and in White Swan Coffee is steadily growing.

Imperial Evaporated Cream

The continued call of the trade for high-class Evaporated Cream from manufacturers who could fill orders led us to Purchase a site and erect a condensing plant in Chesterville, Ont.

Here we are putting up **IMPERIAL BRAND EVAPORATED CREAM**, with which we are now prepared to supply the trade.

Our plant is most modern in every respect, while our milk supply is perfect, enabling us to turn out the finest product.

Further Information, Price

Sub-Agents:
Toronto—Anderson, Powis & Co.
Hamilton—J. H. Herring
London—Alex. Tytler
Winnipeg—W.L. MacKenzie & Co.

The Canadian

Chesterville, - - -

Sal

S. H. Ewing & Son

Reasons Why it will Pay You to Stock Imperial Evaporated Cream.

1. Our condensing plant is located in Chesterville, situate in the finest dairying district in Ontario, ensuring a steady supply, Winter and Summer, of rich, pure milk, from farmers who are expert dairymen, and who make a specialty of raising milch cows.

2. Our plant is equipped with all the latest machinery for use in a condensed milk factory, which means that the milk does not experience the touch of human hands from start to finish. This assures Perfect Cleanliness.

3. Our Imperial Evaporated Cream is put up in an **ABSOLUTELY SOLDERLESS TIN**, the cap being clamped on instead of soldered.

This is an innovation in condensed milk and evaporated cream, and makes it possible for us to state that we have the **MOST SANITARY TIN** of any manufacturer now offering his goods to the trade.

4. Imperial Evaporated Cream is put up in the regulation 14 oz. tin, with an attractive label.

5. **WE CAN FILL YOUR ORDERS PROMPTLY.**

c., will be gladly furnished.

Condensing Co.

- - - - - Ont.

ents:

Montreal and Toronto

Sub-Agents:
Quebec—Albert Dunn
Ottawa—A. M. Loucks
Kingston—C. De Carteret.

"Men Who Sell Things"

Something Further About Letter-Writing—Make Them Personal Talks With the Customer—A Homily on Price-cutting Which is Characterized as a Weakness—Quality and Value Rather Than Price the Real Factors in Selling Goods.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

To begin with, don't put too much of yourself into your letters. The best customer on your calendar is not interested overmuch in you. The thing that concerns him is how you can help his situation. Don't fool yourself into believing that you have him solidly bound to you by close ties of friendship. Intimate acquaintance is worth much, to be sure, but your own brother will patronize you in a business way only so long as you can make it worth his while from a dollar-and-cent standpoint. That is because business is business. Friendship is another matter. It is useful only as a path-opener in business. It will keep the opening clear only as long as it conduces to your customer's commercial prosperity.

Keep Self in the Rear.

But to return. In letter-writing keep yourself in the background, put your customer's interests to the fore, and avoid construction of the machine-like, ready-made order. Introduce your subject in a graceful, natural and friendly style; then, carefully avoiding meaningless sentences, proceed into the real pith of your proposition, making your points tell one on another, briefly, vividly, connectedly, down to the leave-taking, which should be genuinely polite, but withal natural and pleasant, as you would say good-bye to a friend or acquaintance about to depart on a short journey.

You wouldn't greet an old acquaintance on the street with, "Excuse me for taking this liberty in saying how do you do," or "The favor of your presence here on the street with me is heartily appreciated, I assure you." And you wouldn't leave him with, "I hope you will remember me. Good-bye," or, "I hope I have pleased you in this meeting, and that you will offer me further opportunity for continued acquaintance."

Sounds funny, doesn't it?

Well, that's the way it sounds when you write letters that way. If you wouldn't talk that way to your friends, why do you write in that style? Think it over.

You don't do it? Oh, yes, you do! And you are not alone in it either.

Make it a Personal Talk.

Bring your customer as close to you in a letter as you would in a personal talk, if he were sitting at your elbow in the sample-room or talking to you at his own desk.

Men of limited schooling have found an easy method of increasing their vocabulary in reading extensively and studiously from the lives of great men, and other works of educational interest. In precisely the same way the salesman may increase his knowledge of correct letter writing by making a careful study of the style adopted by men who are specialists in the art of business-letter writing.

Take pains with your letters. When one is finished in which you wish your powers of persuasion to have full swing, read it over carefully; study the weak points and try again. Keep on trying until you hit upon a style that you feel certain will have the desired effect.

I have known men who, from long practice, were skilled in the art of constructing powerful business-getting letters, to ponder for hours and destroy many copies in an effort at shaping up just what they wanted for a strong letter with which to fit a specific purpose.

The power of business-letter writing as a silent factor in salesmanship is second only to the oral method.

To any salesman who will intelligently explore the field there awaits a golden harvest. Begin now while the subject is fresh in your mind. In place of using the conventional advance cards, that outlived their usefulness before their invention, invest a dollar or two occasionally in the services of a public stenographer, and keep your customers in touch with you by heart-to-heart, elbow-to-elbow business-getting and business-holding letters.

It will please and surprise you amazingly to see how quickly and effectually your work will take on new life. All that is necessary to germinate it is a little time employed from among the many idle hours on board the train or about hotel lobbies, coupled with the slight investment of a few cents, and a larger one of sense.

CHAPTER XVI.

Getting the Price.

The highest delights are often found by turning the back on inviting by-paths and facing cold duty.

It is hard to redeem the salesman who is under the narcotic of price-cutting.

The habit of making your own prices on your employer's goods is a moral kink in your selling education, a hold-back on your advancement in the profession, and a sink-hole for the profits of your house; and if you cannot break yourself of it, better far that you quit salesmanship and become an auctioneer; then you can have unlimited latitude to indulge in the pastime of tobogganing on a sliding scale of price-making where no harm can be done.

The most inexecusable fault in any salesman is the lack of ability to get the price.

If you will always keep in mind the principle of not allowing your customers to make your price, you will find how easy it is to make sales at the prices with which your goods are marked.

There are shrewd buyers everywhere who have learned that if they can put the price on the other man's goods they are morally certain of getting the best end of the bargain.

When a customer enters your sample-room and informs you that your competitor has offered him the same article you have just shown him at a lower price than you named, you should at once settle it with yourself that you will be establishing a dangerous precedent in falling into the hands of that customer, if this reported cut in price is met without careful investigation. And even then you should generally stand firm and refuse to meet this competitive attack. The salesman who sells the right goods to his customers in the right way has no need to do business at a loss on any article, or to allow his competitors or his customers to make his prices.

It is a good thing to remember the old rule that a good buyer never calls attention to the fact of prices being higher in one place than another. If a higher price has actually been named than he could buy the same article for elsewhere, he quietly drops it, slips away to the store of the man who made the lower price, and places his order there.

Testing the Salesman's Nerve.

In nine cases out of ten, when a buyer questions your prices he is merely testing your nerve as a salesman. If you should yield just once, and your house be lax enough to permit it, you are done for on price-getting with that buyer as long as you travel that territory.

The weak-kneed salesman who is unacquainted with the mind of the average buyer imagines because he is not strong himself on his own goods and prices, that the buyers on his territory will share his uncertainty. If they do share it, it is because of his reflected weakness, and not on account of his values.

All through the various phases of salesmanship, faith runs like a silver thread. If a salesman's faith is weakened with dread and doubt, he must

blame his failure on his lack of confidence, and not on his goods.

When you start out with a new line of goods at the beginning of a season, and your faith is abundant, how easy it is for you to drive your points home and clinch your arguments with every article shown. No room for price-cutting then!

Now, as a matter of fact, the prices of the goods in your house are pretty generally right. An off price now and then, even on a marked article, is perfectly liable to occur, but it is nothing to be alarmed at. Your house could not remain in business and pay you the salary you are drawing, if it were always under the market on everything it had to sell.

Price Not So Important.

While you are looking with an eye to picking the easy sellers in your line, don't forget that price in merchandising does not cut so much figure as it did ten years ago. The buyer's argument then was price and quantity; now it is selection and quality. The merchant is out of date who goes about the market wearing that old price bugaboo around his neck. There is little room for doubt that his shelves are filled with shop-worn "bargains," in place of up-to-date merchandise.

On a certain occasion a big and pompous dealer from the West came into our store, and in a loud voice said:

"I'm looking for the man who makes prices."

The sales manager was called, and explained to him that no in the place was empowered with that privilege. "Our prices," said he, "are the same to you as to others."

"But," answered the merchant, "I have always heard it stated that you were high-priced."

"You are willing to trust to your own knowledge of values, are you not?" asked the manager.

He said he was, and expressed a desire to go through the house. Stopping on one of the floors where he thought it would be a good place for the merchant to start in to buy, the manager launched into a brief, terse argument, in which he cut loose from cheapness—emphasizing merit—laying stress on inherent worth both of style and quality.

That buyer placed an order for fifteen hundred dollars before he left, and came back for more goods each season afterwards, always acknowledging that that argument on quality had been worth a great deal to him in his own business.

I have known salesmen to be so weak on price that, when they discovered an article in the line that was overvalued from among hundreds of others of exceptional value, all they could do was to go about the place and hound everybody they came in contact with about it, as if the whole future of the house and themselves depended on immediate adjustment of the matter. Their argument was that if a customer should happen to run across it, it would prejudice him toward the entire line. Nice compliment to their customers' knowledge of values, wasn't it?

Knowledge of Values Counts.

For the edification of just such salesmen, let me emphasize right here that buyers do not turn down a house of standing because of a price or two being out of the way. Every buyer has certain houses on his staff that he likes to favor. Before going to market he makes a mental blue-print of the amount of goods he intends to purchase, and about how much he will leave with each house. In visiting the various places he is in the habit of frequenting, his chief attention is given to selection on style—not price. He picks out patterns in one house that he did not see in another, and vice versa. If, perchance, he actually discovers the same article in two places at different prices, and he has already purchased it at the higher price, he simply cancels his order for that one thing and places it with the other house. But on no account does he condemn the entire plant because of that experience. So there is no need of fear that your trade is going to leave you on any such pretext.

Enlargement of the heart is responsible for price-cutting on the part of some salesmen. They permit a buyer to work on their sympathies with stories of the quantities of goods he can use if the price is right. He pleads his case so eloquently and with such ardor that the salesman forgets that successful salesmanship depends upon his ability to lead his customers—not on following them. Leaders are finders; followers get but leavings.

"Clouds are helped by winds to rise. Be not a cloud; strive to be the wind whose will the clouds obey."

Price-cutting is Character Weakness.

The spirit of accommodation is all right in its place, but it amounts to an offence against your house when you take the liberty of displaying it at the firm's expense. It is easy to be generous with other people's resources, unless your character is free from kinks. Price-cutting is character weakness. Did you ever think of it in that light

What right have you to reduce the price of another's goods purely of your own volition?

No more right than you have to go behind the cashier's desk, put your hand in the money-drawer, and take out the same amount you lop off in a cut price and give to a customer.

Sounds severe, does it not? It is the truth. Truth hurts sometimes, but when it hurts most it does the most good.

You are paid to sell goods at a profit.

The Sheldon definition of salesmanship is the best I have ever heard—

"Power to persuade people to purchase at a profit."

Not simply to purchase but to purchase at a profit.

Your salary is based upon a percentage of your sales, plus traveling expense. When you cut prices, this percentage does not fluctuate with your cuts. It goes on just the same whether you are steady on prices or not. The basis of profit to you remains the same. If your house fixes the percentage on the profits of your sales instead of the actual sales, that is a different proposition. That is the safest and surest remedy for price-cutting; it makes the fiddler dance to his own music.

Minus a Safety-Valve.

The house employing many salesmen without a profitfiguring department is like a steam boiler without a safety-valve.

Strange as it may seem, salesmen who have enjoyed the widest liberty in the conduct of their firm's affairs abroad, and whose basis for salary has been changed from net sales to progt on sales, decidedly prefer the latter method. It leaves no gaps in the selling-fence through which the salesman is tempted to wander into by-paths. It is always easier to keep your mind on one object than on a dozen. When that object is the sale of goods at a profit, it is easier of accomplishment with the course positively defined. The man is yet undiscovered who can successfully watch all the attractions going on at once in a five-ring circus.

If, however, your house is still operating on the old plan of percentage on sales, and there is no limit to your latitude (don't put the coat on, now, unless it fits; this chapter is intended for that class of salesmen for whom instructions have but little restraining influence), stop for a moment to consider your house. It pays you your salary. It is the head of the business family of which you are a member. True, you could go elsewhere and secure a position—almost any one could. That is the meanest argument you could use. The question is, Have you no filial business regard for the head of your business family?

(To be Continued.)

WELL-THUMBED EVIDENCE.

A short time ago a well known trade paper received a substantial advertising order from a concern which had formerly used space very sparingly. Later, the sales manager of that concern while conversing in a social way after business hours with the trade paper's advertising representative, explained his reason for the increase of advertising. He said that while making a personal trip over the territory of a sick traveler he entered the private office of a large retail merchant from whom he got only occasional and sparing orders. But, before leaving, he noticed that the most well-thumbed article on that merchant's desk was the current issue of the trade paper in question. That decided him.

Royal Salad Dressing

has many imitators and imitations. There are plenty of people trying in one way or another to sell these imitations on the strength of the value, merit and popularity of **ROYAL SALAD DRESSING** by saying it's just as good.

Royal Salad Dressing is made only by

The Horton-Cato Mfg. Co.
Windsor, Ont.
Detroit, Mich.

Boneless Cooked Hams

We have always on hand a fresh supply of Boneless Cooked Hams, specially selected and prepared for our trade. The quality is the very best, and we recommend them to our customers during the picnic and out of town season.

F. W. Fearman Co.
Pork Packers and Lard Refiners
Phones 674 and 675. 17 MacNab North
Hamilton, Ont

ASK FOR

O'Mara's Bacon, Hams, Lard and Cooked Meats

By handling superior goods you will increase your trade. I supply only A1 quality.

Quotations Gladly Given.

JOSEPH O'MARA
PORK PACKER
PALMERSTON, - ONTARIO

Breakfast Bacon Skinned Backs Hams and Rolls

Finest Quality. Made from Selected Hogs.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, August 27, 1908.

The weather has been very favorable to cheese production for the last ten days or two weeks and as a result arrivals are showing an improvement in quality. The advance in price checked the export business for a short time, but now enquiries are beginning to arrive. Many of the large English houses have advanced their prices, and are now able to sell the Canadian product. The English people have always been known as good feeders and a rise in price is not so apt to deter them from buying as perhaps it would in some other countries. The quality of the cheese now being shipped is exceptionally good and this fact is helping the sale immensely on the British market. Dealers say that although times are not so good the demand for Canadian cheese keeps up, therefore they propose covering their wants, although they have to do so at advanced prices. Taking into consideration the fact that the taste for cheese in England is more deeply seated than it is in America, we would naturally look for more uniformity in demand in the English market despite the peregrinations of price than we would see in America. Here we find the demand is exactly relative to the price. Americans do not consider it so essential as a food as the British people, therefore high prices are liable to limit sale.

P. B. McNamara, commissioner at Manchester for the Department of Trade and Commerce of the Canadian Government, says:—"So far this season Canadian cheese has been neglected in the north of England, which is due to the fact that domestic cheese was cheaper than the Canadian." Continuing, Mr. McNamara said that the wholesale and retail trade have the impression that cheese prices are being held up by forces which they cannot control, and they are content to let it alone, or at any rate to deal with only compulsory quantities. Since this opinion was expressed, however, the English buyers have become convinced of the genuineness of the Canadian situation, and are now taking the Canadian product at Canadian prices. The wary manner displayed by the English buyers during the entire season seems to be attributable now to this impression that some artificial force was bolstering up the price here, and they disliked to pay a fancy figure due to any such causes as this.

Receipts of cheese for the week ending August 21 amounted to 78,281 boxes, as against 75,306 boxes for the previous week, and 79,521 boxes for the corresponding week of last year. Shipments of cheese from Montreal last week amounted to 70,574 boxes, as against 65,493 boxes for the previous week, and 60,759 for the corresponding week of last year. Total shipments from Montreal since May 1, 957,286 boxes as against 1,106,883 boxes for the corresponding period of last year.

The local market is firm and there is a good demand. Westerns are quoted at 12¼c to 12⅜c, and Easterns at 12½c to 12⅝c.

From all appearances it looks as though the British people want our butter regardless of what they are obliged to pay for it. When the high prices first went into effect it checked the inquiry from the other side, but now Englishmen are evincing interest in our butter in spite of the present high prices. This is a compliment, indeed, to Canada, when we know that Siberia and Australia are pouring their products onto the English market in great abundance. The Siberian receipts are a record, and it must not be lost sight of that this butter is getting better as regards quality, and is becoming more suitable to the English market. At the present time, however, it is not in the same class with the Canadian product, but it is pointed out that this immunity which we enjoy in the high grade lines may not last forever, as improvement takes place all along the line. At the present time Siberian butter offers the best value of any butter in the market for the bottom price.

Throughout the Eastern Townships there is a feeling that the make will not be as large as was anticipated. It is rather difficult to arrive at a reason, because when the factory men are asked they shrug their shoulders and do not advance any definite reason. Among the trade the same impression prevails, and it is thought that the same conditions will prevail which we experienced last fall when there was not a sufficient production to supply home demands. Some people who profess to have made a more than casual investigation claim that the number of cows slaughtered last fall was larger than is generally thought. In view of a perspective shortage in the local market a few choice lots have been going into storage. If the price in England continues to go up there ought to be a chance for someone here who has the goods to deliver to make some money.

Receipts of butter for the week ending August 21 were 14,681 packages, as against 19,485 packages for the previous week, and 14,780 packages for the corresponding week of last year. The local market is steady, with finest creamery quoted at 23½c in round lots, and 24c to 24½c in a jobbing way. Exports of butter last week were 4,031 packages, as against 4,678 packages for the previous week, and 3,688 packages for the corresponding week of last year.

THE PROVISION SITUATION

Toronto, August 26, 1908.

Conditions in the Canadian packing industry do not present features much different this week from those noted in last reports. The British market is reported a little more steady and the situation is a little more encouraging, with offerings of 52 and 53 shillings for Canadian bacon, but even at this there is not a great deal of encouragement for Canadian packers to ship over large quantities. The continued low basis of this market at this time of the year, when packers expect to do the best business, is very disappointing. At present, also, there seems to be no more encouragement in the outlook.

The only redeeming feature is continued good business at home. Demand continues active and shipments to various consuming points in the country have been quite heavy.

This business, of course, is not large enough to keep the factories running full capacity, but even at that they are not being offered any more hogs than requirements call for. Two factors account for this, one, the fact that the harvesting operations which still continue in Ontario, are keeping the farmers busy, and, again, the prices offered are not particularly tempting. The price is about 25 cents lower than was offered a week ago, $6.15 to $6.20 being the offering for general run in Toronto. The quality of hogs offering is fair.

Consumption seems to have fallen off materially in the United States, leading to complicated conditions, as is evidenced in the following summary from the New York Journal of Commerce:

"The past week has witnessed a considerable break in hog products owing to continued decrease in consumption, both home and export, and to lack of decrease in stocks, though receipts of hogs are still moderate. The packers have failed to support the market, and there has been a good deal of liquidation, said to be of outside longs, but as there are not many longs outside the packers it is believed that a good deal of it was for the packers themselves, in view of the improved prospects of the corn crop, which gives promise of a lower basis for hog products on the new crop. There is no question that packers are sorely disappointed over the continued lack of demand, which they have been promising the trade during the dull summer, but there are no prospects of improvement abroad or at home, as the public is not consuming as much salted meats as expected, as a result of the extremely high

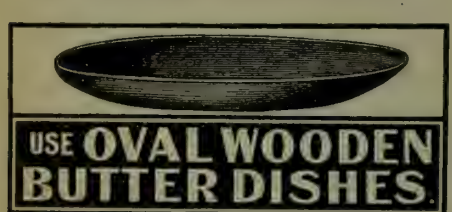
GEO. W. PROUT
WINNIPEG and BRANDON, MAN.
Wholesale Produce
Always a Buyer and Seller
WRITE ME

Saskatchewan Merchants!!
Get highest **CASH** prices on the
REGINA MARKET
(and prompt returns) for your
BUTTER, EGGS and POULTRY
by shipping direct to
THE REGINA FRUIT AND PRODUCE CO.,
ROSE ST. REGINA, SASK.
Trial orders and correspondence solicited

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
125 Adelaide Street E., Toronto

We Want Butter!
Dairy Tubs, Creamery Solids
We will buy f.o.b. your station, in large or small quantities.
Write or phone us with best quotations.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.


USE OVAL WOODEN BUTTER DISHES.
THOMAS BROS., St. Thomas, Ont.

When writing advertisers kindly mention having seen the advertisement in this paper.

prices of fresh meats, and consumption of both is far below the normal, owing to hard times as well as high prices. It has been thought the past week that packers have been actually getting out of their stocks on hand, as they see little prospect of better prices during autumn, except in the South, for ribs on a big cotton crop. At any rate they have permitted the decline, though the bulls claim that they have allowed the weak outside longs to liquidate on as low a basis as possible before they came in to take their load off their hands. The supply of hogs has been larger than expected, as well as the demand for the product smaller, although still behind a year ago and lighter in weight."

PROVISION MARKETS

MONTREAL.

PROVISIONS—Locally the demand has been fairly good, and prices have been maintained. A weaker feeling has prevailed in the foreign markets for Canadian bacon, but so far this has not affected the local market price. Other lines are steady and unchanged in price.

Lard, pure tierces	0 12
" 56-lb. tubs	0 12½
" 20-lb. pails, wood	0 11
" cases, 10-lb. tins, 60 lbs. in case	0 12½
" " 5-lb. "	0 12½
" " 3-lb. "	0 12½
Lard, compound, tierces, per lb.	0 09 0 09½
" " tubs	0 08½ 0 09½
" " 20-lb. pails, wood	0 10
" " 20-lb. pails, tin	0 09½
" " cases, 10-lb. tins, 60 lbs. in case	0 09½ 0 10
" " " 5-lb. "	0 08½ 0 10
" " " 3-lb. "	0 10
Wood, net; tin packages, gross weight—	
Canadian short cut mess pork	23 50
Canadian short cut clear	23 00 23 50
Very heavy clear fat back	24 50
Breakfast bacon, per lb	0 14½ 0 16
Hams	0 12 0 14½
Extra plate beef, per bbl	17

BUTTER—Butter has advanced slightly since last week, as there is nothing in fresh creamery now obtainable under 25c. This strong undertone locally is due to higher prices in the country. Dairy butter is scarce and prices remain the same.

Fresh Creamery, solids, l	0 25
" pri ts, lb	0 23 0 24
Dairy, tubs, lb	0 20 0 22

CHEESE—The cheese market is steady and the export demand is good. There is a slight falling off in receipts, but the quality of cheese arriving is excellent. Locally the demand is good and prices are the same as a week ago.

Cheese, new, large	0 12½ 0 12¾
" " twins	0 12¾ 0 13
" old	0 15 0 15½

EGGS—Eggs are arriving freely and receipts are quite ample to supply local wants. Quality shows some improvement, due to the cooler weather. The local market is steady at unchanged prices.

New laids	0 23
No 1 Eggs	0 19 0 20
No 2 Eggs	0 15 0 16

HONEY—Free supplies of comb and strained clover are arriving. The demand is good and prices are unchanged.

White clover comb honey	0 13 0 14
Buckwheat, extracted	0 10 0 11
Clover, strained, bulk, 30 lb. tins	0 09 0 10

TORONTO.

PROVISIONS — Moderate demands and moderate supplies make the market somewhat easy this week. The usual summer lines are still selling well, but the others are a little on the quiet side. Long, clear bacon has gone up a half-cent a pound and lard has advanced a quarter-cent. There is a rumor abroad that beef and lamb prices will decline before a month's time, but pork lines are expected to remain firm at present quotations.

Long clear bacon, per lb	0 11½ 0 11¾
Smoked breakfast bacon, per lb	0 14½ 0 15
Roll bacon, per lb	0 11 0 11½
Light hams, per lb	0 14½ 0 15
Medium hams, per lb	0 14 0 14½
Large hams, per lb	0 12 0 12½
Shoulder hams, per lb	0 09½ 0 10
Backs, plain, per lb	0 17
" pea meal	17½
Heavy mess pork, per bbl	18 50 19 00
Short cut, per bbl	23 50
Lard, tierces, per lb	0 12½
" tubs "	0 12¾
" pails "	13
" compounds, per lb	0 08½ 0 09¾
Clare beef, per 200-lb bbl	15 50 16 00
Dressed hogs	0 09½ 09¾

BUTTER—This line remains in price at last week's quotations and the butter market is very firm, due to conditions prevailing all summer. Packing for winter is being done by all buyers, large and small. Very little is put up for export, and the high prices of last winter should be impossible in the face of the amount that is now being put away for future use.

	Per lb.
Creamery prints	0 25 0 26
Creamery solids	0 24½
Farmers' separator butter	0 23 0 24
Dairy prints, choice	0 22 0 23
" ordinary	0 18 0 20
" tubs, choice	0 21 0 22
Bakers' butter	0 18 0 19

EGGS—Supplies are low, and very few eggs are arriving from the country. Those which are coming in are suffering from shrinkage. September will be here before any great quantities of eggs arrive, and it is to be hoped that a larger proportion of them will be good than has been the case this month. Eggs are now selling at 21c.

CHEESE—Quiet business is being done in cheese, and the old quotations remain unchanged. This line is showing a little more life than for some weeks past, but the cool weather will have to come before any noticeable change comes over the market.

Cheese large, prime old	0 14½ 0 15½
" " " new	0 13 0 13
" twins, new	0 13 0 13½

POULTRY—A few dressed fowl are being offered, and live birds are beginning to be killed and put in storage for future use. Next week will see the commencement of the rush season which promises to be equal to and may even surpass the business of a year ago. Young ducks are an unknown quantity, and consequently show an easier price. The other lines remain unchanged in price.

Spring chickens per lb, live	0 3
Hens, per lb., live	0 10
Young ducks, per lb.	0 08 0 12
Turkeys, per lb	0 13 0 14

PUSHING PLUM PUDDING.

The Grocer had the pleasure of meeting, in Montreal, this week, Arthur H. Clements, sales manager of the All-ready Pure Food Co., of Canada, inc. Mr. Clements is pushing a prepared plum pudding which he intends shortly to introduce to the grocery trade. The line has met with excellent sale in the United States. Mr. Clements is making Bridgewater, N.S., his headquarters.

BLUENOSE BUTTER

in Sealed Tins, all sizes from half-lb. up to twenty-eight lbs.

Prospectors, Survey Parties, Fishing and Hunting Parties, Camping Parties of all kinds, need good table butter put up in convenient form to carry easily and keep well, that will show the right quality when it is wanted for use.

Bluenose Butter Fills the Bill

The Maritime Provinces of Canada, popularly called the Bluenose Provinces, are noted for their sweet growth of grasses, running brooks and cool nights—ideal conditions for the production of good butter. "That's the reason" Bluenose butter is so good.

Order some the next time you go to the woods.

Smith & Proctor Halifax, Nova Scotia Canada

HEARTY THANKS TO THE TRADE

I beg to thank the trade for the way in which they supported my advertising campaign of

CLARK'S OX TONGUE

A new campaign is now on to help dealers make quicker profits for themselves on my goods. This campaign will include

CLARK'S POTTED MEATS
" CORNED BEEF
" PORK & BEANS
" OX TONGUE

WM. CLARK

Manufacturer

MONTREAL

THE VALUE OF BOVRIL

and the advantages of its use will be explained persistently and continuously in the public press through the Fall and Winter.

See that you have stocks of all sizes. 1 oz., 2 oz., 4 oz, 8 oz., and 16 oz.

A post card addressed to

BOVRIL Ltd.

27 St. Peter St. MONTREAL

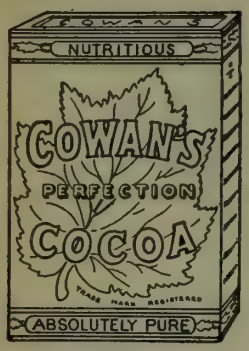
will bring you, Express prepaid, a supply of attractive show cards for your store.

Delightful in Flavor

COWAN'S

Cocoa and Chocolate

The people of Canada know that Cowan's Cocoa and Chocolate have no peer.



Are you pushing Cowan's? The way to create a permanent buyer of Cocoa is to sell her Cowan's Cocoa. Its absolute purity fosters appetite.

The Cowan Co., Ltd.

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice **Lozenges**

NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Chocolate Season

The weather is getting cooler, the nights longer, and more refreshing, cheering drinks longed for. To prepare the drink of all drinks, get your customers to use

Mott's Chocolate

There are two brands to remember, for drinking and eating, and cooking purposes——

"Diamond" and "Elite"

brands. Your Jobbers carry both.

John P. Mott & Co.,
Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

THE HIGH-WATER MARK in Low-water Times

That's the record of

SHREDDED WHEAT

to August, 1908.

While other cereal concerns have cut down advertising and show a decreased business, Shredded Wheat is advertising more extensively than ever and shows an increase in sales of many thousand cases over the sales for corresponding month of 1907.

The reason? You know it if you know Shredded Wheat. No other cereal food can match it for strength-giving, body-building material, for economy, or for wide culinary uses.

No other grocer makes a larger profit on Shredded Wheat than YOU do—no "deals," no premiums, no "sugar," no bribes. The same old policy—A Square Deal for a Square Dealer.

The Canadian Shredded Wheat Co.

Niagara Falls, Ont.

THE FLOUR AND CEREAL MARKETS

Flour Continues Strong With Prospects of Much Higher Prices—Cereal Business Active and Encouraging.

Following the forecast of an increase in oat products last week comes a warning this week of the likelihood of much higher flour prices this fall and winter. John Washburn, vice-president of the Washburn-Crosby Milling Co., one of the largest milling firms in the United States, said the other day: "From the present indications it is safe to believe that the general range of quotations on all grades of flour will run higher than even last year, which, it will be remembered, was an unusual year on account of prices. It is generally expected now in the east, as well as in the west, by flour merchants, that the price of flour will be lower this year. I am prone to believe that they will be disappointed and that these parties will be obliged to pay more for flour this coming fall than they paid last."

Local millers verify this view to some extent, though rather more conservatively. Taking everything into consideration, however, it seems safe to say that there will be considerable increase over present prices. Whether they will go above last winter's prices is a question which cannot be answered at present.

Business in cereals continues exceedingly good for the summer season, and prospects for a good winter's business are bright.

MONTREAL.

FLOUR—Wheat prices have had a little flurry, but this has not affected flour quotations. The demand during the week has been more brisk, but continues to be for small lots. This condition is due to the speculatian as to the volume of new crop and its effect on prices, therefore, buyers are waiting to satisfy their curiosity. Prices remain the same as were quoted last week.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 00
Glenora		5 50
Manitoba spring wheat patents		6 00
" strong bakers		5 50
Five Roses		6 00
Harvest Queen		5 50

ROLLED OATS—The trade passing in rolled oats is a good one just at present, but, like other lines of this nature, orders received are for small lots. There is some talk of higher prices, but this does not seem to be taken very seriously among the jobbers. The market is displaying a firm undertone, however.

Fine oatmeal, bags		3 05
Standard oatmeal, bags		3 05
Granulated " "		3 05
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 95	2 00
Rolled oats, 90-lb. bags		2 80
" 80-lb. bags		2 50
" bbls		5 60

FEED—This market is more active, and inquiries are becoming more numerous. Orders, though, are chiefly of the small lot variety. Manitoba shorts are now at $25 to $26, instead of $24 to $26. Feed flour is also a little stronger at $1.60 to $1.70, rather than $1.50 to $1.60, as last quoted, Other prices remain the same.

ntario bran	21 00	22 00
Ontario shorts	25 00	27 00
Manitoba shorts	25 00	26 00
" bran		22 00
Mouillie, milled	27 00	31 00
" straight grained	27 00	33 00
Feed flour	1 60	1 70

TORONTO.

FLOUR—The market continues firm, with prospects of higher values. Some Ontario wheat is being purchased, but prices asked are stiff, the export demand being active. Prices are unchanged.

Manitoba Wheat.

90 per cent. patents		5 30
85 " "		5 00
Strong bakers		4 80

Winter Wheat.

Straight roller	3 7	3 80
Patents		4 60
Blended		4 20

CEREALS—Dealers report business as being exceptionally good the past week. The market continues steady with prices unchanged.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 75
Oatmeal, standard and granulated, in bags 98 lbs.	3 05

ABUNDANT FRUIT CROP IN ESSEX

Peach Yield Enormous and is Bringing Big Returns—The District Developing.

Special Correspondence of The Canadian Grocer.

Chatham, Aug. 25.—All reports indicate that this year's fruit crop in Essex and Southern Kent will be one of the greatest in the history of that section. This is especially true of the peach crop. The yield this year promises to be enormous, orchards being simply overloaded with the fruit. Farmers who failed to replant after the disastrous frost of a couple of years ago are now wishing they had done so. The big returns which are promised this year will probably lead to an increase in the fruit acreage in Essex next year, and particularly in the acreage devoted to peaches.

The returns from a comparatively small peach farm are apt to strike the ordinary cereal farmer as enormous. For instance, last year one grower refused $11,000 for his peaches as they were on the trees; and, picking and handling them himself, netted in the neighborhood of $13,000. And last year was not a peach year by any means.

Much is being done in this section in the direction of better handling of the fruit. The Chatham Fruit Growers' Association, for instance, is an association of growers who are co-operating for the purpose of getting into touch with newer and better markets, and particularly with the Northwest. Leamington growers are also alive to the possibilities along the same line. A visit to "Fraser's" the other day is educative, as giving an insight into the extent of the fruit output of Leamington and

Made for "All-the-Time" Business

Mooney's Perfection Cream Sodas are no mere novelty of a day; but soda biscuits which have reached the top of the trade and will stay there by force of quality alone.

If you want to see how much enthusiastic approval can be called up by soda biscuits, just sell a few packages of Mooney's Perfection Cream Sodas.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gordie Mills
EDINBURGH.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for all trade. Order early.

P. J. GIRARD, - Richmond, Que.

Freight is no more on full strength MAPLE SYRUP containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.

Canada Maple Exchange, Limited, Montreal

TRADE MARK. Smalls

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

vicinity, and the handling of it. "Fraser's," be it known, is a fruit station on the new W. E. & L S. electric line, just outside Leamington. Though the only building is a neat little warehouse put up by the railway to accommodate the Erie Fruit Co., Fraser's is nevertheless a lively place. Here, anywhere between 200 and 500 crates of melons are put up and shipped every day, while some days as many as a thousand baskets of tomatoes are despatched. Winnipeg, Montreal, Collingwood, Guelph London and Orillia, are only a few of the destinations. From the platform one can see in all directions the fruitful fields which are being ravished, and in the distance is the glistening lake. Wm. Hilborn and Geo. Ross supervise the shipping at this point. Besides tomatoes and melons, green peppers are being largely shipped. Earlier in the season early vegetables and early fruits were handled, and now peaches are in season, together with a long series of later fruits. And Fraser's, on the electric line, is only one of many similar stations, on electric or steam roads. which are sending out Essex fruit to all parts of Canada.

A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00

EASY TERMS.

Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

Mr. Groceryman

¶ You are in a favorable position to take advantage of the offer of the Orange Meat people.

¶ They are advertising a series of Cash Prizes to the parties sending in the largest number of Carton bottoms taken from their Orange Meat packages.

¶ These prizes range from one dollar each up to a single Cash Prize of Seven Hundred Dollars, or an annuity of Fifty-two dollars every year during the life time of the Winner. Begin immediately. Full particulars on Card found in every package.

TRADE NOTES.

Elphege Ouimet, grocer, Montreal, has assigned.

L. P. Choquette, grocer, Montreal, has assigned.

A. Lorrain, fruit merchant, Montreal, has been registered.

G. R. Anderson, Halifax, is giving up the grocery business.

G. Payne & Co., fruit merchants, Montreal, have been registered.

Barry Bros., grocers, Montreal, advertise their business for sale.

Campbell & Dixon, confectioners, Kamsack, Sask., have dissolved.

The assets of O. Grandelli Dominique, grocer, Montreal, have been sold.

E. Quevillon & Co., Montreal, have been registered as fruit merchants.

Roux & Frere, Kingsey Falls, have been registered as general merchants.

D. Legault, grocer, Hawkesbury, is giving up business and removing to Montreal.

L. H. and F. J. Clark have purchased the grocery business of A. E. Holmes & Co., Keewatin.

Coleman, Strachan & Co., Trail, B.C., have sold their grocery business to J. J. and J. C. Dobson.

The National Licorice Company annouce that E. W. Ashley, 123 Bannatyne Ave., E., Winnipegl is their agent for Manitoba, and has been for years.

S. Suddaby grocer and butcher, Brantford, will replace his present structure with an entirely new building.

A most interesting weekly market report and prices current in booklet form is being issued by Watt, Scott & Goodacre, Montreal. It gives latest information on all dried fruit, nut and other markets, as well as cabled prices, which are naturally the latest. The booklet is mailed to the firm's customers.

The American Dressing Company, Montreal, which changed hands in June, has been completely reorganized, and the business of the concern will be carried on along modern lines. Their various stove and shoe polishes disinfectant, shoe findings and manufacturers' supplies will be pushed with greater vigor than ever.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

MOIRS, LIMITED

MANUFACTURERS OF

High Class Chocolates

In our **"XXX"** and **"OTHELLO"** Brands you will find

Big Variety
Excellent Quality
Popular Flavors
Attractive Packages

By giving particular attention to all of the above points we have placed ourselves among the leading chocolate manufacturers in Canada.

MOIRS, LIMITED, - Halifax, Canada

St. John, N. B.

Fine Chocolates **Buttercups**

Creams and **Peach Blossoms and**

Package Goods **Other Specialties**

The Phillips & White Co., Limited

MANUFACTURING CONFECTIONERS

Saint John, N. B.

Marsala Wine

A Trade Winner

Better than Sherry or Port, combining the finest qualities of both.

A splendid tonic wine—very popular after dinner beverage.

The wine for you to sell is

MARSALA

Prices, $7.00 per case up

Special quotations for large lots

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent **Phone Main 2731**

Stock the Best. **"KIT" COFFEE**

IS

BEST in Quality
SMARTEST in Finish
KEENEST in Price

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St.; Ontario, A. E. Bowron, 18 King William St., Hamilton Winnipeg, Mason & Hickey108 Princess Street.

THE MANUFACTURE OF CONDENSED MILK

A Grocer Representative Pays a Visit to a Modern Factory and Describes the Processes in the Condensing of Milk and Cream — Cleanliness Very Evident.

Considerable interest is being displayed at present in the condensed milk business, which is becoming one of Canada's important manufacturing industries, and this, too, within the space of a year. Since this time last year no less than four factories have been erected in Eastern Canada. The most recent of these is that of the Canadian Condensing Company, Ltd., at Chesterville, and on the invitation of the management a representative of The Grocer went through it last week, knowing that a few words on how condensed milk and evaporated cream are made would be of especial interest to the trade at the moment.

The factory of the new concern is a most modern one, the ground floor being of solid concrete, and the walls and ceilings of the whole building of metallic composition, enamelled. The space at the disposal of the manufacturers amount to 8,800 feet.

Every morning farmers from all around Chesterville, which is one of the best-known dairying districts in Canada, bring in their milk to the plant, which has a capacity for turning out 20,000 pounds of condensed milk a day. All milk must be in by seven o'clock in the morning, when operations begin.

How Milk is Received.

An elevated driveway makes it possible for the farmers to deliver the milk on the first floor above the ground, where it is received in what is known as the receiving vat, which will comfortably hold 1,200 gallons. Thence the milk is conducted into two copper kettles, each of which holds 250 gallons. The milk is first treated here before going to the condensing pan, being heated.

The next step is the drawing of the milk into what is called the vacuum pan, an invention which is rather puzzling to a layman.

The object of this pan is to boil the milk without scorching it. As is well known, water will boil much more quickly in a vacuum than in a receptacle in which the liquid is exposed to the air. So with milk.

If the factory is running on condensed milk, sugar is added at this stage, which gives the milk its keeping qualities. In the case of cream, however, absolutely nothing is added to it, and nothing taken away, the milk being simply condensed through the action of the processes through which it passes.

Following the manufacture of evaporated cream, the next move is the removal of the milk from the vacuum pan, whence it is conducted, through pipes, to 100-lb. cans on the floor below. These cans are capped and placed in a rotating tank, known as a cooler. Water is then allowed to pass uninterruptedly by the outside of the cans, which are kept revolving by mechanical action. After a certain period, when the milk is quite cool, it is sent upstairs to the canning room. Here the cans are automatically filled, and here also was noticed something of unusual interest.

A Solderless Can.

This feature is a recently introduced sanitary can, the top of which is not soldered, but clamped. It has been found that the clamped top gives much better satisfaction, to consumer and manufacturer alike, and it is being adopted by many firms. This can is sanitarily treated, and the non-use of solder does away with the possibility of scorching or burning the milk or cream when the cans are being capped.

The cream is next placed, in twenty-eight case lots, after each tin of the 1,344 which are comprised in a 28-case lot has been capped, in the sterilizing machine, where the lot is subjected to steam heating in an absolutely steam proof vat or tank, or oven, which describes it better, for a certain period being kept all the time at a uniform temperature.

Then the oven is flooded with water, which, however, cannot get into the cans because they are capped, and this water, being quite cold, quickly cools the cream. The sterilizing process gives the evaporated cream the necessary keeping qualities.

This is the last step in the manufacture of the cream, expect that it is put into a "shaker," when it is cased and ready to be stored, in order to ensure there not being any coagulation, which might take place were not this step taken as a precaution. The cans are labelled in the usual way, and then packed four dozen to the case, when they are ready for thirty days' storage, after which the cream is ready for shipment.

In making the condensed milk, after passing through the vacuum pan, it is put through the cooler and then goes to the canning room, and it is then labelled, and in due course is ready for shipment.

One thing strikes a person on going through such a factory as that of the Canadian Condensing Company, Ltd., and that is the absolute cleanliness which reigns supreme. This, of course, is necessary. The cans in which the farmers bring in the milk are all cleaned and sterilized before they are returned to them.

The company mentioned in the foregoing has just completed the digging of an artesian well 826 feet deep, while they have a surface well over 200 feet deep. These give them all the water they require for the cooling processes necessary in the making of the milk and cream.

To be prepared for emergencies this plant is in possession of a complete butter-making outfit, so that the milk could be used for butter should it be impossible at any time to use it in the manufacture of condensed milk or evaporated cream.

The officers of the Canadian Condensing Company, who will put out Imperial Brand Evaporated Cream and Royal Brand Condensed Milk, are: President, S. H. Ewing, Montreal; Vice-President, O. D. Casselman, Chesterville; Directors, A. H. Ewing, S. Carsley, F. Orr Lewis, J. C. Tory, Montreal; W. B. Lawson, Chesterville.

The John King Co., Fort William, has sold its retail grocery business to Lalonde & Co.

Its Increasing

use is the best proof of what **Fels-Naptha** Soap IS AND DOES.

Only better proof—get your HOME-FOLKS to try a bar, but to try it according to the plain wrapper directions.

That will quickly show you why the average bright woman gets Fels-Naptha hungry, on wash-days. Have it always ready for her.

FELS & CO., PHILADELPHIA

WEEKLY
PRICE LIST
TORONTO, August 31st, 1908
WRITE FOR ONE

Arrivals for this Week

1 Car California Elberta PEACHES
1 Car WATERMELONS
1 Car LATE VALENCIA ORANGES

Also Fresh Supplies of all
Home Grown Fruits

McWILLIAM
Mc. AND E.
EVERIST

Let Us Have Your Orders
Will Charge Market Price
Day of Shipment.
Our Goods are First Class
and Prices Right.
25-27 Church St., TORONTO

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.
Established 1880
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Do You Want to Buy
A BOILER, ENGINE
OR MACHINERY?
If you are a subscriber of
CANADIAN GROCER, you can
insert a notice free in
CANADIAN MACHINERY
TORONTO MONTREAL

FRUITS, VEGETABLES AND FISH

Increasing Consumption of Canadian Melons—Native Grapes and Late Apples Appear Good—Cauliflower the New Vegetable Feature—Interest Opens in the Fish Markets.

Peaches and melons appear to me dividing the attention in the Western markets, and melons have all the interest in the East. A striking feature of the fruit market is the increasing hold melons are taking on the Canadian public. The public, too, is discriminating to some extent and are asking for the better qualities. Canadian rockyfords are quite as good as those imported from California or the Southern States, and may be grown in almost all sections of the country. They are very plentiful this year.

The better grades of Canadian peaches and plums are now being offered on the markets. Crawfords are going at a fair price for immediate consumption, but the St. John freestones are firmer, no doubt due to the fact that they will not be so plentiful as the other varieties. Pears are coming to the fore rapidly. Imported fruits are still ready sellers, but as they are of late growth, their season will soon be at an end. New apples are seen in sample lots only, and Canadian grapes are already being offered.

Celery of second growth in small quantities and late corn, are the only lines out of the ordinary showing among the vegetables. Some few cauliflowers are seen, and the other lines are much the same as last week.

Fish lines are very interesting just now, the sea varieties appearing to displace fresh water lines in the Ontario markets, and the Atlantic giving all the new features in comparison with the Pacific, which latter has been holding the interest for the month past. The oyster season is on, having opened this week, and other fall and winter lines have made their appearance. Smelts and pollock are new lines in the interior, and may be popular sellers, especially the latter, as the price is said to be right.

MONTREAL.

GREEN FRUITS—There has been considerable activity in the fruit market during the past week. Prices have declined in many lines, owing to the advancement of the season. Canadian pears for preserving are being offered at 40c to 60c per basket. Canadian plums and peaches for the same purpose are being quoted at 50c to 75c. Montreal melons are lower, now being obtainable at $7 to $9 per basket. California peaches are slightly easier, but pears are, for the best grades, stronger, having advanced 25c. Other lines are unchanged in price.

California oranges, late Valencia	4 00	5 00
Peaches, boxes	1 50	2 00
Plums, 4 basket crate	1 50	2 00
Pears, boxes	2 50	3 25
Grapes, Malagas, per crate	2 25	2 75
Verdell lemons	4 75	5 00
Bananas, per bunch	1 50	1 75
Cocoanuts, per bag		3 50
Watermelons, each	0 30	0 40
Pineapples	3 50	4 00
Blueberries, 18-20 qt. box	1 75	2 00
New Apples, per bbl		2 50
" 11 qt. baskets	0 30	0 40
Montreal melons, per basket of 13-14 melons	7 00	9 00
Blackberries, per quart	0 08	0 12
Can Peaches, basket	0 50	0 75
" Plums, basket	0 50	0 75
" Pears, basket	0 40	0 60

VEGETABLES — The demand for vegetables during the week has been very good. Canadian products are dominating the market, and very little foreign goods are now obtainable. Prices in the general lines are somewhat easier.

Parsley, per doz. bunches		0 15
Sage, per doz		0 50
Savory, per doz		0 50
Celery, doz		0 50
Water cress, large bunches, per doz		0 50
Spinach, box		1 00
Green peppers, doz		0 20
Montreal cucumbers, doz		0 10
Beets doz bunch		0 15
Carrots, doz. bunch		0 15
Montreal tomatoes, gin box	0 40	0 50
Spanish onions, small crates	1 25	1 50
" " large crates		2 15
Egyptian onions		0 02
Lettuce, per doz		0 50
Radishes, doz		0 25
Horse radish, per lb		0 10
Beans, green, bag		0 75
Egg plant, doz		1 50
Cabbage, doz	0 35	0 40
Montreal new potatoes, bbl		3 00
Onions large bunch,		0 20
Fresh corn, per doz		0 07

FISH—Haddock and cod are in fair supply this week. Halibut is arriving somewhat slowly. Lake trout and whitefish are coming in slowly, but it is expected an improvement will take place after September 1. Brook trout, fresh pike and dore are still scarce, but these also will be in better supply after the first of September. Smoked and prepared lines remain dull. Boneless lines are showing a little more activity. Pickled and salted are very quiet. American lobsters are now offering, but the price asked is high. Oysters are slow.

Fresh and Frozen Fish.

B.C salmon		0 16
Brook trout, lb		0 25
Haddock, per lb	0 01	0 04½
Fresh halibut		0 09
Mackerel, "		0 10
Dore, "	0 10	0 12
Steak cod	0 06	0 07
Market cod, lb	0 04	0 05
Pike, lb	0 05	0 06
Whitefish, lb		0 10
Lake trout		0 10
Sea trout lb		0 12
Flounders, lb		0 10
Bluefish, lb		0 17
American live lobsters		0 24
Smoked and Prepared—		
Kippered Herring, 50 in box		1 00
Yarmouth Bloaters, per box		1 10
Shredded cod, box of 2 dozen cartons		1 80
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 05½
Boneless fish, 20-lb. boxes, blocks		0 06½
Boneless fish, 25-lb., boxes, per lb		0 04½
Smoked herring, box		0 18
Dry cod, 112 lb. bundles		6 75
Oysters and Lobsters—		
American live lobsters, lb		0 22
Standards, bulk, per imp. gal		1 50
Standards, quart tins, sealed		0 40
Paper pails, 100, pint size		1 10
" 100, quart size		1 80
Pickled fish—		
No. 1 Mackerel, 20-lb. kitts		1 75
No. 1 mackerel, half bbls		8 00
Green cod, large lb		0 04
Green cod, 1 lb		0 03
Labrador Salmon, ½-bbls		3 50

TORONTO.

GREEN FRUITS—Splendid business is being done this week, with plenty of supplies, especially of native fruit lines.

Prices are easier all round, with freer receipts of fruit. Standard peach lines are beginning to arrive and better Canadian plums and pears are offering. Niagara grapes are a new arrival, and are here in fairly large quantities. Late California fruit—peaches, pears and grapes—still hold their own, and being put up in fancy packages attract the attention of the prospective buyer. Native melons in enormous quantities are on the market this week, and, judging from the number of sales made, their consumption must be increasing at a pretty high rate. They are of first-class quality this season, and the prices asked are reasonable. Astrachan apples by the basket are fairly plentiful, and some few barrels (the first of the season), were shown on the market. The other lines—bananas, watermelons, oranges and lemons—are good sellers.

Peaches, Canadian, early, basket	0 25	0 50
" " Crawfords	0 65	0 75
" " St. John Freestone	0 75	1 25
" California, late	1 50	1 60
Plums, Canadian, early, basket	0 35	0 50
" " large blue, basket	0 50	0 60
" California	2 75	3 00
Pears, Canadian large	0 40	0 60
" California, Bartletts	2 75	3 00
Grapes, Canadian, blue, basket	0 40	0 75
" California, green, crate	2 50	2 75
Apples, Canadian, harvest, basket	0 15	0 30
" red, Astrachan, basket		0 40
" Rockyfords	0 35	0 50
Musk Melon, Canadian, basket	0 50	0 75
Cantaloupes, California crate		6 00
Blueberries	1 00	1 10
Oranges, late Valencias, California, box	4 25	5 25
Lemons, California	4 50	5 50
Limes, per case		1 25
Bananas Jamaicas, firsts	1 75	2 25
" Jamaica eights,	1 30	1 50
" jumbos	1 85	2 25
Watermelons	0 25	0 45

VEGETABLES—Nothing untoward is happening in this line. Cucumbers and

Exhibition Visitors

CORDIALLY INVITED TO CALL
ON US WHEN IN THE CITY.

WAREHOUSE—Cor. Front and Church Streets.
FRUIT MARKET—Foot of Yonge Street.
AUCTION ROOMS—Foot of Scott Street.

Wholesale Fruit and Produce, Fish and Oysters

WHITE & CO., Limited

TORONTO

BRANCH AT HAMILTON.

EVERY PACKAGE—A PRIZE

W. B. offers the finest Lemons and Marmalade Oranges grown in **Sunny Italy.**

Wholesale Fruit Broker

W. B. STRINGER,

Toronto, Canada

No Unsaleable Tail Ends to a box of St. Nicholas

or Home-Guard

Lemons to take away Your Profit

J. J. McCabe, Sole Agent

32 Church St., Toronto.

FRESH ARRIVALS

Extra Fancy New Verdelli Lemons

California Late Valencia Oranges

All Sizes.
(Extra Fancy "Golden Orange" brand.)

Water Melons and Bananas

All Kinds Canadian Fruits and Vegetables
Also

California **PLUMS PEARS PEACHES** ***Prices Reasonable***

HUGH WALKER & SON

GUELPH, ONT.

YOUR ATTENTION IS CALLED

to our daily arrivals of **Musk Melons**, also a car of **A.1 Watermelons** just arrived. A full assortment of **Peaches, Pears, Plums and Grapes**, fresh every day.

THE DAWSON COMMISSION CO., TORONTO

tomatoes are slightly easier, though the latter are fluctuating up and down in price from day to day. Second-growth celery, from nearby points and from New York State, is being offered, and cauliflower is a new line on the market. Gherkins and small white pickling onions are a little freer than a week ago, and some excellent carrots are being shown. Green corn is still being offered, but the quality is hardly as high as during the past few weeks. Other lines at unchanged prices are fair sellers.

Cucumbers, Canadian, per basket	0 10	0 25
Ghe kins, basket	0 50	1 00
Tomatoes, Canadian, per basket	0 20	0 25
Bee.s, Canadian, basket	0 25	0 35
Egg plant, each	0 25	0 40
Beans, wax, per basket		0 40
Potatoes, Ontario, per bushel	0 90	1 10
" New Brunswick, per bush		1 05
" sweet, bushel		1 15
Onions, Bermudas, per 50 lb. crate		2 50
" white, pickling, basket	0 75	1 00
Carrots, new, per basket	0 30	0 35
Green Peppers, basket	0 25	0 35
Red Peppers, basket		0 60
Cabbage, Canadian, doz		0 40
Green corn, doz	0 07	0 10
Vegetable marrow, basket		0 25
Squash, basket doz		0 30
White turnips bush		0 50
Cauliflower doz		1 25
Celery native, doz	0 35	0 40
" imported, doz		0 60

FISH—Increasing in interest is this market. New sea lines are arriving now and appear to be ousting our own fresh water fish, although the latter lines are hard to obtain, and, consequently, are not free in supply. Fresh haddock, cod, halibut and mackerel are now in, and new smelts from Bathurst, N.B., are a novelty. The first consignment of pollock for this season has come to Toronto. It is a fish somewhat similar to cod, though a little firmer in the flesh. Selling about four cents cheaper than cod, it is likely that quite a demand for pollock will arise during this season. The oyster season opened on Thursday, and dealers are anticipating good business ahead. With the exception of mackerel, which has advanced in price, all lines are at last week's quotations.

Perch, large, per lb		0 06
Blue pickerel, per lb	0 05	0 07
White fish, Georgian Bay, per lb		0 11
Herring, medium, per lb	0 05	0 07
Whitefish, Lake Erie		0 11
Cod, fresh	0 08	0 09
Trout, fresh, per lb		0 11
Halibut, fresh caught	0 09	0 10
Shredded cod, per doz		0 90
Bluefins, small white, per lb		0 07
Haddock, fresh		0 07
Sturgeon, per lb	0 12	0 18
Sea salmon	0 15	0 18
Pike	0 05	0 05½
Pickerel, yellow	0 07½	0 09
Herring, smoked, bundle		1 00
Mackerel, each	0 20	0 30
Smelts, per pound		0 20
Pollock		0 05
Oysters, Long Island, gal		1 75

WANT DATE ON CANNED GOODS.

What they consider to be needed reforms in canned goods and other lines, in connection with the retail grocery trade, are promised by the Milwaukee Retail Grocers' Association. At a meeting of the organization last week it was declared that a movement should be put on foot by the association to secure a law requiring that the date of packing be stamped plainly on all canned goods, in the interests of the retailer and consumer. With such a law in force it is contended by the officers of the association that it would be next to impossible for concerns to palm off old stuff on the unsuspecting dealer.—New York Journal of Commerce.

ADVERTISE YOUR BUSINESS.

Make your advertisement different from its neighbors but let the difference be a reflection of the store itself and not a reproduction of its owner's eccentricities. There may be a wide difference between the individuality of the establishment and the personality of the merchant. The advertising should represent the business, not the man.

MANUFACTURERS OF ADVERTISING MATTER.

Many a dealer who is sure he ought to advertise his store more and better, but who is concerned over the question of expense, should realize that many aggressive manufacturers of widely advertised specialties and standard articles offer him excellent advertising in return for the slight effort of distributing it.

Some dealers who are not buying automobiles and who wonder how their competitors can buy them have under the counter or down cellar packages of expensive printed matter that would increase their sales if it reached the hands of the right people.

It is advertising matter of a good quality, much of it, full of force and selling arguments and well illustrated. If handled properly it would not only sell the article that it talks about but would bring people to the store who would not otherwise come.

A Breakfast for Six for 10 Cents

During the hot summer months when cooking is very trying, why not advise your customers to use Fish Cakes for breakfast. Made with

H. F. CO. SHREDDED CODFISH

They are quickly and easily prepared and are very tasty.
Directions for preparing will be found on each package.

A Breakfast for Six for 10 Cents

HALIFAX FISH CO., Limited, DARTMOUTH, N. S.

IF YOU SELL FISH READ THIS:

Place your orders early for what you are likely to require, to ensure prompt shipment.

"DOMINION" Skinless Codfish,
Packed in fifty and one-hundred-pound cases.

"BLUENOSE" Codfish (Prepared for Family Use,)
Packed in ten, twenty and forty-pound boxes. One and two-pound bricks.

"ACADIA" Pure Boneless Codfish,
Packed in clean wooden boxes and tablets.

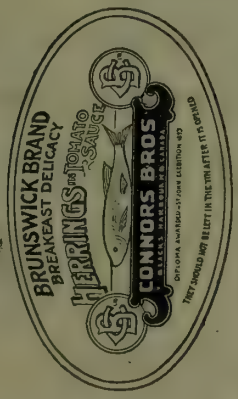
"HALIFAX" Selected Boneless Codfish,
Sold from coast to coast.

Atlantic Fish Companies, Limited

Agents:
A. H. BRITTAIN & CO. - MONTREAL
STUART WATSON & CO., WINNIPEG, MAN.

HEAD OFFICE:
LUNENBURG, N.S.

THE THREE LEADERS



Connors Bros., Limited
Black's Harbor, N.B.

"King Oscar" Sardines

These are the finest Norwegian Sardines packed. Every tin is packed under Government supervision, which means, finest selected fish, well cured and absolutely pure Olive Oil. These are strong arguments to advance to your customers. If you don't know "King Oscar" Sardines place an order with your jobber. If he doesn't keep them write us.

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON

The Manure Pile is the House Flies' Incubator

All flies are hatched in manure or rotting animal or vegetable matter. The public are being educated to this fact and will not tolerate the disgusting insects crawling over their food stuffs.

Every Packet of Wilson's Fly Pads will kill more flies than $8 worth of sticky paper.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

E. T. Grocers, How About Canned Goods?

We are booking orders for all popular brands of canned goods, and are delivering early lines. We are desirous of filling your order, because we can sell you at prices minus the freight, allowing you that much more clear profit.

WRITE US TO-DAY.

T. A. Bourque & Co., Reg., Sherbrooke, Que.

Wholesale Grocers

FACTS ABOUT GROCERIES

Information of Interest to Clerks and Grocers About the Goods They Are Handing Over the Counter.

The Value of Cocoa.

Cocoa is prepared from the cocoa bean, which is the seed of a tropical tree. About twenty-five beans go to a pod. The quantity of cocoa secured depends on three factors—the curing and roasting of the bean, and the blending of the cocoa nibs. The bean is cut out of the pod, and allowed to ferment for a day or two, while still wet. Planters who are most skilful in the process of fermentation, are the ones who produce the choicest beans, and get the highest prices for them.

The roasting process takes considerable skill, as the flavor of the cocoa depends very largely on the beans being roasted exactly right—neither too much nor too little, and uniformly. The third factor in high quality is the way in which beans from different localities and with different qualities are blended to make a harmonious and delicious cocoa.

Some manufacturers seem to disregard these factors of quality in a desire to produce their cocoa at a cheaper cost, but it pays to give the closest and most careful attention to the quality of the bean, the roasting and the blending. Another point on which the public need education in order to get the most out of the cocoa when they have bought it, is in the matter of cooking it. All starch needs cooking, and there is a certain amount of starch natural to the cocoa bean, as there is to most other vegetable products. Cocoa should therefore be boiled for about five minutes. This will be sufficient to cook the small quantity of starch in the cocoa, and will bring out the flavor to a degree surprising to those who heretofore prepared it by simply pouring boiling water over it, and have then considered it ready for the table. Such cooks waste a large part of the value of the cocoa. As we all know, milk and chocolate are good combinations, and of late years there has grown up an enormous demand for an eating chocolate, based on this combination. Milk chocolate is not only exceedingly palatable, but many times more nutritious than beef, eggs, or any other food, and it is no wonder that both for confectionery and to sustain sportsmen and others who must have nutritious food in small bulk, the sales of milk chocolate have grown to such proportions.

Cocoa and chocolate are the cheapest foods known in proportion to their nutritive value—a fact which the general public has so far failed to grasp.

Salt a Chinese Monopoly.

China, for a country that is just waking into real life, is a very rich country. The income to the government from salt alone is something like $9,000,000.

Salt in China is produced from salt wells and sea water by boiling and evaporation. The evaporated is granulated and is not considered of as good quality as that obtained by the process of boiling. The annual consumption of salt in China is estimated at 1,512,000 metric tons.

The salt tax is exclusively a government monopoly. All the salt produced must be sold either to the government or to licensed merchants, who purchase the right to supply certain areas of consumption. These merchants receive salt certificates, empowering them to buy and sell certain quantities of salt. The salt tax, as fixed in 1905, is 1 tael per picul (71.6 cents per 133 1-3 pounds).

The salt tax is considered one of the principal revenues of the Empire, and it is estimated that it amounts to 13,500,000 haikwan taels (about $9,000,000 per annum, to which, according to some authorities, should be added salt land tax, salt head tax, salt land rent, and the salt pan tax.

The retail price of salt varies in the different parts of the Empire, but averages from 25 to 60 cash per catty (1.6 to 3.8 cents per 1 1-3 pounds). The importation of salt into China is prohibited by treaty.

Valencia Raisins.

A very popular kind of raisins which derive their name from the Province in Spain where they grow.

They are cured by dipping the ripe bunches of grapes into a hot lye, prepared of wood ashes, oil and salt, and afterwards the raisins are finally dried in the sun.

There is a stoneless variety of these fruit, rather smaller in size, but no great quantity of these come to this country. —Grocery World.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

To Increase the Volume of Your Business

it pays to always carry in stock these famous brands of cigars :

Champlain St. Louis (5c. retailer)
Havana Second El Sergeant (10c. retailer)

The last named received the Gold Medal of Merit at the Paris Exposition, 1900.

If your jobber refuses to procure these brands for you write direct to

JOS. COTE

The Largest Importer of Smokers' Articles and Wholesale Tobacco Merchant in the Dominion.

Office, 186-188 Rue St. Paul. Phone 1272
Warehouse - - 119 Rue St. Andre
Branch - 179 Rue St. Joseph. Phone 2097
QUEBEC

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade

THE IDEAL STORE FIXTURE

"WALKER BINS"

There is a personal satisfaction in having a store equipped with Walker Bin Fixtures.

The beauty of their design and their elegant appearance are unsurpassed, and for this, as well as for the peculiar attractiveness of their display, they impress the customer and offer a continued and irresistible temptation to buy. Their compactness and convenience are appreciated by the clerk, who finds everything he wants, when and where he wants it. They are a joy forever to the proprietor, for he sees his sales increasing, his losses, from waste, dirt, insects and samplers, diminishing and his store service prompt and effective.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

CARPET TACKS

will be required by housekeepers in the fall. Are you supplied? You will find

Our Bank Package

which retails at 5c, a splendid seller.

SECURE A TRIAL SHIPMENT

THE BAZIN MFG. CO.
94 Arago St.
QUEBEC

You take no risk when you sell

BANNER BURNERS

Every Burner guaranteed. Orders solicited through the jobbing trade.

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

The
Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

We make a specialty of
COUNTER CHECK BOOKS
for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.

We manufacture
SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case

CAME DAILY FOR OIL.

Chicago Boy Looted Cash Drawer While Grocer Went Into Basement—Is Sent to Workhouse.

The game that Anton Irman worked upon Grocer John Schramek, 922 Thirty-fifth street, was worthy of a better cause. For some time past Irman, who came from Chicago, provided himself with spending money by calling daily almost at Schramek's store with a kerosene can, having the grocer go into the basement where he kept the oil to fill the can, and meanwhile helping himself to the contents of the cash drawer.

This happened so often that Schramek began to believe that the place was bewitched, never suspecting the smooth Chicago boy. He appealed to the police and Detectives Seehawer and O'Gorman were given the case. They examined the premises, and suspecting Irman because of his daily visits for oil, gave the grocer instructions about the thief's capture.

The next time Irman called, Mrs. Schramek locked the front door from outside while her husband went into the basement. The police officers were then called and found Irman with several clearing-house checks which he had taken from the drawer. It is a peculiar fact that he never took cash, but clearing house checks. On a charge of vagrancy Irman was sent to the workhouse for ninety days.

MILWAUKEE EVENING WISCONSIN

Guard Yourself

How much have you lost from just this same source?

You cannot tell. But you can guard yourself against more losses.

Write for catalog B describing the different styles of Bowser Self-Measuring Tanks which prevent pilfering.

Keep the store as clean as if no oil was handled.

S. F. BOWSER & CO., Ltd.

66-68 Frazer Ave., Toronto

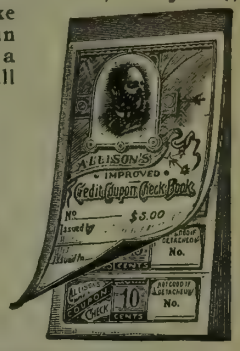
If you have an old Self-measuring Tank and want a new one, write for our liberal exchange offer.

When the Fall Rush Begins

you will need every convenience that will increase the efficiency of your business organization—every device that will eliminate unnecessary work, reduce liability to error, cut out friction and lost motion, everything that will make the wheels run smoother. In a word you will need the

Allison Coupon System

and the time to install it is NOW, before another day has been lost.



Here is how it works:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

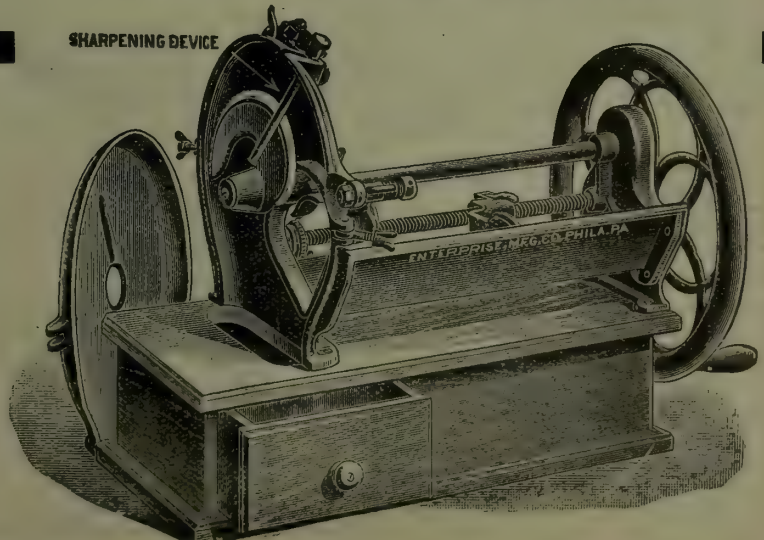
Manufactured by the

Allison Coupon Co.

INDIANAPOLIS, IND.

When writing advertisers kindly mention having seen the advertisement in this paper.

Is your equipment GOOD? Then make it BETTER. Don't rest till you have the BEST— "ENTERPRISE"



The experience of all users proves that the

"Enterprise" Rotary Smoked Beef Shaver

greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U.S.A.

No. 125, (with 2 blades) - - $22.50 No. 129, (with 1 blade) - - $22.50

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each insertion,	1 year.....	$30 00
"	"	6 months...	17 00
"	"	3 months...	10 00
50	"	1 year.....	17 00
"	"	6 months...	10 00
25	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

NATIONAL AID.—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

WILL EXCHANGE, a good working Cash Register, cost $90, for a scale, Computing or c ose weigher, any make. Write E. Tomlin, general merchant, Sombra, Ont. (37)

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

EXPERIENCED TRAVELLER, best references, open for high grade line, on commission, for Maritime Provinces. Apply Box 210, THE CANADIAN GROCER. (38)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

SITUATION WANTED.

YOUNG MAN, aged 21, wishes to secure position with some western firm as salesman in grocery or general store, or position as assistant book-keeper. Have had seven years experience in the general store business and understand it thoroughly. Also have had considerable experience as head book-keeper with a manufacturing concern in Nova Scotia. Can furnish best of references regarding character and ability. Apply R., Box 177, CANADIAN GROCER.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

BUSINESS CHANCES.

STORE, DWELLING, GROCERY STOCK and fixtures. No opposition. Doing $1700 net profit per year. Price $2400; $800 may remain for a term of years at 5 p.c. Apply 172 Lippincott Street, Toronto.

ARTICLE WANTED.

I WANT TO BUY, at bargain price, National Cash Register, single or multiple drawers, with detail sales and ticket printer. Give full particulars and lowest price. John Diprose, London, Ont.

FOR SALE.

FOR SALE—Cash grocery business in the live town of New Liskeard, one of the best stands in town. Stock clean, about $2000. Splendid chance for young man. Good reasons for selling. Apply A.P.B., THE CANADIAN GROCER, Toronto.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Ridgeway's Collecting Agency

11 St. Sacrament Street, Montreal

Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

TELL THEM!

are you Looking

For a **Clerk**
For a **Position**
For a **New Store**
For a **Buyer for your Business**
For an **Agent or an Agency.**

Place a **WANT AD.** in The Canadian Grocer. It will tell its 10,000 or more readers from Halifax to Vancouver. Almost sure to bring you business. **2 cents a word.** That's all it costs.

THE CANADIAN GROCER, TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

August 28, 1908.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	5 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 60

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Brooms

	Per doz.
Nelson's—	
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals

Wheat OS, 2-lb pkgs., per pkg 0 08
" 7-lb. cotton bags, per bag.

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

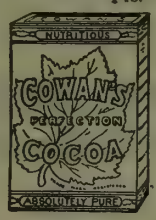
THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—
Perfection 1-lb. tins per doz. $4 50
Perfection, ½-lb., per doz. 2 40
" ¼-lb., " 1 30
" 10c. size " 0 90
" 5-lb. tins per lb. 0 37
Condensed cocoa, cream and sugar, doz 2 25
Soluble, bulk, per lb 0 18
" " " 0 15
London Pearl per lb. 0 22
Special quotations for Cocoa in bbls., kegs, etc
Unsweetened Chocolate— Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes. 0 40
" ¼-lb. " " 0 40



Sweet Chocolate—
Queen's Dessert, ¼-lb. cake, 12-lb. boxes, per lb. $0 38
Queen's Dessert, 6's, 12-lb. boxes, $0 40
Vanilla, ½-lb., 12-lb. boxes per lb. $0 35
Parisian 8s, lb. $0 30

Royal Navy, ¼'s, ½'s, 12-lb. boxes per lb. 0 33
Diamond, 7's, 12-lb. boxes, per lb. ... 0 24
" ½'s " " " .. 0 25
" 8's " " " .. 0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—
Maple buds, 5-lb. boxes, lb. 0 33
Vanilla wafers, " " 0 35
" " nonpariels, 5-lb. box 0 35
" " 2's, 5-lb. boxes, lb .. 0 28
" " 2's, nonpareils " .. 0 28
Ginger, 5-lb. boxes, lb. 0 30
Milk sticks, box 1 35
Milk cakes, 5c. size, box 1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case ... per doz.	$ .90
¼ " " 4 " " .... "	2.40
½ " " 2 " " .... "	4.75
1 " " 1 " " .... "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ¼s (for cooking), doz 0 30
Prepared cocoa, ¼'s 0 32
Prepared ½'s 0 30

Mott's breakfast cocoa, ¼'s 0 42
" " " ½'s 0 42
" No. 1 chocolate, ¼'s 0 36
" Navy " ¼'s 0 32
" Vanilla sticks, per gross 1 00
" Diamond chocolate, ¼'s 0 25
" Plain choice chocolate liquors 0 34
" Sweet Chocolate Coatings 0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ¼ and ½-lb. cakes	$0 38
Breakfast cocoas, 1-5, ¼, ½, 1 & 5-lb. tins	0 41
German Sweet chocolate, ¼ and ½-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ¼ and ½-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—
Featherstrip, pails 0 16
Shredded 0 15
In packages 2-oz., 4 oz., 8-oz., lb. 0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) $4 85
Reindeer" brand per case (4 doz.) 5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ¼ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$0 32
Damascus	0 28
Cairo	0 20
Birdar	0 17
Old Dutch Rio	0 12½

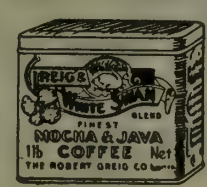
PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz, per doz	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, per doz	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	1 40
Small size, "	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montreal
$2, $3, $5, $10, $15 and $20.
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Whe[illegible]
The Davidson & Hay, [illegible]

Extract of

LAPORTE, MART[illegible]
"Vita" Pasteurized F[illegible]

Bottles 1-oz., cas[illegible]	
" 2 " "	
" 4 " "	
" 20 " "	
" 20 " "	

THOM[illegible]
Prices on applicat[illegible]

Assorted Case,	Conta[illegible]
Chocolate (Straight)	Contain[illegible]
Vanilla (Straight)	Contains 2
Strawberry (Straight)	Contains 2 doz.
Lemon (Straight)	Contains 2 doz.
Unflavored (Straight)	Contains 2 doz.

Weight 8 lbs. per case. Freight rate 2nd c[illegible]

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors)	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application.

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

MORSE BROS., Props. - Canton, Mass., U.S.A.

"Keep up with the Twins"

"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

alf case free with every five cases assorted Soap and Gold Dust Washing Powder.

N. K. FAIRBANK COMPANY, Montreal

Whenever you want

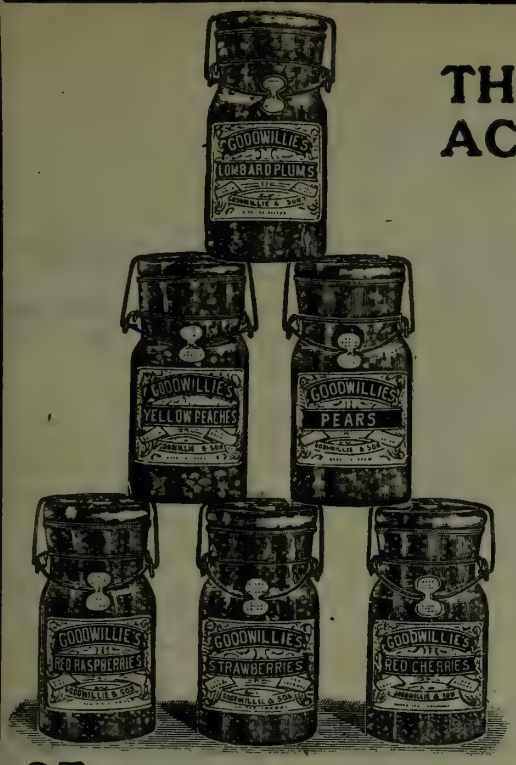
SOAP

When you want in quickly, no matter what kind, and at reasonable prices write to us.

SAVONS FRANCAIS

C. Pagnuelo, Manager.

Factory: 1653 Notre Dame St. E. Offices: 235 Coristine Building



THE ACME

OF FRUITS IN GLASS

Agents:
Rose & Laflamme, Limited
Montreal and Toronto

There is a Big Demand for Seeded Raisins

The Up-To-Date Grocer who insists on having Seeded Raisins Packed by —

José Segalerva
Malaga, Spain

will be Ahead of his Competitors Because the Malaga Seeded Raisin is

Superior in Richness and Flavor, and Can be sold at Popular Prices.

Look at your Stock and ask your Wholesaler for one of the Various Brands of Fancy or Choice

Malaga Seeded Raisins

You will make a Good Profit.
Agents for the Dominion

Rose and Laflamme, Limited
Montreal and Toronto.

Jams and Jellies.

SATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

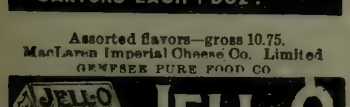
Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
6 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 80

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited

GENESEE PURE FOOD CO.



Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight 8 lbs. per case; freight rate and class

THE ROBERT GREIG CO.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price "Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 10	
½-bbls. 0 10½	
Tubs, 60 lbs. 0 10½	
20-lb. Pails. 2 10	
20-lb. tins.. 2 00	
Cases 3-lb.. 0 11	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks.....	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	$3 50
5 cases or more	$ 40

Marmalade.

W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb.	glass	jars.
Pineapple	"	1 "	"
Green Fig	"	1 "	"
Green Fig and Ginger	"	1 "	"
Lemon	"	1 "	"
Grape Fruit	"	1 "	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—		
1-lb. glass, doz...	1 55	
2-lb. " " ...	2 80	
4-lb. tins, " ...	4 65	
7-lb. " " ...	7 35	
"Shredded"—		
1-lb. glass, doz.....	1 90	
2-lb. " "	3 10	
7-lb. tins, "	8 25	

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00	
per case of doz. net	$ 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4.70
" hotel.....	4.90
Silver Cow Milk.....	5.00
Purity Milk.....	4.70
Good Luck.....	4.30

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	1-lb. tins.....per doz.	$1 40
"	½-lb. tins ..... "	2 50
	1-lb. tins ..... "	5 00
Durham	4-lb. jar.....per jar.	0 75
"	1-lb. jar..... "	0 25
F. D	½-lb. tins.....per doz.	0 85
"	1-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	3 50
" ½-pts. 24's.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 5 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND.

			Per case
No. 1,	cases, 50 1-lb. packages.....		$2 75
No. 2,	" 120 ½-lb. "		2 75
No. 3,	" {30 1-lb. " / {60 ½-lb. " }.....		2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	1 00
5 cases.....	2 75

MAY QUEEN PRIMROSE
FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

"IT IS IN THE AIR"

How often one hears that phrase applied to some condition of the public mind! A good many things get into the air, thus wasting the best parts of the originals. You may take the finest Tea in the world, for instance, handle it loosely and carelessly, leaving it open to the light of day and the dust and much of its fragrance and rich flavor disappears, while impurities creep in. In

Wood's Package Teas

we have a "sealed book," an air-tight guard against all foreign substances, while the captivating flavors are retained—imprisoned for the consumer.

WOOD'S Packages are all TEA—the purest and the best.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - MONTREAL

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	13 00
Straw hat polish	"	10 20

3 doz. to box..... $3 45

6 doz. to box $6 90

30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

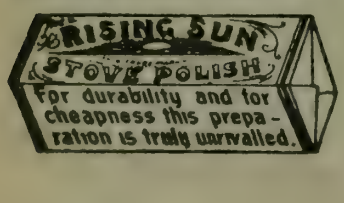
	per lb
Laundry Starches—	
No 1 White or blue, 4-lb. carton	
No. 1 " " 8-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	
4 lb. lumps	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 7½
" cases 100 lb.	0 un
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 60
Gallon Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½
SAN TOY STARCH.	
pkges, cases 5 doz., per case	4 75

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
5 gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label—

	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

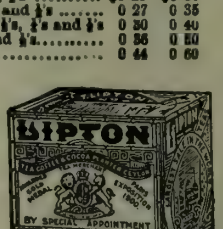
Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ per lb.
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA
Thomas J. Lipton
75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ⅛'s, ¼'s and 1's	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's	$0 20	$0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—

Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19

Ceylon Green Teas—Japan style—

Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's and ½'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

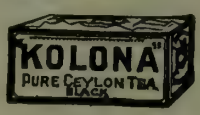
	Wholesale	Retail
Pink Label 1's and ½'s	30c	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

HELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ½'s	0 70	1 00
" " ½'s	0 55	0 80
" " ¼'s	0 44	0 60
" " 1 lbs. & ½'s	0 40	0 60
" " ½'s	0 38	0 50
" " 1 lbs. & ½'s	0 35	0 50
" " 1 lbs., ½'s	0 30	0 40
" " ½'s		0 32
" " ½'s	0 25	0 30
" " 1 lbs	0 24	0 30

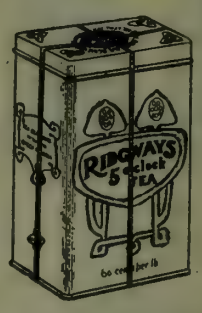
We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
" " ½-lb. " "	0 21
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

RIDGWAYS.
London, Vancouver, Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 43	0 60
H.M.S., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 45
" Amber, 3s and 6s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6s	0 51
" Pay Roll, 7½s	0 54
" Stag, 10 oz.	0 45
" Bobs, 6c. and 12c	0 45
" 10 oz. bars, 6s	0 45
" Fair Play, 6s. and 12s	0 53
" Club, 6s. and 12s	0 48
" Universal, 12s	0 48
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C., Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 45
" 1-9	0 55
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$12 00
Absorbine Jr., per dozen	6 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin,

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

Behind the straight-forward honest and reliable advertising talk of

"COW BRAND" BAKING SODA

lies the great fact that the soda is absolutely the purest, strongest and most perfect that can be made.

It has no equal and can have no superior.

Every package is guaranteed. Demand "Cow Brand" when ordering Baking Soda.

Church & Dwight

MANUFACTURERS

MONTREAL

KOPS' ALE

NON-ALCOHOLIC

Last season was our introductory period in Canada and KOPS' ALE was well taken up by both trade and public.

This year will witness a great demand for this wholesome beverage and we are shipping to supply early orders.

KOPS' ALE is pure English brewed ale, made from finest Kentish hops and malt, containing all the tonic properties of alcoholic beer without the undesirable after-effects. It is a money-maker in prohibition towns, as well as in unrestricted places.

Make yourselves familiar with KOPS' ALE.

Kops' Breweries, - Fulham, - London, S. W., England

CANADIAN AGENTS—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldg., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, Nfld.

SALT

ALL KINDS

ATTRACTIVE

DELIVERED PRICES

GLADLY SUBMITTED

VERRET, STEWART & CO.

LIMITED

MONTREAL

Before buying your canned goods for 1908 write us for prices on

LAUREL

vegetables and fruits packed in the Garden City of Canada.

J. H. WETHEY, LIMITED

ST. CATHARINES, CANADA

Your Store Is Known

by the goods you sell. The Grocer with an eye to the future studies his stock and sells only those goods he knows will please his customers.

¶ Cheap and inferior goods never find a place on his shelves.

Magic Baking Powder

insures such delightful results in baking that housewives most everywhere demand it.

¶ It is splendidly advertised and yields a lasting profit. If you haven't been selling it, begin now—you'll find it sells better than any other Baking Powder.

E.W. GILLETT COMPANY LIMITED

CHICAGO ILL. TORONTO, ONT. LONDON, ENG.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

See our Exhibit Main Aisle Manufacturer's Building.

LEVI HART & SON, Ltd.

HALIFAX

FLOUR—Only the best grades of Ontario blended patents and Manitoba Fancy Flours are carried in stock, viz., Goldie's "Star," "Wonder," "Zoe," "Sunlight," "Royal Household," "Five Roses," Etc.

FEED and GRAINS—Middlings, Wheat Bran, Crushed Oats, Feed Flour, Chopped Feeds, always ready for shipment.

CORNMEAL—We have remodelled our Cornmeal Mill during the period of high prices, and will be ready with an increased capacity to look after the needs of our patrons about Sept. 1st, with even a better product than we have been in the habit of supplying.

FISH—Being large exporters of Dry and Pickled Fish, we are always in the market to buy Codfish, Haddock, Pollock, Hake, Mackerel, Herring, Etc., and would gladly trade Flour for Fish, Etc.

FISHERY SALT—The Steamer "Membland" is now due here with 5,500 tons, and we shall be pleased to give prices either bagged or bulk, f.o.b. Halifax.

Inquire Our Prices—It Will Pay You.

A Street in the Ancient City of Mocha, Southern Arabia.

ESTABLISHED
Sixty-Eight Years
1841 A.D. 1908 A.D.

Awarded

Four Provincial Gold Medals
The Dominion Gold Medal
FOR
HIGH QUALITY
AND
ABSOLUTE PURITY
OF
W. H. Schwartz & Sons
PEERLESS
Spices

FOR about two centuries the entire coffee supply of the world was obtained from the province of Yemen, Southern Arabia, and exported from this old city under the justly celebrated name of Mocha Coffee. 875 A.D. up to 1690 A.D. this was the only source of supply, when Governor General Van Hoorne introduced the Coffee plant into Java, which still retains its pre-eminence as producing the best coffees in the world.

W. H. SCHWARTZ & SONS

"Gold Standard"

Java and Mocha Coffees

"Finest Selected Genuine Blends."
WHOLE, ROASTED, OR GROUND
Packed in One Pound ; 25 and 50-lb. tin cans

"ADDRESS IN FULL"

The Halifax Coffee and Spice Mills

Established 1841 A.D.

W. H. SCHWARTZ & SONS

HALIFAX, NOVA SCOTIA

GOVERNMENT ANALYSTS REPORT SCHWARTZ'S SPICES

SCHWARTZ'S SPICES SOAR HIGH IN PUBLIC OPINION

THIS IS THE QUARTER POUND PACKAGE OF PEPPER

THE GOVERNMENT ANALYSTS REPORTED BEST IN CANADA

SCHWARTZ'S

"PEERLESS"

(Trade Mark registered at Ottawa many years ago. Imitators will be prosecuted.)

"Absolutely Pure," "High-Grade."

Pepper, Spices, Cream Tartar

We do not grind any low-priced raw spices or material of any description. **If you** think our prices are high, please remember **The Quality** is high, and that we can, if **we wished** to do so, make low-priced spices just as easily as our neighbors, and make more money than we possibly can out of high-grade goods. **We** have built up our spice business on the **sure foundation of High Quality**, and on that basis alone we ask for your trade.

First-Class Retail Grocers in the Provinces of Ontario, Quebec, and Western Canada, mailing us their **confidential** Christmas order, and with **this Coupon enclosed**, will receive **special terms** and attention if they mail their orders **before** the 25th day of September, 1908.

W. H. SCHWARTZ & SONS

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, SEPTEMBER 4, 1908. NO. 36.

Don't Experiment

when you know that what you sell is **The Best.** Take the verdict of your customers. In laundry work

Keen's Oxford Blue

in their judgment, the world over, is without an equal.

For sale by all jobbers.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion Montreal

Your best customers prefer

Benson's "Prepared" Corn

There are other preparations of corn on the market with more or less merit, principally less, but the best results are obtained by using Benson's "Prepared" Corn — It is **the Pure Food.**

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont. Works, CARDINAL, Ont. 164 St. James St., MONTREAL

GOOD SOAP

Makes

GOOD BUSINESS

You get both if you handle

SURPRISE
A PURE HARD **SOAP**

QUALITY COUNTS

Sold By

ALL GROCERS

Made By

The St. Croix Soap Manufacturing Co.

Factory at St. Stephen, N.B.

Branches : Montreal Toronto Winnipeg Vancouver West Indies

Codou's

¶ The faultless product of a faultless factory, a factory whose seventh time enlargement is due entirely to

The Satisfaction of Unvarying Quality

It's the old story of the success that comes to those who live up to an ideal standard—the highest.

Macaroni

Taylor's

¶ Candied and Drained Peels, produced by specialists in this one thing from year's end to year's end. Their

Unvarying Quality

has won an enviable reputation among the elect. The entire time of the makers is devoted to maintaining the standard

Peels

"Thistle"

¶ The brand that sells solely on its recognized merit, which was gained by conscientious effort to maintain

Unvarying Quality

Clean, wholesome Haddie that win confidence and hold permanent trade. The brand that sells—the "Thistle"

Haddie

Arthur P. Tippet & Co.

Sole Canadian Agents

8 Place Royale, - Montreal

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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

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J. W GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

HOWARD BLIGH & SONS
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J. T. ADAMSON & CO.
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Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

ONE OR TWO
more agencies will be well looked after by the undersigned. Just able to take proper care of one or two more only. Excellent connections in Montreal and Quebec Province, and highest references.
Communicate at once.
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Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
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Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connect on with the grocery trade.
Correspondence will receive prompt attention.

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Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
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Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

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THOS. B. GREENING & CO.
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Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

Dominion Storage & Forwarding Co., Ltd.
43 Colborne Street, TORONTO
Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.
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Granulated Meal
Barrels and Bags
Now in stock
Anderson, Powis & Co.
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EVAPORATED APPLES
WHITE BEANS
LOWEST PRICES
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Manufacturers' Agents and Importers
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W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

(Continued on page 4.)

A Combination that Cannot be Beaten

"Anchor" The finest

"Riverdale" Fruits and

Our quotations will interest you. Your order is sure to follow.

"Old Homestead" Vegetables packed

"Niagara Falls"

Order the above brands if you want satisfaction.

EBY-BLAIN, LIMITED

Sole Wholesale Agents TORONTO

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you You sell at	30c per lb. 40c per lb.
GOLD LABEL	1s and ½s	Costs you You sell at	35c per lb. 50c per lb.
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CANISTERS

GOLD Tins	5s	Costs you You sell at	35c per lb.—$1 75 50c per lb.— 2 50
GOLD Tins	3s	Costs you You sell at	35c per lb.— 1 05 50c per lb.— 1 50
GOLD Tins	1s	Costs you You sell at	36c each 50c each
GOLD LABEL	½s	Costs you You sell at	18c each—36c per lb. 25c each—50c per lb.
RED Tins	½s	Costs you You sell at	35c each—70c per lb. 50c each—$1.00 per lb.
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Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

Manufacturers' Agents—Continued.

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WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
Correspondence invited
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F. G. EVANS & CO.
Grocery Brokers and
Commission Merchants
139 Water St., - Vancouver, B.C.
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OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
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JOHN FORMAN, - 644 Craig Street
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Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
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Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
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This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

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IT WILL PAY YOU TO SEND AT ONCE.

MACLEAN PUBLISHING COMPANY
Technical Book Department
10 Front St. East, - TORONTO

Handle Canned Goods That Are Recognized Leaders.

A modern philosopher has discovered that "The more aims you have in life the less likely you are to hit anything." Concentration is one of the secrets of success. There is a wealth of wisdom in this for the merchant. Concentrate your efforts on selling well-known lines and you'll be ahead at the end of the year. Don't load your shelves with a dozen brands of uncertain Canned Goods and keep your customers forever experimenting.

Canadian Canners' Peas Have Created A Big Trade for us

And they will do the same for you. We particularly recommend our Grade No. 2 SWEET WRINKLE PEAS. They are deliciously sweet and tender, and rapidly win new friends wherever introduced. They have a constant and ready sale all the year round. They are genuine business builders and can be sold at a good margin of profit.

Our Peas are packed in four grades as follows:—

Grade No. 1—Extra Fine Sifted Peas
Grade No. 2—Sweet Wrinkle Peas
Grade No. 3—Early June Peas
Grade No. 4—Standard Peas.

BRANDS:—"Canada First" (Aylmer), "Little Chief," "Log Cabin," "Horseshoe" (Bowlby), "Auto" (Canadian Canners), "Kent," "Lynnvalley" (Simcoe), "Maple Leaf" (Delhi), "Lion" (Boulter), "Thistle" (Brighton), "Grand River" (Lalor), "White Rose" (Lakeport).

Canadian Canners, Limited

Hamilton, Canada.

Don't Knock—Boost !

This is a good rule for everything, but especially so with regard to your own business. The grocer who aims to give his customers the greatest satisfaction in quality is boosting his reputation and his profits.

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

is the Booster of Quality.

Quality first, last and always is our unalterable motto. If you have never yet tried the effect of OLD HOMESTEAD BRAND as a Business Booster, make a start now by writing our agents about a special proposition.

The Old Homestead Canning Co.

Picton, Ontario

MESSRS. EBY-BLAIN, Limited, Ontario Agents

The Popular Demand

for

Is Appreciated by every Grocer in Canada

There is both pleasure and profit in selling "SALADA."—pleasure—in knowing that every time you sell "SALADA" you satisfy a customer; Profit—in the number thus satisfied, who come back for more.

CANADIAN NATIONAL EXHIBITION

TORONTO

Aug. 29th — Sept. 14th

When you come to Toronto, drop in and see us—make our office your headquarters while here. Have your mail and parcels addressed and write your letters here. We will appreciate the opportunity of personally meeting our many friends, and will be glad to extend every courtesy. Our latch-string is on the outside.

The Robert Greig Co., Limited

WHITE SWAN MILLS

TORONTO

RAISINS THAT WIN TRADE

are the kind you should stock, because every new customer means so much more profit for you. For years the standard brands have been

F. W. Rowley
DENIA
Extra Fine Selected

The Brands of Quality

S. Bodi
DENIA
Finest Selected

A trial order will convince you that we are the raisin people. Send for samples to-day.

Try Our SHELLED ALMONDS in 14 lb. or 28 lb. Boxes

UNDERDOWN and CRICHTON

London, England — Valencia, Spain — Denia, Spain

These are our Canadian Agents: Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg.

Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato,** not the **Tomato** to the size of the **Opening.**

Pack **Whole Tomatoes,** not Crushed Fruit.

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

Max Ams Patents

INGERSOLL CREAM CHEESE

"in Blocks"

"SPREADS LIKE BUTTER"

KEEP IN A COOL PLACE
INGERSOLL CREAM CHEESE
IS ALWAYS SOFT IN TEXTURE DISTINCT IN FLAVOR AND EVERY PARTICLE CAN BE CONSUMED
AVOID IMITATIONS
INGERSOLL
REGISTERED
TRADE
MARK
CREAM CHEESE
IS OF THAT CREAMY CONSISTENCY WHICH IS SO PLEASING TO THE TASTE.
ASK FOR AND INSIST ON GETTING THE ORIGINAL
INGERSOLL CREAM CHEESE

Now booking orders for fall trade.

INGERSOLL CREAM CHEESE in blocks, represents to the consumer, the biggest package of cream cheese for the money ever offered for sale. The quality is equally superior and never changes. For these and other favorable reasons **Ingersoll Cream Cheese** is **everywhere** in demand. To the dealer it carries a guaranteed profit and an active and increasing sale.

AGENTS:

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W. J. Youell, Toronto, Tel. College 5032
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Wm. Forbes, Ottawa
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J. B. Renaud & Co., Quebec
R. R. Rankin, St. John, N.B.
Baird & Peters, St. John, N.B.
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Order from any wholesale grocer, our agents, travellers or from Ingersoll.

STOCK ONLY THE ORIGINAL PACKAGE.

MANUFACTURED BY

The INGERSOLL PACKING COMPANY, Limited

INGERSOLL ONTARIO CANADA

National Licorice Co.

Brooklyn, N.Y.

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Winnipeg Sales Agency—
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St. John Sales Agent—
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Vancouver Sales Agency—
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Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve.)

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

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Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

BATGER'S

NOW'S THE TIME
WHEN YOU SELL
SUMMER BEVERAGES
WHY NOT HANDLE BATGER'S
LIME JUICE AND LEMON SQUASH?
MAKING
PROFITS AND SATISFIED CUSTOMERS

AGENTS:
ROSE & LAFLAMME, Limited.
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STOCK THE BEST.
"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise

The Merchant introducing those lines to his customers MAKES NO MISTAKE

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St.
Quebec City, Albert H. Dunn, 67 St. Peter St.
Ontario, A.E. Bowron, 18 King William St. Hamilton
Winnipeg, Mason & Hickey, 108 Princess St.

WANTED

Every Grocer, his wife and family, to visit LIPTON'S TEA ROOM, 191 Yonge St., Toronto, (directly opposite Eaton's), during the Canadian National Exhibition. Everything for their convenience is provided.

Also visit 264 Yonge St., where I am showing, by means of moving pictures, where the Tea is grown, and the different processes it passes through until it reaches the public. These pictures were taken at great expense, and I assure you, are very interesting, and it will give me great pleasure to have you view them.

THOMAS J. LIPTON

TEA ROOM: 191 Yonge St. **75 Front St. East, Toronto**

MOVING PICTURES SHOWN AT
264 Yonge Street

We Invite You

to make our offices your downtown headquarters when visiting the city.

THE DAVIDSON & HAY LIMITED

Wholesale Grocers

36 YONGE STREET - - - TORONTO

Mr. Grocer, your own interests demand that you sell profit-bearing lines. We have something to interest you in

Marsala Wine

which is better than Sherry or Port. Good margin, and a fine line to handle. A most popular after dinner beverage. One that you can recommend.

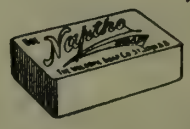
$7.00 per case, up

Special price for quantity

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent **Phone Main 2731**



Naptho SOAP

MADE IN CANADA

MAKE

NAPTHO SOAP

YOUR LEADER

The result will be —satisfied customers — satisfactory profits.

The Welcome Soap Co.

Limited

St. John, - N.B.

S. T. Nishimura & Co.

MONTREAL

Can still accept further orders for ***NEW CROP JAPAN TEAS,*** lower grades, if jobbers will place them promptly.

Japan Consolidated Tea Co. **Japan Tea Firing Co.** **Ito's Tea Firing Dept.** **Nakamura's Tea Firing Dept.** **Tokai Tea Trading Co.**

The Best Because the Purest

E. D. S. Brand Jams and Jellies

Government analysts have proved beyond the shadow of a doubt that E.D.S. Brand is one hundred per cent, pure.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.

We extend an invitation to all our friends and customers attending the Canadian National Exhibition to call on us at our headquarters, 49 Front Street East.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

THREE BRANDS THAT PAY YOU TO STOCK

PURNELL'S

Vinegar Pickles Sauces

No better line to stock than these high-class English goods.

Our pure malt vinegar has been a standard article for over 150 years.

Pickles and Sauces of irreproachable quality, piquancy and flavor.

Get in touch with our agents, so as to have early delivery.

Purnell & Panter, Ltd.
Bristol, England

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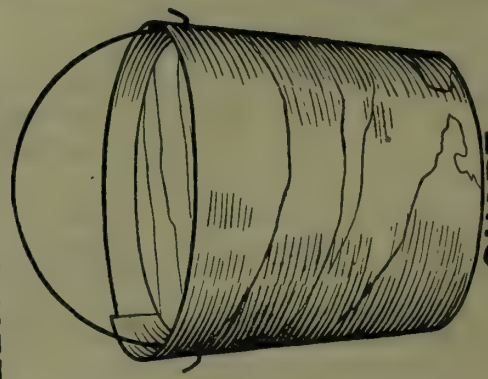
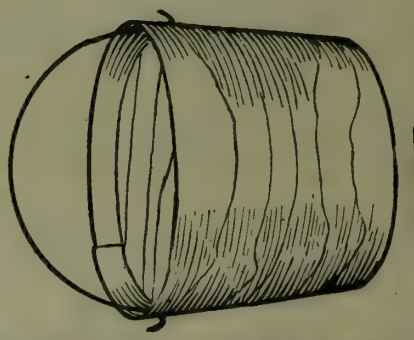
H. Haszard, - Charlottetown, P.E.I.
Erb & Rankin, - - - - Halifax, N.S.
C. S Harding, Ottawa, Quebec & Montreal
Kyle & Hooper, - - - Toronto, Ont.
J. W. Bickle & Greening, - Hamilton, Ont.
Carman, Brokerage Co., - Winnipeg, Man.
C. E. Jarvis & Co., - Vancouver, B.C.

Walter Woods & Co.

GROCERS' VENEER PAILS





Hamilton and Winnipeg

SURE PROFITS

Are what you want. No use risking your capital in buying unknown Shoe Polishes. We tell every Canadian shoe-wearer that all up-to-date grocers can supply him with

2 in 1

The World's Best

Shoe Polish

The F. F. DALLEY CO., Limited

HAMILTON, CANADA
BUFFALO, N.Y., U.S.A.

IMPORTANT

Our Representative is visiting the Dominion establishing agencies for the sale of our renowned

"TEA PLANT"
PACKET TEAS

His address is, 303 Frank St., Ottawa. Write him.

For over half a century

Cooper Cooper & Co's Teas

stand on the highest rung of the British TEA TRADE.

OUR TEAS PAY YOU WELL

Cooper Cooper & Co. Ltd.

"The World's Most Famous Teamen"

Head Office: 71-73 Tooley Street LONDON, ENGLAND

ST. CHARLES CREAM

UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.

St. Charles Condensing Co.

INGERSOLL, - ONTARIO
CANADA

To see the shelves of a grocery well stocked with

Sterling Brand Pickles

is a sure sign that the proprietor is thoroughly up-to-date and knows what is what. The large demand for goods bearing the Sterling label has made it necessary for grocers to keep a large supply on hand.

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada
PHONE PARK 376

TURN PRINTERS' INK INTO DOLLARS

You can get as much benefit from our advertising as if you paid for it yourself if you keep Mathieu's Nervine Powders well in front. Display them—recommend them and use them yourself. Before you forget—send that order along.

MATHIEU'S NERVINE POWDERS

You will never know when a customer will ask for Mathieu's Syrup of Tar and Cod Liver Oil. Keep it handy.

J. L. Mathieu Co., Sherbrooke, P.Q.

Proprietors

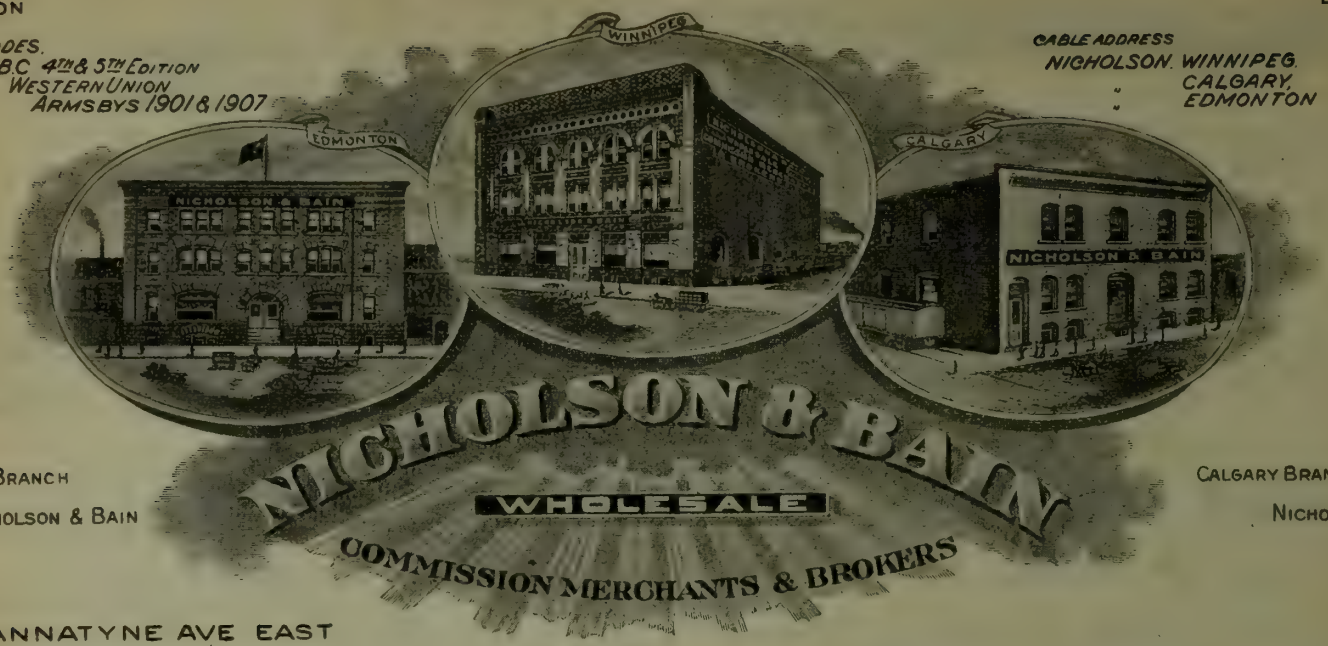
L. Chaput, Fils & Cie, Wholesale Depot, Montreal

E NICHOLSON

D H BAIN

CODES.
A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON



EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

Herewith please find Acreage and estimated yield in the Provinces of **Manitoba, Saskatchewan** and **Alberta:—**

WHEAT.	Acreage.	Estimated Yield per Acre	Total
Manitoba	2,710,000	15 bushels	40,650,000 bushels
Saskatchewan	3,170,000	18½ "	58,645,000 "
Alberta	410,000	21 "	8,610,000 "
Total			107,905,000 "
	Total acreage in the three provinces.	**Estimated Yield per acre**	
Oats	2,660,000 acres	34 bushels	90,440,000 bushels
Barley	860,000 "	21 "	18,060,000 "
Or a total in the three Cereals of			216,405,000 bushels

September wheat is quoted at Fort William at 98c. per bushel, October 95¼c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **$150,000,000.**

We are brokers and Commission Merchants exclusively. Can we not handle your goods in the Great West? Yours truly,

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise, also cars distributed at Winnipeg, Calgary and Edmonton.

TO THE TRADE:

It Cannot be too Often Repeated that, in Selling

CEYLON TEA

You Should Teach the Customer

How to Prepare It.

The Superabundant Life and Vigor
of the Ceylon Plant Give Its Leaves

All Tea Properties in High Degree.

3 to 5 MINUTES' DRAWING
With Furiously Boiling Water Suffices to obtain the

DELICIOUS AROMA, the
DELICATE FLAVOR and the
INVIGORATING TONIC.

You Sell Pickling Spices?

Your profits will be larger, and your customers better satisfied if you sell our famous ¼-lb. transparent packages of MIXED PICKLING SPICES. They are standard, being of known excellence. Now is the time to push these goods.

We want your order

S. H. EWING & SONS

MONTREAL and TORONTO

"Salad, Edible and Cooking Oils"

WINTER PRESSED

"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

Why Brooke Bond's Packet Teas are such Good Value.

You may have heard that we sell over 100 tons of tea every week in Great Britain.

We have the resources of that great trade to use for our Export Trade.

In our own Bonded Warehouses we blend and pack teas for all markets in tin, lead, foil, parchment-lined bags, or any other form of packing desired.

We pack under your own label and with any style of printing you may choose.

For samples apply to

Messrs. Hamblin & Brereton,

Corner of Notre Dame and Victoria Streets,

WINNIPEG, MANITOBA.

There's more money in

Shirriff's Flavoring Extracts

simply because they are the

Highest in Strength and Purity

Imperial Extract Co., 18-22 Church Street, TORONTO

Tartan

BRAND

BUY YOUR CANNED GOODS NOW, DO NOT DELAY FURTHER,
AND IF YOU WANT THE BEST, BOOK

TARTAN Brand Fruit and Vegetables

This is also the place to buy

Lea's Pickles with the home flavor
Wagstaffe's Jams, Jellies and Marmalades
Imperial Vinegar
TARTAN Spices Guaranteed Pure

Phone 596, Free to Buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

An Up-to-Date Plant

equipped with every modern sanitary and mechanical appliance that really helps to improve the pack, and manned by clean, skilled people, is used to produce

FARMERS' BRAND

Canned Fruits and Vegetables

Our stock is obtained from our own immense garden, which comprises three thousand acres of Prince Edward County's finest soil. The result is that Farmer Brand is always absolutely reliable in quality. You'll be wise if you specify Farmer Brand.

FARMERS' CANNING CO., Limited

BLOOMFIELD, - ONTARIO

MONEY-MAKING LINES

AROMA TEA
AND
AROMA COFFEE

The most satisfactory goods to the consumer.
The most profitable goods to the merchant.
Two good reasons to justify buying these well-known lines.

Our Traveller will tell you about them.

W. H. GILLARD & CO.
Wholesale Grocers
HAMILTON
Branch House—Sault Ste. Marie

The season is approaching when Granulated Sugar will be in active demand for preserving and canning purposes. When ordering supplies ask for

Redpath

the BRAND approved for over fifty years and to-day the STANDARD OF EXCELLENCE.

Made from PURE CANE Sugar by

The
Canada Sugar Refining Co.,
Limited
MONTREAL

Now Booking
Quaker Salmon

To arrive early in October
Flats $2.00. Talls $2.15.

Just as good as ever.
Quality never equalled

TRADE MARK
M
SONS
ESTABLISHED 1834.

Mathewson's Sons
WHOLESALE GROCERS
202 McGILL STREET, - MONTREAL

GET
Balmoral
Scotch
MARMALADE
ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE
WRITE FOR PRICES TO
J.W. WINDSOR
MONTREAL
SOLE AGENTS FOR CANADA

DR TIBBLES' Vi-Cocoa

A leading British line well-known and largely advertised.

The World Renowned Food Beverage

THE PUBLIC SAY:

"THERE IS MERIT IN IT,"

And

THE TRADE SAY:

"THERE IS MONEY IN IT."

Agent for Montreal:
G. W. HODGSON
509 Lindsay Bldg.
Montreal

Ontario Agents:
GREEN & CO.
25 Front St. E., Toronto

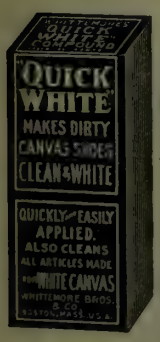
WRITE OUR AGENTS FOR PRICES, Etc.

W. H. ESCOTT, 141 Bannatyne Avenue East, Winnipeg

Sample Cases Now Ready for Delivery

THE WORLD'S STANDARD **WHITTEMORE'S POLISHES** ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World



Dirty Canvas Shoes

made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust No rubbing off.
A Sponge in every package, so always ready for use

Large size, per gross,
10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

OIL PASTE

for ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Ola's.

Price per gross . . . . . .

Excellent for old rubbers.

"ELITE Combination"

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . . .

BOX CALF PASTE
FOR BOX CALF VICI KID PATENT AND ENAMEL LEATHERS
WHITTEMORE'S ELITE POLISH
BOX CALF
VICI KID AND ALL other black leathers
BOSTON

"BABY ELITE" Combination

10c. size per gross .

"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Largest quantity; finest quality. Its use saves time, labor and brushes, as it

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . .

"SUPERB" Patent Leather Paste

For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. ¼ lb. boxes
Per doz. ½ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . . . .

Also in Russet and Ox Blood

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross .

Star Russet Combination

10c. size per gross .

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . .

Elite, Ox Blood and Brown Pastes same sizes and prices

If interested write for CANADIAN PRICES.

WHITTEMORE BROS. & CO., 20-22-24-26 ALBANY STREET CAMBRIDGE, MASS., U. S. A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors

MORE AND MORE NECESSARY TO STOCK EVERY DAY

Borden's Brands

of Condensed Milk and Evaporated Cream

The two leading brands in Canada are "Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream. They are the standards of all milk products. Stock them. They are sellers.

Unsweetened

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. *Shallcross, Macauley & Co., Vancouver and Victoria, B.C*

TO SETTLE DOUBT

Drop a postal to our Canadian Agents (mentioned below) for free full-sized tasting bottle of H.P. Sauce.

Try it on your own plate, and then you will see why your customers want it.

Wide-awake Grocers are making H.P. Sauce their leading line.

Our bright Canadian advertising tells the people all about H.P. and what it is made of, how good it is for the appetite, palate and digestion.

Large and quick turnover on H.P.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax N.S.
Georgeson Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd , Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng

PURE
ANNAPOLIS VALLEY

Cyder

"Land of Evangeline" Brand

Guaranteed absolutely free from chemical preservatives.

Will keep **SWEET, CLEAR** and **SPARKLING** in any climate.

The pure juice of the finest Nova Scotian apples manufactured and bottled by secret process, under direct supervision of a member of the most celebrated English Cyder makers—H. Whiteway & Co. Ltd., whose patrons include H. M. King Edward VII, H. M. Alfonso of Spain.

Bottled in champagne quart, pint or half-pint bottles; also supplied in casks.

For Prices and Particulars Address
R. S. McIndoe, - - Toronto.
S. W. Shackell, - - Montreal.
J. S. Creed, - - - Halifax.

ANNAPOLIS VALLEY CYDER CO.
LIMITED
BRIDGETOWN, - NOVA SCOTIA

Horses and Cattle Fed On

MOLASSINE MEAL

are kept healthy and in good condition, and do not suffer from the many ailments that all classes of cattle are so liable to.

ASK FOR BOOKLETS AND ALL PARTICULARS FROM

ANDREW WATSON
SOLE IMPORTER
91 Youville Square, - Montreal

CAPSTAN Brand

High-Grade Tomato Catsup

Put up in 10, 16 and 20 oz., bottles of a new design and is very attractive. This catsup is far superior to many others and is giving perfect satisfaction.

Sold By all Wholesale Dealers.
Once Sold Always Asked For.

THE CAPSTAN MFG. CO.
TORONTO, CANADA.

Grocers AND General Merchants OF Canada

When visiting the **Canadian National Exhibition at Toronto**, be sure and call at the

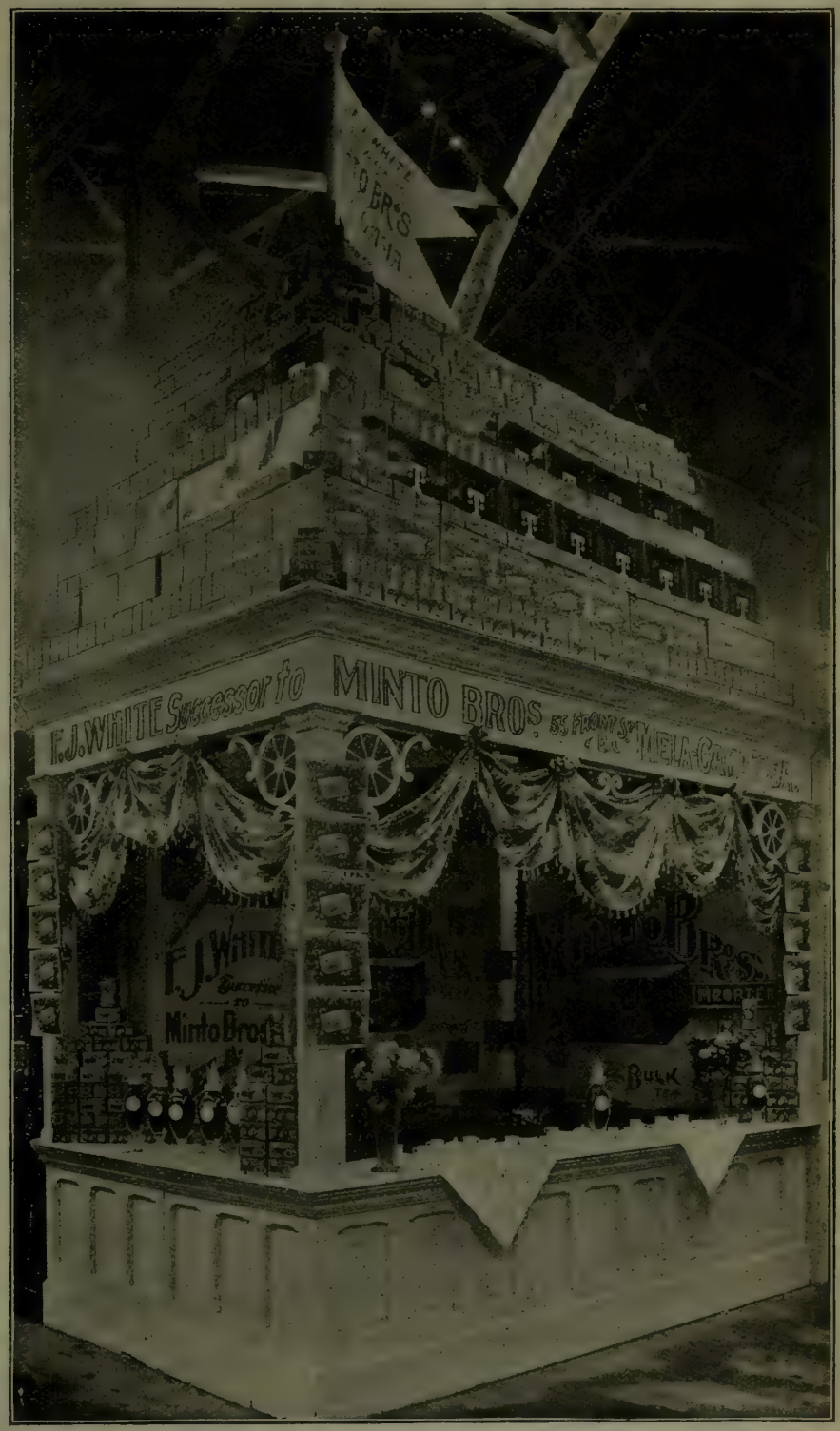
"MELAGAMA" TEA BOOTH

Manufacturers' Building

Come and sample our tea, examine and see for yourselves the

Special Money Package Idea.

This will appeal to you as one of the greatest trade-winners ever offered to your customers.



Try us for **Bulk Teas.** Our new stock of Japans and Ceylons are now arriving. Let us send you samples. Our prices are right.

MINTO BROS., - TORONTO

Lea's Chili Sauce

Made from whole Tomatoes, bottled same day as received. Nothing but the finest Spices used, no coloring matter. A superior Sauce, packed to cater to the most fastidious trade and still within the reach of all. Retail price 15 cents a bottle. These goods are bound to take their place in the home. Be in a position to supply the demand when it comes.

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Western Representatives: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

"Canada's Pride" CANNED GOODS

This brand represents the highest class of goods possible to pack.

ASK FOR THEM
BUY THEM
SELL NO OTHER

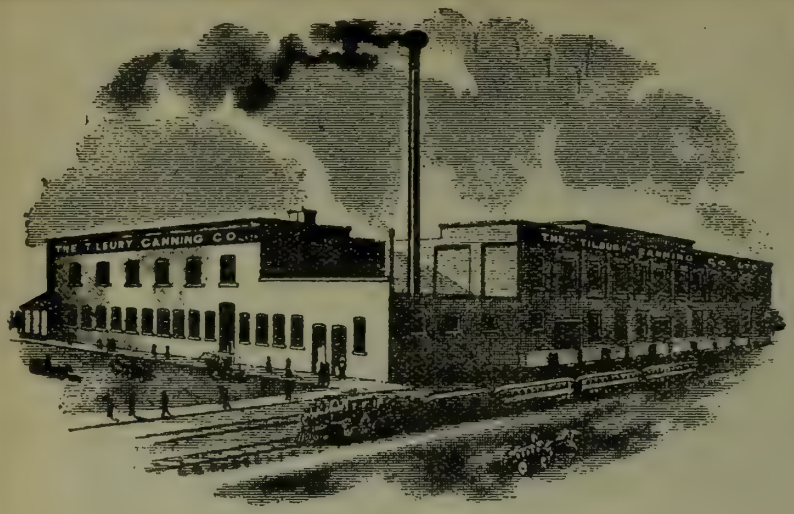
They are packed at one of the best growing points of the Bay of Quinte district in a most modern and sanitary factory where every precaution as to cleanliness is taken and only expert and local help is employed, therefore insuring the highest state of perfection in canned goods.

TO BE HAD OF

W. GALBRAITH & SON, *who control our goods for* ***Montreal and East***
R. CARSON & FENWICK, HENDRY & CO., Kingston
MEDLAND BROS., Toronto
E. W. ASHLEY, Winnipeg, Western Broker

The Napanee Canning Co., Limited

Napanee, - Ontario



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

Get our prices for immediate and future delivery.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

ESTABLISHED OVER 200 YEARS

CHAMPION'S IS THE TABLE VINEGAR

MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.

ONTARIO AGENTS : The Lind Brokerage Co., 23 Scott St., Toronto
Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal
W. H. Escott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS — WRITE OUR AGENTS FOR PARTICULARS

Begun the day well with
Ridgways Tea
Largest sale of High Grade Tea
in the World!
Why?

CANADIAN OFFICE. - VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

ABSORBINE

Removes Bursal Enlargements, Thickened Tissues, Infiltrated Parts, and any Puff or Swelling. Cures Lameness, Allays Pain without laying the horse up. Does not blister, stain or remove the hair. $2.00 a bottle, delivered. Pamphlet 1-C free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Synovitis, Weeping Sinew, Strains, Gouty or Rheumatic Deposits, reduces Varicose Veins, Varicocele, Hydrocele. Allays pain. Book free. Genuine mfd. only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents, LYMAN SONS & CO., Montreal.

TRY A

Condensed Ad.

IN THE

Canadian Grocer

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Superior Quality — Canada First Brands

Evaporated Cream and Condensed Milk

Orders promptly attended to. — Every Can Absolutely Guaranteed.

PREPARED IN MODERN SANITARY FACTORY

AYLMER CONDENSED MILK CO., LIMITED

Factory : Aylmer, Ont. — Sales Office : 39 James St. South, Hamilton

White Dove Cocoanut

My Attractive Package:
¼, ½, 1 and 5 lb. tins.

Why not give your customers the best that money can buy,

White Dove Cocoanut?

It costs no more than cheaper goods. It increases your sales of specialty goods and wins customers for you every time. It also yields you a larger profit than the ordinary line.

If your wholesaler cannot supply you write direct and I will see that your order is filled.

MANUFACTURED BY

W. P. DOWNEY,

24 and 26 St. Peter St., - - - MONTREAL

VALENCIA RAISINS

It is just as easy for you, and infinitely more satisfactory to your customer, to secure the very finest quality Valencia Raisins. You are assured of this, and also of uniform packing, if, when ordering, you specify

M. D. & Co. "BEAVER" BRAND

SPECIAL FANCY QUALITY

This brand has the reputation of being the highest quality obtainable

Packed by

Mahiques Domenech & Co.

Denia, Spain

Canadian Agents:

Rose & Laflamme, Limited

Montreal and Toronto

Why Take Chances,

on new and untried Brands of Canned Goods, when you can purchase **Queen Brand** goods, Quality Guaranteed, at prices surprisingly low.

If you are in need of Peas, Beans, Corn, Tomatoes, Pork and Beans, Gallon Apples, Fruits of any kind, or Catsup in bottles, **take no chances,** but order **Queen Brand** from your Dealer, **and do it now.**

Belleville Canning Co.

BELLEVILLE, - ONTARIO

As Pure as Windsor Salt

$1.00 Sold $25 Worth of Groceries

It was a thirty mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

Windsor Salt

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.

ESSEX CORN !

Nothing to equal it for quality and flavor in the whole Dominion. Prepared by the latest and most improved process under most careful supervision, with everything spic span clean and wholesome, and nothing lacking to insure the very best results. You can judge the entire range of Essex products by the way we put up corn. We want your trade, and we take pains to deserve it by insisting that anything going out under our name shall be full first-class in every respect.

THE ESSEX CANNING & PRESERVING CO., Limited

28 Wellington Street East, Toronto, Canada

FACTORY AT ESSEX, ONT.
The Most Southerly County in Canada

Wagstaffe's

New Season's Strawberry Jams and Sealed Fruits are now ready, **order at once**, quality **cannot be beaten.**

Wagstaffe Limited

THE PURE FRUIT PRESERVERS

Hamilton

Imperial Evaporated Cream

Since commencing operations we have been in receipt of an immense volume of orders, many repeats, showing the confidence of the trade in our brand.
This confidence is based on ***Quality.*** We will continue to merit it.

THE CANADIAN CONDENSING COMPANY

Chesterville - Ont.

Sales Agents— S. H. EWING & SONS, MONTREAL

New Peels in Store

Triangle Brand, Drained Peels

Beaver Brand, Candied Peels

Unsurpassed in quality, bought when the market was at its lowest and now offered at attractive prices

James Turner & Co., Limited

Hamilton, Ontario

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Canadian Grocers Making Merry

Vancouver Grocers' Outing

Annual Picnic to Bowen Island a Jolly Affair—Something About the Officers of the Association.

The annual picnic of the retail grocers of Vancouver, which took place on Thursday, August 13, was a very jolly and successful event. It was held at Bowen Island, about six miles from the city, an ideal spot, and the steamers Belcara and Britannia were kept busy all day. Nearly all the grocery stores were closed, and with excellent weather a thorough holiday was enjoyed. Refreshments were served in plenty on picnic tables, and the capable committee saw that everyone present was well provided for.

The programme of sports was lengthy and gave opportunity for competition to everyone, young and old. And everyone took part with enthusiasm, and the general off-hand spirit contributed in a great measure to the pleasure of the occasion. After the baseball game between the retailers and the wholesale travelers, when the former were victorious, it was remarkable the extra number of grocers on the field. No one had the courage to own up to being a traveler, and many went so far as to secrete their U.C.T. badges so that there would be no visible means of identification.

THE VANCOUVER GROCERS AT BOWEN ISLAND.

The Clerks' Ball Game.

There were several entries for the marriageable young ladies' race, but when Luther McTaggart announced through the megaphone that Frank Wright and Treasurer Hunter were among the unmarried, several more entries were made immediately. Frank Wright took a position of vantage half way down the course, and even though a couple of the young ladies fell right close to him, tripping over grass blades and shadows, they were not blamed. Mr. Hunter, at the end of the course, handed out the prizes, and looked as if he thoroughly enjoyed seeing the young ladies blush. When the announcer gave out that the secretary was also in the unmarried class, there was a streak for the landing, but as there was no boat he could not escape. When captured, he acknowledged the soft impeachment.

Without doubt the pie-eating contest was the funniest thing going. A blueberry pie was given to each contestant, and they were blueberry boys before they got through.

Mr. Scott, the popular Davie Street grocer, was induced to enter in the fat men's race. He ran seven steps and then entered a protest. He acknowledges with downcast eyes that he weighs 270 pounds, and thought he should have a handicap in accordance with his weight.

Fun in the Races.

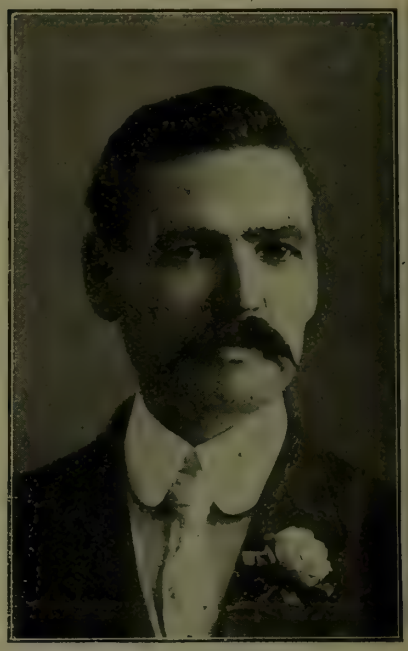
In the ball game between the clerks and the proprietors, the former had an opportunity of showing the bosses that while they might know something about running a store, they knew little about the most popular pastime of the day. Maybe they did not rub it in!

Too much praise cannot be given to the committee for the smooth way in which the programme was run off and the rapid time it was done in. Neither was there an accident in any way. Special mention might be made of F. Welsh, F. McDowell. Frank Wright, W. H. Walsh, E. Pooke and T. J. Hunter, Other members of the committee were W. J. Andrews, L. McTaggart. A. O. McColl G. Hobson, W. Clark, D. Laverock and W. J. C. Hunter.

Sporting Events and Results.

The results of the various events were as follows:

Baseball game, retailers vs. wholesale travelers, won by the retailers, 16 to 1.



W. J. ANDREWS.
President Vancouver Retail Grocers' Association.

Boys' race, under 16 years, 100 yards—1, L. Sollaway; 2. J. Davis.

Grocery clerks' race. 100 yards—1, S. M, Blackburn; 2, W. S. Ellis.

L. L. McTAGGART.
Vice-President Vancouver Association.

Boys' race, under eight, 50 yards—1, G. Sollaway ; 2, W. Brown.

Girls' race, under eight, 50 yards—1, Doris Clark ; 2, Lillie Hobson.

Pipe-lighting contest, men only, run 50 yards, fill and light pipe, and return with pipe lighted—1, C. J. Joslin ; 2, E. J. Fraser.

Grocers' wives' race, 30 yards—1, Mrs. M. C. Clark ; 2, Mrs. G. Hobson.

Children's race, under 3 years, 30 yards—1, — Miller.

Ladies' nail-driving contest, 25 yards, drive a nail and return—1, Mrs. Henderson ; 2, Mrs. W. T. Ferguson.

Boys' race, under 12 years, 100 yards—H. Sollaway ; 2, Arthur Rae.

Grocers' race, over 40 years, 50 yds. —1, W. Clark ; 2, W. H. Walsh.

Fat men's race, over 200 lbs., 50 yds. —1, R. Scott ; 2. Mr. Brown.

Girls' race, under 16 years, 50 yards—1, Ella Webster ; 2, Odessa Clark.

W. J. C. HUNTER.
Secretary Vancouver Association.

Boys' and girls' race, under 12 years, 50 yards—1st girl, Ella Webster ; 1st boy, E. Hurst.

Potato and spoon race, young ladies, 25 yards—1, Miss P. Tracy ; 2, Miss Dell Raine.

Boys' and girls' race, under 8 years, 25 yards—1, Willie Brown ; 2. Bee Chisholm.

Marriageable young ladies' race, 50 yards—1, Laura Kelly ; 2, Dell Raine.

Pie-eating contest, boys under 15 years, 10 entries only—1, D. Garnbaer ; 2, N. Lockyer.

Baseball, clerks vs. proprietors, won by clerks, 10 to 4.

Special events—

Swimming contest—1, Arthur Taylor; 2, — Roedde.

Drivers' race—1, R. Robinson ; 2, C. Hill.

Sack race—1, John McDonald ; 2, C. Aubray.

Commercial travelers' race, 100 yards —1, A. Field ; 2, R. Murray.

London Grocers at Springbank

Celebrate Last Wednesday Half-holiday With a Merry Outing—Some of the Funny Events of the Day.

Great as was the success of the Retail Grocers' Association's banquet last winter, and of their excursion to Detroit a few weeks ago, both sink into insignificance when compared with their picnic at Springbank on Wednesday afternoon last. Close on five thousand people attended the outing and from start to finish the fun was fast and furious, not an idle minute being passed. The feature was the grocers' baseball game—North vs. South—for a trophy presented by the Lea Pickling Co., Simcoe. When darkness put a stop to play the Southsiders led by a score of 12 to 5. The game will be finished on Wednesday next. The line-up was: South—May, left field; Young, centre field; Janes, right field; Trebilcock; first base; N. McLeod, second base; O'Dell, third base; Vincent, short stop; Parker, pitcher; J. McLeod, catcher.

North—Luck, left field; Hayes, centre field; Bird, right field; Falkner, first base; Donohue, second base; Morgan, third base; Henderson, short stop; Boug, pitcher; Shaw, catcher.

A Record Baby Show.

There were forty-one entries in the baby show and none of them twins. The Judges—Wm. Turnbull, W. V. Corrigan and E. J. Eccleston—awarded the prizes as follows: First, Margaret Tarling; second, Clara Parker; third, Howard Pollick.

A melon-eating contest, in which 64 youngsters competed, created lots of fun. The winners were: First, Geo. Nichol; 2nd, W. O'Rourke; 3rd, J. Murray.

The pillow fight was another comical feature, the prize winners being E. Glen and E. Winder.

Ed. Ryan, the popular treasurer of the association, and Mrs. Cartledge were excruciatingly funny in the three-legged race, and although they did not come in first, they were awarded a special prize.

The Day's Prize Winners.

The winners of the other events were:

Boys' race, 100 yards—1 Morris Wolfe, 2 George Sweney, 3 Tom Brodison.

Girls' race, under 10—1 Winnie Trudell, 2 Clara Barned, 3 Margaret Hene.

Ladies' race—1 Miss McCormick, 2 Eva Falkner, 3 Mrs. Branton.

Salada Tea race, 100 yards—1 F Willis, 2 F. Parker, 3 J. Young, 4 F. W. Paul.

Girls' race, under 15, extra—1 Edna Routledge, 2 L. Bere, 3 Minnie Austin.

Grocery drivers' race—1 O. Falkner, 2 H. McDonald, 3 W. Putnam.

Red Rose Tea race, for ladies — 1 Mrs. Fenn, 2 Mrs. Webb, 3 Mrs. Branton.

Clerks' race—1 O. Falkner, 2 W. H. McGuffin, 3 E. Rogers.

Comfort Soap race, for ladies—1 Mrs. Shaw, 2 Mrs. Vincent, 3 Mrs. Traver, 4 Mrs. Morgan, 5 Mrs. H. English.

Throwing baseball, ladies—1 Miss Aggie McKeown, 2 Miss Mabel McKeown, 3 Mrs. Boxhall.

Flag race—1 O. Falkner, 2 L. Gooderham, 3 C. Hayes.

Grocers' race—1 G. Henderson, 2 T. Vincent, 3 G. Tupholme.

Ladies' and gentlemen's three-legged race—1 H. Osborne and Miss Dicker, 2 C. H. O'Brien and Miss McKeown, 3 J. May and Miss Hodgins.

Lady clerks' race—1 Miss L. Oldridge, 2 Miss Eva Falkner, 3 Miss Irene Clark.

T. J. HUNTER.
Treasurer Vancouver Association.

Travelers' race—1 W. B. Corigan, 2 J. H. Boyd, 3 C. Garvey.

Sack race—1 E. Winder, 2 W. R. Putnam, 3 T. Allsopp.

Boxing contest—1 Frank Nicholls, 2 E. Rogers, 3 W. McLeod.

Ed. Smith, dressed as a police officer, was awarded first prize for the best comic costume.

Some Helpful Travelers.

Among those who assisted materially to the success of the outing, acting as judges and otherwise making themselves useful, were Joe Boyd, of Red Rose Tea; H. B. Corrigan, of Lipton's; Clem Garvey, of John Garvey & Co.; McKinley Millman, of Elliott, Marr & Co.; Jno. Dillon, of A. M. Smith & Co.; Wm. Turnbull, of E. Adams & Co., and Walter Nichols, of Sunlight Soap, who, as manipulator of the megaphone, shouted himself hoarse before he could be prevailed upon to give up the duties of announcer.

Chatham Retail Merchants' Picnic

First Annual Outing at Erie Beach Last Thursday a Marked Success.

Pessimism among Chatham merchants has received half a dozen black eyes and a knock-out blow. Henceforth, they feel equal to tackling anything. For their first annual picnic, held on Thursday, August 27, was a howling success.

When a small gathering of retailers some six weeks ago, with sundry mis-

Chatham Merchants' Picnic—The Clerks' Parade.

givings, decided to hold a picnic, not even the most sanguine of them dreamed that it would be the biggest outing of the year. Yet it most emphatically was. The outing brought to Erie Beach, Chatham's new summer resort on Lake Erie, the largest crowd it has ever known. Chatham, during the afternoon, was practically dead and deserted; while there was not a trolley car which left the city during the entire day southward bound which was not crowded to the limit with excursionists, literally "hanging on by their eyebrows."

The Grand Parade.

The big start was made at 1.30, following the grand parade up and down the business section of King Street. Edward James Dore, of Hamilton—better known as "Eddie"—led off in the parade. The Mayor, aldermen and fire department followed, after which marched the two broom ball teams, followed by the Kent Mills Band. The Rube Band also furnished music at times indescribably weird, and, though the personnel of the organization is, for obvious reasons, being kept a secret, it is hoped that some day the names will leak out, that the public may be able to fittingly reward the musicians for their fantastic rendering of "The Wearin' of the Green" and "How Dry I Am."

The parade was concluded by the clerks, fully 250 marching in line in white uniforms and caps. At the C. W. & L. E. powerhouse, where two cars and one trailer were waiting, there was a big rush, and even when the cars were filled to their uttermost limit, a big crowd was still left for the next car service.

There was a small mishap en route for Erie Beach. At a kink in the road just inside the city limits, the trailer abruptly left the track, and had to be abandoned in favor of another car. The bands livened the wait with appropriate music.

Though the crowd was consequently delayed, and did not reach Erie Beach till the afternoon was half over, Eddie Dore, Grand Mogul and High Muck-a-Muck of the affair, lost no time in getting down to business, and ran off the long list of sporting events in a style calculated to make local amateurs turn green with envy.

The Winning Grocers.

The new diamond at the Beach proved a good one, and a snappy baseball game between the grocers and a picked nine opened the afternoon. Johns, for the picked nine, pitched excellent ball, while Gemmill, for the grocers, was in the game every minute, handing out a bunch of curves and drops that puzzled the batsmen. The following was the line up: Picked Nine—Glassford, Perrott, Johns, Brackin, Kimmerly, Welch, Harper, McDonald, Taylor. Grocers—Wilson, Burnie, Dyer, Clements, Taylor, Gillies, Sterling, Gemmill, Head. The grocers won by a score of 3 to 2, in a five-inning game.

Then came the broom ball contest, between the grocers and the other mer-

Chatham Picnic—One of the Funny Features.

chants, which set the crowd wild. The players were all well known business men, and their antics in trying to shoot the football into goal with their brooms were intensely amusing. Once more victory perched on the grocery banner, the contest resulting in a score of 1 to 0. Here is the line up: Grocers—Parrott, Anderson, Andrew, Northwood, McQueen, Gerber, McCorvie and Jacques. Merchants — Wanless, Parrott, Ball. Lailey, Meynell, Brisco, Somerville and Hodges. The teams were captained respectively by President Wm. Anderson and Secretary H. G. Hodges, of the Retail Merchants' Association.

Then followed a big list of race events. Some thrilled with keen suspense, others overflowed with amusement. All were well contested, private betting among a number of dead game sports adding to the interest. The baby show was another interesting feature of the afternoon's programme.

The Afternoon's Contests.

The following summarizes these contests, with the winners, first, second and third:

Committeemen's race—Harry Northwood, H. G. Hodges, Wm. Anderson.

Girls' race—Bertha Larabee, Ruth McDonald, Edna Clements.

Boys' race—C. Rumble, H. Donovan, R. Glassford.

Young ladies' race—Maude Conibear, Flossie Thomas, Ida King.

Ladies' race, over 35—Mrs. Holdaway, Mrs. Longley, Mrs. Hay.

Baby show—Baby Hay, Baby Kennan, Baby Truax.

Shoe race—T. Taylor, F. Zink, H. Gillies.

Grocers' race—P. B. McQueen, Wm. Anderson, H. W. Jacques.

Men's race, over 40—J. O'Neill, Thos. Lailey, Geo. Holdaway.

Barbers' race—Chas. Mitchell, S. Lawrence, Thos. Higley.

Farmers' race—J. O'Neill, J. Webster, A. McMullen.

Consolation race—Mrs. Rigby, Mrs. Holdaway, Mrs. Morrison.

Open race, 100 yards—J. Webster, W. Eagan, O. Link.

Matched race, between Earl Kimmerly, Fred. Brisco and H. W. Jacques—Won by Fred. Brisco.

Clerks' race—W. Eagen, S. Parrott, H. Gillies.

Ladies' race, 75 yards—Mrs. W. Hay, Mrs. Rigby, Ada Longley.

Matched race, 100 yards—Webster, Eddie Dore.

Bandsmen's race—G. Harrington, J. Morrison, J. A. Simon.

Butchers' race—Duff, Mounteer, Harwood.

Guessing score of picked nine and grocer clerks' ball teams—Mrs. Joe. Walker, Mrs. H. Gowan, Miss E. McCubbin.

A. C. Trudell, John Glassford, Chief Pritchard and Wm. Potter judged the babies.

A Jolly Crowd.

With every newly arrived car the crowd grew, till the beach was one mass of jolly, sweltering humanity. Never in the history of Chatham had the mer-

Chatham Picnic—The Broom-Ball Team.

chants such an opportunity to get together, fraternize and enjoy themselves. Lots of amusing things were to be seen in addition to the sports. Earl Kimmerly, in his striking make up as a fair young Dutch widow, brought a host of admirers to his feet, while the rube band repeated the phenomenal hit they had made during the parade earlier in the day.

Most of the picnickers brought their lunches with them, and as evening drew

on the beautiful grove just behind the pavilion was rapidly converted into a big lunch room. Tea, coffee and milk were furnished free, as long as they lasted.

Dancing in the Evening.

During the afternoon the Kent Mills Band, N. H. Stevens' recently adopted family of 16, filled the vicinity with a symphony of sweet sounds. In the evening Robinson's Orchestra struck up and added to the charm of the soft summer night. Straightway there was a rush for the dancing pavilion, and the floor remained crowded till the last note of the music died away. Gradually, as the hours wore on, the crowd thinned out somewhat; but many did not reach their homes till extremely late—or, rather, early.

Hardworking Merchants.

The merchants worked like Trojans to make this, their first picnic, a success. They succeeded beyond their wildest dreams. Eddie Dore lent invaluable aid, organizing the parade and running off the sports in a style which

The Chatham Picnic—The Excursionists Getting Off—President Wm. Anderson in the Foreground.

showed him an adept. In addition, the committee, comprising Wm. Anderson, Harry Northwood, T. Walter Poile, Ald. Harry Andrews, H. G. Hodges, Geo. W. Cowan, Wilfred McCorvie and A. D. Westman, with a large number of volunteers, did telling work. Credit is also due to Cecil Moore, Garnet Brackin, Earl Kimmerly and Fred. Sommerville, who organized the clerks. Prizes were generously contributed — more than enough, in fact, for the extra big list of sports.

It was a triumph. But—in the words of a well-remembered Canadian statesman, "Just wait till you see us next year."

Edward B. Goodacre, of Watt, Scott & Goodacre, Montreal, is holidaying at present.

The Hamilton Grocers' "Hump"

A Jolly and Unique Outing Crowded Full of Original Features Last Wednesday Afternoon.

The annual outing of the Hamilton grocers was held this year at Oaklands, the idea of having a good time by themselves was conceived by the regular picnic committee of the Grocers' Association, who labor so hard every year at Niagara Falls to furnish their customers and lady friends with the best picnic ever held in Canada, their labors being so arduous that there is really not much pleasure in it for themselves, and so they decided to have this special outing for a little jollification on their own account. In fact, it may be described as a great big stag party, no ladies being invited, and this year's trip was the greatest ever. Travelers, wholesale men and brokers accepted the invitation to a man, and when noses were counted there were about 200 in the party—and in saying they had a big time, is drawing it mild.

Some Notable Guests.

Among some of the notables present were: Mayor Stewart, Ald. Dickson, Ald. Sweeney, Commodore John Lennox, R. T. Steele and representatives from all the jobbing houses and factories who do business in the food line.

H. M. battleship the Merry Widow, in ordinary life, a stone hooker, was engaged and was crowded to the masthead with as jolly a lot of fellows as ever put out in a boat.

The Sports List.

A good list of games was run off, the first being a ball match between the grocers and travelers, which the grocers won by a score of 12 to 6. A pop race, shoe race, novelty race and a high pole vault were among the events. The latter was being contested keenly and a new record made, that daring athlete Merv. Summers, making a leap that astonished all the beholders. Geo. Hunt was the champion in the shoe race, and Geo. Cann took kindly to the pop in the pop race. But the man who took the cake for an all-round sport was Hamilton's only "Bay" Hill. There would be no Hump without "Bay." He was the life and soul of the party.

Refreshments Next.

After the sports were over the party returned to the battleship, where an ample supply of refreshments was prepared and handed out to them by the caterer, Jake Ellsworth. Following this the prizes, which were very valuable (?) were presented to the lucky ones by R. Tasker Steele, who, in his usual happy manner, kept the crowd in good humor until they felt like more refreshments.

The Trip Home.

Following this the ship stood off for the piers and on the way a grand display of fireworks was given, which was much enjoyed by the residents at the Beach. An excellent musical programme was placed in the hands of Prof. Zara, who had on board his Italian orchestra. Solos were sung by some of Hamilton's best singers, among others Capt. W. G. Reid, Wm. Smye, R. Tasker Steele, Wm. Hazell, Geo. Allan and B. Chrysler. The preamble to the invitation was very pressing and certainly proved an incentive to draw the boys to the wharf.

The following Brantford grocers were present and took part in the fun: Ald. J. M. Burns, Fred. Hand, Ed. Church, Clark Moore, Art. Coulbeck, Dick Gowman, A. W. Matthews, J. Kew.

The officers in charge were: Commodore, Jno. Forth; Vice-Commodore, W. Smye; Midshipmen, H. P. Boyd, J. M. Summers; Gunner, "Bay" Hill; Able-bodied Seamen, A. G. Bain, John O. Carpenter, Geo. Cann, J. Lampman, J. Main; Deck Hands, B. Chrysler, A. Lavis.

PETERBORO CORRESPONDENCE.

September 1.—Charles Rishor, wholesale grocer, Peterboro, issued a writ against John E. King, Lasswade, Hastings County, claiming $298 as the amount of his account against King. The latter was apparently in financial difficulties and decided to leave Lasswade for Western Canada and made an assignment. Mr. Rishor heard of his intended departure and the time of it, as well, and when King was passing through Peterboro on the C.P.R. excursion train for the West, he was met by Deputy Sheriff Hall and Police Officer Meharry, During the consultation which followed at the office of the plaintiff's solicitors it was learned that King had made an assignment and his progress westward could therefore not be hindered. A settlement will likely be made.

J. S. Ferguson, who has been employed as bookkeeper for the firm of F. J. R. MacPherson & Co., plumbing contractors, and stove dealers, has purchased the grocery business belonging to W. C. Tully, corner of Murray and Aylmer Streets. Mr. Ferguson intends carrying a full line of groceries, confectionery, cooked meats and school supplies. He took possession last Monday.

Mrs. McCabe, grocer, who has for many years kept a grocery store on Lansdowne Street, has erected a handsome new brick dwelling and store combined on the corner of Lansdowne and Lock Streets.

Mr. McNichol, traveler for Minto Bros., of 'Melagama" Tea, has just returned from spending a very enjoyable holiday quietly in the country.

T. Wheeler Jones, late assistant teaman in Kearley & Tong's Colombo (Ceylon) salesroom, sailed for Canada on the Philadelphian on August 16th, from Southampton, Eng.

IS NOW GEO. E. BRISTOL & CO.

Old Hamilton Wholesale Firm Takes New Name.

The firm name of the old wholesale house, Lucas, Steele & Bristol, Hamilton, is no more. Geo. E. Bristol & Co. is the new cognomen, and the change recently made involves some interesting history.

Geo. E. Bristol, the head of the present firm, entered the wholesale grocery house of Lucas, Park & Co., Hamilton, in 1871. His enterprise and business ability made a marked impression and in 1881 he was taken in as a partner. On the first of January, 1893, Mr. Park retired and the firm became Lucas, Steele & Bristol. In 1906 Mr. Lucas and Mr. Steele retired and the business came altogether under Mr. Bristol's management, though the old firm name was retained.

The business has gone on prospering under Mr. Bristol's management, and the old name until the present, when, it was felt that it would be advisable to bring the name more into conformity with the feature of Mr. Bristol's personal ownership, and the name has been changed to Geo. E. Bristol & Co. The same staff of ten travellers, a number of whom have been with the firm for over 25 years, remain, as does also the office staff, with the managers of the sample room and office.

Geo. E. Bristol's experience in the business and his connection with Hamilton trade interests as well as his activity and aggressiveness along modern lines have made him one of Hamilton's most prominent citizens. In social, athletic and fraternal affairs he has always taken an active interest. He is a Past President of the City Board of Trade, a member of the Royal Hamilton Yacht Club, and of the Hamilton and Thistle clubs, and also of the Toronto Club. He is a member of the Church of England Synod.

Mr. Bristol is a thorough grocer and has been a figure of importance in all matters pertaining to wholesale grocery interests in Canada for many years. The Grocer tenders its best wishes for a continuance of success under the new name.

NO FRENCH SARDINES.

Fishing Season Has Proved an Entire Disappointment.

Henri Jonas, who has just returned to Montreal from a business trip to Europe, states that the pack of French sardines this year will be nil, as the fish have not run at points where they are usually looked for by fishermen. Many of the factories have large orders on their books which they will be obliged to cancel, as the fishing season has proved a disappointment right through. In Portugal the run of fish has been somewhat better, and the pack there will be more satisfactory, especially since the season does not finish until October 31, which gives packers in Portugal a month longer to operate than the French houses have.

Smaller sizes of French prunes will be more plentiful and cheaper, prospects being for a very large crop. The larger fruit, however, will not be so plentiful and in consequence of the scarcity, quotations will be firmer.

Mushrooms are reported very scarce still.

Macaroni manufacturers are bemoaning the scarcity of Russian wheat.

FIRE IN MONTREAL WAREHOUSE.

Gunn, Langlois & Co. Suffer $50,000 Loss on Monday Evening.

A nasty fire which might have done damage to the extent of half a million dollars broke out Monday evening at 6.10 in the fifth storey of one of the cold storage warehouses of Gunn, Langlois & Co., produce merchants, St. Vincent and St. Paul Streets, Montreal. Coolness displayed by John A. Gunn, head of the business, and his staff, resulted in the loss being kept down to about $50,000. Of this $20,000 was done to the building, while stock suffered to the extent of another $30,000.

It was in one of their large cold storage warehouses that the fire broke out, and starting on the fifth storey it was rather difficult for the firemen to get at the flames. Once they were reached, however, they were soon under control, and the chief damage was done through the water, which flowed down through the five storeys of the building.

Fireproof walls and doors prevented the spread of the fire to the adjoining warehouses, which were heavily stocked with butter, cheese, eggs and other provisions. Had the stock and machinery in the St. Vincent Street warehouse been reached fully $500,000 would have been lost.

Insurance fully covers the loss.

TOBACCO BUSINESS CONTINUES GOOD.

Despite the financial depression reports are heard with gratifying frequency of greater business having been done in some lines than ever before. The tobacco business, especially, has been comparatively free from depression and this is very amply evidenced by the statement of Joseph Cote, Quebec, who claims that his tobacco business has increased in greater proportion this year than any other year in the history of the company. This firm is extending business in the line of pipes, having in stock a large variety of imported and domestic. They are also showing one of the greatest ranges of imported and domestic cigars and cigarettes of any firm doing business in Canada. Such admirable conditions may be in a measure due to the character of the goods, the sale of which generally has not fallen off much, as stated before, but it also speaks well for the progressive methods of the firm.

HANDLING AUSTRALIAN STOCK FOODS.

A new concern, S. K. & T. C. Windsor, with headquarters in Australia, and offices in New Zealand and England, have opened a branch at the corner of St. Vincent and St. Paul Streets, Montreal. This company puts up Oxol cattle foods, etc., Australian preparations for horses, cattle, sheep and swine. The firm has advertised very largely in the southern hemisphere, and, to aid the dealers, intend to give their goods equal publicity in Canada.

TRADE NOTES.

E. D. Malo, grocer, Montreal, has assigned.

Jno. O. H. McCoy, Gleichen, Alta., has assigned.

J. D. Phillips, grocer, Montreal, has assigned.

Riedel & Kuester, grocers, Kaslo, B.C., have assigned.

J. A. Bertrand, grocer, Montreal, has been registered.

John E. King, general merchant, Lasswade, has assigned.

Kennedy Bros., tea merchants, Montreal, have been registered.

Giguere & Frere, grocers, St. Louis, Montreal, have been registered.

Crouse & Langille have opened a grocery store at Bridgewater, N.S.

Nemerovsky & Wolch, general merchants, Winnipeg, have dissolved.

J. W. Hayes, grocer, Hamilton, has sold his business to James Garrick.

A. Hamel & Co., general merchants, St. Raymond, P.Q., have been registered.

Harry Hagey, Brantford, has sold his east end grocery business to C. Grantham.

Joseph Morin, general merchant, St. Theodore de Chertsey, P.Q., has assigned.

G. Cuttle & Son, Sutton West, have advertised their general store business for sale.

J. M. Soby, Lethbridge, Alta., is building a grocery department in addition to his store.

Barbeau & Mercier, wholesale and retail grocers, Montreal, Que., have been registered.

Fenton & Sutherland, general merchants, Fenton, Sask., are succeeded by J. K. Rennie.

Scott Bros., grocers, Bloor Street West, Toronto, have sold their business to Alex. Davis.

P. Palmason, general merchant, Pine Valley, Man., is succeeded by Palmason & Christjanson.

M. E. Gilbert, traveler for Minto Bros., of "Melagama" Tea, is rusticating in Muskoka.

Aaron Bowman, grocer and tobacconist, Toronto, has sold his business to Mrs. Mary Winter.

W. G. Patrick, manufacturers' agent, Toronto, is in England for a few weeks on a business trip.

The premises of Jno. A. McLachlan, grocer, baker and confectioner, Glencoe, were burned last week.

The traveling salesmen of the Quaker Oats Co. last week held a meeting at Peterboro at which plans were made for the fall selling campaign.

Fred. Nugent, lately with Spratt & Killen's grocery store, Lindsay, Ont., has gone to Oxbow, Sask., to locate.

The estate of Geo. Harrison, Wilkesport, is advertising the general store, stock and property, for sale by tender.

John Hudson, Stratford, is again going into business, and will open a grocery, confectionery, fruit and fish store there shortly.

J. S. Ferguson, lately employed by F. J. R. MacPherson, Peterboro, has purchased the grocery business managed by W. C. Tully in that city.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Vegetables—Declined.
Fruits—Declined.
Sugar—Decl ned 10c.
Cheese—Declined.
Fish—Advanced.

Montreal, Sept. 3, 1908.

Business during the week has been good, in consequence many lines having declined, and lower prices quoted creating interest among buyers. Among the declines, the chief is sugar, which failed to answer to the bullish operations of some of the New York manipulators and they have been forced to accept lower prices or go without any business. Locally, however, there has been considerable activity in this market. The price is 10c lower. Vegetables and fruits have declined, which may be expected at this time of the year, as the native products are arriving in free supply now. Fish has advanced slightly, owing to supplies arriving less freely. Quality, however, of the fish arriving is above the usual. Teas have been rather dull during the week. Beans have not been in as good demand and have commenced to weaken in price. A local dealer said he regarded this as a fair augury of returning good times, because beans were largely consumed by poor people when they could not buy more expensive food. However, the introduction of foreign beans has relieved the situation, as these are arriving freely. Wholesale grocers report a good week's business, and this especially so in the country, where the grocers are apparently coming out of the trade lethargy which has prevailed for some time.

SUGAR—Last week the New York refiners tried to stimulate the market by reducing prices 10c all around, and their example was immediately followed by the Canadian refiners, who are now quoting 10c less than the prices of the previous week. The raw market, in view of the prospective shortage, should have been maintained if business had been brisk. This condition, however, did not materialize, therefore, the dealers in raws have had to offer better prices to attract trade. This has been an extraordinary year in many respects, with many apparent disruptions of economic laws. It was thought that with the shortage prices would rule high, but this assumption was based on the belief that the quantity consumed, or at least required, would be as great as ever. This anticipated condition, however, did not follow, as people are practising economy in the matter of sugar, as well as everything else, so the refiners and raw sugar dealers find their comparatively small stocks more than ample for their needs and more than equal to the demand.

Granulated, bbls	$4 70
" ½-bbls	4 85
" bags	4 65
Paris lump, boxes, 100 lbs	5 60
" " 50 lbs	5 60
" 25 lbs	5 80
Extra ground, bbls	5 05
" " 50-lb. boxes	5 25
" " 25-lb. boxes	5 45
Powdered, bbls	4 85
" 50-lb. boxes	5 05
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 " bbls	4 30
No. 1 " bags	4 25

SYRUPS AND MOLASSES—Trading in Barbadoes molasses during the week has been confined to small lots of grocers' grades, and the total has been somewhat small. This condition is in harmony with the small stocks which are held. The demand up to the present time has been good, and until the last week it looked as though the supplies would be totally inadequate and even with much smaller buying the supply, it is probable, will be short, and an advance may yet come. Syrups, likewise, were in small demand during the week. Prices are unchanged.

Barbadoes, in puncheons	0 31 0 35
" in barrels	0 33½ 0 35
" in half-barrels	0 34½ 0 36½
" fancy	0 34
" extra fancy	0 36½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03½
" ¼-bbls	0 03½
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—This market is dull and featureless, with no change in prices.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 06 0 07
Pure syrup, 8½lb. tin	0 60 0 65

TEA—Locally there is no change in the Japan tea market, and transactions are more than ever of the hand-to-mouth character. The home market is reported quiet, with a slight tendency to weakness on third crop low grades, owing to poor quality. Ceylons, Pekoes and Pekoe Souchongs are in good demand. Ceylon greens are also more active this week. Other lines are neglected. Prices have not changed since our last quotations.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 30
Medium	0 22 0 23
Good common	0 21 0 22
Common	0 20 0 21
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 19 0 20
Pekoe Souchongs	0 19 0 20
India—Pekoe Souchongs	0 17½ 0 18
Ceylon greens—Young Hysons	0 19 0 25½
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEES—The coffee market displays an undertone of strength, and high grades are somewhat firmer. The lower grades remain the same. There has been a good demand during the week, and one large wholesale house reports that this is especially so in the high grades. This market, however, has kept up wonderfully well during the entire season, so that additional business will mean an exceptionally good turnover.

Jamaica	0 16 0 20
Java	0 20 0 35
Mocha	0 18½ 0 25
Rio, No. 7	0 09 0 11
Santos	0 12 0 15
Maracaibo	0 15 0 20

Roasted and ground 20 per cent. additional.

DRIED FRUITS—This market is in a very unsettled state and the California market is not receiving so much attention, owing to the fact that buyers are displaying much interest in the European markets, which, from all reports, seem to be in a position to supply wants at advantageous prices. In all probability a large proportion of the prunes consumed in this country this year will be of the Bisnia variety. This source of production has on several previous occasions relieved the situation when there has been a shortage in American production. This year the production in the United States will be only sufficient to supply home requirements. Some contend that the Bosnia prune is as good as the California product, while others say it is inferior. The chief point of superiority in the American product is the excellence of the packing, which certainly so far has been unexcelled.

Watt, Scott & Goodacre, in their weekly market report say on Sept. 1: "Currants—Quality of the crop so far housed is good, and quantity, after providing for increased retention, will be about the same as in 1907, which was sufficient for all purposes. There will be little opportunity for speculation, as quotations are protected from receding by the purchase price of the Chartered Co., and from advancing by the fact that the crop is, as above, a fair average one. Valencia Raisins—Earlier in the season the crop gave promise of being much larger than will now actually result. Dry weather set in and curtailed the quantity, also affecting the size of the grapes. The future trend of the market will depend on the demand, an axiom, but, in view of general business conditions this year, demand is more than ever an uncertain quantity. While not looking for much lower prices than present speculative offers, we believe that early requirements should be covered, but that business should be confined to such. Malaga Raisins are offered on about the same basis as last year. Sultana Raisins—We think crop warrants lower prices, and can only recommend present covering for early shipments."

Currants—	
Filiatras, uncleaned, barrels	0 06 0 06½
Fine Filiatras, per lb., in cases	0 06 0 06½
" " cleaned	0 06½ 0 07
" " in 1-lb. cartons	0 07 0 07½
Finest Vostizzas "	0 07 0 08
Amalias "	0 05½ 0 05½
" 1 lb. packages	0 07½
Sultana Raisins—	
Sultana raisins, per lb	0 10 0 11½
" " 1-lb cartons	0 14
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 09 0 11
Four crown, fancy, 10-lb. boxes	0 08
Three crown	0 07½ 0 08
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs, " " box	0 25 0 30
Valencia Raisins—	
Fine off-stalk, per lb.	0 05½ 0 06
Selected, per lb	0 06½
Layers, "	0 06 0 06½

Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb.	0 03½	0 04
Packages "	0 06½	0 06½
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		5 50
"Excelsior Windsor Clusters"		1 50
" ¼s		
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 11
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb		0 32
Peaches, "		0 18
Pears, "		0 18
Prunes—	per lb.	
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08½	0 09½
" " " 50-60s	0 08	0 08½
" " " 60-70s		0 09
" " " 70- 0s	0 07½	0 08
" " " 90-100s	0 06½	0 07

SPICES—All spices are active and there is a particularly good demand for cinnamons, both ground and whole. The condition of the market is quite up to expectations for this season, which is pickling time. Dealers are all busy filling orders, so this market has kept up its reputation for this particular season. Prices are unchanged.

	Per	lb.
Peppers, black	0 14	0 20
" white	0 18	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

BEANS—This market is subsiding into a less active state than a month or six weeks ago when there was considerable stringency. At present the demand is somewhat limited. The minimum price of Ontario primes is now $2, instead of $2.10, as at our last quotations. The highest grades are still held at $2.15.

Ontario, prime	2 00	2 15
Australian	1 95	2 00
Indian	1 65	1 75

EVAPORATED APPLES—There is no demand at all and they are practically off the market.

Evaporated apples	0 07½

RICE AND TAPIOCA—A large importing house made the following statement regarding the situation in tapioca; "Tapioca has rather suffered from the general trade depression this summer, and the buying has only been from hand-to-mouth. Stocks on the spot are small and nobody has been inclined to order to arrive. Advices from the east inform us that for the past half-year shipments feom Singapore and Penang are short of last year by 700 tons, notwithstanding which stocks here are small, which makes holders firm." Tapioca locally is very slow, and there is little demand for it. This fact is the result of the depression, because it is not an essential article of diet, therefore it suffers with all other luxuries in hard times. Locally rice continues strong, with a fair demand.

Rice, grade B, bags 250 pounds	$ 15
" " " 100 "	3 15
" " " 50 "	3 25
" " pockets 25 pounds	3 25
" " ½ pockets 12½ pounds	3 35
" grade c.c., 250 pounds	3 05
" " " 100 "	3 15
" " " 50 "	3 15
" " pockets 25 pounds	3 15
" " ½ pockets, 12½ pounds	3 25
Tapioca, medium pearl	0 05

P. J. McCallum, formerly of S. J. Carter & Co., Montreal, is now with the E. N. Heney Co., and is covering the Ottawa Valley.

CANNED GOODS

MONTREAL—Tuesday the new pack prices of vegetables and fruits went into force, and this resulted in a brisk demand, as the prices are lower than last year's quotations. There is an active inquiry for canned salmon. American meats are neglected, while Canadian products are in good demand.

TORONTO—Demand for fruits and vegetables is fairly active, and the coming into force of the 1908 pack prices on Sept. 1 is expected to stimulate this. Salmon and meats are reported slow.

NEW PRICES—1908 PACK.

	Per doz. Group 1.	Per doz Group 2.
FRUITS.		
3's apples, standard	1.00	.95
3's apples, preserved	1.45	1.40
Gals apples, standard	2.55	2.50
Gals, apples, preserved	4.00	3.95
Blueberries (Huckleberries)—		
2's standard	1.20	1.15
2's preserved	1.70	1.65
Gals, standard	5.05	5.00
Cherries—		
2's, red, pitted	1.95	1.90
2's red, not pitted	1.55	1.50
Gals. red, pitted	8.00	
Gals. red, not pitted	6.50	
2's black, pitted	1.95	1.90
2's, black, not pitted	1.55	1.50
2's white, pitted	2.05	2.00
2's white, not pitted	1.65	1.60
Currants—		
2's red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals. red, standard	5.00	
Gals. red, solid pack	7.00	
2's black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals. black, standard	5.25	
Gals. black, solid pack	8.00	
Gooseberries—		
2's, heavy syrup	2.15	2.10
2's, preserved	2.40	2.35
Gals., standards	6.00	
Gals., solid pack	8.00	
Grapes—		
2's white, Niagara, pres'd.	1.45	1.40
Gals., ditto., standards	3.55	3.50
Lawtonberries—		
2's, heavy syrup	1.95	1.90
2's, preserved	2.20	2.15
Gals., standards	7.55	7.50
Peaches—		
1½'s, yellow, (flats)	1.70	1.65
2's yellow	1.95	1.90
2½'s yellow	2.65	2.60
3's yellow	3.05	3.00
3's yellow (whole)	2.30	2.25
2's white	1.85	1.80
2½'s white	2.55	2.50
3's white	2.80	2.75
3's, pie, not peeled	1.45	1.40
Gals., pie, not peeled	4.30	4.25
Gals., pie, not peeled	6.05	6.00
Gals., assorted pie fruits (add 5 p.c.)		
Pears—		
2's Flemish Beauty	1.70	1.65
2½'s Flemish Beauty	2.00	1.95
3's Flemish Beauty	2.15	2.10
2's Bartletts	1.90	1.85
2½'s Bartletts	2.20	2.15
3's Bartletts	2.35	2.30
3's pie, not peeled	1.30	1.25
Gals., pie, peeled	4.05	4.00
Gals., pie, not peeled	3.55	3.50
2's, light syrup, "Globe"	1.25	
3's, ditto	1.85	
2's pineapple, sliced	1.95	1.90
2's, do., grated	1.95	1.90
2½'s, do., whole	2.45	2.40
Plums—		
2's, Damson, light syrup	1.00	.95
3's, ditto	1.40	1.35
2's Damson, heavy syrup	1.15	1.10
2½'s, ditto	1.80	1.75
3's ditto	1.90	1.85
Gals., Damson, standard	2.90	2.85
2's Lombard light syrup	1.00	.95
3's " "	1.45	1.40
2's " heavy syrup	1.20	1.15
2½'s " "	1.85	1.80
3's " "	1.95	1.90
Gals. " Standard	3.05	3.00
2's G. Gage, light syrup	1.40	1.35
2's " heavy syrup	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00
3's " light syrup	1.85	1.80
Gals. " Standard	4.05	4.00
2's Egg, heavy syrup	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00
Raspberries—		
2's, red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals., red, standard	7.05	7.00
Gals., red, solid pack	9.80	9.75
2's, black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals., black, standard	7.05	7.00
Gals., black, solid pack	9.80	9.75
2's, rhubarb, preserved	1.80	1.75
3's rhubarb, preserved	2.45	2.40
Gals., rhubarb, preserved	3.30	3.25
2's strawberries, heavy syrup	1.95	1.90
2's " preserved	2.20	2.15
Gals. " standards	7.05	7.00
Gals. " solid pack.	9.80	9.75
VEGETABLES.		
Beets—		
2's, sliced, br., "Simcoe"		.95
2's, sliced, b.r., Simcoe		.95
2's, whole, b.r., "Simcoe"		.95
2's, whole, br. "Rosebud"		1.15
3's, sliced, br., "Simcoe"		1.25
3's, whole, br., "Simcoe"		1.25
3's, whole, br., "Rosebud"		1.40
2's, golden wax, midget, "Auto"	1.25	
Beans—		
2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85
3's, ditto.	1.40	1.35
2's. Refugee, midget, 'Auto'	1.25	
2's, Crystal Wax	1.00	.95
2's, Red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's corn	.90	.85
Gals., corn-on-cob		4.50
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's cabbage	.95	.90
2's cauliflower	1.50	1.45
3's cauliflower	1.90	1.85
2's parsnips	1.00	.95
3's parsnips	1.10	1.05
Peas—		
1's, No. 1 extra fine sifted	1.10	1.05
2's. No. 4 standards	.80	.75
2's, No. 3 early June	.85	.80
2's, No. 2 Sweet Wrinkle	.95	.90
2's, No. 1 extra fine sifted	1.40	1.35
Gals., No. 4	3.75	3.70
3's pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's table spinach	1.30	1.25
3's table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's succotash	1.20	1.15
3's squash	1.15	1.10
Gals., squash	3.55	3.50
2's tomatoes	.90	.85
3's tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's turnips	1.00	.95

ONTARIO MARKETS.

Toronto, September 3, 1908.

POINTERS—

Sugar—Firmer.

Teas—Stronger.

Canned Goods—New prices in effect on fruits and vegetables.

Reports from wholesalers seem to indicate this business is picking up a little this week. September, the beginning of the Fall season, is ordinarily a good month and ought to be this year. The farmers, too, are getting through with their harvesting operations and should be beginning to buy pretty freely. All this should prove an incentive to better business.

The interest of the markets has been centred during the week on sugar and canned goods. Sugar has been going out a good deal more freely since last week's decline and with the usual large September demand this business should continue good. Other markets are steady though there is a general firm feeling throughout staple lines.

SUGAR—The market in raws is rapidly assuming a firmer tone after the sagging condition of the past couple of weeks. The following paragraph from Willett & Gray's report gives a summary of the situation as it stood at the beginning of the week:

"The decline has extended further than was generally anticipated, and an opinion, based on the experience of many years, would be that prices should be not very far from the bottom, particularly as new crop beet sugars are now quoted near the cost of production, where there will be strong resistance to further decline. But the future depends upon the amount of pressure exerted by holders. All cane sugars in sight will be needed before the new Cuba crop is available in quantity and present prices can only be maintained by refraining from forcing sugars upon refiners, already well supplied, until needed."

Since the above was written the situation in raws has firmed up materially. So much so that an advance of 10 points was made in refined in New York on Wednesday. From every quarter come reports of anticipations of good demand during the present month, and, taking all features into consideration, an advance in Canadian refined within a short time would not be surprising.

Present quotations are as follows:

Paris lumps, in 25-lb. boxes	5 75
Paris lumps, in 50-lb. boxes	5 85
" in 100-lb. "	5 75
Paris lumps, in 20, 5-lb. boxes	7 10
St. Lawrence granulated, barrels	4 80
St. Lawrence Beaver	4 55
Redpath's granulated	4 80
Redpath's Imperial	4 55
Acadia granulated, (bags and barrels)	4 70
Berlin granulated	4 70
Phoenix	4 75
Bright coffee	4 70
No. 3 yellow	4 60
No. 2 "	4 50
No. 1 "	4 40

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES — Little interest is displayed in these goods and present prices are steady. Reports from primary markets note the certainty of higher prices during the Winter.

TEA—Dealers report rather better business the past week than for some time past, a condition which they heartily welcome. Locally the markets are fairly steady, though cables during the week noted some strengthening on the better grades of Ceylons.

Thompson Bros.' weekly circular, dated August 20, says regarding the general situation at that date:

"Although the total offerings of tea from all sources have only reached 63,309 packages, as compared with 67,937 packages in 1907 and 70,441 packages in 1906, about the normal supply for the time of year, importers of low-priced tea have had a most difficult market to contend with, and to make sales have been obliged to submit to a decline of fully ½d. to ¾d. per pound on all common liquoring teas, irrespective of grade. Medium and ordinary qualities have also suffered to some extent, but on the other hand good and fine of every class have been freely competed for and closed firm at the best."

COFFEE—Local business continues good, with prices unchanged.

DRIED FRUITS—Little business is passing and until the new arrivals in three or four weeks' time, little interest will be displayed. Prices are unchanged.

RICE AND TAPIOCA—Business is rather quiet, with no features of interest to report.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Brice, 5 bag lots, delivered		3 05
Rangoon	0 03½	0 03¾
Patna	0 05¼	0 05¾
Japan	0 05½	0 06¼
Java	0 06	0 07
Sago	0 06½	0 06¾
Seed tapioca		0 06
Tapioca, medium pearl	0 05½	0 06

SPICES—The arrival of the pickling season is stimulating demand for these goods to some extent. Prices are unchanged.

Peppers, blk pure	0 16	0 20
" white pure	0 25	0 30
" whole, black		0 18
" whole, white		0 28
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 45	0 50
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice		0 18
" whole	0 17	0 20
Mace ground	0 80	0 90
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25

BEANS—There is little interest in these goods at present and the nearness of the new crop assures that prices will go no higher. Reports from the bean-growing sections are not so favorable as at first, but there promises to be at least a fair crop.

EVAPORATED APPLES—Demand is very light and jobbers are not bothering with the goods. Prices remain steady.

Evaporated apples	0 07½ 0 08

SUGAR CO. IN RECEIVER'S HANDS

The Toronto dailies of last Wednesday contained an item to the effect that the Ontario Sugar Co., of Berlin, had been placed in the hands of a receiver. The item noted that the appointment was made on the application of the Toronto General Trusts Corporation, who hold a mortgage on the property, executed on February 2, 1903. The Bank of Nova Scotia is said to be one of the principal bondholders of the Ontario Sugar Co.

Those knowing the facts of the case state that the matter arose as the result of an application for a winding-up order by parties interested in the business. This is said to have been forestalled by another party with friendly motives.

The application came before Judge Latchford on Friday, Aug. 28, and was referred to Justice Falconbridge to be heard on the 15th inst.

Those who know seem to be of the opinion that the proceedings will not go much farther.

The Kent Farmers' Produce Company held their annual meeting at Blenheim, on Saturday, shareholders being represented in goodly numbers. Following the re-organization last Fall, the concern, which handles beans and other produce very extensively, has had a very successful year. The directors of the past year were re-appointed.

NATION'S

SIMPLY DELICIOUS

In Packets and 4-oz., 8-oz. and 16-oz. Tins

Agents: GREEN & CO., 25 Front St., E. Toronto

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Manufactory—BRISTOL - ENGLAND

Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kin of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

The Uses of Chemical Preservatives

Addresses by Leading United States Canners at the Recent Food Experts' Con vention at Mackinac Island—Say Preservatives Not Necessary and Hint How to Eliminate Them and Obviate Increased Costs.

At the recent conference of food experts of the United States at Mackinac Island, Michigan, referred to in The Grocer some weeks ago, there were those who spoke in favor of the limited use of chemical preservatives. But a paper by Sebastian Mueller, second vice-president of the H. J. Heinz Co., of Pietsburg, declaring chemical preservatives unnecessary, attracted wide attention because of its radical character. The fact that the matters treated in the address are of particular interest to Canadian canners and to the trade generally justify its reproduction. Mr. Mueller's paper, in part, was as follows:

"Before the passage of the National Food and Drugs Act, when the bill was under consideration in the hands of Congressional committees and manufacturers were being heard upon the subject of artificial preservatives, the general claim was advanced that tomato ketchup made in the usual way could be preserved against fermentation with one-tenth of 1 per cent. benzoate of soda.

"That such a position is untenable and incapable of support may, I think, be very easily demonstrated by an investigation of the ordinary practices in vogue to-day among ketchup makers who depend upon other than so-called natural preserving agents for the protection of their products. In fact it has been demonstrated through various court proceedings in the State of Pennsylvania that certain leading brands of ketchup, labeled as containin~ one-tenth of 1 per cent. benzoate of soda. contained two and sometimes three times the quantity stated on the label.

Quantity of Preservative Needed.

"Now, all men of practical experience in the preserving industry know, or should know by this time, that ketchup made with the usual thin body and low solids will not keep after being opened if only one-tenth of 1 per cent. of benzoate of soda has been added, regardless of whether the ketchup has been made from canner's pulp or from ripe tomatoes fresh from the field. It will not even keep while sealed in its container unless it has undergone a process of thorough sterilization. The quantity of benzoate of soda necessary to preserve such ketchup is nearer three-tenths than one-tenth of 1 per cent., a statement which I believe will be agreed to by any manufacturer of ketchup who may be here to-day, or by any manufacturer in the country if he will admit the actual facts based upon his practical experience.

"The fact that some ketchups can be found to-day—notably on restaurant and hotel tables—that bear benzoate labels and are in a state of fermentation may be taken as an evidence of the correctness of this contention. If the ordinary, artificially-preserved ketchup found in restaurants anh hotels keeps sound and sweet for several weeks under the conditions usually prevailin~ in such places, it will be safe to conclude that the quantity of benzoate used in it is greater than the prescribed regulations governing its use.

"Another point that I wish to touch upon is the question of increased cost through the elimination of preservatives, which it is claimed must result. To make tomato ketchup from whole, ripe fruit direct into bottles from the cooking kettles and other products in similar manner admittedly costs more than certain other materials and methods; but aside from this there has been no material advance in the cost of our own finished product other than is attributable to the scarcity and high cost of country labor, some crop shortage and the higher cost of factory labor, ingredients and packing materials.

Handling Pulp.

"Admitting that pulp made from canners' waste can be purchased for less than that made from sound, ripe, whole tomatoes, there is little advantage in carrying whole tomato pulp in barrels. Practically every ketchup manufacturer of consequence has his glass bottles into which the finished product is to be put all made and in readiness before the arrival of the tomato season, and it is neither an impossibility nor a great difficulty with ordinary facilities to bottle all the finished product while the season is on. The only additional investment necessary in advance is for labor and the cost of other constituent elements of the finished product; but even if it is desired to pulp the tomatoes and manufacture the ketchup later this can be done successfully without the aid of an artificial preservative. The pulp can be placed in lacquered cans of about five gallons capacity and sterilized, and by this method of handling it will keep in its natural state in excellent condition for a year or more, if it need be. In fact, it will keep just as well and remain as sweet as the regular canned tomatoes of commerce.

"To meet in advance any contention regarding the increased cost of this method, I wish to point out that through the continued rise in the price of cooperage during the past five years, spirit barrels, which are the only suitable wood containers for pulp, cannot be purchased and delivered at the factory for less than $1.75 each, on the average. Such a package after having been used for pulp one season, is really not fit for the same use a second time, and therefore deteriorates in value to about 75c, leaving the sum of $1 to represent the net cost of the wood package. The purchase price of a five-gallon can is 25c each delivered, making the necessary receptacles for 45 gallons of pulp cost, at the outset, $2.25; but these, if properly cared for, will last from two to three years. To deal with the matter broadly, we will assume that they will last only two years, making the actual cost per year $1.12½, against the cost of $1 for the wood packages, and the saving in freight on pulp shipped in tins as against wood, and the saving of the cost of preservatives will ordinarily fully make up for this difference and even more than make up when the distance is at all great.

Canned Pulp vs. Barreled.

"Besides this, the quality of the finished product is far superior in color and flavor when put up from canned pulp than when made from barreled pulp—not to mention the important advantage that canned pulp does not require an artificial preservative.

"The fact that all principal cook nooks include in their recipes for pickles alum to harden and preserve them led me, and no doubt has led many others, to regard it as a harmless substance. I held to this belief until in the fall of 1906, when Dr. Wiley informed me that it was even more injurious than any of the other well known preservatives. Experiments made in our own laboratory since that time have proven to us that alum is not only a powerful astringent, but also an anti-ferment equal to, if not greater, in its effects than benzoate of soda. We learn further that scientists generally consider its astringent properties as most serious and unite in saying that its use in all food products should be prohibited.

Using No Preservative.

"As a result of this information we decided to eliminate alum from our business, and on or about October, 1906, we finally discontinued its use, We naturally experienced some trouble at first, especially with sweet pickles, but this we soon overcame, as we did also with sour pickles; and we have been making both successfully in glass and bulk since the date mentioned. Incidentally it will be of interest to know in this connection that our bulk pickles, which represent nine-tenths of our total pack, seem to keep equally as well as the smaller sealed packages.

"It is particularly unfortunate that through the use of alum and other artificial preservatives false and erroneous standards have been set up for the consumer of condimental foods, who has come to regard the peculiar properties brought about by these agents as natural, and who must now, by a slow and laborious process, be educated to the true facts as they exist and to a recognition of a better and more wholesome standard—a work which must largely devolve upon the members of this association."

L. S. Dow's Address.

Mr. Mueller was seconded by L. S. Dow, also of the H. J. Heinz Co., who told in a paper of the "Successful Preservation of Condimental Foods Without the Aid of Chemicals." Mr. Dow said in part:

"Five years ago, when representatives of our company addressed you at St.

Paul, and again four years ago at St. Louis, we, in common with all manufacturers of condimental foods, regarded with some degree of doubt and uncertainty the practical outcome of the movement against artificial preservatives, which was then being initiated. We had at that time no information as to the injuriousness of sodium benzoate—there had been little information on this subject—and it was rather through our knowledge of the grave abuses permitted and made possible by its use that our sympathy and co-operation were at first enlisted in the movement to abolish it.

"When the effect of this substance upon the human system was pointed out by men of notable scientific attainment—men whose opinions we regarded as beyond question—our efforts were redoubled, with what result you all know. I need not at this time recount to you our success, which was made step to step until when we met with you a year ago, we were able to state that artificial preservatives—including alum in pickles—had been finally eliminated from the last one of our products, namely, bulk sweet pickles—this in the month of May immediately preceding that meeting.

"Thus we say that the last year has been less one of experimentation. It has been rather one of experience. Experience with a complete line of condimental foods, sauces and relishes, all pure in the strictest sense. A full year of experience with the heat and cold of changing seasons, of wide distribution at home and abroad—including the trying climatic conditions of tropical countries wherever civilization exists and the food of civilized man is known and consumed. A year of experience with the average grocer, who sometimes is less careful of his surroundings and of his merchandise than those engaged in the manufacture of perishable goods might wish. We are here to-day to tell you that this experience has been one of pronounced and unqualified success.

"It may be known to you that our goods are sold under the guaranty to the consumer of full purchase price refunded if, for any reason, they fail to please; a policy broad enough to bring home to us every cent of spoilage loss from every source, wherever it occurs, either at home or abroad, and under this sweeping guaranty our losses in all directions and on our entire product have stood during the past year practically without variation—amounting to less than one-quarter of 1 per cent.

"This is a success that has fully and finally established our confidence in the pure food theory as applied to all fruit and vegetable products, and it is our earnest hope that the experience which we come here to relate may serve to strengthen the confidence and the faith of the gentlemen of this association and to influence as well our still doubting and hesitating competitors.

No Excuse for Delay.

"We feel that the time has now passed for producers of condimental foods to plead for delay in the enforcement of the laws through fear of loss and business ruin. We hesitated to make the change at first, it is true. Our business was so vast and far-reaching, our responsibility was equally upon goods sold ten thousand miles away and upon those marketed near at hand. A mistake meant so much—not only in direct loss, but to the reputation that we have built up through many years of striving, that we naturally inclined to slow and careful procedure, but we feel that now the problem is solved, not only for ourselves, but for every interest concerned.

"We have demonstrated and we point to our product as indisputable evidence, that the question of condimental food purity is simply one of suitable materials, clean methods, the proper and sufficient use of natural preservatives, exactness in preparation and the application generally of reasonable skill in the preserving art. We are, furthermore, glad to know that the experience and accomplishment of our company alone need not be taken as evidence of the soundness of this theory. Other progressive manufacturers have accomplished like results—notably, with pure ketchup, which has so frequently and so confidently been classed as among the impossibilities—in fact, the chief impossibility.

No Secret Preservative.

"It would seem also that the time has arrived when we ought reasonably to expect a discontinuance of the misrepresentation that has been current during this evolution period. The statement has been freely circulated that we have discovered some powerful, secret preservative. We have, but it is not the kind our detractors would have you believe it to be. It is one that we have known for many years, but never learned its full efficacy until the time came to depend upon it wholly. It is a secret, moreover, that we are quite willing to impart for the benefit of all interested—namely, the best raw material available, the highest degree of cleanliness in people and utensils, and the highest degree of sanitation in plant and surroundings that we are able to attain. The claim that we use a secret chemical agent is too absurd to merit serious attention. As a matter of form, we will place ourselves on record here as denying it unqualifiedly and absolutely, and we submit that we could hardly risk our reputation and standing by coming before this body under false pretenses.

"It is stated that we can only use a very small bottle for ketchup. Our regular trade packages are 8-ounce, 12-ounce and 16-ounce—the last mentioned a full pint in capacity, which is the largest size in regular commercial demand of any of the numerous brands in the market.

"It is claimed that our ketchup does not keep—that it ferments in the stores and in the hands of consumers. There is still enough of our 1907 pack scattered about the stores in your home towns to enable you to fully convince yourselves of the truth or falsity of this assertion.

"Finally, it is claimed that we are not in the ketchup business anyway, that we make very little, and that, in consequence, our experience is of little value. During the period 1906-7 we made and marketed exactly 12,432,000 bottles, or 1,036,000 dozen, and not a drop of it contained artificial preservative. This may, of course, seem like an insignificant product to some of our friends, but, on the other hand, it may cause them to think twice before repeating the statement referred to. In giving you these figures, we make them public and our friends are welcome to any comfort they can find in them.

"We are not accustomed to quote statistics relating to our business, but during the period referred to we have also made and marketed without artificial preservative many millions of pounds of fruit butters, fruit preserves, wet mince meat and of sweet and sour pickles.

An Untrue Contention.

"One more point that we wish to make before passing is against the contention that great cost is involved in experimental work looking to the elimination of preservatives. The statement was made in the autumn of last year, before the Secretary of Agriculture at Washington, that several manufacturers had expended and lost as much as $10,000 each in their efforts to put up certain products without benzoate of soda. This does not accord with our experience, and it does not seem altogether reasonable. We can safely say that the cost of experimentation on our entire line and covering a period beginning as far back as ten years ago, has not amounted to $10,000—including all spoilage loss both on goods in our factory and in the hands of the trade, that have arisen in consequence of the experimentation—and in making this statement it should be taken into consideration that our business is possibly the largest of its kind.

"In this connection it may be noted that the preserving of food products is a comparatively recent industry in America, only having grown to its present proportions in the last few years, during which time it has attracted capital without corresponding experience. This lack of experience was not of great moment so long as errors resulting from loose or improper methods could be concealed by the use of a convenient chemical substance, but with the elimination of this, manufacturers of foodstuffs—like those engaged in other manufacturing pursuits—must study deeper into the foundations upon which their business is constructed. Successful food preparation of any kind must be scientific and exact, and so the preserving art requires education and skill, coupled with close and intelligent supervision in all its stages.

"Moreover, no preserving work should be attempted with improper raw material or in a germ laden atmosphere, amid unsanitary surroundings, with indifferently clean utensils, by careless workpeople."

W. Meen, traveler for "Melagama" Tea, spent a week at the Quebec Tercentenary, and is now enjoying the balance of his holidays in the wilds of New Ontario.

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MAPLE PRODUCTS IMPROVING.

A bulletin just issued from the laboratory of the Inland Revenue Department at Ottawa furnishes an effectual answer to the cry that pure maple products can no longer be secured on Canadian markets. The bulletin shows not only that the greater part of such goods offered for sale are absolutely pure, but also that the percentage of pure goods is rapidly increasing during late years.

The department has analyzed samples of both maple syrup and maple sugar, 71 of each, which were taken indiscriminately from vendors in different parts of Canada. Out of the 71 samples of maple syrup, 62 were found to be genuine, 6 were adulterated, and 3 were declared compound. Of the samples of sugar, 62 were genuine, 8 were adulterated and 1 was considered doubtful.

A noteworthy increase in the percentage of genuine samples is shown in comparing, say, the last three years. A test of maple syrups in May, 1905, showed a percentage of 59 genuine; May, 1906, showed 52 per cent genuine, and May, 1907, 77 genuine, while the samples tested in May of this year, showed a percentage of 87 genuine.

The samples of maple sugar in May, 1905, showed a percentage of 83 genuine; in May, 1906, 85 per cent.; in May, 1907, 72 per cent., and this year 87 per cent. genuine.

The results of the tests, as indicated in the bulletin, are decidedly complimentary to the producers of maple goods in Canada, and should bring the industry into better regard by the public generally.

WHY NOT BETTER FRUIT JARS?

A letter from an Ontario subscriber, which appears on another page, draws attention to a matter which deserves attention. He points out the unsatisfactory quality of fruit jars which are supplied the Canadian trade, and inquires why manufacturers cannot improve these goods.

This is a matter which comes to the front every year at the preserving season, but inquiry among grocers elicits the fact that the jars this year seem to be even worse than usual. It is not an unusual thing to find two or even more jars in a dozen defective. Usually the trouble lies in the zinc top, which is ill-fitting, or in the glass thread on the top of the jar, which is also frequently defective. Again, sometimes the bottom drops out of a jar when it is lifted from the case. To cap all this the jars are badly packed, coming in such flimsy cases that it is scarcely safe to handle them with ordinary care.

The matter is causing a great deal of trouble to grocers all over the country, and it would seem that it would be in the interests of the manufacturers to improve their product.

NORWEGIAN LINE TO CANADA.

Lately Canada, and Montreal in particular, has received considerable free advertising, owing to the attitude of New York and other American Atlantic seaports regarding the capture by Montreal of the grain-carrying trade. While this discussion is proceeding, European shipping countries are seeking to improve their transportation relations with Canada. There is a well-founded rumor that the Cunard people, also the White Star Line, will be represented soon in Canadian waters. The Manchester Liners are improving their service between Canada and England, in view of enlarged business prospects. The Canadian Commissioner at Christiania, Norway, reports a new line in process of formation between Bergen and New York, which will greatly facilitate transportation matters between Canada and Norway. He says: "The new steamship company will be started with a share capital of 10,000,000 kroner, £550,000, at 200 kroner each. The line will open with two steamers of 8,000 to $10,000 tons, with a speed of 17 knots, covering the distance between Bergen and New York in eight days, and will be built for a combined passenger and goods traffic. The scheme, which is attracting general notice in the business world, is partly based upon the enlarged traffic conditions which are likely to result from the completion of the railway trunk line from Christiania to Bergen in 1910. There is reason to believe that Swedish capital also will be interested in the undertaking."

IMPORT TRADE BETTER.

The import trade at the port of Montreal has taken a turn for the better, and after falling behind each month the returns for last year, is showing signs of finishing the balance of the season at a favorable comparison with the same period of 1907. This improvement is especially important, when it is remembered that it does not represent the trade conditions of the city of Montreal alone. It represents practically the whole of the Dominion. What happens to the Dominion happens to the port, because the inward and outward trade through the port is such a large proportion of the whole foreign trading of the country, and the returns can be said to be a good gauge of the prosperity of the land. Therefore when Montreal shows an improvement in exports, the whole country is sharing in the general gain.

At present the increased activity is in all lines, so that the improvement may be considered general. It is anticipated that as the revenue collected in Montreal has not fallen below a million a month, the total collections will amount to $14,000,000, which is about the same figure as was the total for 1906. As last year was an abnormal one, this tie with 1906 is very satisfactory. It must not be forgotten that the season opened up with disadvantages that 1906, or the following year, did not have to contend with, and in addition there has been restricted buying all the way through. When consumers have been frightened, it is a tedious matter to make them regain their confidence again. The fact, therefore, that despite the general restriction in buying the present year is equal to 1906, is a matter for general congratulation, and an object lesson to those who were unaware, or who have forgotten in their extreme timidity, the real solid strength of Canadian trade.

The improvement now showing in the import trade is reflected in the stimulation in the consuming demand that the home industries are feeling in every

direction, the industrial activity, is greater, while orders going through the wholesale firms are assuming larger proportions every day. Consumers who have been economizing, are now commencing to spend more freely, and in their turn dealers are booking ahead more liberally. The demand generally is improving, and the increase in the customs collections for Montreal is but one indication of a general return to natural conditions.

STRONG MOLASSES MARKETS.

Strong markets for molasses are ruling everywhere, and conditions appear to warrant an advance, which may be expected by retailers any time now. There is a marked scarcity of Barbadoes molasses in the Canadian market, as compared with last year, while there has been no falling off in the demand. The yield this year was 15,000 puncheons less than in 1907, which placed shippers in a predicament at the commencement of the shipping season, and, as there were no stocks carried over from last year, the scarcity was pronounced as the season drew near a close. At present holdings are quite below normal, and as no more molasses will be forthcoming from the West Indies until the end of next April at the earliest, it is likely that high quotations will rule in the near future. An outstanding feature of the situation at present is that Newfoundland houses are looking for supplies in Canada, and some sales have already been reported. At this time of year this is unusual, Newfoundland as a rule importing all the molasses her people require by direct steamers. In the past sales have been made to the Island colony in the spring, but it is years since there has been any demand on Canada in the fall. With our stocks hardly more than two-thirds of what they were in September last year, it is unlikely that we will be able to do much toward supplying Newfoundland.

THE WESTERN WHEAT CROP.

[Special Despa ch to The Canadian Grocer.]

Winnipeg, Sept. 2.—The Free Press published to-day the following estimate of the crop of the present year :

"The estimate of the western wheat crop is 17 bushels per acre on 6,000,000 acres or 102,000,000 bushels. On August 10, nine inspectors started on their rounds to examine the crop and the last one finished his work on August 29. In addition to the many thousands of miles traveled by rail the inspectors drove 3,445 miles through the actual crop.

"The acreage seeded to wheat in the spring of 1908 was undoubtedly over 6,000,000, probably from 30,000 to 40,000 acres in excess, but in making the estimate the Free Press has thought it needful to allow for a large acreage destroyed by gophers and damaged by hail, for the areas, not large in any one section, but a considerable total, where the crop was ploughed down for heat damage, and the other areas where late wheat has been too badly frozen to be worth cutting. The estimate of yield is based on 6,000,000 acres, though it is possible this is too small. As to the average yield the Free Press average, made up from the averages given for each line of railway covered, was exactly 18⅝ bushels, but as many points had been visited before the frost came it has been necessary to allow for frost damage. Again there will be some shrinkage in yield from the fact that many farmers are cutting too green. It is felt, however, that in allowing 1⅝ bushels per acre, the Free Press has made provision for any damage that may occur from any cause whatsoever.

"The oat crop is estimated at 35 bushels on 2,600,000 acres, or 91,000,000 ; barley at 28 bushels to the acre on 855,650, or 39,958,200.

"When all possible damage has been accounted for the Canadian West has to-day practically assured 102,000,000 bushels of wheat.

"Realizing the tremendous importance to the country at large of accurate reports the Free Press inspectors have spared no pains in verifying in every possible way the figures given out. Roughly speaking, over the tremendous railway mileage covered, the crop has been inspected every 25 miles."

WINTER APPLES LIGHT.

E. J. McIntyre, of Niagara on the Lake, one of the best-informed apple dealers in Canada, was in Toronto this week and called on The Grocer. Mr. McIntyre has just completed a tour through the apple belt of Ontario and is full of information in regard to this year's crop.

In the apple-growing counties of central Ontario, he says, the yield of early fruit is good but winter apples are very poor, the crop being not more than one-tenth of the usual yield. In Eastern Ontario also, it is said that similar conditions prevail though the Winter fruit is perhaps in better supply, being estimated at about one-third of the ordinary yield.

The one encouraging feature about the reports is the fact all reports speak favorably of the good quality of the winter fruit. This, Mr. McIntyre says, will tend to do a good deal toward eliminating this year the trouble in packing and false marking, which was so evident in Canadian apples last season. With such small crops, however, export business this winter will be necessarily small.

The general price offered, Mr. McIntyre says, is from $1 to $1.25, which is rather surprising in view of the small crop. Buyers seem to be sticking to this price, not on account of any arrangement but evidently because they are not anxious to repeat the losses of last year. Little activity is evident in the business just at present.

In New York State, on the other hand, Mr. McIntyre says the apple crop is plentiful and Canadian apples will have to meet these in competition in the British markets. This is decidedly different to last year's conditions when the United States buyers were swarming into Canada buying up our apples. Mr. McIntyre reports pears as a plentiful crop and of excellent quality. Grapes, too, are a good crop and will probably be quite cheap.

THE BEAN CROP IN KENT.

Special Correspondence of The Canadian Grocer.

Chatham, Ont., August 31.—The bean situation in the County of Kent is much different from what it was two months ago, or even less. Then, the outlook was for a crop excellent in quality and exceeding in quantity the average crop. To-day the probability is that the crop will be at best only a fair one.

With the protracted hot spell of several weeks ago, the beans forged ahead rapidly. Some of them, indeed, commenced to ripen before ever the beans were fairly formed in the pods. Some of these dry pods, picked at the time, haven't a single bean in them.

The coming of rain promised to stop this course of things. The rains, however, while excellent for other crops, were unfortunately a little too heavy for the bean crop, which is, as a result, reported in many sections to have suffered considerably.

Toward the north, where only a small acreage was sown this year, the beans, on account of the land being higher and the water draining off more easily, are reported to be of good quality. In the south, however, the rain has done much damage.

Buyers are still optimistic as to the crop, claiming that good weather will yet set it right ; but growers in many sections declare that beans, particularly in the southern part of the county, will fall considerably short of the usual crop.

What Good Roads Mean to the Retailer

Impassable Highways Divert Business From the Local Stores to the Mail Order Houses — How Merchants May Further Their Own Interests by Supporting Movement for Good Roads.

Whether the retailer in the country town realizes it or not, the question of good roads is one with which his interests are closely allied. It is quite possible that in the past the relationship between the extent of business in a town and condition of the roads leading to that town has not been fully understood, hence the apathy, or, at best, half-hearted sympathy exhibited by business men towards projects having for their object the systematic improvement of the roads.

Few subjects deserve such attention by the country merchant as that associated with providing good highways leading to the town in which he does business.

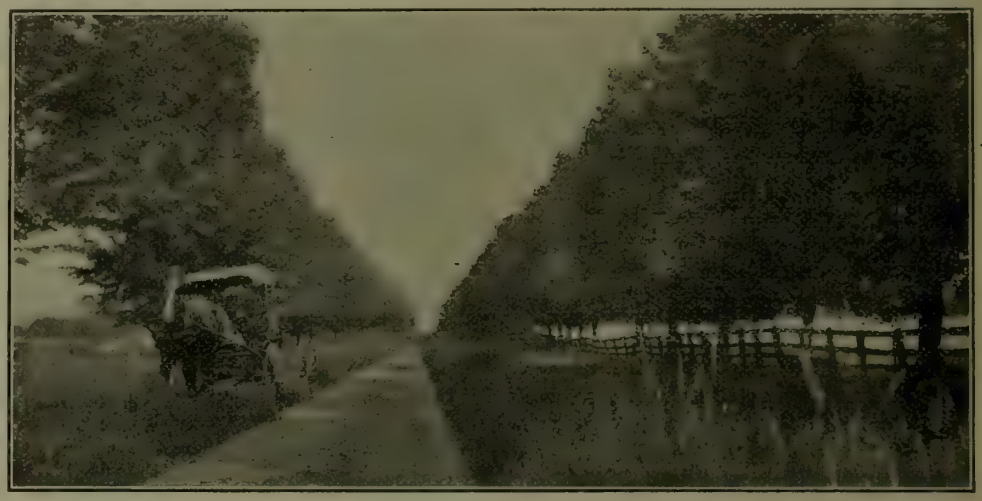
It must be obvious to every such merchant every time the roads are in a condition which prevents farmers' wives and daughters from coming to town, the opportunity of doing business which their presence there would afford is lost, and may it not be quite possible that some of the growth of the business done by city mail order houses with persons resident in the country may be traced more or less directly to the fact that poor roads make journeying to town a hardship to the women of the family, at least.

These are points in this question which have a direct bearing upon the business of the country retailer, and they seem to justify the statement that these retailers are under a responsibility to themselves to further to the extent of their ability any movement towards better roads which may be promulgated.

Fortunately for the retailer, though it must be confessed, most frequently without the active support from him which should have been accorded, a great deal has been done along this direction in Canada, and there are indications that in some quarters at least, the importance of this project in its local as well as national aspect, has been appreciated.

The direct benefit accruing to the retailer alone constitutes sufficient reason for his active interest in the good roads question, but there is an indirect benefit, which, after all, perhaps furnishes the strongest argument in favor of his support of this project.

Good roads mean more prosperous farmers. Every dollar spent in improvement of highways adds many dollars to the wealth of the farming community served by it, in the increased facilities which good roads afford for successful farming.



In the Summer this Road Will be Pleasant, but the Growth of Grass and Flat Character of the Roadway Will Make it Almost Impassable in Spring and Fall.

An Inexpensive but Serviceable Road in Hastings County. It has been Gravelled and Proper Provision Made for Drainage.

Good roads are essentially a business proposition. They represent an investment which will bring handsome returns by increased property values, and facilities for transacting farm business at a greater profit. When a loan company is asked to advance money on farm property, the class of roads leading to the farm is one of the prominent considerations in appraising its value. A farm with good highways approaching it will sell more readily than will one which has to be reached over neglected and badly constructed roads. Quoting a recent statement by the president of a leading Canadian bank, "Our counties and townships in the older parts of the Province are, as municipalities go, comparatively rich, and there is no obvious excuse for roads which in the spring and autumn, for many weeks together, are of very little use."

Good roads are of vastly more importance to the development of any country than is commonly attributed to them. A vague impression prevails that railways have superseded them, and that so far as industrial, commercial and social progress is concerned, the condition of the common road is of little consequence. A

more indefensible position could not be taken. Railways mean, above all, further development, and that development demands the improvement of country roads as feeders to the railway, and for communication with the adjacent country. Every nation that has achieved supremacy has been a builder of roads. Good roads are not merely an index of, but a means towards national greatness.

In Ontario alone the rural roads are costing more than $2,000,000 for maintenance, but while this is the actual expenditure, there is, in addition, a tremendous toll of time and energy wasted in traveling over bad roads; energy which would be spent profitably were the country's highways in good condition. This and the many other inconveniences of bad roads, handicap farming to an extent, the sum of which is seldom realized.

Conditions Getting Better.

There is, however, an improvement in progress, and during the last few years a great deal has been done. In Ontario many counties have adopted a system of county roads, and this has invariably been followed by the existence of very much better conditions. The Government, in order to encourage this movement, set apart $1,000,000 to be used as grants to counties taking advantage of the provisions of the Act passed. By this Act the Government pays one-third of the cost of improvements effected in counties working on the county system.

In places where the farmers themselves, as the class most directly benefitted, are not sufficiently appreciative of the advantages represented by good roads to interest themselves in an effort to secure them, merchants will be consulting their own interests by heading a movement with this as its object. It may be that public sentiment has already been partially awakened and that the efforts of merchants to crystallize such sentiment into action will meet with a ready response.

It is possible that an association has been formed, but if there is no such organization the retailer should lead in organizing one. His business will be helped through his being identified with the movement, and he will benefit even before his efforts and those of his neighbors have resulted in the improvement of the highways.

It has indeed become generally recognized that this matter of roadmaking can no longer be carried on by means of the antiquated system under which the farmers supplied their labor. It is admitted that the work must be done in a scientific manner and under the direction of both the Provincial and the county authorities.

Here is where the retail merchant comes in. He usually occupies a position of prominence and authority; he has special opportunities for impressing right views upon his community. He could, for instance, utilize his display windows for exhibiting the difference between good roads and bad ones. Photographs of the old-fashioned dirt road and of the modern highway can be obtained at small expense, and if displayed in the window, with appropriate printed matter, will attract wide attention. Nor will they in any way interfere with the display of merchandise. On the contrary, the photographs will attract people to the window, and after the spectators have absorbed the ideas presented in the views they will turn their minds to the merchandise.

One such man can accomplish a great deal if he is energetic and enthusiastic and appreciates the far-reaching effects which will accrue to the business of a town leading to which is a system of good roads, easily traveled in all weather conditions.

A Mud Road, the Counterpart of Which May be Seen in Many Parts of Canada To-day. Can One Imagine Any Pleasure in Riding Over This Road?

NEED BETTER FRUIT JARS.

Letter From Prominent Retailer Calls Attention to an Important Matter.

The following letter, which reached us this week, touches a question which will be of a good deal of interest to the trade generally. The matters referred to deserve attention.—Editor.

"Editor Canadian Grocer,

"The fruit jar season is with us once more and with it the ever-recurring complaint of bad jars, bad zinc rings, and bad cases. Is it not time that the Canadian manufacturers of this indispensable article were beginning o show at least a semblance of a desire to give the public a good article for their money?

"Has the time not arrived when they in return for a protective tariff that enables them to laugh at all outside competition, should give us a jar that we would not be ashamed and afraid to recommend to our customers?

"That no conscientious merchant can recommend the present output of our Canadian fruit jar factories is a fact I think, that no one connected with the business will deny, and instead of improving as time passes, they seem to get worse season by season.

"A few days ago, I sent out one dozen of pint jars, and the next day had to send six zinc rings to take the place of that number that were useless. To-day from one dozen quart jars, three of the zinc rings were returned, showing defects that rendered them quite unfit for use. The fact is that it is almost a daily occurrence to have defective jars returned. Then there is the matter of the cases. A glance at any shipment of fruit jars, as they are taken from the dray, some upside-down, because the bottom has fallen out, others with the sides off, and others in a complete state of collapse, ought to be a spectacle that would make the manufacturers thoroughly ashamed of themselves, if they were not blinded by their desire to get as much as possible out of the people and give as little as possible in return.

"When one sees the output of the American factories with their neat and substantial cases, and well-finished jars, showing both care and workmanship, and compares them with the slipshod work of our own factories one is forced to conclude, no matter what he may think politically, that it is up to the people to demand either the removal of the duty on fruit jars or a speedy improvement of the methods of the Canadian manufacturers. Yours truly.

"WILLIAM ANDERSON.
"President Retail Merchants' Association,
"Chatham."

FOR VISITING GROCERS.

The Red Rose Tea Co., Toronto, offer a special invitation to grocers visiting the Exhibition this and next week to make their office, 3 Wellington St. East, their headquarters during their visit. Visiting grocers will be welcomed and made to feel at home, both at the office and at the company's booth in the Manufacturers' Building at the Exhibition, where Red Rose tea is being served every day during the fair.

Ald. C. H. Crysdale, one of Oshawa's leading grocers, was in Toronto on Thursday, at the beginning of a holiday jaunt, and called on The Grocer. Ald. Crysdale is taking a great deal of interest in the movement to secure a better suburban service for the towns adiacent to Toronto, and has been appointed a member of the committee representing the eastern towns.

WHAT TO DO IN SEPTEMBER

Useful Hints for the Retail Grocer for the Early Fall Month -Some Seasonable Lines and Their Display.

September spells for the business world the beginning of the Fall season, and after a somewhat lethargic Summer the business man should plan to put more ginger into his work to attract a larger share of trade.

The grocer should not be behind hand in planning for a larger share of trade in his business, and the means of doing this is to study his business, his constituency, and how best he may improve his chances. One method of attracting trade, and an essential one, is the keeping of the store and stock up-to-date. Although it is true that there is nothing new under the sun, it is also true that change enlivens trade. The store premises, the shelves, the windows, all can be made to look more attractive than during the hot, clammy weather of the Summer months. A rearrangement of the stock will help some in this regard. To see a well-groomed grocery store on the way down town in the morning involuntarily starts the thought that the grocer knows his business, and what is more to the point, the store will be spoken about at home when the supper hour comes round.

Some Seasonable Lines.

Now, presuming that the grocer has brightened up the store premises earlier in the year, he will, if wise, see that the wantable and seasonable grocery lines are conveniently displayed. "This is September," he says, "and, let me see, this is a preserving month, and there will be vegetables and fruit to be put down for Winter use." A window display of glass jars and sealers, with spices, etc., set about in attractive groupings will then be in order, and such a display will certainly make the housewife stop to admire. Perhaps the corresponding window might be set out with vegetables and fruits fit for canning. There is a great range, especially of the former—gherkins, red and green tomatoes, red and green peppers, white onions and many other small vegetables which can be arranged in some striking designs, for their colors, too, will add to the attractiveness of the window picture. Fruit, being of a more perishable nature, could not so well be taken from the original packages, but they might in their cases and baskets be set in the background to serve a useful as well as ornamental purpose.

New canned goods are now on the market and attractive shelf displays could be made of them. Then the various kinds of breakfast foods are put up in packages which lend themselves to good display. These, too, might be placed to advantage, for though the season is early for warm cereals in the morning the grocer with an eye to the future will see what a good advertisement these goods can be to him. Flour, too, is a good line to bring forward, for the housekeeper may for a change think of providing some homemade baking to take the place of store goods. Many other window and shelf displays might be made with seasonable lines, but the displays should be changed every week. If this is done the window pictures will be looked for by the frequent passer-by, and should in the end bring new customers to the store.

Paying Departures.

There are some goods which are looked upon as being not distinctively grocery lines, but which add to the appearance of a grocery store and from which a profitable trade may be derived as well. Confectionery is one of these; flowers and plants another, and fresh fish still another. Separate departments devoted to these goods and a rotation of window displays will tell the people the lines you carry, and will help also in the sale of staple lines; for the customer buying candies, say, will see something else that is wanted and if the prices are right and he receives courteous treatment the grocer will have added a new customer to his list. People are often impelled to enter a store by what they see in the window, and having entered, buy something else not seen from the street. Shrewd merchants take advantage of this peculiarity of both men and women and put one thing in a window to sell another.

Some grocers have found the addition of a baking department a profitable movement. The line, for one thing, is a drawing card and a trade winner in itself, as well as leading to increased business in other lines by drawing attention to the goods. Women, especially, are interested, and if not immediate purchasers will soon become so. Such a department offers something to talk about, being a little out of the ordinary line.

For Rainy Days.

The time never was when there was no work to be done in a grocery store, and the grocer should take a pride in keeping his store bright. That means that the back of the counter should be as clean as the front, and the hidden stock as neat as that which is exposed. Rainy days, when customers are not so numerous, should be busy days for the grocer who wants work to do. A certain manager of a Toronto grocery house—and by no means a small grocery store—was found the other evening just before closing, sweeping the floor; taking his turn with the dozen clerks who at that time were packing orders received during the day. That man was not too proud to show consideration for his clerks and to help keep the store clean; and there was in consequence a loyalty noted in the very air of the establishment.

Cleanliness is next to Godliness. There are many grocers who to-day wonder why the other fellow does more trade. The goods are the same in quality and price, but the appearance of the two stores is different. One is inviting, the other all disorder. That tells the story.

Continued Study Necessary.

Grocers have to try a great variety of ways to attract trade, but nothing much can be done unless after careful thinking and planning. Look at your store, your stock, the other grocery stores in your neighborhood, and see where you can improve the appearance of your premises. And then study your customers, their wants, and what they are likely to need in the future, taking into consideration the seasonable lines. Your own plans and methods will evolve from this thinking, and your business will show in gains the result of your foresight.

USING SPRATT'S DOG CAKES.

Harold H. Hughes, of F. Hughes & Co., Montreal, selling agents Spratt's Patent, Ltd., London, will be in Toronto in the interests of his firm during the week of the coming Bench Show held in connection with the Canadian National Exhibition. The dogs at the show will be fed on Spratt's Patent Meat "Fibrine" Vegetable Dog Cakes. Spratt's dog foods are becoming very popular sellers with the trade and sales are increasing wonderfully. They show the dealer a fair margin of profit.—Advt.

BUSINESS CONDITIONS IN ENGLAND.

Stephen Wingrove, of London, England, proprietor of Spratt's Animal Foods, was at the Windsor, Montreal, for a few days recently, and in an interview with a representative of The Grocer, talked interestingly of conditions in England. He stated that there was a certain measure of depression, but they were no worse off than many other countries, which are also suffering from the same cause. Mr. Wingrove stated that the passage of the Patent Bill will have a wonderfully beneficial effect on the prosperity of the country. Heretofore it has not been necessary for those holding English patents to manufacture in England, but now, in order to hold a patent there, it is necessary to manufacture on English soil. For many years the English people have been using goods of foreign manufacture, which could have been made in England if it had not been for the patents, which gave the sole right to persons who wished to manufacture in some other country, but who used England as their market. In this way the Government has been affording protection to foreigners and keeping their factories running, whilst her own were idle. The passage of this bill looks like the thin edge of the wedge of business reforms of many kinds.

Like nearly all Englishmen who travel through the Empire and have business interests in the various parts, Mr. Wingrove expressed himself in favor of closer commercial union and adequate protection of the Motherland against foreign countries. In this connection he mentioned the plan of the German Zollonerein, which unites the various semi-independent states of the German Empire against foreign commercial invasion and results to the mutual benefit of each. Mr. Wingrove, who has been attending a meeting of the board of directors of the American Spratt's Company, of which he is chairman, left some days ago for Quebec, where he will spend a few days before sailing for home.

Achille Tremblay, general merchant, Hebertville, Que., has assigned.

Grocery News From Coast to Coast

News From Western Canada

Vancouver Grocers Arranging for Pure Food Show in November—Looking After Fruit Interests at Saskatoon.

VANCOUVER.

August 28.—Chilliwack creamery butter is reaching this city in better condition, owing to the installation of increased facilities for handling it at the creamery. Until recently, the butter was shipped soon after making without having been cold storage treated, with the result that it was rather soft when it reached here, the transportation being by boat down the Fraser River. Now, however, it is put in cold storage at the creamery, and when it is received by the distributing agents, it is very firm. This butter is one of the leaders on the market, and the cold storage treatment will give it a better quality for the coast markets.

The first large consignment of the product of the Chilliwack Canning Company is now on the market here. This company includes in its output all the small fruits, and has installed the largest drying and curing plant for prunes that is in the province. As pointed out in a special article in The Grocer a few weeks ago, the demand for fresh prunes has been such that there has been no need for the dried article, but in Chilliwack, removed somewhat from the main lines of transportation, there has been a surplus of prunes of the finest quality. These will now be taken care of, and this winter the first cured prunes in any quantity will be sent out.

Small fruit, especially raspberry growers, will be interested in an invention of V. Sibley, of Lillooet, B.C. This is a refrigerator box for use in cases when the quantity is too small for a carload. Not only is the minimum quantity of ice used, but mould is prevented, in short, the failings of previous similar inventions have been overcome. When picked, the boxes can be placed right in the refrigerator, and no further deterioration is possible until the berries are removed. This will save loss especially when the fruit is fully ripe. It will enable the grower also to hold his product if the market happens to be stocked. The box is intended for the handling not only of berries, but of all perishables, such as fish, butter, etc.

Fruit canneries are now busy, and at Peachland, 2,000 cans of peaches are being turned out daily. The plant of the Kelowna Canning Company is active with the tomato crop. This company has also an aerated water department.

There is every indication of the public market being a success, thr patronage so far coming fully up to the expectations of the clerk. As it becomes more generally known, both among the farmers and the consuming public, it should become an important institution. The itinerant Chinese vegetable and fish peddlers have been restricted to certain hours to further the ends of the market, and a test case of the by-law is now before the courts.

McKinnon & Sutherland, the pioneer storekeepers of the Lardeau district, are closing up their business there and will devote their attention to their store at Revelstoke.

William Blair has opened a store at Stony Creek between Quesnel and Fort George, in the Caribou. Many settlers have taken up land in the vicinity, the Indian population is large, and many travelers pass that way, so a brisk trade should be done. He already has stores at Wing Dam, La Fontaine and Slough Creek, all Cariboo points.

The Vancouver grocers are beg nning to arrange for the annual pure food show, which will be held in the Dominion Hall, from October 12 to 17, one week. The show last year was very successful, and it is expected that this year's event will be something out of the ordinary. W. J. C. Hunter, secretary of the Vancouver Retail Grocers' Association, has the matter in hand, and to him any communications should be addressed.

SASKATOON.

August 28.—Business in retail stores is quite busy at this time of the year. Harvesting operations throughout the district are pretty well over and preparations are now being made for threshing. Good orders for threshers' supplies and provisions are coming in and this, with the usual trade, makes the stores quite brisk.

The housewife, too, is now in quest of her preserving kettle, amongst other requirements. Most of the grocers have a tempting array in the line of ripe and preserving fruits. This week there is a large quantity of California fruit on the market. This includes Bartlet pears, Crawford peaches, Kelsey plums, silver plums, Gross plums and crabapples. Ontario basket apples are also on sale. Peaches are selling at $1.50 per case. Pears, $2.50 per large case. Crabapples, $2.75. Plums, $2. Washington apples, $2 per box. Fresh tomatoes, $1.25 per basket.

In connection with the fruit business here the city council are considering the passing of a by-law to further protect the wholesale jobbers in this line. It was brought to the notice of the council by the Rogers Fruit Co. that fruit was being brought into town in considerable quantities and peddled off by people not paying a business license under the city by-law. When the new by-law comes into force it will give the resident fruit dealers a better chance to hold the trade.

Eastern Province Notes

Halifax Tomato Combine a Failure—Low Sugar in New Brunswick—Quebec Farmers Should Improve Potatoes.

HALIFAX.

August 29.—Local-grown fruit is now coming on the market in large quantities. The early varieties of apples are of fine quality, but the demand so far is very light. Pears are plentiful, but plums are scarce as yet. Green corn is down in price and during the week some of the retailers were disposing of it at three dozen for twenty-five cents. Tomatoes are wholesaling at 30c per basket. Eggs are very firm and are quoted at 23c. Butter is in very good supply and the demand is fair, but prices are high.

The tomato combine in Nova Scotia is not meeting with the success that was at first anticipated, according to some of those who were not included in the deal. The latter say that they are getting all the tomatoes that they can handle, and that prices are just as low as they were at the same season last year. The dealers in the combine always have lots of tomatoes on hand, and it is stated that owing to the fixed prices their sales are not as large nor as quick as heretofore. In fact, it is claimed that some of those outside of the combine are able to undersell those in the inner circle. It is the small grower promptly marketing his stock who has killed the deal.

William E. Crowe, one of the best-known retail grocers in Halifax, died suddenly at his Summer residence at Rockingham, during the present week, from a severe hemmorhage. He was at his store on Tuesday in apparently good health, but on Wednesday was taken seriously ill and soon passed away. He was a son of the late John F. Crowe, who for years carried on a grocery business in the Provincial Block on Gottingen St., and on his retirement some twenty-five years ago his son (the deceased) carried on the business under the name and style of W. E. Crowe & Co. He built up a fine trade, and was highly esteemed by his business associates. He was a prominent Oddfellow, and a member of the Sons of Temperance. A widow and one son survive. The funeral took place on Friday afternoon and practically all the Gottingen St. merchants were to be seen in the cortege, and in tribute to Mr. Crowe's

memory the stores on that street, with which his name is so indissolubly connected, were closed.

ST. JOHN.

September 1.—While business has been very good in grocery circles of late, collections are reported as very unsatisfactory.

A number of changes in market quotations have been chronicled during the past week. Sugar has declined 10c a hundred for standard and 40c for Austrian. Quotations now are, $4.80 for standard and $4.40 for Austrian. These are the lowest figures at which sugar has been sold since last March, when the price was the same. Since that time standard had advanced 20c and Austrian 50c. The dealers do not look for any further decline at present.

Ontario patents are firm and some millers talk of advancing the price. An advance in Manitobas is anticipated. Middlings are scarce and high.

Cheese is higher, the weather having been against a large make. Quotations now are: 13¼ to 13½ cents a pound.

Quotations were received last week on new stock California raisins, etc. Apricots; peaches, prunes and raisins are all higher.

New Canadian onions are being offered for delivery the second week in September. The trade has been supplied lately with Valencias in crates, the price being about 2 cents. The Canadian stock will be a little cheaper.

Generally speaking, the crops in New Brunswick this year have been very good. An abundance of hay has been gathered in; oats and buckwheat are well advanced, and with the recent rains the root crops have improved wonderfully. Berries of all kinds have been plentiful and at present the canners are busy handling large quantities of blueberries.

Native apples are on the market now and reports indicate that the crop has been a good one.

A marked change is noticeable in St. John retail grocery stores in that lady clerks are rapidly superseding the men. A few years ago lady clerks were unknown in grocery stores here, now the store that has not one or more lady clerks is an exception. In talking with several of the proprietors where ladies are employed, they claimed that lady clerks were in many ways preferable to men. They were equally as quick, and as a rule neater in appearance and in the care of the stock and store fittings. They are more dependable, keep better hours and seem to manifest a greater interest in the business than the average man clerk. Of course they cannot do the heavier class of work necessary around a grocery, but in every other department of work they are considered perfectly satisfactory. There seems no doubt whatever but that the lady clerk has come to stay.

D. H. Ross, Canadian trade commissioner in Australia, was in St. John last week for a few days and met many of the business men interested in export trade and talked over matters with them. W. E. Anderson, Secretary of the local Board of Trade, endeavored to make Mr. Ross' visit pleasant by pointing out places of interest and introducing him to leading merchants.

The "Two Barkers" have made quite extensive changes in their main store on Princess Street. Their warehouse, adjoining the retail store, has been fitted with a plate glass front for displaying heavy goods, and the interiors and exteriors have been brightened with a fresh coat of white paint.

The name of W. Frank Hatheway, M.P.P., is being mentioned in connection with the Conservative nomination for the Federal House as the representative from the city and county of St. John.

MONTREAL.

September 4.—There is a good chance in the Province of Quebec for the farmers to improve their potato production. A leading grocer, who does a large business here, stated that they were buying New Brunswick and Prince Edward Island potatoes in preference to the Quebec variety, which, he stated, could not be depended upon. The Quebec potatoes are not as good keepers as those brought from the Maritime Provinces, therefore it becomes more of a hazard to stock up with the "home" product.

Malcolm MacDonald, 227 McCord St., who has been in the grocery business for many years on Notre Dame St. West, has taken a new store at the above address. Mr. MacDonald is one of the veterans in the business.

A. D. Fraser, of Fraser, Viger & Co., has returned to town after a holiday spent down the Saguenay and other Gulf points.

A new grocery has been opened at 360 Centre St., by J. F. David. This store is commodious and up-to-date in every way, and the prospects for the establishment of a good business at this stand seem very good. We wish Mr. David success.

Just at this season of the year vegetables and fruits may be used to good advantage in window decoration. Quite a number of windows may be noticed throughout the city where this is being done. Tomatoes, on account of their brilliant color, make very good decoration, and some very attractive designs can be worked out with them. This sort of window display requires considerable ingenuity and originality, because the finished windows are flat, and must, therefore, be well arranged and colored like a picture. One especially deserving of comment was noticed on St. Lawrence Boulevard. It was arranged as follows:—In the centre of the window there was a melon, and radiating, like the points of a star, were arranged ears of corn. Between the points of each ear there were tomatoes. This design was repeated three times across the window, and the whole was carried out on a background of green beans.

A. Davidson, of Fraser, Viger & Co., St. James St., leaves shortly for a trip to the Maritime Provinces. Mr. Davidson's trip will be one of business and pleasure combined.

C. H. Catelli & Co., manufacturers of macaroni, are about to move into more commodious quarters on William St., at the head of King St. When established in their new place, and when the new machinery which Mr. Catelli purchased while abroad is installed, this plant will be the most up-to-date on this continent.

Felix Bigaouette, who formerly kept a grocery store on Lagauchetiere St., E., corner St. Elizabeth, has opened up an agency in Montreal for Bassara temperance ale and porter. Mr. Bigaouette, who is head of the new Bassara Trading Company, 176 St. Denis St., is one of the old guard of French-Canadian grocers in Montreal, and his friends will be glad to see him succeed in his new venture.

An interesting baseball match was played in Montreal, Saturday afternoon, between teams from the factories of S. H. Ewing & Sons, and Herron, Leblanc, Limited, resulting in a victory for the former nine by a score of 19 to 6.

RICHMOND.

September 1.—The organizer of the Retail Merchants' Association spent two days in town trying to establish a branch here, recently, but did not succeed this time.

The movement to organize a local Board of Trade met with a like fate after several attempts. These failures seem to point to a pronounced lethargy among our merchants with respect to matters of a public nature.

The Agricultural Fair will be held on September 15 and 16. Such celebrations as these are beneficial to our local traders on account of the many visitors which they draw to the town.

H. P. Wales, general merchant, has placed his business on a cash basis and reports the change as highly gratifying in every way. When interviewed regarding this matter he said: "It was the best move I ever made, because the credit customers were replaced by new ones who had the cash to pay for good goods at a little lower prices."

Two carloads of Acadia granulated sugar have been brought into town this summer by a Montreal wholesale grocer. This sugar has been distributed among the grocers at carload prices, and this has led to a very considerable cutting of prices, as, one local jobber seeing the trade slipping from his grasp, began retailing to everyone by the single bag at five cents lower than carload prices.

The first grapes of the season were brought into town by P. J. Girard.

Some grocers are being approached regarding the possibility of establishing a furniture factory here. Mr. Cotton, late manager of the Victoriaville Furniture Factory, is trying to dispose of the stock in the enterprise among the business men of the town. Every additional industry means additional trade for the grocers, therefore, they are all welcome.

It is surprising what small things sometimes turns the tide of trade in various directions. Good sidewalks are an asset to any grocer, as people are always seeking pleasant paths in which to walk. Richmond will soon be admirably supplied with granolithic walks, which will replace the old wooden ones.

Business has been very good since the beginning of August and collections have also been much better. Business here has been equal to last year's, and the falling off has been chiefly in fancy goods and toys, but this has been made up by larger dealing in groceries and foodstuffs.

Interesting Ontario Items

London Grocers May Continue Wednesd ay Half-holiday—A Guelph Grocer Selling Water—Stratford Retailers Should Get Together.

BARRIE.

September 1.—Thomas Colwell, grocer, of Dunlop and Mulcaster Streets, who about nine months ago bought out Robt. Beath, is advertising a clearing-out sale of his stock and means to retire from the grocery business for good.

The banana trade in Barrie this year has been one of the worst that our merchants have ever had, due chiefly to fact of the Italian merchants who have been bringing direct cars of this fruit from the Southern States, and retailing the fruit at a less figure than our Canadian merchants can themselves buy for. Combined effort on the part of various merchants to buy together a quantity and distribute it among themselves has also proven a failure, the smaller merchants having an idea that the promoters were in for a graft game.

Jno. J. Jamieson, an old Barrie boy, who has succeeded in making a mark on the road, is building a fine double brick dwelling on Collier Street, and intends moving into the same in about three weeks' time. He also reports that as usual he has sold his carload of Quaker brand fruits and vegetables in Barrie.

Never before in the history of our local apple men has the early apples been such an abundant crop, good sample and so cheap. Why, last week a merchant, to help a farmer out who had brought a load of apples into town and had sold all but one barrel from a sum ranging from 70 cents down to 40 cents, gave him 25 cents for the last barrel, which was a very fair sample of the "Duchess" variety. The prices, however, which the buyers are paying are at an average of 60 cents a barrel for No. 1 varieties.

Plums in this district are at their best this week. Thornbury, Clarksburg and Stayner shippers are quoting the smaller varieties at 20c to 25c a basket, while the Bradshaw and other larger plums are selling at 25c to 30c.

LONDON.

September 2.—The destruction by fire on Saturday of the London Pork Packing Company's establishment puts out of business for a time, at least, one of the biggest food-producing concerns in the Province. The large factory was located about a mile beyond the eastern limits of the city, and out of reach of the city's water system, and although firemen were sent out with an engine, they could do little with the meagre supply of water available, and the flames burned themselves out. The loss will be heavy, but is probably covered by an insurance of about $150,000. The concern was established several years ago by an Anglo-Danish company, which has also a branch establishment at Port Huron. The premises will be re-built at once, but meantime about eighty hands will be out of employment.

A movement is on foot among east end storekeepers to close their places of business every Wednesday afternoon all the year round.

Local grocers' clerks talk of organizing an association, the object being to promote good fellowship. Nelson Miles has the matter in hand, and the proposal is meeting with every encouragement.

Two men are now in the county jail awaiting trial on the charge of playing the "short change" game at Glencoe, and certain local grocers believe the prisoners are the same men who tried a similar scheme with them. Their plan of operation was this. One of the men would buy some small article, and throw down a $10 bill in payment. When the change came the other man would protest that it was useless to break the bill, and would himself produce the change for the article purchased. Then the first man would take what he could from the change given him, hand the clerk back the rest and ask for his $10 bill. This game worked almost every time.

Miss Ethel McNeil, who has been cashier for T. B. Escott & Co., wholesale grocers, for over five years, was most agreeably surprised this week when the employes of the firm came into the office in a body and presented her with a very handsome traveling bag. The address was read by Mr. W. Eardley, and expressed the regret of the employes of the firm at the removal of Miss McNeil from the city. The presentation was made by W. K. Smith.

ST. THOMAS.

September 2.—Business was somewhat slow last Saturday, caused mainly by the largely patronized Wabash and G.T.R. excursion to Detroit. It is estimated that the three Saturday railroad excursions took twelve thousand dollars out of the city, and the grocers are out the best part of the amount, but would not be if they unitedly insisted on doing a cash business.

Butter, especially dairy, was in great demand on Saturday, and sold for 28c. Eggs retail at 20c per dozen, and are quite plentiful. Potatoes are getting easier and the recent rains have helped the later varieties.

The new firm of butchers in imitation of the other chain store companies' methods, are cutting the price of sugar, but the grocers are not up to the present doing likewise, the recent declines do not warrant such action and the demand is certain with such plentiful fruit supplies and the people do not expect the grocer to work for nothing.

The Italian who was fined two dollars for peddling bananas without a license over a month ago, and who agreed to take out a license, has not yet done so, but still does business. They bought 94 bunches last Saturday and sell more than all the grocers combined, and yet pay no business tax.

The grocers during the hot spell have not attended the Retail Merchants' meetings, but now that the season is about over no doubt they will do better, as there are many matters in which they are vitally interested requiring attention.

Some of the grocers have taken space in the Horse Show programme. It promises, as last year, to be a big success, and the committee are offering prizes for the merchant who has the best dressed Horse Show window.

KINGSTON.

September 2.—Like the mirage in the desert leading on the weary traveler to expectations of having a drink (I don't mean commercial men, of course, they don't have to look any distance for such) so is the grocery business to mechanics, farmers, and such. If a young man from the country has a few dollars and a farm and wants to start a grocery he has only to strike a city, and the wholesale man or his help will hold up pictures of fortunes made in, oh, such a short period, and the poor victim falls into the trap. Business men of honor should advise men who are well off on the farm to remain there.

A few of our grocers are putting wagons on the market selling fruits and vegetables, and consequently in direct opposition to our market gardeners. I expect some day to see a gardener go down with a wagon-load of groceries, candies, peanuts, chocolates, etc., in order to even up.

Many farmers have solved the sugar bag question. They can't get 6 pecks in the sugar sack, so they put 4, and sell at so much a bushel. The best solution to the question which has been asked so often by correspondents, in my way of thinking, is to use a larger bag and fold the top and sew, still having only the 100 lbs. Why not use a cotton sack, which would always find sale? You can't give the jute sacks away.

"Hello, Jones! What ye gittin' for butter?" "Oh, 28." "I've put mine to 29." "Yes, well when I put mine up it will be to 30 and I guess I will do it soon." Grocers nowadays work harder than they used to to make a dollar; profits are cut down and salaries are larger and banks don't want any overdrafts and I predict many ship wrecks if better profits are not secured. The men who are making money are those who don't care a cent what the other fellow is doing, but go ahead and give good value and get good profits. They don't run around from door to door looking for trade, and they don't keep their stores open after the proper hour to close, and thus become pirates in the trade. Early to open and early to shut will make grocers happy and clear of the rut. Yes, get out of the rut; don't keep open after your opposition closes. Good people will look down on you.

"Hello, do you know who's speaking?" "Well, I can't see you, but it sounds like Tom Wilson's baritone voice." "Yes, that's me. I am coming up to

have tea with you." And Tom generally puts you down for a few chests of value unheard of before.

J. .V. Samwell, lately with Galbraith & Co., and formerly with W. G. Craig & Co., is going into the brokerage business, and is open for a few good agencies. He has lots of push and good business qualities, and has a bright future ahead of him.

—

STRATFORD.

September 1.—The Retail Merchants' Association seems to have fallen asleep for the summer, and the grocers' section, especially, is at a standstill. It is with a certain amount of envy that we read of the festal doings, friendly outings, picnics, etc., being held by the retail grocers of other places, and London particularly, seems to be in the front in this happy condition of affairs. While the generally fair business feeling has much improved among our grocers, and the wholesale price-cutting in staple lines has been practically abandoned, still there is a certain lack of harmony and good fellowship that should really exist among such a body of men. A practical suggestion right here that should be conducive of better times would be to have one good big jolly outing, with games, etc., say to Goderich or some other place, before the summer season closes. A pleasant half-day at the lakeshore would be a guaranteed success in every way, appreciated and enjoyed by all.

Export business in butter and eggs is rather quiet at present. One shipper accounts for this in the higher prices being paid in this district than in other localities. As much as ½c to 1c less per pound or dozen being paid elsewhere. Local business in these lines is very brisk, however.

H. A. Barker, grocer, has returned, after a two weeks' outing under canvas at Grand Bend.

A Wellington Street grocer had a rather startling display to attract the attention of passers last week. An empty vinegar barrel was partly filled with odd lines that were slow sellers, a wire netting placed over the top, and a card tacked on the outside with "Snakes" printed on it. Needless to say, it had the effect of arousing one's curiosity enough to take a look-in.

—

GUELPH.

September 2.—"Pure spring water, 5 gallons for 25c" is the latest offering from a grocery store in Guelph. Well! Well! What next! Spring water is so plentiful here that we could all handle it, but the yeast man tells us his doctor ordered him to boil even the spring water, or else to put a little drop of liquor in it. Now, we wonder who that doctor is who is trying to spoil trade for the poor grocers.

At the request of several grocers we have decided after closing off any Thursday afternoon bouquets, to, just as an afterthought, say all the grocery stores in Guelph were closed last Thursday afternoon but two. These gentlemen will now at least have to acknowledge that the half-holiday has been a success, but even at that we are prepared to meet them again in good fair argument.

—

BRANTFORD.

September 2.—The Brantford grocers who attended the Hamilton grocers' "hump," reported an enjoyable outing and a most pleasant time.

G. S. Winter is spending his usual two months' holidays at Bala, Muskoka.

Ernest Wall has returned after spending a pleasant holiday at Galt and Toronto.

Saturday saw another monster display of produce on the Brantford market. The farmers and gardeners started coming in early Friday evening, and Saturday morning the market had a very crowded appearance. Vegetables were very cheap, the prices gave every one a chance to buy without straining their purses, although buyers were none too plentiful. Butter was 27c; eggs, 22c, and in much larger supply than the previous week.

Brantford, as have all other cities where manufacturing is carried on extensively, has felt the pinch during the stringent period of the last ten or twelve months, with the result to the grocery trade that the people have bought sparingly, and no persons will be more pleased than the grocers to know that a review of the industrial conditions in Brantford shows that conditions are improving. While things may not be entirely satisfactory at present, local manufacturers are agreed that there is every prospect for improvement and that better times will come in the immediate future.

WM. E. ELSWORTH, Pres. ESTABLISHED 1860 J. WATSON ELSWORTH, Sec. and Treas.

J. & J. W. ELSWORTH CO.

Our Red Cross Brand of Oysters, which we sell in quart and pint cans, are strictly Pure, Wholesome Sea Food.

We use the most up-to-date sanitary appliances for handling these oysters.

We defy competition upon quality. These cans are full quarts and pints, their measure being guaranteed.

One year's sales thirty-nine million oysters.

Quotations and information in general as to sizes, prices, etc., will be furnished upon application to our Main Office.

Boat No. 8, Foot Bloomfield St., NEW YORK

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, Sept. 2, 1908.

This week has been a quiet one in cheese matters, which, after the activity of the previous week, and the high prices which prevailed might almost have been expected. Abnormalities in trade are sure to be followed by reactions of greater or lesser degree, and this condition has followed the top-heavy market of last week. Prices are easier, country markets having gone ¼c lower. The prospects for the fall make are very good, as the weather is favorable just now, with prospects of a late and open fall. Canada's exports to England are decreasing, but what we do export we are getting a better price for, therefore, what we are losing in quantity, we are making up in price, in a measure. Every year Canadians are consuming more cheese, so the home market is taking large amounts which under previous conditions went abroad. There is one thing which is gratifying about the export trade, and that is the marked improvement in quality. This is due to a large extent, to the better methods of curing which are placing the Canadian product on a much higher plane with the English buyers. Now, however, that this recognition has been won in the British markets, it will become doubly necessary for Canada to eliminate any chance of too green cheese finding its way to the English people, otherwise the good impression, and its material value to us, will soon fade away.

There was a time when Canadian cheese would not have been considered a moment in comparison with Cheshire cheese, and yet during the last month the Canadian product has been selling at a price actually in advance of the home cheese. This fact is significant. Superior methods of transportation have contributed their share towards the accomplishment of this condition. Locally the market has become a little easier.

Receipts of cheese for last week were 71,454 boxes, as compared with 81,338 boxes for the same period of last year. The arrivals since May 1 to date are 1,161,793 boxes, against 1,343,531 boxes for the same period of last year.

The local market is quiet, with prices 12⅝c to 12¾c for westerns, and 12¼ to 12⅜c for easterns. Shipments of cheese during the week were as follows: 33,701 boxes locally, and 13,578 boxes at other points, making a total of 47,279 boxes, against 73,001 boxes for the corresponding period of last year. Total shipments since May 1, 1,004,565 boxes, against 1,179,884 boxes for the same period of 1907.

The butter market is in a good healthy condition, and indications seem to point to its remaining so for some time, as the demand for export business will in all likelihood brighten up, as England has to have her supplies from somewhere, and the Australian sources are falling short in supplies, due to a lack of rain in that country. Siberian, Irish and Dutch butter is arriving in fair supply only in the London market, and there does not seem to be much prospect of them increasing their output much. All of these factors tend to keep the price up, and therefore dealers are not looking forward to any great decline for some time to come. It is rather strange, to say the least, when we consider prices are higher in England just now in the middle of the productive season than they are in the winter.

There have been some complaints reaching this side of butter being spoiled by lack of proper refrigerator provision. This is regrettable, but is a matter which will in all probability be mended by the shipping companies as soon as they are aware of the fact that it will be greatly to their advantage to do so.

Shipments for the week were 1,090 packages, against 6,138 packages for the corresponding week of last year. Total shipments since May 1, are 68,981 packages, against 53,827 packages for 1907.

Receipts of butter for the week were 15,681 packages, as compared with 15,685 packages for the corresponding period of last year. The arrivals since May 1, to date, were 280,222 packages, as against 281,274 packages for the same period of last year.

In the country there has been an advance of ⅛c to ¼c. Finest creamery in round lots is quoted at 24c, and to grocers at 25c.

THE PROVISION SITUATION

Toronto, September 2, 1908.

"Scarcity of hogs" is again the cry of Canadian packers this week. The British market has advanced a couple of shillings, standing now at 58, and is much more steady than at last reports. This, with continued good business in the Canadian market, is stimulating demand somewhat, and the situation is rather more favorable than it has been for the past two or three weeks. With this, however, the packers have to face the fact of a very light supply of hogs, and factories are not running up to full capacity.

With offerings of $6.25, f.o.b., and $6.60 to $6.65 for hogs at factory, it would seem that the farmers ought to be willing to part with their hogs. Some attribute the light supply to the prevalent harvest operations, which, no doubt, do interfere to some extent with deliveries, but which cannot be accepted as the real reason. This week's situation brings us again face to face with the fact that the Canadian farmer is neglecting the hog-raising end of his business. What supplies are coming in are light in weight and not too acceptable.

In the last issue of the weekly Trade and Commerce reports, a letter from P. B. McNamara, Canadian trade commissioner at Manchester, dated August 15, makes the following statement: "As anticipated, the killings of hogs in Denmark have fallen off very considerably, and in Ireland and the United States the same thing seems to have happened. This has caused the price to go up, and made shippers and curers difficult to treat with except at higher prices. The large influx of visitors to London has stimulated trade there to a very great extent. Irish still leads the way and figures at the time of writing sizeable 68s-70s, Danish sizeable 64s-66s, and Canadian (which is now meeting with better inquiry) 56s-58s. It is thought this condition of things will prevail throughout August as there are no prospects of lower prices. Canadian packers would be well advised to give attention to this market in view of the improved condition of things, the future being very hopeful, and it is just possible that they may get back some of the money lost in the earlier part of the year when conditions were all against them."

These conditions were noted here even before the writing of the above letter, and packers did their best to take advantage of the favorable opportunity which offered for a few weeks. The conditions, the commissioner cites, however, were not at all permanent, and for the last three or four weeks the British market has been back pretty well to the basis it assumed during the early months of the year. Cables this week, however, note another improvement, and it is hoped that business may again be resumed on better terms.

PROVISION MARKETS

MONTREAL.

PROVISIONS—There has been a fair amount of trade passing in the local markets, and prices have remained the same. A stronger feeling was felt in London and Bristol for Canadian bacon, but this later gave way to a decline, which placed the market on its original basis. The decline in the English mar-

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WINNIPEG and BRANDON, MAN.
Wholesale Produce
Always a Buyer and Seller
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Get highest CASH prices on the
REGINA MARKET
(and prompt returns) for your
BUTTER, EGGS and POULTRY
by shipping direct to
THE REGINA
FRUIT AND PRODUCE CO.,
ROSE ST. REGINA, SASK.
Trial orders and correspondence solicited

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

We Want Butter!
Dairy Tubs, Creamery Solids
We will buy f.o.b. your station, in large or small quantities.
Write or phone us with best quotations.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

USE OVAL WOODEN BUTTER DISHES.
THOMAS BROS., St. Thomas, Ont.

When writing advertisers kindly mention having seen the advertisement in this paper.

ket started at Liverpool and soon spread to London and Bristol.

Lard, pure tierces	0 12
" " 56-lb. tubs	0 12½
" " 20-lb. pails, wood	0 11
" " cases, 10-lb. tins, 60 lbs. in case	0 12½
" " 5-lb. "	0 12½
" " 3-lb. "	0 12½
Lard, compound, tierces, per lb	0 09 0 09½
" " tubs	0 08½ 0 09½
" " 20-lb. pails, wood	0 09½
" " 20-lb. pails, tin	0 09½
" " cases, 10-lb. tins, 60 lbs. in case	0 09½ 0 10
" " " 5-lb. "	0 08½ 0 10
" " " 3-lb. "	0 10
Wood, net; tin packages, gross weight—	
Canadian short cut mess pork	23 50
Canadian short cut clear	23 00 23 50
Very heavy clear fat back	24 50
Breakfast bacon, per lb	0 14½ 0 16
Hams	0 12 0 14½
Extra plate beef, per bbl.	17 50

BUTTER—Locally there is a good trade passing. Finest creamery is a shade higher in some parts of the country. There is no export demand just at present, owing to too high prices. Quotations remain the same as the last report.

Fresh Creamery, solids, lb	0 25
" " prints, lb	0 25 0 25½
Dairy, tubs, lb	0 20 0 22

CHEESE—Prices are slightly easier locally, which is the result of the falling off in the export demand. The market is steady with a fair local inquiry.

Cheese, new, large	0 12½ 0 12½
" " twins	0 12½ 0 13
" old	0 15 0 15½

EGGS—Receipts continue large and the eggs are improving greatly in quality, due to the cooler weather. The demand has been good during the week. There has been no change in the prices, either locally or in the country.

New laids	0 23
No. 1 Eggs	0 19 0 20
No. 2 Eggs	0 15 0 16

HONEY—The supplies arriving are showing good quality, and are quite plentiful. There has been considerable inquiry from western points for carload lots, but up to the present local orders have absorbed all the stock arriving, consequently there has not been any accumulation of stocks yet. Prices rule the same as at last quotations.

White clover comb honey	0 13 0 14
Buckwheat, extracted	0 10 0 11
Clover, strained, bulk, 30 lb. tins	0 09 0 10

TORONTO.

PROVISIONS—Still active is this line, which is probably the best seller in its class. Breakfast meats are firm and in good demand. Medium hams have advanced one-half cent per pound. Fresh meat lines are unchanged in price and quiet. All other lines remain at last week's quotations.

Long clear bacon, per lb	0 11½ 0 11½
Smoked breakfast bacon, per lb	0 14½ 0 15
Roll bacon, per lb	0 11 0 11½
Light hams, per lb	0 14½ 0 15
Medium hams, per lb	0 14½ 0 15
Large hams, per lb	0 12 0 12½
Shoulder hams, per lb	0 09½ 0 10
Backs, plain, per lb	0 17
" pea meal	0 17½
Heavy mess pork, per bbl	18 50 19 00
Short cut, per bbl	23 50
Lard, tierces, per lb	0 12½
" tubs "	0 12½
" pails "	0 13
" compounds, per lb	0 8½ 0 09½
Plate beef, per 200-lb. bbl	15 50 16 00
Dressed hogs	0 09½ 0 09½

LARD
Agency wanted for Quebec City and district. To sell the jobbing trade in car lots. Must be a first-class article.
Address:
AGENT, THE CANADIAN GROCER
Montreal

BUTTER—The buying of butter for Winter use and the packing that is being done on all sides is helping to keep up the price, although farmers' separator is a little easier. The papers are crowded now with reports of the dearth of butter exports, but the prices prevailing here are too high to induce shipping to the Old Country, and besides, the local demand fully equals the supply no matter what price is asked. Unless some untoward circumstance should arise, butter should be cheaper on the home markets this Winter than was the case a year ago.

	Per lb.	
Creamery prints	0 25	0 26
Creamery solids		0 24½
Farmers' separator butter	0 22	0 24
Dairy prints, choice	0 22	0 23
" " ordinary	0 18	0 20
" tubs, choice	0 21	0 22
Bakers' butter	0 18	0 19

EGGS—In contradiction to the conditions which prevailed a week ago, eggs are now, and have been for some days, free in supply. The shrinkage, however, is great. The demand is keeping up well. Prices are a little easier, eggs now selling at 20c to 21c.

CHEESE—Improvement in quality continues to be shown in Canadian cheese. The methods of curing are better and the transit arrangements are on an improved footing. With it all, however, exports are decreasing. Of course this year the creameries cut a lot into the cheese factories' business and the make is not so large as was anticipated. The local business is reviving, but very slowly. Prices remain the same as last week.

Cheese, large, prime old	0 14½ 0 15½
" " " new	0 12½ 0 13
" twins, new	0 13 0 13½

POULTRY—Any amount of live fowl is being offered this week. The country people usually send in extra large quantities during the Fair, but this year all the commission houses are handling more than they know what to do with. The demand is good, all the hotels and restaurants buying up large quantities. Still there are many birds going a-begging. As a consequence, prices are down on all lines.

Spring chickens, per lb., live	0 11
Hens, per lb., live	0 09
Young ducks, per lb.	0 08
Turkeys, per lb.	0 13

TRADE NOTES.

The assets of F. Tremblay, general merchant, Les Eboulements, Que., are to be sold.

L. C. Bouchard, general merchant, L'Anse St. Jean, Que., has compromised with his creditors.

J. H. Ashwell, general merchant, Sardis, B.C., has sold his business to J. Holmes.

A. Daveluy & Fils, general merchants, Daveluyville, P.Q., have dissolved and A. Daveluy has been registered to carry on the business.

J. K. McMenomy & Co., general merchants, Strathcona, Alta., have assigned. All claims against the firm should be filed before September 1.

Save Money!

Use a

National Cash Register

OUR new prices leave no excuse for any merchant being without one.

Price $40, new.

Guaranteed new National Detail Adders $30.00, $40.00 and $50.00. Other kinds generally sold by jobbers, like the Detroit, Victory, Western, Peninsular, etc., $25.00 each, new.

We guarantee the public to sell a better Cash Register for less money than any other concern in the world. We stand uncontradicted. Investigate for yourself.

We have a new line of Total Adders, unequalled in the world, $60 00 up. We supply Registers from $15.00 to $900.00, suitable to any business. All Registers sold on easy terms.

The National Cash Register Co.

F. E. MUTTON, Canadian Manager

Corner of Wilton Ave. and Yonge Street — TORONTO, ONT.

Royal Salad Dressing

has many imitators and imitations. There are plenty of people trying in one way or another to sell these imitations on the strength of the value, merit and popularity of **ROYAL SALAD DRESSING** by saying it's just as good.

Royal Salad Dressing is made only by

The Horton-Cato Mfg. Co.

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PORK AND BEANS

One of the best and most constant sellers in Canada and a leading feature in my new advertising campaign.

In Canada when Pork and Beans are called for CLARK'S are in mind whether they are specified or not.

Do not hold back your orders to the last minute. See that your stock of the following is full:

CLARK'S PORK & BEANS
" CORNED BEEF
" OX TONGUE
" POTTED MEATS

WM. CLARK

Manufacturer

MONTREAL

THE VALUE OF BOVRIL

and the advantages of its use will be explained persistently and continuously in the public press through the Fall and Winter.

See that you have stocks of all sizes. 1 oz., 2 oz., 4 oz., 8 oz., and 16 oz.

A post card addressed to

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will bring you, Express prepaid, a supply of attractive show cards for your store.

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Cocoa and Chocolate

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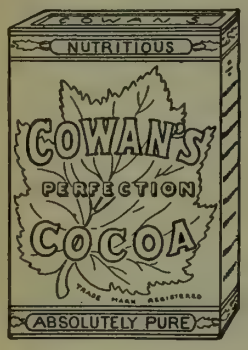

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The Cowan Co., Ltd.

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice **Lozenges**

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Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:

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CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE JOHN P. MOTT & CO. HALIFAX N.S.

MOTT'S: No better Chocolate

Chocolate Season

The weather is getting cooler, the nights longer, and more refreshing, cheering drinks longed for. To prepare the drink of all drinks, get your customers to use

Mott's Chocolate

There are two brands to remember, for drinking and eating, and cooking purposes——

"Diamond" and "Elite"

brands. Your Jobbers carry both.

John P. Mott & Co.,
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Sell the up-to-date standard flaked wheat food—

"FORCE"

People know what a good food FORCE really is—and we are making effort to have them remember it. Look at our honest, sales-compelling newspaper advertising! Is it any wonder that the demand increases every month? Our trade price is the same everywhere, yielding you a good living profit.

THE H-O MILLS
HAMILTON, - CANADA

THE FLOUR AND CEREAL MARKETS

Flour Strong and Likely to Advance—Cereal Business Good, With Probability of Changes Shortly—Export Business on Low Basis.

Millers continue to talk this week about the probability of advances on flour this winter. The market at present is firm, exceedingly so, but not so steady as a week ago.

Dealers in cereals also confirm recent reports as the probability of high-priced oats and oatmeal this fall and winter. The bat market is rather unsteady just at present, and may fluctuate either way within the next few weeks, but ultimately, dealers say, they are certain to be much stronger.

Some export business in flour is being done with British firms mostly in comparatively small lots, though prices being offered for this business allow so small a margin that shippers are not very anxious.

MONTREAL.

FLOUR—The flour market is somewhat stronger this week, but orders continue to be of the hand-to-mouth variety. The undertone of the market is steady. Everyone is looking forward to what developments will take place when new crop wheat reaches the mills. First wheat shipments were made last week. So far the buyers and sellers do not seem to be very near one another. If the statement that the American wheat crop will fall short of expectations is true, Canada may not have much wheat to export, and the European buyers who are holding back may find themselves in an awkward predicament. Prices remain the same.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household,		6 00
Glenora		5 50
Manitoba spring wheat patents		6 00
" strong bakers		5 50
Five Roses		6 00
Harvest Queen		5 50

ROLLED OATS—There has been a good demand for rolled oats during the week, considering the dulness of the last two months, but the market is still far from being in a healthy condition. Prices remain unchanged.

Fine oatmeal, bags		3 05
Standard oatmeal, bags		3 05
Granulated " "		3 05
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 95	2 00
Rolled oats, 90-lb. bags		2 80
" 80-lb. bags		2 50
" bbls		5 60

FEED—Feed remains in the same condition as last week regarding prices, and the demand is a little better. Buyers are not taking large amounts, contenting themselves with small lots.

Ontario bran	21 00	22 00
Ontario shorts	25 00	27 00
Manitoba shorts	25 00	26 00
" bran		22 00
Moullie, milled	27 00	31 00
" straight grained	27 00	33 00
Feed flour	1 60	1 70

TORONTO.

FLOUR—The markets this week are exceedingly firm, and, with an excellent local business being done, the tone is very strong. Prices remain as at last reports, but may vary within the week. Local millers are doing some export business with British firms, but prices offered are so low that there is not a great deal in it. Considerable Ontario wheat is coming in to the millers, and this is of excellent quality.

Manitoba Wheat.

90 per cent. patents		5 30
85 " "		5 00
Strong bakers		4 80

Winter Wheat.

Straight roller	3 7	3 80
Patents		4 6
Blended		4 20

CEREALS—Previous reports regarding the probability of high prices on oats and their product this winter are being verified. Prices remain the same this week, but may vary either way shortly. In any event, dealers say, a few weeks will see a much firmer market. Business continues good, with an encouraging outlook.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 75
Oatmeal, standard and granulated, in bags 98 lbs	3 05

$1,000,000 OF LOBSTERS

Shipped From Halifax This Season—Large Business With London.

Halifax, September 1.—The Furness liner, St. John City, which sailed early last week, carried away a shipment of twelve thousand cases of lobsters for London. In spite of the inroads made on the lobsters stored at the Deep Water terminus, an equal quantity still remains for shipment and ten thousand cases more will probably arrive before the last shipment of crustaceans is made. No. 4 freight shed is filled with lobsters. About 75,000 cases have been shipped this season, and it is estimated by a lobster shipper that the value of the lobsters shipped from Halifax this season will be approximately one million dollars. The lobsters now reaching the city are chiefly from Prince Edward Island and Cape Breton ports.

TRADE NOTES.

Chas. H. Durant, grocer, Dundas, has assigned.

H. W. Jacques, grocer, Chatham, has assigned.

J. W. Edwards' general store, Cairo, was burned last week.

The West End Fruit Store, Edmonton, Alta., is going out of business.

The Trent Valley Sugar, Provision & Cold Storage Co. has opened for business in the old packing house at Peterboro, Ont.

The Rogers Fruit Co., Saskatoon, Sask., will erect a new and larger warehouse, owing to the increase of their business.

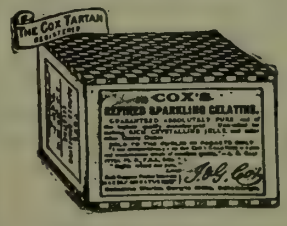
Quality Talks

with more influence, in the long run, than does price. That accounts for the great success of

Mooney's Perfection Cream Sodas

We use only the purest of materials. Our method of baking is perfect, so is our way of packing. The result is that every one of Mooney's Perfection Cream Sodas has a delicious and lasting crispness unknown to other brands.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA



COX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE

PURITY GUARANTEED BY THE MAKERS

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH.

Meurisse Chocolates

would never sell so largely were they not the acme of perfection in modern chocolate manufacture. Dainty confections that pay every dealer a good margin.

re a Trial Lot.

Chocolats Meurisse

J. A. HERREBOUDT, Manager

22 Lemoine Street, - - MONTREAL

Agents:
Mathewson's Sons, Montreal: T. E. Charest, St. Gabriel St., Quebec; W. C. Scott, 76 Queen St., Ottawa.

White Moss Cocoanut

Sells Everywhere

Standard For Years

MADE BY

The Canadian Cocoanut Co., = Montreal

Carr's Celebrated BISCUITS

OUR AGENTS ARE NOW SHOWING SAMPLES OF OUR NEW LINES.

CARR & CO.,

Carlisle, England

Agents - WM. H. DUNN

MONTREAL and TORONTO

MAPLE SUGAR

am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. CIRARD, - Richmond, Que.

Freight is no more on full strength
MAPLE SYRUP
containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.
Canada Maple Exchange, Limited, Montreal

Small's TRADE MARK. Smalls

OPEN TO BUY
Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.
C. A. PARADIS, Quebec

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00
EASY TERMS.
Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

POT AND PEARL BARLEY

CALEDONIA MILLS

A. AND B. FEED

John MacKay Limited - - - - - Bowmanville, Ont.

EPPS'S

GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS **COCOA**

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal
Agents.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM *ESTABLISHED 1871*

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

SUCCESS FROM WINDOW CARDS.

A Montreal Grocer Tells His Experience —Some Hints for the Card-writer.

A Montreal grocer who has met with a large measure of success, states that he attributes his progress largely to the effective display cards which he has used. This form of advertising he maintains, will interest the prospective buyer more quickly than any other method. In substantiation of this statement he says: "If a person is passing a window and in it there is something which interests her she will, unless interested directly at the moment, pass by, but if this article has a card on it, stating the price, the chances are, if it is a bargain that the person in question will come in and make further inquiries. After this the probabilities are good for a sale."

Discussing this point it was suggested that the average grocer, perhaps, could not make his own display cards, and to get them printed would add another expense to the list. On this point, however, the grocer stated that the art of making creditable show cards was more simple than most merchants might suppose. Around nearly every grocery there is a clerk who has a gift for this sort of work, and the duty of keeping the windows well supplied with cards can be allotted to him. The necessary tools are simple and few, and the rest is merely practice. The first attempts may be somewhat crude, but soon they will begin to assume proper form. The ink is made by thinning ordinary lettering paint with turpentine, which comes ground in oil. It is necessary to ask for drop black ground in oil, as lamp black makes a grey color, and is liable to rub off. The brushes are known as camel's hair variety. No. 3 size, 1 inch, is best for the smaller figures and letters up to 2 inches high. No. 6 size, 1 inch, for larger figures and letters.

The stroke is always made with the flat side of the brush. The brush should be held loosely for obvious reasons. Bristol board, cut into appropriate shapes and sizes, should be used. First, until the eye becomes trained, the work should be laid out with a pencil, otherwise when completed, it may look lopsided. The pencil lines provide a guide so that the work can be accomplished more quickly. It is absolutely necessary to tell the story in the fewest possible words. This makes the card striking in appearance. A card which is too heavily laden with lettering requires too much time to read, for the casual passerby, therefore, it goes unread. Lucidity and brevity also have their advantages from the viewpoint of neatness. It is best to commence practice on a piece of brown paper, as the first efforts will in all probability, be failures. A corner of the store, or back room, may be arranged for the work. A sloping desk, which can be easily constructed of stray boxes, and the cover can be made to lift up, so that the tools can be placed away when done with them.

It is best to stick to a simple form of lettering. Don't experiment with too many styles, as the simpler the letters are the more surely is the message conveyed to the general public, whereas it may be lost in the vortex of too many flourishes. If the operator becomes very expert he can try his hand at mounting suitable and artistic clipped pictures from magazines and other sources and putting in with the brush a suitable background. Some of the pictures thus made are so well done that from a slight distance it is impossible to tell that the picture is pasted on.

AN IDEA FOR CANNED GOODS DISPLAY.

In a very well arranged grocery in one of the leading suburbs of Montreal may be seen a bright idea in the way of shelving. There are four round posts in this store, and each one of them has shelves encircling it. These shelves project far enough from the post all around to allow a tin of vegetables or fruit to stand on them. As the result, it appears to be a solid column of canned goods, as only the capital on the top of the column appears in view. This grocer states that it is surprising how much stock can be piled around the posts in this way, and the fact that each can rests on a shelf and not on its neighbor underneath, renders them accessible at all times. In cities where ground rental is high all sorts of schemes have to be resorted to to obtain additional space, and this offers a useful way of storing canned goods. All kinds of designs can be worked out, from a serpentine winding effect to a cross section pattern, like a barber's pole.

ORIGIN OF THE WHISK BROOM.

"Do you know," said an old blind broommaker of St. Louis, "that the whole broom trade of the United States, amounting as it does to many millions of dollars every year, originated from a single broom seed, planted by one of the greatest men that ever lived in America?

"A few years before the Revolutionary War a lady in England sent to a friend in Philadelphia, a little whisk broom, then regarded as a curiosity. She was showing it to Benjamin Franklin, who noticed near the end of one of the straws a single seed that, by oversight, had been left on the stem. He asked the lady's permission to take it off; then planted it in his garden, and by the end of the season was delighted with both the crop of straw and of seed. For two or three years every seed was carefully saved for planting, and when his crop began to assume respectable proportions he recommended the seed to his friends, told what use was made in England of the straw, and the manufacture of whisk brooms began. A long time was required to bring them into popularity, for hair brushes were then in use to do the work of the whisk broom; but by and by people began to find out that whisk brooms were better. At first they were used only to brush clothing, while hickory brooms and brooms made of willow and birch twigs were used on the floors; but the cornplant broom soon demonstrated its own superiority to either of the others, and the result was that by the beginning of the nineteenth century the corn broom had distanced its rivals, and in twenty years more willow and hickory brooms had been banished from houses and relegated to the rough work done on barn floors, decks of ships and similar places."

BOUNTIFUL WILD RICE CROP.

There is every promise of a bumper crop of wild rice on Rice Lake, Ont., this year. The straw is so heavy now that it is difficult to push a canoe through it. Harvesting will commence next week. With the present high price for rice, the Indians, who profit by it mostly, should make good wages out of it. The heavy crop of rice should make the wild ducks plentiful in that vicinity another fall. Rice Lake sportsmen are anticipating fine sport during the season, which opened on September 1. The parched rice sold last year for fifteen cents a pound—three times the price of seven or eight years ago.

H. P. Meyers has opened a provision store in Woodstock, Ont.

W. J. Wilson, representing S. H. Ewing & Sons, Montreal, has returned from a very successful trip to the Maritime Provinces.

Mr. Groceryman

¶ You are in a favorable position to take advantage of the offer of the Orange Meat people.

¶ They are advertising a series of Cash Prizes to the parties sending in the largest number of Carton bottoms taken from their Orange Meat packages.

¶ These prizes range from one dollar each up to a single Cash Prize of Seven Hundred Dollars, or an annuity of Fifty-two dollars every year during the life time of the Winner. Begin immediately. Full particulars on Card found in every package.

TO THE TRADE :

EXHIBITION VISITORS

will do well to call and place their order for Canadian Fruits with us before returning home.

Peaches, Pears and Plums for Preserving

Also Full Lines of All Imported Fruits

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY

HAMILTON

JAMES SOMERVILLE, Manager

Why Have Bad Debts?

No need to! Let us handle the overdue debts of your slow-paying customers and we'll get the money for you. We've been in business a year, now, and all our clients are still sending us business.

They are Satisfied You'll be, Too!

The Beardwood Agency

313 New York Life Building - MONTREAL

FRUITS, VEGETABLES AND FISH

Pickling and Preserving Lines Arriving Rather Freely—Native Fruit Displacing Imported Lines—Garden Lemons an Oddity.

The pickling season for fruit and vegetables is almost here. In fact some housekeepers are already laying in stocks. Pears and plums are the best lines among fruits, and gherkins and white onions among the vegetables. As yet very few green tomatoes and red cabbage is offered, and red tomatoes are not so plentiful as a short time ago. Red peppers are arriving on the markets in increasing quantities, and celery is again coming to the front.

Apples are being sold now in barrel lots, and immense quantities of peaches of all grades are being offered in the Ontario markets. The early varieties are plentiful enough, but the later lines in the Niagara District will only be about normal. Essex County, however, and Western Ontario generally report a good crop of all grades. Plums and pears will be fair in all grades, but not the bumper crop which the Spring and early Summer months promised.

MONTREAL.

GREEN FRUITS—Native fruits have declined in some lines, among which are blueberries, which are now being quoted at $1.25 for the 20-quart boxes. Apples are lower, being obtainable at $1.75 to $2.25 per bbl., Montreal. Melons are down to $3 to $5 per basket, of 13 to 14 melons. Blackberries are nearly done. In the market foreign fruits remain the same as at last quotation, with the exception of Verdelli lemons, which are now on the market at $3.75 to $4. The demand, generally, has been very good during the week.

California oranges, late Valencia	4 00	5 00
Peaches, boxes	1 50	2 00
Plums, 4 basket crate	1 50	2 00
Pears, boxes	2 50	3 25
Verdell lemons	3 75	4 00
Bananas, per bunch	1 50	1 75
Cocoanuts, per bag		3 50
Watermelons, each	0 30	0 40
Pineapples	3 50	4 00
Blueberries, 18-20 qt. box		1 25
New Apples, per bbl	1 75	2 25
Montreal melons, per basket of 13-14 melons	3 00	5 00
Blackberries, per quart	0 08	0 12
Can Peaches, basket	0 50	0 75
" Plums, basket	0 50	0 75
" Pears, basket	0 40	0 60

VEGETABLES—There has been a very general depreciation in values all around, with the exception of cabbage, which is somewhat firmer now, being quoted at 50c dozen, instead of 25c to 40c, as at last quotation. Egyptian onions are practically off the market, very few now being obtainable. Vegetables are very much in demand, and it looks as though the past dullness, owing to too high prices, will be amply compensated for now, as supplies are arriving with a rush.

Parsley, per doz. bunches		0 10
Sage, per doz		0 50
Savory, per doz		0 25
Celery, doz		0 40
Water cress, large bunches, per doz		0 25
Spinach, box		0 40
Green peppers, doz		0 15
Montreal cucumbers, doz		0 15
Beets doz bunch		0 10
Carrots, doz. bunch		0 15
Montreal tomatoes, gin box	0 25	0 40
Spanish onions, small crates	1 25	1 50
" " large crates		2 15
Lettuce, per doz	0 10	0 40
Radishes, doz	0 10	0 15
Horse radish, per lb		0 10
Beans, green, bag		0 75
Egg plant, doz		1 00
Cabbage, doz		0 50
Montreal new potatoes, bbl		2 50
Onions, large bunch	0 15	
Fresh corn, per doz	0 07	0 20
Turnips, doz		0 5

FISH—Haddock are scarce this week, and the price has advanced a little. Fresh cod are in good supply and those arriving are of superior quality. Dore, pike and lake trout are still scarce. Whitefish are now coming in more freely. There has been an improvement in the supply of brook trout, but the price continues high. There has been a little more enquiry for smoked haddies and kippers, and as the weather becomes cooler the demand will become greater. Labrador herrings are now quoted, and those which have arrived are of good quality. Green cod is also commencing to come in. There is a better demand for prepared fish, including skinless cod, in 100-lb. cases, dry cod in bundles, and boneless cod in blocks. Oysters continue slow in demand, but the market will improve with the advance of cooler weather. The trade passing during the week was good.

Fresh and Frozen Fish.

B.C salmon		0 16
Brook trout, lb		0 25
Haddock, per lb		0 05
Fresh halibut		0 10
Mackerel, "		0 10
Dore, "		0 13
Steak cod	0 06	0 07
Market cod, lb		0 06
Pike, lb	0 05	0 06
Whitefish lb		0 10
Lake trout		0 10
Sea trout lb		0 12
Flounders, lb		0 10
Bluefish, lb		0 17
American live lobsters		0 24
Bullheads (dressed)		0 10
Smoked and Prepared—		
Kippered Herring, 50 in box		1 25
Yarmouth Bloaters, per box		1 10
Shredded cod, box of 2 dozen cartons		1 80
Skinless cod, 100 lb. cases		5 50
Boneles cod, 50 lb. boxes		0 05½
Boneless fish, 20-lb. boxes, blocks		0 06½
Boneless fish, 25-lb., boxes, per lb		0 04½
Smoked herring, box		0 18
Dry cod, 112 lb. bundles		6 75
Oysters and Lobsters—		
American live lobsters, lb		0 24
Standards, bulk, per imp. gal		1 50
Standards, quart tins, sealed		0 40
Paper pails, 100, pint size		1 10
" 100, quart size		1 80
Pickled fish—		
No. 1 Mackerel, 20-lb kitts		1 75
No. 1 mackerel half bbls		8 00
Green cod, large, per 20		7 00
Green cod, " "		8 00
Labrador herring, bbls		5 75

TORONTO.

GREEN FRUITS—A great range in both the price and the quality of fruit is noted on the market this week. Native lines have almost entirely supplanted the imported fruits. With the exception of oranges, lemons, bananas and watermelons, which may be regarded as staple lines, Canadian fruit has the call. California grapes in cases are still arriving and are finding normal sales, but the native grape lines are beginning to arrive more freely and may be expected to cut deeply into the business. Green grapes from Niagara are shown in small baskets and they look good. Pears of all qualities are coming in rapidly and almost every dealer has his own price. Plums, too, are at various quotations, and peaches may be obtained at various prices, from 25c to $1.25. Some splendid blackber-

ries are arriving from the north country which compare very favorably with the earlier varieties. The great feature of the market, however, is melons, and they are present in all varieties and sizes. There was a drop in the price of melons early in the week, but they firmed up again with the great number of buyers who have been attending the market this week. All prices have declined a little since last quotation.

Peaches, Canadian, early, basket	0 25	0 50
" " Crawf rds	0 50	0 65
" " St. John Freestone	0 50	1 25
" California, late	1 50	1 60
Plums, Canadian, small egg	0 40	0 60
" " large blue, basket	0 35	0 50
Pears, Canadian, Bartlett	0 40	0 50
" " preserving	0 25	0 35
Grapes, Canadian, blue, basket	0 25	0 60
" " green	0 26	0 30
" California, green, crate	2 50	2 75
Apples, Canadian, harvest, basket	0 12½	0 25
" red, Astrachan, basket		0 25
" fall, bbl	1 50	2 00
Musk Melons, Canadian, basket	0 40	0 60
Cantaloupes, California crate		6 00
Cantaloups Canadian, Rockyfords	0 35	0 50
Blueberries	0 90	1 00
Oranges, late Valencias, California, box	4 25	5 00
Lemons, California	4 50	5 50
Limes, per case		1 25
Bananas Jamaicas, firsts	1 75	2 25
" Jamaica eights	1 30	1 50
" jumbos	1 85	2 25
Watermelons	0 25	0 35
Blackberries	0 07	0 09

VEGETABLES—Almost all kinds of vegetable lines are now being offered. The early varieties are firming up slightly, but the later lines are declining somewhat in price. Potatoes are down and so are gherkins and generally all pickling lines. Cabbage is now sold in barrels. Cucumbers are of better quality than for some weeks past, while tomatoes look a little sounder. Canadian sweet potatoes are being shown in sample lots, and an interesting new line is the garden lemon, two baskets

Exhibition Visitors

CORDIALLY INVITED TO CALL ON US WHEN IN THE CITY.

WAREHOUSE—Cor. Front and Church Streets.
FRUIT MARKET—Foot of Yonge Street.
AUCTION ROOMS—Foot of Scott Street.

Wholesale Fruit and Produce, Fish and Oysters

WHITE & CO., Limited
TORONTO
BRANCH AT HAMILTON.

W.B.
Wholesale Fruit Broker

HEAR! HEAR!!
offers NEW MESSINA LEMONS
The Famous Pack of
Profit Makers **Tracuzzi Bros.** Order them
W. B. STRINGER
Toronto Canada

St. Nicholas,
Home Guard,
Kicking,
Puck,
Map'e
Leaf

Best Lemons on Earth

Packed by
Franc Tracuzzi
Messina and Catania

Sole Wholesale Agent,
J. J. McCabe
32 Church Street, Toronto

FRESH ARRIVALS

Extra Fancy New Verdelli Lemons
California Late Valencia Oranges
All Sizes.
(Extra Fancy "Golden Orange" brand.)

Water Melons and Bananas
All Kinds Canadian Fruits and Vegetables
Also
California PLUMS PEARS PEACHES Prices Reasonable

HUGH WALKER & SON
GUELPH, ONT.

A car of fancy New Verdelli Lemons, Fancy Late Valencia Oranges, Musk Melons, Watermelons, and a full assortment of all home grown fruits, fresh every day.
THE DAWSON COMMISSION CO., TORONTO

of which attracted much attention. Nobody seemed to know much about them. They are a lemon-shaped and colored vegetable from the north shore district, in the vicinity of Oakville. The skin is smooth and the inside looks as if related to the melon family. Evidently the taste for these garden lemons must be cultivated, for they did not strike the appetite of any person curious enough to taste them.

Cucumbers, Canadian, per basket		0 20
Ghe kins, basket	0 35	0 50
Tomatoes, Canadian, per basket	0 20	0 30
Bee.s, Ca adian, basket	0 25	0 35
Egg plant basket	0 20	0 25
Beans, wax, per basket		0 40
Potatoes, Ontario, per bushel	0 80	0 90
" New Brunswick, per bush		1 00
" sweet barrel		4 50
Onions, Be.mudas, per 50 lb. crate		2 50
" w.ite, pickling, basket	0 75	1 00
" Canadian, dried, basket		0 35
Carrots, new, per bask.t	0 30	0 35
Green Peppers, basket	0 25	0 35
Red eppers, ba.k t		0 40
Cabbage, Ca adian, bbl		1 25
Green corn, doz	0 07	0 08
Vegeta le marrow, basket		0 25
Squash, basket doz		0 30
White turnips, bush		0 50
Cauliflower doz		1 25
Celery native doz	0 35	0 40
" imported, doz		0 60

FISH—Practically unchanged are all fish lines this week. Supplies are fair and demand is better than during the past two months. Some of the fish dealers are handling blueberries from the Georgian Bay District, but if they were not so soggy, and if a little more care was taken in their picking, packing and shipping a better price might be obtained.

Perch, large, per lb		0 05
Blue pickerel, per lb	0 05	0 07
White fish, Georgian Bay, per lb		0 11
Herring, medium, per lb	0 05	0 07
Whitefish, Lake Erie		0 11
Cod, fresh	0 08	0 09
Trout, fresh, per lb		0 11
Halibut, fresh caught	0 09	0 10
Shredded cod per doz		0 20
Bluefins, small white, per lb		0 07
Haddock, fre h		0 07
Sturgeon, per lb	0 12	0 18
S a salmon	0 15	0 18
P ke	0 05	0 05½
Pick rel, yellow	0 05½	0 09
Herring, smoked, bundle		1 01
Mack-rel, e.ch	0 20	0 30
Smelts, per pound		0 20
P llock		0 05
Oysters, Long Is'and, gal		1 75

LARGE AND EARLY ORANGE CROP

Spanish Onions Dearer Than Last Year —Garden Lemons, a New Vegetable.

This year's orange crop, if present indications count for anything, will be an exceptionally large one. It will be gathered, too, a full month ahead of a year ago. Florida oranges may be expected to arrive on the Canadian markets on or shortly after the first of October. The quality of the fruit, too, is expected to be first class.

Lemons will be a fair crop, and but slightly above normal. They will be later than usual, though not very much later, and Canadians may expect to ask for them shortly after November 10.

The Spanish onion season in Canada begins towards the end of July or early in August and continues until March, when Egyptians come to the front to fill in the gap. Spanish onions are two shillings dearer than at this time last year, that is on fours, the size most in demand in this country. This is said to be due to the smallness of the crop; the other sizes being more plentiful and but little advanced in price. At present, owing to the markets being stocked with Canadian onions, there is little demand for the Spanish, so this advance is not much noticed. But later on there will be an outcry, and if the demand does not come up to normal there will surely be a decline, small crop or not.

A new vegetable made its appearance this week on the Toronto market and has aroused a large amount of curiosity. It is called the garden lemon. It resembles a lemon in color and appearance, with this difference, that it is larger, and the skin is smooth. It is related to the melon family in that the inside resembles a small-size cantaloupe, but the taste is somewhat akin to the egg plant. The taste is not agreeable on first acquaintance and must be cultivated. The lemon grows on a small tree or shrub and comes from the Oakville District. Here is a chance for the grower to indulge in experimental work if he feels so inclined.

A NEW FRUIT COMPANY.

The Imperial Fruit Company, Montreal, has been incorporated with a capital of $49,000, to carry on business as planters, growers and dealers in fruits, vegetables and produce, and to import and carry on its own vessels produce between Canada, the Bahamas and the West Indies. The directors are D. W. Campbell, F. Fowler, I. Hibbert, Jno. Wallace and R. C. Barry, all of Montreal.

HOW TO HANDLE BANANAS EASILY.

All grocers, and in fact everyone who has been compelled to handle banangs, knows what an awkward proposition they are to hang up. This is so because they have to be hung up while all the supporting is done from the top instead of underneath, and from a step ladder it amounts to virtually holding them out at arms length to hang them. This difficulty has been overcome by a Montreal grocer, who has a store which contains many labor-saving devices, due to his ingenuity. This device in particular consists of a small ratchet pulley block and paul, suspended from a hook screwed into the ceiling. With this ratchet the pulley is permitted to turn only in one direction. This fact allows the grocer to elevate the bunch to any height he wishes by pulling on the other end of the rope and as quickly as the strain is released on the rope with which they are elevated, the ratchet prevents the bananas from falling back.

A FEW STORE RULES.

Don't forget to commend the clerk when he does something well.

Never misrepresent your goods. Don't claim that they will do something that they will not. Besides, you may cause your clerk to practice such a rule to the extremes.

Don't let your store get a name as a "hang out." Disregard the idlers, don't converse with them; stumble over them two or three times and they will soon realize that they are in the way.

Take the clerk into your confidence. He hears more criticism of the store than you do.

Don't forget that your show window is your best salesman or your worst foe, as you make it. It is the only means passersby have of judging your store.

Learn the names of all your customers. Calling a person by name goes a long way toward breaking down that barrier of reserve which otherwise is so hard to get around.

Study every customer and cultivate his acquaintance. It will help you increase your sales.

Last, but largest, wear a smile; don't let a customer see a scowl or an expressionless face when he enters the place.

THE STORE WINDOW AT NIGHT.

The Guelph Correspondent Discusses a Seldom Considered Feature of Advertising.

"It's a howling success," said a prominent grocer to me to-night, and on inquiring what, he said: "Just what you see." He meant the idea of leaving his windows lit up at night. Well, to prove the fact, we stepped inside and sat and smoked a cigar, also counted the number of people who stopped and criticized that window and its contents; also heard some of those criticisms which were really good to hear. Some stopped, looked and went on without remark; a few women picked out articles to buy next morning, and others said I must tell So-and-so. I began to see where the howling success came in. Then along came some of the boys we know in the grocery business, and then that window went under a most rigid inspection, but no serious fault was found. The merchant counted 20 out of 45 people we saw that night the next morning as customers or purchasers, and then he really did not see half. Now, it really does not cost much, and the people in a city like Guelph are out sight-seeing in the evenings and have no place to go, except to the 5c shows, and what better idea than to have them entertained by your window display at so little expense to you. I being a little inquisitive, asked him, knowing him to be a large newspaper advertiser, which he considered best. He said: "Now, look here, young man," (I am glad he said I was young), "if you had a team of horses and both were doing all you required of them, which would you sell?" I told him neither, if I needed them. "Well, that is just my position exactly. My advertising pays both ways, and I always keep in the limelight some how. I consider we do the best grocery business in Guelph. We also consider our advertising helps us to do it, and if we had to give up one or the other we would be inclined to use our lighted windows at nights." From what I saw and heard I agreed with him and still think as he does. Both ways do certainly pay.

The grocery stock of Harry Elliott, Hamilton, is advertised for sale.

Mrs. A. Cassidy, Pembroke, has sold the grocery business she has conducted for the past twenty years to Wm. Engley.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30	00
" " "	6 months...	17	00
" " "	3 months...	10	00
50 " "	1 year.....	17	00
" " "	6 months...	10	00
25 " "	1 year.....	10	00

PERIODICALS.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S W.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

EXPERIENCED TRAVELLER, best references, open for high grade line, on commission, for Maritime Provinces. Apply Box 210, THE CANADIAN GROCER. (38)

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

NATIONAL AID.—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

MISCELLANEOUS.

WILL EXCHANGE, a good working Cash Register, cost $90, for a scale, Computing or c ose weigher, any make. Write E. Tomlin, general merchant, Sombra, Ont. (37)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

SITUATION WANTED.

YOUNG MAN, aged 21, wishes to secure position with some western firm as salesman in grocery or general store, or position as assistant book-keeper. Have had seven years experience in the general store business and understand it thoroughly. Also have had considerable experience as head book-keeper with a manufacturing concern in Nova Scotia. Can furnish best of references regarding character and ability. Apply R., Box 177, CANADIAN GROCER.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

REFRIGERATORS
FOR BUTCHERS AND GROCERS
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

FOR SALE.

A LIVE GENERAL BUSINESS, in one of the most desirable towns in eastern Saskatchewan (population 1500). Best stand in the town, bright and attractive. Stock about $7,000, all clean, can be purchased at 90 cents. Will arrange terms to suit purchaser. This is a good live proposition, the only reason for selling being that present owner has other interests which necessitate his entire attention. Full particulars by addressing Box 7, THE CANADIAN GROCER, Winnipeg, Man. (38)

FOR SALE—Cash grocery business in the live town of New Liskeard, one of the best stands in town. Stock clean, about $2000. Splendid chance for young man. Good reasons for selling. Apply A.P.B., THE CANADIAN GROCER, Toronto.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

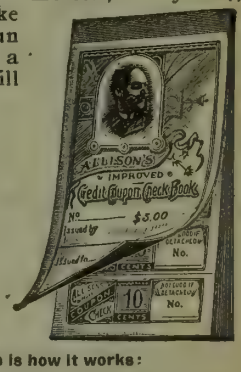
I. C. STEWART, Halifax.

When the Fall Rush Begins

you will need every convenience that will increase the efficiency of your business organization—every device that will eliminate unnecessary work, reduce liability to error, cut out friction and lost motion, everything that will make the wheels run smoother. In a word you will need the

Allison Coupon System

and the time to install it is NOW, before another day has been lost.



Here is how it works:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by the

Allison Coupon Co.

INDIANAPOLIS, IND.

IT PAYS

to sell good coffee. People get the habit of going to the store that sells the best coffee. Chase & Sanborn's High-Grade Coffees are the best that money can buy.

CHASE & SANBORN

Importers MONTREAL

Australian Storekeepers

handle

"OXOL"

FOR CATTLE

in immense quantities.

Canadian Storekeepers

will shortly do the same.

"OXOL" FOR CATTLE

No. 1, "Oxol" Pulverised Doses; No. 2, "Oxol" Drench for Calves; No. 3, "Oxol" Horse Balls; No. 4, "Oxol" Salve; No. 5, "Oxol" Easy Milking Pomadium; No. 6, "Oxol" Swine Powders.

These six very scientific preparations are compounds of the purest and highest quality. They **Feed, Fatten and Cure** Horses, Cattle, Sheep and Swine. **One Agent Only** will be established in each district, and will be advertised as Sole Superintendent of our trade in his particular territory. Applications for district agencies are invited to be sent in at once to

S. K. & T. C. WINDSOR, 253 St. Paul and 2 St. Vincent Sts, MONTREAL

and in England, Australia and New Zealand

Your Customers Know It!

¶ Magic Baking Powder insures such delightful results in baking that housewives most everywhere use it.

¶ The purity and wholesomeness of the ingredients that enter into its making have made it Canada's Standard Baking Powder.

Magic Baking Powder

is so splendidly advertised and yields such a lasting profit that it is everywhere sold by wide-awake Grocers.

¶ If you aren't handling it, hadn't you better begin now?

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

See our Exhibit Main Aisle Manufacturer's Building.

HAND POWER ELEVATOR

LOAD, 1,500 lbs. CAR, 6 x 5 FT.

$100.00

F. O. B. HAMILTON ONTARIO

We supply drawings and instructions enabling anyone to install.

SAVE
TIME
LABOR
EXPENSE
HANDLING
GOODS
FOR UPPER
FLOORS

Write our nearest office for full particulars.

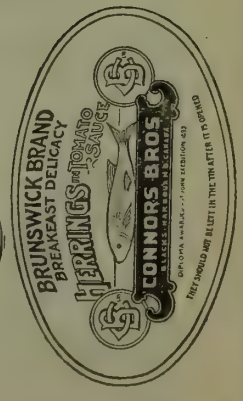
MONTREAL St. James St. | WINNIPEG McRea Block | VANCOUVER Alexander St. | OTTAWA O'Connor St.

Otis-Fensom Elevator Company, Limited

HEAD OFFICE — TORONTO, ONTARIO

THE THREE LEADERS

THE FISH ARE SUFFICIENTLY COOKED AND MAY BE EATEN COLD
BRUNSWICK BRAND
KIPPERED HERRING
PREPARED BY
CONNORS BROS LTD
BLACK'S HARBOR, N.B. CANADA
DIPLOMA AWARDED AT ST. JOHN EXHIBITION 1893
THEY SHOULD NOT BE LEFT IN THE TIN AFTER IT IS OPENED


BRUNSWICK BRAND
BREAKFAST DELICACY
HERRINGS in TOMATO SAUCE
CONNORS BROS
DIPLOMA AWARDED AT ST. JOHN EXHIBITION 1893
THEY SHOULD NOT BE LEFT IN THE TIN AFTER IT IS OPENED

Connors Bros., Limited

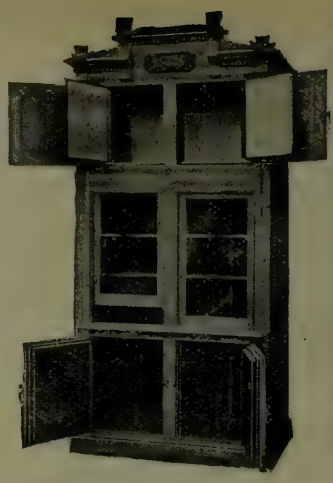
Black's Harbor, N.B.

IF!

Retail Grocers

will use **WILSON'S FLY PADS** over Sunday exactly as directed, they can keep their stores free from pestilential house flies, alive or dead.

Up-to-date Grocers are doing so.



Arctic Refrigerators

for Grocers and Butchers, The Coldest, Dryest and most up-to-date refrigerator on the market.

Western representatives, Ryan Bros., Winnipeg

Eastern representatives, Wolf, Sayer & Heller, Montreal.

Write for Catalogue.

John Hillock & Co., Ltd.,

154 George St., **Toronto**

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

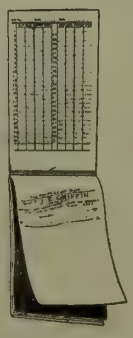
Keep Track of the Goods

you sell and the money your customers owe you, by using our simple

"DUPLEX"

COUNTER CHECK BOOK

It's a money-saver, a time-saver, a trouble-saver and a customer-keeper.



Write for full information

The Carter-Crume Company Limited,

Toronto, Ontario

We Distribute Cars

Ship your goods in car lots in our care, Mr. Manufacturer, and we will distribute them among your customers. We have a large warehouse with excellent track facilities and we make a specialty of this class of work.

Correspondence Invited.

R. B. Wiseman & Co.,

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Manufacturers' Agents and Brokers.

Open to handle one or two more lines of groceries or fruit.

FACTS ABOUT GROCERIES

Information of Interest to Clerks and Grocers About the Goods They Are Handing Over the Counter.

The History of Tabasco.

In the Spring of 1866 a traveler, returning from Southern Mexico, brought with him a number of pepper seeds, some of which he presented to E. McIlhenny, of Iberia Parish, La. The latter, like many other Southerners, was very fond of hot condiments, and planted these pepper seeds, and, finding the fruit well flavored, made experiments with the peppers, trying to preserve them in such a form that they would retain their strength and flavor. During the Winter of 1866 he made a pepper sauce which his friends pronounced excellent, and its success induced him to plant more peppers the next year, and in the winter of 1867 the celebrated "Tabasco Sauce" first made its appearance in public. Having made a sauce that met his expectations, the next thing was to give it a name. Mr. McIlhenny finally decided upon "Tobasco," because the seed of the pepper came originally from the State of Tabasco, Mexico. The Tabasco pepper-sauce factory is known as the "laboratory," and no kitchen could have more attention given to it as to cleanliness in all its details.

The World's Tea Production.

The world's production of tea, at the present time, according to the Tropical Agriculturist, is about 682,000,000 pounds. This figure is based upon the quantity exported from tea-producing countries. In 1897 the total production was 556,000,000 pounds, a gain of 127,000,000 pounds in ten years; or 22 per cent. Changes have taken place in this decade in the source of exports. China, which was once the leading tea producer of the world, has lost ground, while India and Ceylon have increased their exports. Java has, likewise, gained even more rapidly than any of the other countries mentioned. In 1896 that country exported 9,568,732 pounds, against 27,760,000 pounds in 1906. The British colony of Natal, 1896, exported 792,100 pounds, and in 1906, 1,650,000 pounds. Apart from these two minor countries, India, Ceylon, China and Japan are the leading producers and exporters.

Safety Matches.

These were first invented about 1855 by a Swedish gentleman named Lundstrom, a Master of Arts, but also engaged in the world-renowned match factory of the Jonkoping Co., at the town of Jonkoping, in Sweden.

Safety matches may be defined as matches which will only strike on the boxes. The idea is a very simple but a very clever one. The inflammable ingredients are merely kept separate, one mixture being placed on the end of the match, while the other is spread on the sides of the boxes and called friction. The inflammable material into which the match is dipped ordinarily consists of the chlorate and bichromate of potassium, red lead and antimony sulphide; or, say, 40 parts of minium, 30 parts of antimony trisulphide and 6.7 parts of gum arabic. The friction or striking surface is generally prepared by mixing, say, 9 parts of amorphous phosphorus, 7 of iron pyrites, pulverized and sifted, 3 of pulverized glass, and one part of glue or gum, with the requisite quantity of water. It is therefore only on a surface smeared with the latter mixture that the former will ignite.

What is a Fresh Egg?

The question, What constitutes a "fresh egg?" was settled at the concluding session of the first congress of the French Milk Industry and Dairy Produce Societies, recently held in Paris.

After a lively discussion, joined in by 200 members of the congress, the following definition was agreed on:

"A fresh egg is an egg which, on being tested, is found not to have suffered in any way from evaporation, and which shows no trace of decomposition."

Valencia Almonds.

A sweet variety, somewhat similar to Jordan almonds, but shorter and broader, being from ½ inch to ¾ inch long, with dark, dusty skins.

TRADE NOTES.

J. Bete & Cie., confectioners, Quebec, have been registered.

Percival & McKnight, grocers, Killarney, Man., have dissolved.

J. J. Cracknell, Toronto, has sold his grocery business to C. F. Gorrie.

Robt. Rae, general merchant, Radisson, Sask., is succeeded by Rae Bros. & Smith.

The assets of the Lanigan Mercantile Co., general merchants, Lanigan, Sask., have been sold to H. L. Hood & Co.

Handle
OLD CHUM
Cut Plug Smoking Tobacco
It's a Trade Bringer

CLAY PIPES
The best in the world are made by
McDOUGALLS
Insist upon this make
D. McDOUGALL & CO., Glasgow, Scotland.

To Increase the Volume of Your Business
it pays to always carry in stock these famous brands of cigars:
Champlain — St. Louis (5c. retailer)
Havana Second — El Sergeant (10c. retailer)
The last named received the Gold Medal of Merit at the Paris Exposition, 1900.
If your jobber refuses to procure these brands for you write direct to
JOS. COTE
The Largest Importer of Smokers' Articles and Wholesale Tobacco Merchant in the Dominion.
Office, 186-188 Rue St. Paul. Phone 1272
Warehouse - - 119 Rue St. Andre
Branch - 179 Rue St. Joseph. Phone 2097
QUEBEC

Tel. Up 2076 — Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

THE IDEAL STORE FIXTURE

"WALKER BINS"

There is a personal satisfaction in having a store equipped with Walker Bin Fixtures.

The beauty of their design and their elegant appearance are unsurpassed, and for this, as well as for the peculiar attractiveness of their display, they impress the customer and offer a continued and irresistible temptation to buy. Their compactness and convenience are appreciated by the clerk, who finds everything he wants, when and where he wants it. They are a joy forever to the proprietor, for he sees his sales increasing, his losses, from waste, dirt, insects and samplers, diminishing and his store service prompt and effective.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

FRUIT CANS
All sizes—All kinds.

SYRUP CANS
For products of Maple, Corn and Cane.

MILK CANS
For Sweetened Milk and Evaporated Cream.

MEAT CANS
Bevelled, Round and Square.

BISCUIT TINS
of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE
Norton Manufacturing Co.
HAMILTON

GROCERS and BUTCHERS
At YOUR service

With the following special lines, discounts for cash or easy terms net.

THE TOLEDO AUTOMATIC SCALES
THE EUREKA REFRIGERATORS
THE CLIMAX CHEESE CUTTER
THE STERLING MEAT SLICER
THE CLIMAX AUTOMATIC SLICER
THE WESTERN CASH REGISTER

Office and Store Fixtures, Counters, Shelving, etc.
Butcher Supplies in General.

Don't hesitate to write, call, or phone us for further information.

THE UPTON & REED SPECIALTY CO.
Phone Main 5399. 149 QUEEN ST. W., TORONTO, ONT.

The
Elgin National Coffee Mills
40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

We make a specialty of
COUNTER CHECK BOOKS
for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.

We manufacture
SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited
MONTREAL TORONTO WINNIPEG

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

September 5, 1908.

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 3 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
1 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
4 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 70
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

	Per doz.
Nelson's—	
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals

Wheat OS, 2-lb pkgs., per pkg	0 03
" " 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
" Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

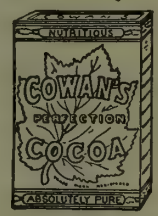
THE COWAN CO., LIMITED.

Cocoa—

Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb.	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—	
Queen's Dessert ½-lb. cake, 12-lb. boxes, per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes, per lb	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	$ 35
Parisian 8s, lb.	$0 30
Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.	
Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 31
Vanilla wafers, "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ 90
½ " " 4 " " "	2.40
¼ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Hurley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ½s (for cooking), doz	0 90
Prepared cocoa, ½'s	0 32
Prepared ½'s	0 30

Mott's breakfast cocoa, ½'s	0 42
" " " ¼'s	0 42
" No. 1 chocolate, ½'s	0 36
" Navy " ½'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Varilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ¼-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

	Per lb.
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails	and 10, 25 and 50 lb. Pails.	Tins.	Bbls.
White Moss, fine strip.		0 19	0 21	0 17
Best Shredded		0 18	....	0 16
Special Shred		0 17	....	0 15
Ribbon		0 19	....	0 17
Macaroon		0 17	....	0 15
Desiccated		0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. lb

Mocoa	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb	
Mo-Ja, ½-lb. tins 30c. lb.	
Mo-Ja, 1-lb. tins 28c. lb.	
Mo-Ja, 2-lb. tins 28c. lb.	

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —Imperial

Large size jars, per doz.	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	1 40
Small size, "	2 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ¼-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montrea

$2, $3, $5, $10, $15 and $20.

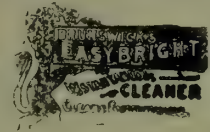
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1,000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

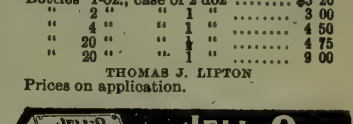
LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

THOMAS J. LIPTON

Prices on application.



Assorted Case,	Contains 2 doz..$2.50
Chocolate (Straight)	Contains 2 doz..$2.50
Vanilla (Straight)	Contains 2 doz..$2.50
Strawberry (Straight)	Contains 2 doz..$2.50
Lemon (Straight)	Contains 2 doz..$2.50
Unflavored (Straight)	Contains 2 doz..$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

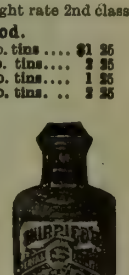
Robinson's patent barley	½-lb. tins		$1 25
"	"	1-lb. tins	2 25
"	groats	½-lb. tins	1 25
"	"	1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors)	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application.



Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.50.

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

MORSE BROS., Props. - Canton, Mass., U.S.A.

BUILDING A DEMAND

A TALK TO PRODUCERS

IT is a well-established fact that if you can get the *best class* of people to use your goods, the *mass* of the people will speedily follow suit. Consequently it is a very wise policy for manufacturers to *help retail dealers* by advertising their products to the best class of consumers. The most reliable advertising medium by which a manufacturer may talk to the *leading people* of every community in Canada is THE BUSY MAN'S MAGAZINE. Its circulation is primarily a *quality* circulation. Every reader is in the *"good buyer"* class. There is positively no other publication which so *thoroughly* covers the Canadian field from one ocean to the other. If you are a manufacturer it will pay you to investigate.

RATES VERY MODERATE. RATE CARD AND SAMPLE COPY PROMPTLY MAILED ON REQUEST

THE BUSY MAN'S MAGAZINE

10 FRONT STREET EAST - TORONTO

Cables—BOYD, TRINIDAD All Codes Used

BOYD & CO., TRINIDAD, B.W.I.

Late Watson, Boyd & Co.

General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Cocoanuts and other Produce.
Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited. **London and New York, Frame & Co.**

Canada's Best

Flavor

Put up in glass, a few hours after being picked, and nothing but the finest

Fully Ripened Fruits

being used, they are delicious.

Appearance

They look tempting and taste as good as they look.

One Glance

and your customer will buy the first jar. Then you have only to fill the orders.

Agents: ROSE & LAFLAMME, Limited, Montreal-Toronto

Shelled Almonds

Valencias and Jordans

Table Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies.

SATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case.....per lb. 07½
5 and 7-lb. tin pails, 3 and 9 pails in crate.....per lb. 0 07
7 and 14-lb. wood pails.....per lb. 0 07
30-lb. wood pails..... " 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case.per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 0 07½
7 and 14-lb. wood pails, 5 pails in crate per lb. 0 07
30-lb. wood pails..... 0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 80

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited

GENESEE PURE FOOD CO.

Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Light 8 lbs. per case. Freight rate 2nd class

THE ROBERT GREIG CO.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price "Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10
½-bbls.	0 10½
Tubs, 60 lbs.	0 10½
20-lb. Pails.	2 10
20-lb. tins	2 00
Cases 3-lb.	0 11
" 5-lb.	0 10½
" 10-lb.	0 10½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks.....	1 45
" " 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
2 cases of 4 doz.	3 50
5 cases or more	3 40

Marmalade.

W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb. glass jars.		
Pineapple	"	1 "	"
Green Fig	"	1 "	"
Green Fig and Ginger	"	1 "	"
Lemon	"	1 "	"
Grape Fruit	"	1 "	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

SHIRRIFF BRAND

"Imperial Scotch"—		
1-lb. glass, doz.	1	55
2-lb. " " ..	2	80
4-lb. tins, " ..	4	65
7-lb. " " ..	7	35
"Shredded"—		
1-lb. glass, doz.	1	90
2-lb. " "	3	10
7-lb. tins, "	8	25

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$13 00
per case of doz. net 1 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4 70
" " hotel	4.90
Silver Cow Milk	5.00
Purity Milk	4.00
Good Luck	4.30

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	1-lb. tins.....per doz.	$1	40
"	½-lb. tins ..... "	2	50
	1-lb. tins ..... "	5	00
Durham	4-lb. jar.....per jar.	0	75
"	1-lb. jar..... "	0	25
F.D	¼-lb. tins.....per doz.	0	85
"	1-lb. tins..... "	1	45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	25

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½ pint bottles, 3 & 6 doz., per doz.	0 90
Pint " 3 doz.	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

DOW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs per box, $3 00.
Case of 1-lb. and ½-lb. (containing 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND. Per case

No. 1, cases,	60 1-lb. packages	$2	75
No. 2, "	120 ½-lb. "	2	75
No. 3, "	{30 1-lb. " / 60 ½-lb. "}	2	75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	$ 2 25
5 cases	2 75

WOOD'S PURE PACKAGE TEA

MAY QUEEN PRIMROSE
FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

"IT IS IN THE AIR"

How often one hears that phrase applied to some condition of the public mind! A good many things get into the air, thus wasting the best parts of the originals. You may take the finest Tea in the world, for instance, handle it loosely and carelessly, leaving it open to the light of day and the dust and much of its fragrance and rich flavor disappears, while impurities creep in. In

Wood's Package Teas

we have a "sealed book," an air-tight guard against all foreign substances, while the captivating flavors are retained—imprisoned for the consumer.

WOOD'S Packages are all TEA—the purest and the best.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Queen Bee soap	"	10 20

3 doz. to box..... $3 45
6 doz. to box..... $6 90
30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

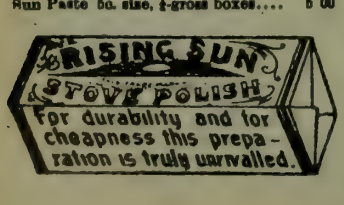
Laundry Starches—	per lb.
No. 1 White or blue, 1-lb. cartons	
No. 1 " 1-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel...per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 8½

GRANTFORD STARCH WORKS, LIMITED.
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
6-lb. Canisters, cases of 48 to	0 06½
Barrels, 200 lb.	0 7½
Kegs, ex crystals, 100 lb.	0 07
Lily White Gloss—	
1-lb. fancy cartons, cases 80 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 60
Culinary Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
do. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½
SAN TOY STARCH.	
pkges, cases 5 doz., per case	4 75

Stove Polish.

	Per gross.
Rising Sun, 5-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 5-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

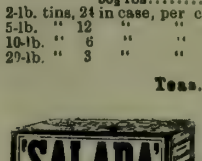
(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ per lb.
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

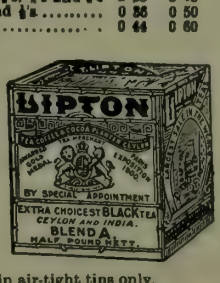
Teas.



SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA
Thomas J. Lipton
75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's..... $0 20 $0 25

Blue Label, ½'s	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—

Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19

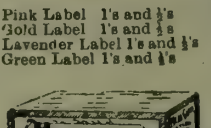
Ceylon Green Teas—Japan style—

Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

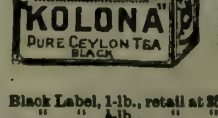


MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s		0 32
" " ½s	0 25	0 30
" " 1 lbs.	0 24	0 30

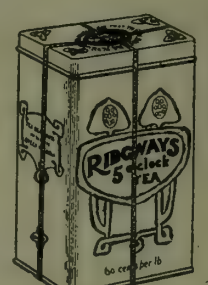
We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 30
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 56

RIDGWAYS.
London, Vancouver, Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H.M.B., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 48
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 5s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 55
" 1-9	0 65
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$13 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the **PUREST,** contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

Natural Malt Vinegar

White, Cottell & Co.'s delicious vinegar may not have the prettiest label, or bottle. It is not perhaps the lowest priced, nor widest advertised. But,—here's the point—it is a pure (mark the word "pure") malt vinegar, perfectly brewed, of delicious flavor, rich, full strength and combines in itself all the attributes of a perfect vinegar.

AGENTS: Messrs. Martin & Robertson, Vancouver and Victoria, B. C. C. & J. Jones, Winnipeg. G. Stanway & Co., Toronto. Mr. Kenneth H. Munro, Montreal.

White, Cottell & Co., Camberwell S.E., LONDON, ENG.

SALT

ALL KINDS

ATTRACTIVE

DELIVERED PRICES

GLADLY SUBMITTED

VERRET, STEWART & CO.

LIMITED

MONTREAL

Yellow Peaches

In 2's, 3's or Gallons. Light and Heavy Syrup, also Standards.

We are able to supply you this year with the best goods that have ever been packed.

We have just installed a most up-to-date system for peaches *solely*, which embodies the most approved Californian ideas. *Our quality will surprise you.*

What about Your Order?

Place it now. We will ship after a while if you wish.

J. H. WETHEY, LIMITED

ST. CATHARINES

PACKERS OF LAUREL CANNED GOODS

Empire Brand

I beg to inform you that the wholesale grocery business I have been conducting for the last few years under the name of

LUCAS, STEELE & BRISTOL

will, on and after the first of September, 1908, be conducted under the firm name of

GEO. E. BRISTOL & CO.

who solicit from the trade a continuance of their esteemed favors.

GEO. E. BRISTOL

Hamilton, Ont.

4 Free Phones

USE THEM FREELY

CIROULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, SEPTEMBER 11, 1908. NO. 37.

The Easiest Seller in Blue

Keen's Oxford Blue

has gained its reputation solely through merit. It is always the same in quality. Every jobber sells it.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion **Montreal**

Canada's Leading Starches

Edwardsburg "Silver Gloss" Starch

(for laundry purposes has no equal.)

Benson's "Prepared" Corn

most perfect for cooking, puddings, desserts, etc.

These brands are found in every up-to-date grocery store. They make satisfied trade.

Demand them of your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont. Works, CARDINAL, Ont. 164 St. James St., MONTREAL

The Handy Package———

Primrose Cream Cheese

Four points of merit

CONVENIENCE
ECONOMY
SALEABILITY
PROFIT

The grocer selling package cheese will find in Primrose Cream Cheese a high-grade, full-cream cheese, mild and delicious at a moderate price. Essentially an economical cheese—it spreads like butter—and one which from the standpoint of usefulness appeals to every thrifty housekeeper. The discriminating grocer will find it in his best interests to push the sale of Primrose Cream Cheese; it means satisfied customers on the one hand and yields a handsome profit on the other.

Two Sizes—15 and 25 cents.

Ask your jobber or write to

MacLaren Imperial Cheese Co., Limited

Toronto

Codou's

¶ The faultless product of a faultless factory, a factory whose seventh time enlargement is due entirely to

The Satisfaction of Unvarying Quality

It's the old story of the success that comes to those who live up to an ideal standard—the highest.

Macaroni

Taylor's

¶ Candied and Drained Peels, produced by specialists in this one thing from year's end to year's end. Their

Unvarying Quality

has won an enviable reputation among the elect. The entire time of the makers is devoted to maintaining the standard

Peels

"Thistle"

¶ The brand that sells solely on its recognized merit, which was gained by conscientious effort to maintain

Unvarying Quality

Clean, wholesome Haddie that win confidence and hold permanent trade. The brand that sells—the "Thistle"

Haddie

Arthur P. Tippet & Co.

Sole Canadian Agents

8 Place Royale, - - Montreal

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

HOWARD BLIGH & SONS
HALIFAX N.S.
Importers, Exporters and General Commission Merchants.
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.
Domestic and Foreign Agencies Solicited.
Highest References.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

Do You Want to Buy
A BOILER, ENGINE OR MACHINERY?
If you are a subscriber of CANADIAN GROCER, you can insert a notice free in
CANADIAN MACHINERY
TORONTO MONTREAL

MONTREAL

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

Dominion Storage & Forwarding Co., Ltd.
43 Colborne Street, TORONTO
Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.
TELEPHONE MAIN 5661

The Condensed Ads. in The Canadian Grocer bring results

TORONTO.

CORNMEAL
The Best!! The Very Best!!
BECK'S "OLD GOLD"
Granulated Meal
Barrels and Bags
Now in stock
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

On the spot
EVAPORATED APPLES
WHITE BEANS
LOWEST PRICES
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents and Importers
29 Melinda St., Toronto

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

(Continued on page 4.)

For Carload Buyers—

We are quoting especially attractive prices—delivered at your station—on assorted cars of

"ANCHOR" and "OLD HOMESTEAD"

Brands of

Canned Fruits and Vegetables

We solicit your enquiries.

EBY-BLAIN, LIMITED

Sole Wholesale Distributors

TORONTO

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you You sell at	30c per lb. 40c per lb.
GOLD LABEL	1s and ½s	Costs you You sell at	35c per lb. 50c per lb.
LAVENDER LABEL	1s and ½s	Costs you You sell at	42c per lb. 60c per lb.
GREEN LABEL	1s and ½s	Costs you You sell at	50c per lb. 75c per lb.

CANISTERS

GOLD Tins	5s	Costs you You sell at	35c per lb.—$1 75 50c per lb.— 2 50
GOLD Tins	3s	Costs you You sell at	35c per lb.— 1 05 50c per lb.— 1 50
GOLD Tins	1s	Costs you You sell at	36c each 50c each
GOLD LABEL	1½s	Costs you You sell at	18c each—36c per lb. 25c each—50c per lb.
RED Tins	½s	Costs you You sell at	35c each—70c per lb. 50c each—$1.00 per lb.
RED Tins	¼s	Costs you You sell at	18c each—72c per lb. 25c each—$1.00 per lb.

Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

Manufacturers' Agents—Continued.

QUEBEC

J. P. THOMAS
WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
Correspondence invited
25 ST. PETER STREET, - - QUEBEC

STUART WATSON CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

RICHARDS & BROWN
Wholesale Commission Merchants and Brokers
314 Ross Avenue WINNIPEG, Man.
Correspondence Solicited

WINNIPEG.

GEO. ADAM & CO.
Wholesale Grocery Brokers
and Manufacturers' Agents.
430½ Main St., - - Winnipeg
Established 14 years. Correspondence solicited

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Grocery Brokers,
and Manufacturers Agents
Warehousemen and Distributers
Track Warehouse, 137 Bannatyne Ave. E.
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Carman Brokerage Co.
Wholesale Grocery Brokers
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
141 Bannatyne Ave. WINNIPEG, MAN.

VANCOUVER

F. G. EVANS & CO.
Grocery Brokers and Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

W. H. ESCOTT
Wholesale
Grocery Broker and M'f'rs Agent
Winnipeg, Canada.
Branch at Calgary.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

STRANG BROTHERS
Commission Brokers and Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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WM. A. MEVER, Gen. Man. Western Canada, Toronto.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1873. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MACLEAN PUBLISHING COMPANY
Technical Book Department
10 Front St. East, - TORONTO

Handle Canned Goods That Are Recognized Leaders.

A modern philosopher has discovered that "The more aims you have in life the less likely you are to hit anything." Concentration is one of the secrets of success. There is a wealth of wisdom in this for the merchant. Concentrate your efforts on selling well-known lines and you'll be ahead at the end of the year. Don't load your shelves with a dozen brands of uncertain Canned Goods and keep your customers forever experimenting.

Canadian Canners' Peas Have Created A Big Trade for us

And they will do the same for you. We particularly recommend our Grade No. 2 SWEET WRINKLE PEAS. They are deliciously sweet and tender, and rapidly win new friends wherever introduced. They have a constant and ready sale all the year round. They are genuine business builders and can be sold at a good margin of profit.

Our Peas are packed in four grades as follows:—

Grade No. 1—Extra Fine Sifted Peas
Grade No. 2—Sweet Wrinkle Peas
Grade No. 3—Early June Peas
Grade No. 4—Standard Peas.

BRANDS:—"Canada First" (Aylmer), "Little Chief," "Log Cabin," "Horseshoe" (Bowlby), "Auto" (Canadian Canners), "Kent," "Lynnvalley" (Simcoe), "Maple Leaf" (Delhi), "Lion" (Boulter), "Thistle" (Brighton), "Grand River" (Lalor), "White Rose" (Lakeport).

Canadian Canners, Limited

Hamilton, Canada.

Don't Knock—Boost !

This is a good rule for everything, but especially so with regard to your own business. The grocer who aims to give his customers the greatest satisfaction in quality is boosting his reputation and his profits.

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

is the Booster of Quality.

Quality first, last and always is our unalterable motto. If you have never yet tried the effect of OLD HOMESTEAD BRAND as a Business Booster, make a start now by writing our agents about a special proposition.

The Old Homestead Canning Co.

Picton, Ontario

MESSRS. EBY-BLAIN, Limited, Ontario Agents

JELL-O

FOR DESSERT

This is the famous preparation that is revolutionizing the grocer's trade in dessert goods as well as the housewife's dinner calculations.

It is being advertised so effectively that the people know about it and want it.

We hope you, friend Retail Grocer, will get a large share of the benefit.

JELL-O FLAVORS: Lemon, Orange, Raspberry, Strawberry, Chocolate, Peach and Cherry.

JELL-O ICE CREAM POWDER

for making ice cream is also being advertised by the distribution of booklets.

The Genesee Pure Food Co.

LE ROY, N.Y.

KOPS' ALE and STOUT

Non-Alcoholic

Pure English brewed Ale and Stout made from finest Kentish Hops and Malt, containing all the tonic properties of Alcoholic Beer, without the undesirable after effects.

Non-Alcoholic

A Special Analytical Commission reports:—Kops' Ale has nothing that is injurious, but is on the contrary a palatable beverage, possessing distinct tonic and invigorating properties.

PERFECT TABLE BEERS, REFRESHING, STIMULATING

KOPS' BREWERIES, - London, S.W., England

CANADIAN AGENTS—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldg., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, Nfld. W. L. MacKenzie & Co., 606a Center St., Calgary.

RAISINS THAT WIN TRADE

are the kind you should stock, because every new customer means so much more profit for you. For years the standard brands have been

F. W. Rowley
DENIA
Extra Fine Selected

The Brands of Quality

S. Bodi
DENIA
Finest Selected

A trial order will convince you that we are the raisin people. Send for samples to-day.

Try Our SHELLED ALMONDS in 14 lb. or 28 lb. Boxes

UNDERDOWN and CRICHTON

London, England — Valencia, Spain — Denia, Spain

These are our Canadian Agents: Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg.

Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato,** not the **Tomato** to the size of the **Opening.**

Pack **Whole Tomatoes,** not Crushed Fruit.

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

Max Ams Patents

Ever Increasing Business

Last week we sold at the Toronto branch alone 18,258 lbs. more

"SALADA"

than we did the same week of last year and this in face of taking the 25 cent tea off the market. It all goes to show how willing the consumer is to pay a fair price for a good article and how he hates a poor one. Every branch shows large increases.

CANADIAN NATIONAL EXHIBITION

TORONTO

Aug. 29th — Sept. 14th

When you come to Toronto, drop in and see us—make our office your headquarters while here. Have your mail and parcels addressed and write your letters here. We will appreciate the opportunity of personally meeting our many friends, and will be glad to extend every courtesy. Our latch-string is on the outside.

The Robert Greig Co., Limited

WHITE SWAN MILLS

TORONTO

National Licorice Co.

Brooklyn, N.Y.

Toronto Sales Agent—
R. S. McINDOE, 54 Wellington St. East.
Montreal Sales Agent—
J. M. BRAYLEY, 55 St. Paul Street.
Winnipeg Sales Agency—
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St. John Sales Agent—
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J. F. Mowat & Company.

Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve.)

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES

(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP

(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis. - -	Quebec	Carman Escott Co., -	Winnipeg.
C. DeCarteret, - -	Kingston.	R. G. Bedlington & Co., -	Calgary
Jas. N. McIntosh, - -	Ottawa	Tees & Peerse, -	Edmonton.
Geo. Musson & Co., -	Toronto.	Wilson & McIntosh, -	Vancouver
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Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

GOOD ALL THE YEAR ROUND

HAVE YOU

BATGER'S

LIME JUICE CORDIAL

AND

LEMON SQUASH

ON YOUR SHELVES?

AGENTS:
ROSE & LAFLAMME, LIMITED
MONTREAL AND TORONTO.

STOCK THE BEST.

"KIT"

COFFEE

IS

BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. PeterSt.; Ontario. A.E. Bowron 18 King William St., Hamilton; Winnipeg, Mason & Hickey 108 Princess St.

Lea's Ceylon Relish

A cold meat condiment, made from Cucumber, mixed with Mexican Sweet Peppers and the finest of California Seeded Raisins, nothing but the highest grade of English Malt Vinegar used in its manufacture. Packed in 15c. and 25c. sizes, a good seller wherever introduced.

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Western Representatives: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

We Invite You

to make our offices your downtown headquarters when visiting the city.

THE DAVIDSON & HAY LIMITED

Wholesale Grocers

36 YONGE STREET - - - . TORONTO

Marsala Wine

$7.00 per case, up

This is a line in which there is a good profit for you. Most popular after dinner wine, being a splendid substitute for Sherry or Port.

Send in a trial order. Special price for quantity.

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent **Phone Main 2731**

The Finish of An Article

frequently sells it—and believing this to be true, we are **devoting special attention to the finish of our Brushes,** while not neglecting the **wearing qualities.** If you want brushes that will sell on sight buy the **Keystone Brand.** Manufactured by

Stevens - Hepner Company

LIMITED

PORT ELGIN, ONT.

Japan Teas

The close of the season is rapidly approaching, and we solicit the balance of Import Orders from Canadian Jobbers promptly. : : : :

S. T. Nishimura & Co.

Montreal and Japan

E.D.S. Brand is the Open Door To Success in Jam Selling!

There is no getting over the fact that one of the most insistent demands of the day is for **absolute purity** in food stuffs.

E. D. S. Brand Jams and Jellies

caters honestly and most successfully to that demand. We have government documents which indisputably prove it.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.

Maconochie's Goods

A Full Line Now in Store.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

People Who
are Asking for Pure Malt Vinegar

generally want English Vinegar, good vinegar. Don't cause dissatisfaction amongst your customers by offering any but the best.

PURNELL'S

Vinegar Sauces Pickles

are of highest quality, made for appreciative people and all who want to be sure of purity, flavor and delicate piquancy.

The best never fails to please. Order to-day from our

AGENTS:

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C. E. McMichael, - - St. John, N.B
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C. S Harding, Ottawa, Quebec & Montreal
Kyle & Hooper, - - - Toronto, Ont.
J. W. Bickle & Greening, - Hamilton, Ont.
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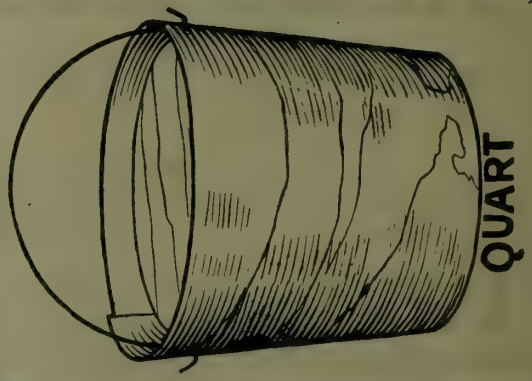
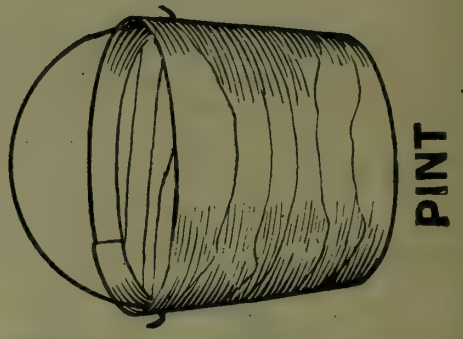
GROCERS' VENEER PAILS





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Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
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SYMINGTON'S

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. EDINBURGH

IMPORTANT

Our Representative is visiting the Dominion establishing agencies for the sale of our renowned

"TEA PLANT"
PACKET TEAS

His address is, 303 Frank St., Ottawa. Write him.

For over half a century

Cooper Cooper & Co's Teas

stand on the highest rung of the British TEA TRADE.

OUR TEAS PAY YOU WELL

Cooper Cooper & Co. Ltd.

"The World's Most Famous Teamen"

Head Office: 71-73 Tooley Street LONDON, ENGLAND

DWIGHT'S BAKING SODA

"To Sell the Best"

This motto is one that every grocer catering to trade he desires to retain should bear constantly in mind.

The housekeepers' good opinion is worth dollars and cents to him. Every housekeeper and cook prides herself on her baking.

"COW BRAND" BAKING SODA

is a guarantee to her that she has the best, purest, strongest and most satisfactory baking soda made.

It is good policy to stock it.

Every jobber in Canada sells it.

Church & Dwight

MANUPACTURERS

MONTREAL

You know the old adage:

"It's the early bird that catches the worm."

Be ready for business when it's ready for you—a little ahead rather than behind.

Time now to place orders for

Lytle's "Sauer Kraut"

—AND—

Lytle's Mince Meat

None better are found—none that so helps you to build up best class of trade.

Write to-day for quotations.

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada

PHONE PARK 376

CARPET TACKS

will be required by housekeepers in the fall. Are you supplied? You will find

Our Bank Package

which retails at 5c, a splendid seller.

SECURE A TRIAL SHIPMENT

THE BAZIN MFG. CO.

94 Arago St

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CODES
A.B.C. 4th & 5th EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
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CALGARY BRANCH
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BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

Herewith please find Acreage and estimated yield in the Provinces of **Manitoba, Saskatchewan** and **Alberta:—**

WHEAT.	Acreage.	Estimated Yield per Acre	Total
Manitoba	2,710,000	15 bushels	40,650,000 bushels
Saskatchewan	3,170,000	18½ "	58,645,000 "
Alberta	410,000	21 "	8,610,000 "
Total			107,905,000 "
	Total acreage in the three provinces.	**Estimated Yield per acre**	
Oats	2,660,000 acres	34 bushels	90,440,000 bushels
Barley	860,000 "	21 "	18,060,000 "
Or a total in the three Cereals of			216,405,000 bushels

September wheat is quoted at Fort William at 98c. per bushel, October 95¼c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **$150,000,000.**

We are brokers and Commission Merchants exclusively. Can we not handle your goods in the Great West? Yours truly,

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise, also cars distributed at Winnipeg, Calgary and Edmonton.

TO THE TRADE:

England consumes nearly four times as much of

CEYLON TEA

as of all others, save India, although she has been getting it only one-eighth as long.

"WHY?"

Mainly because, of all Western peoples, the English best know tea.

For the Same Reason

England consumes about 6 lbs. and Canada 5 lbs. to the United States 1¼ lbs. of tea per capita. Every English Grocer knows tea; he has made it a study.

You Sell Pickling Spices?

Your profits will be larger, and your customers better satisfied if you sell our famous ¼-lb. transparent packages of MIXED PICKLING SPICES. They are standard, being of known excellence. Now is the time to push these goods.

We want your order

S. H. EWING & SONS

MONTREAL and TORONTO

"Salad, Edible and Cooking Oils"

WINTER PRESSED

"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

Why Brooke Bond's Packet Teas are such Good Value.

You may have heard that we sell over 100 tons of tea every week in Great Britain.

We have the resources of that great trade to use for our Export Trade.

In our own Bonded Warehouses we blend and pack teas for all markets in tin, lead, foil, parchment-lined bags, or any other form of packing desired.

We pack under your own label and with any style of printing you may choose.

For samples apply to

Messrs. Hamblin & Brereton,

Corner of Notre Dame and Victoria Streets,

WINNIPEG, MANITOBA.

IT PAYS BEST TO SELL

Shirriff's Jelly Powders

They produce that pure, sparkling, full-flavored Jelly which delights the dainty housewife.

IMPERIAL EXTRACT CO., 18-22 Church St., Toronto

Tartan BRAND

PIN YOUR FAITH TO LIST BELOW:

ALL TRADE WINNERS

Tartan Vegetables and Fruit } **Are the finest goods packed.**
" Salmon }

" Tea, 25, 30, 40, and 50c., packed at the Gardens.

" Coffee, Spice and Extract—Absolutely pure and guaranteed high grade

Imperial Vinegar—Undisputed Quality. **Lea's Pickles**—With the home flavor.

Wagstaffe's Jams, Jellies, Marmalade, Mincemeat, and Plum Pudding.

Our travellers have full information.
Phone 596, Free to Buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

FARMER BRAND

Canned Fruits and Vegetables are Absolutely Reliable in Quality

That's a strong statement, but you'll find it is true in every respect. We make sure of quality by raising our own garden stock on 3000 acres of the finest garden land on earth. And we make assurance doubly sure by using the most approved scientific method of processing. You ought to see our factory! It's really a model of sanitary perfection.

FARMERS' CANNING CO., Limited

BLOOMFIELD, - ONTARIO

MONEY-MAKING LINES

AROMA TEA
AND
AROMA COFFEE

The most satisfactory goods to the consumer.
The most profitable goods to the merchant.
Two good reasons to justify buying these well-known lines.

Our Traveller will tell you about them.

W. H. GILLARD & CO.
Wholesale Grocers
HAMILTON
Branch House—Sault Ste. Marie

The season is approaching when Granulated Sugar will be in active demand for preserving and canning purposes. When ordering supplies ask for

Redpath

the BRAND approved for over fifty years and to-day the STANDARD OF EXCELLENCE.

Made from PURE CANE Sugar by

The
Canada Sugar Refining Co.,
Limited
MONTREAL

Now Booking
Quaker Salmon

To arrive early in October
Flats $2.15. Talls $2.00.

Just as good as ever.
Quality never equalled

TRADE MARK
M
SONS
ESTABLISHED 1834.

Mathewson's Sons
WHOLESALE GROCERS
202 McGILL STREET, - MONTREAL

WE WANT YOUR ORDERS
FOR
"Balmoral" Scotch Marmalade

It's a Trade Winner.
It's absolutely Pure.
It's well made.
For Quality and Flavor it has no equal.
We ask no favors. "Balmoral" sells on its merit.

Write us for Samples and Prices.

J. W. WINDSOR
MONTREAL

DR TIBBLES' Vi-Cocoa

A leading British line well-known and largely advertised.

The World Renowned Food Beverage

THE PUBLIC SAY:

"THERE IS MERIT IN IT,"

And

THE TRADE SAY:

"THERE IS MONEY IN IT."

Agent for Montreal:

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509 Lindsay Bldg.
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GREEN & CO.
25 Front St. E., Toronto

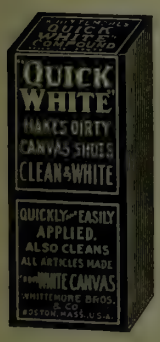
WRITE OUR AGENTS FOR PRICES. Etc.

W. H. ESCOTT, 141 Bannatyne Avenue East, Winnipeg

Sample Cases Now Ready for Delivery

THE WORLD'S STANDARD **WHITTEMORE'S POLISHES** ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World


QUICK WHITE
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY & EASILY APPLIED. ALSO CLEANS ALL ARTICLES MADE OF WHITE CANVAS
WHITTEMORE BROS. & CO.
BOSTON, MASS. U.S.A.

Dirty Canvas Shoes

made perfect'y clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust No rubbing off.
A Sponge in every package, so always ready for use.

Large size, per gross,
10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Largest quantity; finest quality. Its use saves time, labor and brushes, as it

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . .

OIL PASTE

for ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Ola's.

Price per gross . . . . . .

Excellent for old rubbers.

"SUPERB" Patent Leather Paste

For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. ¼ lb. boxes
Per doz. ½ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . . . .
Also in Russet and Ox Blood

"ELITE Combination"

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.
Per gross . . . .

"BABY ELITE" Combination

10c. size per gross .

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross .

Star Russet Combination

10c. size per gross .

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . .

Elite, Ox Blood and Brown Pastes same sizes and prices

If interested write for CANADIAN PRICES.

WHITTEMORE BROS. & CO., 20-22-24-26 ALBANY STREET CAMBRIDGE, MASS., U. S. A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.

The Oldest, Best, Purest and Safest of all

Borden's Brands

Condensed Milk and Evaporated Cream

"Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream stand out superior in every way to all other similar products—They hold your trade.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. ***Shallcross, Macauley & Co., Vancouver and Victoria, B.C.***

Unsweetened

THE PEOPLE NEED H. P.

Bright, "live," aggressive Canadian advertising will send the people to the stores for H.P. Sauce—England's most popular condiment. Stock melts like snow. The people are beginning to appreciate the world's best Sauce, so don't run short of H.P. Our advertising will send the customers; do your part; be ready to supply them, and a large and permanent trade is yours.

"Tasting" bottle with quotation (full ordinary size) on application to our Canadian Agents:

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

PURE
ANNAPOLIS VALLEY

Cyder

"Land of Evangeline" Brand

Guaranteed absolutely free from chemical preservatives.

Will keep SWEET, CLEAR and SPARKLING in any climate.

The pure juice of the finest Nova Scotian apples manufactured and bottled by secret process, under direct supervision of a member of the most celebrated English Cyder makers—H. Whiteway & Co. Ltd., whose patrons include H. M. King Edward VII, H. M. Alfonso of Spain.

Bottled in champagne quart, pint or half-pint bottles; also supplied in casks.

For Prices and Particulars Address
R. S. McIndoe, - - Toronto.
R. M. J. Beaudoin, - - Montreal.
J. S. Creed, - - - Halifax.

ANNAPOLIS VALLEY CYDER CO.
LIMITED
BRIDGETOWN, - NOVA SCOTIA

Horses and Cattle Fed On

MOLASSINE MEAL

are kept healthy and in good condition, and do not suffer from the many ailments that all classes of cattle are so liable to.

ASK FOR BOOKLETS AND ALL PARTICULARS FROM

ANDREW WATSON
SOLE IMPORTER
91 Youville Square, - Montreal

CAPSTAN Brand

High-Grade Tomato Catsup

Put up in 10, 16 and 20 oz., bottles of a new design and is very attractive. This catsup is far superior to many others and is giving perfect satisfaction.

Sold By all Wholesale Dealers.
Once Sold Always Asked For.

THE CAPSTAN MFG. CO.
TORONTO, CANADA.

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S

SNAP

is Canada's Leading Hand Cleaner

Snap has any kind of soap beaten to a standstill when it comes to quickly removing dirt from the hands. All kinds of people need it; pretty nearly all your customers will buy Snap if you will show them what it does. Why not have your share of Snap profits?

ORDER A TRIAL CASE OF SNAP FROM YOUR JOBBER.

Snap Company,
Limited
Montreal, - - Quebec

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS
HAMILTON POTTERY
HAMILTON, - ONTARIO

"Canada's Pride" CANNED GOODS

This brand represents the highest class of goods possible to pack.

ASK FOR THEM
BUY THEM
SELL NO OTHER

They are packed at one of the best growing points of the Bay of Quinte district in a most modern and sanitary factory where every precaution as to cleanliness is taken and only expert and local help is employed, therefore insuring the highest state of perfection in canned goods.

TO BE HAD OF

W. GALBRAITH & SON, *who control our goods for* ***Montreal and East***
R. CARSON & FENWICK, HENDRY & CO., Kingston
MEDLAND BROS., Toronto
E. W. ASHLEY, Winnipeg, Western Broker

The Napanee Canning Co., Limited

Napanee, - Ontario

THOS. McCREADY & SON, Ltd.
Bonded Vinegar and Pickle Manufacturers
Est. 1883. *ST.JOHN, N.B.*

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¾-lb.tins—3 doz. in case

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agents

H. Hubbard, 27 Common St., Montreal
Hamilton Morton Co., 1 Wellington E., Toronto

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, **LONDON - ENG.**
LIMITED

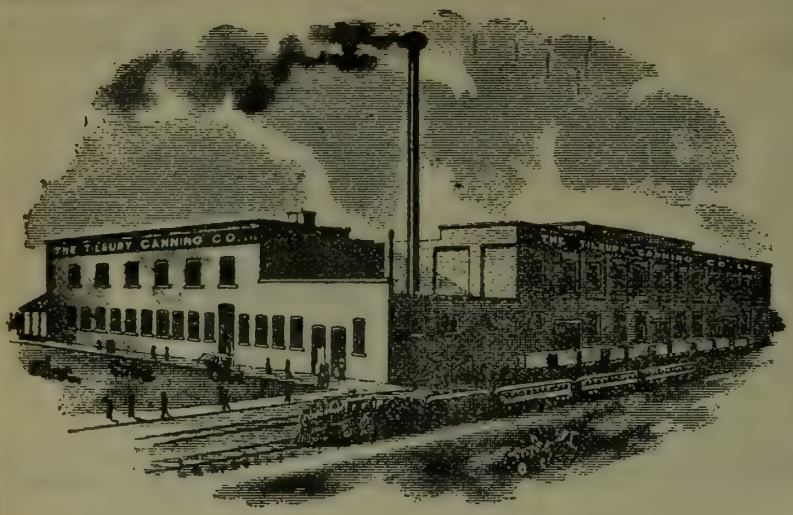
E. T. Grocers, How About Canned Goods?

We are booking orders for all popular brands of canned goods, and are delivering early lines. We are desirous of filling your order, because we can sell you at prices minus the freight, allowing you that much more clear profit.

WRITE US TO-DAY.

T. A. Bourque & Co., Reg., Sherbrooke, Que.

Wholesale Grocers



"Tilbury Brand"
Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

Get our prices for immediate and future delivery.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand
Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED
TORONTO and KINGSTON

ESTABLISHED OVER 200 YEARS

CHAMPION'S

LONDON, ENGLAND

IS THE TABLE VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.

ONTARIO AGENTS : The Lind Brokerage Co., 23 Scott St., Toronto
Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal
W. H. Escott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS WRITE OUR AGENTS FOR PARTICULARS

Begin the day well with Ridgways Tea
Largest sale of High Grade Tea in the World!
Why?

CANADIAN OFFICE, - VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

AN INFLAMED TENDON
NEEDS COOLING.
ABSORBINE

Will do it and restore the circulation, assist nature to repair strained, ruptured ligaments more successfully than Firing. No blister, no hair gone, and you can use the horse. $2.00 per bottle, delivered. Book 2-C Free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Strained Torn Ligaments, Varicose Veins, Varicocele, Hydrocele, enlarged Glands and Ulcers. Allays pain quickly

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents, LYMAN SONS & CO., Montreal.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Superior Quality Canada First Brands

Evaporated Cream and Condensed Milk

Orders promptly attended to. Every Can Absolutely Guaranteed.

PREPARED IN MODERN SANITARY FACTORY

AYLMER CONDENSED MILK CO., LIMITED

Factory: Aylmer, Ont. Sales Office: 39 James St. South, Hamilton

White Dove Cocoanut

My Attractive Package:
¼, ½, 1 and 5 lb. tins.

Why not give your customers the best that money can buy,

White Dove Cocoanut?

It costs no more than cheaper goods. It increases your sales of specialty goods and wins customers for you every time. It also yields you a larger profit than the ordinary line.

If your wholesaler cannot supply you write direct and I will see that your order is filled.

We have now installed a plant and are in a position to supply the market with **ALMOND PASTE.**

MANUFACTURED BY

W. P. DOWNEY,

24 and 26 St. Peter St., - - - MONTREAL

VALENCIA RAISINS

It is just as easy for you, and infinitely more satisfactory to your customer, to secure the very finest quality Valencia Raisins. You are assured of this, and also of uniform packing, if, when ordering, you specify

"BEAVER" BRAND

SPECIAL FANCY QUALITY

This brand has the reputation of being the highest quality obtainable

Packed by

Mahiques Domenech & Co.

Denia, Spain

Canadian Agents:

Rose & Laflamme, Limited

Montreal and Toronto

Canned Fruits from the Model Factory

The Niagara Falls Canning Co., with the finest, most modern and most sanitary Factory in Canada have placed on the market

THE

"Pride of Niagara Falls" brand

of Canned Goods. These are of the finest quality and are sure to bring customers for every grocer who stocks them. ALL FRUITS are packed in SANITARY ENAMEL LINED CANS which preserves the natural flavor and color of the fruit, also safe-guarding the consumer against ptomaine poisoning.

REFUGEE WAX BEANS, SELECT HAND PICKED TOMATOES, CHERRIES, PEACHES, PEARS, RASPBERRIES, STRAWBERRIES

Selling Agents—EBY-BLAIN CO., LIMITED

Our travellers will show you samples of the above.

TORONTO

The reputation of

Rowat's Pickles and Olives

is one based on

Quality, Purity, Cleanliness of pack, Uniformity and generally bright packing.

Canadian Grocers

find them the most ready and profitable sellers of any line of imported or domestic pickles.

Are you getting your customers interested? Your jobber can sell them.

ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal
HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet
VANCOUVER—Jarvis & Co.

REAP THE BENEFIT OF OUR ADVERTISING

By keeping a good stock of

MATHIEU'S NERVINE POWDERS

Display them on your counter and in your windows. They sell like wildfire—in fact they are always in demand. We advertise—you get the benefit. An order from you now will be appreciated.

You never know when a customer will ask for Mathieu's Syrup of Tar and Cod Liver Oil. Keep some in stock.

J. L. Mathieu Co., Sherbrooke, P.Q.

Proprietors

L. Chaput, Fils & Cie, Wholesale Depot, Montreal

Housekeepers are growing more and more particular what brand of goods they buy, and grocers who want the better class of trade will find it distinctly worth their while to give

"Essex" Canned Goods

the preference. They represent the best of fruits and vegetables, in best of condition of ripeness and freshness, prepared in their several ways for quality. To buy them once means to buy them again. You run no risk at all in handling the best.

The Essex Canning and Preserving Co., Limited

28 Wellington Street E., TORONTO, Can.

FACTORY AT ESSEX, ONT. The Most Southerly County in Canada.

Wagstaffe's

New Season's Strawberry Jams and Sealed Fruits are now ready, **order at once**, quality **cannot be beaten.**

Wagstaffe Limited

THE PURE FRUIT PRESERVERS

Hamilton

Imperial Evaporated Cream

Since commencing operations we have been in receipt of an immense volume of orders, many repeats, showing the confidence of the trade in our brand.
This confidence is based on ***Quality.*** We will continue to merit it.

THE CANADIAN CONDENSING COMPANY

Chesterville - Ont.

Sales Agents— S. H. EWING & SONS, MONTREAL

FRESH SAUSAGE

If there is one dish more than another that appeals to the palate at this time of year it is ***FRESH SAUSAGE*** —both large and small casings, made the INGERSOLL way with absolutely pure spices of the highest quality—in Canada's most sanitary packing-house.

The demand is on—order your supply early.

AGENTS:

Mason & Hickey, Winnipeg, Man.
W. J. Youell, Toronto, Tel. College 5032
The J. A. McLean Produce Co , Ltd., Toronto
W. H. Dunn, Esq., Montreal
Robt. Colwell, Halifax, N.S.
Wm. Forbes, Ottawa
Cyrus King, Hamilton
J. A. Wilson, London
J. B. Renaud & Co., Quebec
R. R. Rankin, St. John, N.B.
Baird & Peters, St. John, N.B.
The Riley Ramsay Co., Port Arthur.

Order from any wholesale grocer, our agents, travellers or from Ingersoll.

MANUFACTURED BY

The INGERSOLL PACKING COMPANY, Limited

INGERSOLL ONTARIO CANADA

Whenever you want

SOAP

When you want in quickly, no matter what kind, and at reasonable prices write to us.

SAVONS FRANCAIS

C. Pagnuelo, Manager.

Factory: 1653 Notre Dame St. E. Offices: 235 Coristine Building

SURE PROFITS

are what you want. No use risking your capital in buying unknown Shoe Polishes. We tell every Canadian shoe-wearer that all up-to-date grocers can supply him with

2 in 1

THE WORLD'S BEST

SHOE POLISH

The F. F. Dalley Co., Ltd.

Hamilton, Canada Buffalo, N.Y., U.S.A.

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.

Agents:

GREEN & CO.,
25 Front St., E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

White Moss Cocoanut

Sells Everywhere

Standard For Years

MADE BY

The Canadian Cocoanut Co., = Montreal

You Can Stand Behind

an article that has the quality to back it up like

James Dome Black Lead

It's just Stove Polish, nothing else. All Shine, NO DIRT or DUST. Gives a lasting brilliant shine.

W. G. A. LAMBE & CO., Canadian Agents

New Dried Fruits

We Are Offering Special Bargains in

Apricots	Malaga Raisins
Currants	Valencia Raisins
Figs	Sultana Raisins
Peaches	Candied Peels
Prunes	Drained Peels

James Turner & Co., Limited

Hamilton, Ontario

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How to Prepare Grocery Advertising

Advice and Hints for the Retailer in Using Newspaper Space—What is Really Good Ad. Copy?—The Part "Position" Plays—Some Seasonable Examples From London—Department Conducted by W. F. Ralph.

During a recent address before the Trade Press Association, at Chicago, R. R. Shuman, assistant editor of the Novelty News, summed up the question of copy preparation as follows:

"Now, what is good copy?

"It is simply a sensible, succinct, striking selling talk, with emphasis on the right points and only enough detail to excite the desire to possess the thing advertised, or, at least, the inclination on the part of the reader to make further investigation.

Adequate Space Necessary.

"An adequate space is a necessary part of good copy. The best page ad. ever written is not good copy when it crowded in 6-point type into a quarter-page. That ad. is like the fellow on the platform who talks well, but in a voice so weak that few can hear him; and on the other hand, a full page announcement that does not announce is not good copy, even though the size of the ad. forced a certain amount of attention. That ad. is like the big bellowing salesman who forces your attention by his stage presence and makes you hear him by force of pure lung power, but says nothing worth hearing when he does get your ear. The best salesmen are the ones who have a logically connected talk, clearly, briefly and convincingly presented, and the best ads. are the ones that do the same thing.

IT IS NOT ECONOMY TO USE CHEAP VINEGAR FOR YOUR PICKLES

We buy the best Vinegars made and guarantee them to keep your pickles firm and crisp. Delivered in clean stone jugs.

Our Special White Pickling, the strongest and finest flavored vinegar made .....**75c gallon**

English Malt .....**75c gallon**

White Wines and Ciders. We have two strengths of both and guarantee them the best made in Canada ..**40c and 50c gallon**

Small Cucumbers, Silver Skin Onions, Cauliflowers and Peppers. Choice Tomatoes.

Leave us your orders for these.

Spices—All our spices are new and fresh, and we guarantee them absolutely pure.

South London 'Phone 969.
Dundas Street 1866 and 317.

T. A. ROWAT & CO.

Hints on Type and Display.

"On the important matter of type and display, I wish to offer the following observations, which are my own purely, and which I do not present as being either universal or infallible. I do believe, however, that their application is sufficiently broad to make them well worth thought.

1. The successful ad., typographically, is the one that is easily and quickly read. The contrasts in heights and the predominance of curved outlines make it easier for the eye to grasp display lines in caps and lower case than in all caps, so the cap and lower case line is preferable to all caps.

2. At least one-third the space in each ad. should be white paper, as less than this does not afford the proper contrast or high light to make easy reading. In figuring this space, I count leading between the lines as part of the white space. In fact, I would lay it down as a general proposition that no part of any ad. should be solid, and that if copy compels it, 6-point leaded is better than 8-point solid.

3. Black against white is more easily read than white against black; hence, reverse plates are not good advertising.

4. As contrast is the soul of display, the one man who has his ad. set in light space in a trade paper usually gets a bigger money's worth than the other ten on the page who want the blackest kind of display. Emphasis, mind you, is a matter of contrast, not of big type, and a 6-point paragraph set narrow measure and surrounded by a wide area of white space will be read where a page full of circus type may be overlooked.

5. For the same reason under the present preponderance of borders of all kinds, the borderless ad. has the advantage of display when sandwiched in among a bunch of black boxes.

The Place for the Name.

6. The advertiser's name should follow, not precede, the thing advertised, because people who read advertisements are looking for things to buy, and the thing a man has to sell should be given precedence over name and address.

7. One series of type should be used throughout an ad. rather than mixing the series, as jarring type faces destroy the continuity of attention of the reader. Successful advertising is "easy reading" worth reading.

8. Display lines should be few. The best ads. have only one, or at least two. When a woman writes a letter and underscores two-thirds of her words, she emphasises nothing. It is not the loud voice of the orator that commands and holds attention, but the contrasts between oratorical and conversational, and the less frequently he makes the rafter ring, the more effective will be the climaxes when they do come.

9. One point made and clinched in an ad. is more valuable to the advertiser than forty points droned in a non-convincing monotone. This one point should be given emphasis in the type display, with the others held down in proportion to space limitations.

The Successful Advertisement.

"My next type is the successful advertisement. It is set in just enough space, not necessarily a full page either, because there is such a thing as using too big a space just as it is entirely

The Secret of Good Pickles Is In the Vinegar You Use

Every housekeeper aims to have her pickles crisp and hard till the last are used, and her great disappointment is when they turn soft after remaining in the vinegar a few months. This is caused by the vinegar not being strong enough to neutralize the water in the vegetable, and have enough left to keep the pickle crisp and firm.

By selling our customers from year to year the purest and best vinegar we can buy, our trade has grown until to-day we can safely say that we have the largest vinegar trade in London. Our special white pickling vinegar we recommend because of its great strength and absolute purity. Costs you a little more than some other kinds, but easily worth it when such excellent results are assured. Delivered in clean stone jugs at 75c gallon. This vinegar should be used cold for pickling.

Our Imported English Malt is the best grade we can buy, and being properly aged has mellow, fine flavor. The price per gallon is 75c.

It is easy to add an X to the vinegar you sell. We do not handle X grade. Our grades are XX and XXX Cider and White Wines, 40c and 50c gallon. These are the best of their kind and are excellent vinegars when properly used.

In spices we guarantee everything we sell to be absolutely pure.

A very high grade of English Mustard is another of our specialties at pickling time. Leave us your orders for silver skin onions, gherkins in all sizes and choice cauliflowers. Your 'phone orders for anything in the pickling line will be carefully filled. Call 1866 or 317. T. A. Rowat & Co., 234 Dundas Street.

possible to be too noisy or too emphatic in presenting your selling talk by word of mouth. This successful ad., then, has a space proportionate to the importance of the message it imparts, and the message consists of the simplest possible statement of informing facts and figures; tells the reader in logical sequence just what he wants to know, or as much as it is wise to let him know in advance, before actual negotiations are opened."

It's All in the Advertisement.

It is easy to understand how completely an advertisement may be killed by its makeup, but its position, whether at top or bottom of column, or in the middle, has really much less to do with the matter than you might suppose. Try the experiment of opening, at random, the well-filled advertising pages of any newspaper, and observe what portion of the printed matter attracts your attention most particularly. It is not always that which occupies a preferred position—so-called. Very likely it is a little advertisement, with no position at all, to speak of, but so cleverly prepared, and possessing so much individuality of its own that it overtops everything else on the page.

Some Seasonable Examples.

Seasonable advertising is the best of advertising. This fact is apparently fully recognized by T. A. Rowat & Co., the London grocers. We have received a number of pickling goods ads. from them, which are pretty nearly above adverse criticism. We reproduce several of these; among them, one ad. of the "reader" variety, that is, ads. which like ordinary news items, have only the headline displayed. The line of informative talk on the pickling question given in this ad., will undoubtedly increase the use of the better grades of vinegars and spices among London housekeepers.

The half-column display ad. reproduced would make a better impression were it to contain fewer displayed lines. It is a well-known axiom among advertisers that too much display rather weakens than strengthens an ad. The headline of this ad. is really a four-liner, and is, therefore, rather too long for the maximum of strength. The multiplicity of items, however, renders over-display unavoidable.

GALT CORRESPONDENCE.

September 8.—Labor Day was marked in Galt by a very successful celebration. Trades unions and bands were present from Preston, Guelph and Brantford. There was a big parade and an afternoon and evening performance at the park. One of the features of the parade was the immense float of the Goldie Milling Company, makers of "Star" flour. A big load of barrels had been prettily decorated and on the top was a band composed of youngsters. The float was drawn by four horses and attracted much attention.

Business in the grocery line has been good during the past fortnight. Sugar is moving out briskly owing to the preserving operations of Galt's housewives. Fruit is a drug on the market. The buyers have conceived the idea that before the end of the season prices will drop considerably and they will then buy. The grocers say, however, that there will be no drop, so that in all probability some of Galt's male population will be forced to do without the Winter's supply of peaches and such like.

The Galt market may now be numbered with the largest in Western Ontario. For some months past the market has been gradually increasing until it has now assumed immense proportions. And the best of it all is that all the produce is disposed of each market day.

Some time ago W. Jopson was appointed official collector for the Galt Retail Merchants' Association. Mr. Jopson devoted his whole time to collecting for merchants who were members of the association, and the plan has proved to be most successful. Many accounts which had been given up as hopeless, have been collected, and no friction has been caused between the creditors and debtors. The collector approaches those in arrears with a proposition that so much should be paid every week, and the sum mentioned is often as low as 25 cents. When the promise to pay a certain amount each week is obtained Mr. Jopson personally visits the party in arrears and invariably receives the weekly amount. The merchants are now coming to realize that had this course been adopted long ago there would be practically no creditors on their books. They recognize that their mistake was in selling goods on the instalment plan and then neglecting to insist on the payments when they became due. So successful has the collector's work been in Galt that Preston merchants have requested his services and hereafter a portion of his time will be spent in that town. Galt merchants are extremely well pleased with the success of their plan.

The picnic under the auspices of the Retail Merchants' Association was a financial success and the business men will undertake to have the picnic on a larger scale next year.

Will there be a drop in the price of canned goods this Fall? Local merchants say that there is no likelihood of a decline, but conditions point otherwise.

Musk and watermelons are a drug on the market, and they can be had for a song. Crawford peaches are arriving and are being disposed of at one dollar per basket.

BOTH OF OUR STORES MAKE A SPECIALTY OF VINEGAR AND SPICES AT THIS SEASON

The importance of using pure, strong Vinegar and fresh Spices is well known to every particular housekeeper.

We buy the best Vinegars made, because they are the most satisfactory.

Delivered in clean stone jars. 'Phone orders are carefully filled as if personally given at our stores.

South London 'Phone 969.
Dundas Street, 1866 and 317.

Pure Cider Vinegars

Two strengths—40c and 50c gallon.

White Wines

Two strengths—40c and 50c gallon.

ENGLISH MALT .....75c gallon

Our Special White Pickling

A sparkling distilled Vinegar of great strength and purity. Per gallon, 75c.

Whole Pickling Spices

A combination of the best Whole Spices—5c and 10c packages.

English Mustard

We sell an especially good grade of Mustard for your chow-chow and mustard pickles, 30c pound.

Preserved Ginger

The nicest thing to put with pears for chipped pears or marmalade; 30c pound.

Clapp's Favorite Pears

Handpicked, large fruit, 40c peck.

CHOICE FREESTONE PEACHES, 15c quart.

SELECT TOMATOES, CUCUMBERS—All sizes.

SILVER ONIONS and CAULIFLOWERS.

RED and GREEN PEPPERS, CELERY.

Leave us your orders for next week.

Old White Cheese

We make a specialty of good, old Canadian Cheese. Try a piece, **20c pound.**

Our Coffee

If you enjoy a cup of really delicious Coffee, give our blend a trial. We have been told by hundreds of housekeepers that it's the best they ever used. No higher in price, **40c pound.**

Our ELECTRIC MILL GRINDS it as you like it.

T. A. ROWAT & CO.
234 Dundas St. and Corner Craig and Wortley.

TRADE NOTES.

Franklin, Laur, confectioner, Aylmer, Ont., has assigned.

Francis Conlin, grocer, Coleridge, Alta., has sold his business.

D. M. Stuart, general merchant, Neapolis, Alta., has sold out.

John Vance, confectioner, Toronto, is succeeded in business by Geo. Gain.

Daniel Ehman, general merchant, Regina, is succeeded by Ehman & Bergl.

Young & Co., grocers, Saskatoon, have sold their business to J. P. Friesen & Co.

Coleman, Strachan & Co., grocers, Trail, B.C., are succeeded by J. Joseph.

A. Gingras, general merchant, St. Hypolite, Sask., has sold his business to I. Plante.

B. W. Sheppard, confectioner, Minto, Man., has sold his business to F. T. Newberry.

News of the Canadian Grocery Trade

Western Province Notes

British Columbia Fruits Finding Good Market in Vancouver—Saskatoon Grocers Have Been Holidaying.

VANCOUVER.

Sept. 5.—The largest single consignment of peaches to come into Vancouver was brought by the Princess Royal last week from Seattle. It consisted of 1,043 boxes and along with these were 150 boxes of apples and 120 boxes of grapes. Each box contains 20 pounds of fruit, and a cent a pound duty is paid.

For the first time since the Cowichan creamery was started it is running behind this year on its output. This is the more remarkable since the price of butter has always been good, and is now up another five cents and the creamery has such a good reputation that is unable to meet the demand. For the nine months ending July 31 the output was 135,268 pounds, as against 139,179 for the same period of last year.

John E. Mackin, of Kamloops, has organized the Western Cigar Manufacturing Company, which will take over and enlarge the business recently started by Mr. Mackin. Twenty men are employed.

J. T. Armstrong, who has been manager of Schubert's store, at Penticton, has gone to Ottawa on a holiday trip.

Because of a rapidly expanding business, G. W. Shideler, manager of the Fruitvale Broom Factory, at Fruitvale, near Nelson, B.C., is putting up an addition 36x16 feet and two stories high. When the building is finished there will be three machines working, and thirty dozen brooms will be turned out daily. A traveler will then be placed on the road, the Nelson merchants handling the output at present. The broom straw is brought from Illinois, but arrangements are being made to secure a supply from Oklahoma. Mr. Shideler has imported seed and is making a test of growing the straw at Fruitvale. The young crop is now over a foot high. If this experiment is successful, it will mean much for the district. A carload of straw costs about $1,000.

Mayell & Co., of Toronto, have now a local representative in Vancouver to place their coffees, spices, baking powders, etc., before the trade.

A new brand of macaroni on the market is that manufactured by Ferrand, Renaud & Company, of Lyons and Paris France. It is handled by Kelly, Douglas & Company, and if they have had it, it is only now coming well before the public. It sells at the same price as that manufactured locally.

The prices of butter and eggs have started on their annual climb for the winter altitudes. Local eggs are at 38c and 40c, with eastern No. 1 selected at 28c and eastern No. 2, from 23c to 25c. New Alberta butter is same as the local at 30c, giving a retail figure of 35c.

Joseph Crankshaw, proprietor of the famous salt beds on Carmen Island, off the coast of Mexico, is up north on a visit. Much of this product is brought to British Columbia by the new Mexican line boats, and Mr. Crankshaw is combining business with pleasure. He says that Carmen Island presents a phenomenon not yet satisfactorily explained by scientists. The salt is found in a large lagoon, about 1,000 acres in extent, cut off by a coral reef. It is many feet deep, and at low tide the work of digging is carried on. The strange thing is that at full tide the supply is daily replenished, making the deposit inexhaustible. It is found 99 per cent. pure, and all that has to be done is to wash it and dry it.

A Business Protective Association has been formed in this city to act as arbitrators in cases of business disputes and also to handle collections.

The American fruit market is not in such a good condition this year with the result that more fruit is coming from the South. Notwithstanding this, the British Columbia product is finding a ready market, and the demand is by no means greater than the supply. This, too, with the Okanagan producing about half as much again as last year. The markets in the middle west are enlarging all the time, as well as those in Great Britain and Australia and New Zealand. From Victoria large shipments are being made of apples and plums, and the report is that the fruit is ranking better than that of previous years. Prunes and crab apples are also beginning to arrive.

WHAT THEY THINK OF IT.

The following letters which came in entirely unsolicited, are samples of the kind words our subscribers are continually saying about the paper. It seems to be well worth the price to these business men:

'The Canadian Grocer is one of the best trade papers in existence to-day,'' said a Galt groceryman, when discussing affairs with your correspondent. ''We watch for it each week and find it a sure authority on conditions in all parts of the Province.''—Galt Correspondent.

''I want to congratulate you on your article, 'Men Who Sell Things.' This is the kind of matter to please both the wholesale and retail trade. I have our branch store managers reading this article closely, as well as recommending it to my traveler friends. Many of the latter are reading it closely.''—Bradley & Son, St. Catharines.

I certainly like your paper, The Canadian Grocer, and think every general merchant should be a subscriber to it for many reasons.—C. A. Elsley, Campbellville, Ont.

BRANDON.

September 5.—In the West those who can afford holidays usually have them in the retrospective at this date. A number of Brandon grocery celebrities went East this year. After a number of successful years in business here, Mr. J. F. Price visited his friends in St. Catharines, Ont., and he has returned feeling as fresh as a schoolboy. Our old friend, Frank Scott, has been down at the Petrolea old boys reunion, and although not eligible for the fat man's race, he has come back with quite an Olympian spring in his step. And so on, they are all gathering home and settling down for a strenuous fall and winter. There are still a few who say they cannot afford this annual holiday. It is not what money they spend, but what they get for it they ought to look at.

Writing of windows, how is it that so many of our grocers during the month of August have their show windows so unpresentable? Walking along Rosser Avenue and up the other business streets after a short holiday, your correspondent saw at least a half-dozen of stores having their windows dressed (?) with a crate or two of peaches and plums, a broken box of apples, a case of oranges and a few other straggling samples of fruit, such as one sees in the Italian quarter of an Eastern city. Usually the Italian has the advantage. What good does it do a high-class grocer to throw stuff away this way into his front window just to be in line with five or six

others? Fruit must be sold, but that kind of display does not sell it. My opinion is that a single large glass dish with an assortment of seasonable fruit neatly arranged with a background of the dozens of articles suitable at that season for picnic parties and the home dinner table would bring in better business, a larger profit, and would sell more fruit.

Our markets here are much as usual at this season. Eggs and butter are scarcer and dearer, and if one can at anytime safely assume the role of prophet it would be pretty safe to predict 50c per dozen for eggs in February. Potatoes are plentiful, and after a light rainfall, through the summer, are of a better quality than last year.

Quebec and Maritime Provinces

Some Bright Stores at St. Louis de Mile End—Large Shipments of Nova Scotia Apples to London.

MONTREAL.

September 8.—The monthly meeting of the Montreal Retail Grocers' Association. which should have been held Thursday evening, September 3, was postponed until the first Thursday in October. At this meeting the nomination of officers for the Association for the ensuing year will take place, and the remaining business concerning the picnic will be disposed of.

John Graham, corner of Drummond and St. Catherine Streets, has returned from a holiday spent at Bic, Que.

WALTER C. GODEN.

Late of The Red Rose Tea Co., who is Making Good in Insurance.

A. G. Brand, of Brand Bros. & Co., Glasgow, was in Montreal recently on his way to Quebec, where he will embark on the Empress of Britain for home. Mr. Brand enjoys the distinction of being the head of the first British house to buy Canadian wheat. The first shipment of Manitoba wheat went forward consigned to this house thirty-three years ago. The original shipping bill is kept in the Board of Trade at Winnipeg. Mr. Brand has just completed an extensive tour of the Canadian West, and is delighted with the prospects of the country.

A. Gravel, of Gravel Freres, corner of St. Catherine Street and McGill College Avenue, has returned from a holiday spent at Val Morin.

The warehouse of Meldrum Brothers, produce merchants, 587-591 St. Paul Street, was the scene of a slight fire on Tuesday night.

Walter C. Gaden, who for several years was the representative of Red Rose Tea in Montreal, recently won a silver service cabinet in competition among the forty agents scattered throughout the world of the Sun Life Assurance Company of Canada, with which Mr. Gaden is now associated. Walter was always a hustler, and it is only to be expected he would win the prize in such a contest.

Champeau & Brisebois, grocers, have been registered.

The assets of A. Charron have been advertised for sale.

Desautels & Charest, grocers, have dissolved.

Jos. Lamoureux, grocer, has been registered.

The assets of E. D. Malo, grocer, have been sold.

The assets of Barry Bros., grocers, have been sold.

The assets of Jos. Langlois, grocer, have been sold.

J. Talansky & Co., grocers, have been registered.

The assets of Elphege Ouimet, grocers, have been sold.

ST. LOUIS DE MILE END.

September 8.—There is one thoroughfare in Montreal, or St. Louis de Mile End, to be exact, which boasts of more grocery stores to the square yard than any other similar length of macadam in Quebec Province, at least. It is Fairmount Avenue, to which reference is made. There are grocers here by the dozen, and they seem to thrive, for all the stores are up-to-date and prosperous looking, and the proprietors say that they do a good business. St. Louis de Mile End is a suburb of Montreal, has been for years, but it is only within the past five years that it has been building up in a manner to attract notice. With the influx of people to the place there has, naturally, been much activity in a commercial way, but probably no other branch of trade has been so well represented in this development as the grocery. And it is very curious that so many stores should locate upon Fairmount Avenue.

Veteran and beginner alike are situated here. One of the oldest grocers in this part of the country is the proprietor of Swift's grocery and provision store, corner Fairmount and Waverley. For thirty-three years J. Herbert Swift has been at the wheel, the last five having been spent in his present location. He was on De Montigny Street, Montreal, for thirteen years. As might be expected, Mr. Swift has seen many changes, and he is likely, as he says himself, to "see many more," before he steps out.

A bright, clean store is that of T. J. Stevenson, known by the firm name of Kyle & Stevenson. Just a few months ago Mr. Stevenson suffered the loss of his partner, the popular "Billy" Kyle, who was drowned. It was a severe blow to the young firm, which had been established but a short time, but "T. J." was equal to the emergency. Many up-to-date ideas are in use in the running of the store, which is large and airy. There are two entrances, and one of the departments carefully looked after is the provision counter. A good idea noticed was a shelf all around the walls just below the ceiling, on which displays of cereals were made.

Another young grocer who is doing well is H. G. Smith. Only two years in business, he has two stores. One he looks after himself, at the corner of Fairmount and St. Urbain Streets, while a bright young grocer, R. Ferguson, attends to the other, corner Esplanade and Villeneuve. The second store was opened in April of this year. Mr. Smith was connected with Davies, Limited, Toronto, before he broke into the grocery business.

With a lively looking store in St. Louis and a general store in Grand Freniere, Que., D. Hamilton is kept clear of idleness. He has been located in St. Louis for four years, and says things are going well with him. He felt that a store in the city offered greater opportunities for development and forsook the active management of the country business to establish himself near the metropolis.

Quite a large trade is transacted by the Fairmount Market, corner Clark and Fairmount, of which T. A. Brunet is the owner, while Jos. A. Sansregret is another progressive retailer.

It is generally admitted by the grocers in this suburb that the people are good pay, the very poor class not being represented to any extent in the population.

HALIFAX.

Sept. 7.—The export business from the port of Halifax is now very brisk and the season is expected to be an unusually busy one. The first shipment of apples is going forward this week. The Furness liner, Rappahannock, is

now loading fifteen thousand barrels for the London market. The steamer Soko-to will load five thousand barrels of potatoes besides a large quantity of flour, etc., for Havana. The Furness liner, London City, sailing for Liverpool this week, took five hundred cases of lobsters and seven hundred boxes of cheese.

The Pickford and Black liner, Sobo, which arrived from the West Indies yesterday, is now discharging six thousand bags of sugar.

Trade, generally speaking, is in a very satisfactory condition, and the outlook for a good autumn business is most promising. Good crops all round are bound to add a stimulus to trade and put money into circulation. The high prices, however, to a large extent, re-restrict business in a very large measure. Butter is considered to be far too high in price for the season of the year. The season has been an exceptionally good one for pasturing and as the natural result the dairy industry should have benefited. Some of the dealers are now asking 27 cents, retail for choice tubs of dairy butter, and 30 cents for creamery. The receipts of butter this week have been very light, but this is accounted for in a measure by the fact that many of the farmers were busy preparing for the Nova Scotia Exhibition now on in this city. Eggs are not coming in as plentifully as they should be, and a large amount of the stock marketed can only be classed as seconds. They are quoted at 23 cents. The demand is light at present, due probably to the consumption of small fruits.

The announcement made public here this week that the Government will pay one-third of the express charges on shipments of fresh fish from points in the Maritime Provinces to Quebec and Ontario, was well received. Halifax and other large fish centres in Nova Scotia will benefit greatly under this new arrangement. Most of the shipments of fish are sent from Nova Scotia to the American market, the shipments from the other provinces being comparatively small. Canso, Halifax, Digby and Yarmouth will all reap considerable benefit. It is supposed that the new arrangement will cover oysters, and if this is so, the Island dealers will benefit, as thousands of barrels of oysters are sent every season from the Garden of the Gulf to the Montreal market. The people of Toronto and the inland towns will now be able to get fresh fish.

Five vessels of the Lunenburg Banking fleet arrived here during the week and reported having catches aggregating five thousand quintals of cod fish.

Harvesting commenced last week in Prince Edward Island. Considerable oats have been cut and many fields are ripening so that cutting will be general in a short time if fine weather continues. The straw in some places is reported short but in others a fair crop is expected. The potatoes look well and the earlier varieties show a good yield of excellent quality.

The estate of W. E. Crowe, grocer, whose death occurred last week, has been appraised at $14,000.

George Mitchell, a former member of the Nova Scotia Legislature, and one of the most successful West India merchants in Halifax, died at his home in this city during the week, aged 63 years. For years he was a member of G. P. Mitchell & Sons, and about six years ago, when that firm was formed into a limited company, he was made president. The firm does a large business with the West Indies both in importing and exporting, vessels flying their own flag trading between Halifax and the Southern Islands. Mr. Mitchell was a man of fine qualities and his death is a distinct loss to the city in which he was born.

ST. JOHN.

September 7.—The recent drop in sugar is likely to be short lived, as dealers here expect the price to change at any time. Quotations on molasses show an advance of one cent as predicted last week.

The only other change in the price of staples is an advance of a quarter cent on lard.

In the produce market, potatoes, carrots, beets and turnips are coming in plentifully, and are now quoted at the following prices per barrel: Potatoes, $1.25; beets, $1.10 to $1.25; carrots, $1 to $1.25; turnips, 75c to $1.

Eggs are selling retail at 25c to 30c a dozen, and butter ranges from 25c to 32c a pound.

The wholesale tea warehouse of T. H. Estabrooks, on Mill Street, was broken into on Saturday, September 5, and $530 in cash stolen from the cash-box. Entrance was obtained through a window in the office. The police are working on the case and they report they have a clue which may lead to further developments.

Tons of small sardine herring have been washed up on the shores of Courtney Bay on the eastern side of the city by the high tides during the past few days. As the fish were left high on the shore, city workmen are being employed to bury them or dump them in deep water, as the odor has been anything but pleasant as decomposition set in.

W. Frank Hatheway, M.P.P., lacked only one vote of being selected as the candidate of the Liberal-Conservative party to represent St. John City and County in the Federal Parliament.

H. B. Schofield, of Schofield Bros., paper dealers, is spoken of as a probable candidate for the Liberal nomination in this constituency.

NEWCASTLE, N.B.

Sept. 7.—Miss Ellen Catherine, daughter of ex-Mayor Patrick Hennessy, one of the leading grocers of this part of New Brunswick, was married on the 2nd of September to Alderman Charles J. Morrissy, son of Hon. John Morrissy, Chief Commissioner of Public Works. Mr. and Mrs. Morrissy are spending their honeymoon in Montreal, Toronto and New York.

Two new grocery stores are being built in Millerton, the rapidly growing town, seven or eight miles from Newcastle.

Proposed changes in the Fredericton branch of the I.C.R. will make, it is believed, the main line run to Newcastle instead of, as now, to Chatham. The faster service will enable the people of Borestown, Doaktown and Blackville, who now buy largely in Fredericton to do their business here and at Chatham.

Hard times has found several of the local merchants but grocers are doing a good business still. J. D. Paulin, our newest grocer, has lately doubled his store-room and greatly enlarged his stock.

Miss Bessie McIntosh, of Harcourt, has removed her grocery, recently established, to the MacLeod stand, beside the I.C.R. station, one of the largest stores in Harcourt.

Andrew Dunn, the veteran grocer of Kent County, now 83 years of age, is in failing health. His business at Harcourt is now managed by his daughter, Miss Jessie P. Dunn.

Clarence Wry, grocer and butcher, has removed from Harcourt to Salmon River, Kent County.

Randolph & Sons, wholesale provision merchants, whose headquarters are in Fredericton, are building a new brick warehouse in Chatham, N.B., to accommodate increased business.

Campbellton badly needs a public market. The unsuccessful sellers of country produce now, after the merchants are supplied, peddle their goods from house to house, destroying the merchants' market. Peddlars require no license.

TRADE NOTES.

A curator has been appointed for D. Pelletier, Cedar Hall, Que.

D. Legault & Co., general merchants, St. Paul, Que., have been registered.

J. A. Bradley, grocer, Vancouver, has sold his business to Anderson & Ross.

The assets of J. Chabelle, grocer, Chicoutimi, are to be sold on September 11.

The assets of F. Tremblay, general merchant, Les Eboulements, Que., have been sold.

SITUATIONS WANTED.

WANTED—Position as traveller in Ontario by experienced grocery and specialty salesman. Married man, steady, sober and best of references. Address Box 216, CANADIAN GROCER, Toronto. [39]

SALESMEN WANTED.

SALESMAN—By a large American manufacturing company, to travel in Eastern Canada, doing detail work among the grocery and drug trade for a well-known line of Food Products, extensively sold in Canada. Permanent position, excellent prospects. Applicants requested to forward full particulars—age, experience, salary earning, copies of references, etc., in strict confidence. Apply "THE GROCER," box 217, Toronto.

Interesting Ontario Items

Broom Corn to be Grown in Essex—Presentation to Hamilton President—Brief Sugar Famine in London.

CHATHAM.

September 8.—That the Canadian Packing Company, recently burned out at London, are likely to locate here, is the chief item of news this week. Though at the moment of writing nothing definite has been decided, both Manager Rechnitzer, of the company, and Chairman Westman, of the Civic Industrial Committee, unite in stating that Chatham's prospects look good; though St. Thomas, Palmerston and other places are also understood to be after the industry. Among the inducements Chatham has to offer are understood to be a free site, a fixed assessment for a period of years, power from natural gas at $8 per horse-power, guaranteed, and ample fire protection. Still more important is the fact that Chatham is right in the centre of a great hog raising district. Hitherto the company is stated to have been handicapped by the fact that, located in London, it had to procure its supply of hogs from a considerable distance, the large proportion of them being shipped from Chatham. With the establishment of the factory here, there will be a great saving in freight. While Ald. Westman states that the point has not come up, there is no doubt that local financial men would not hesitate to take stock in the concern should that be desired. There being no competitive plant within a wide radius, this vicinity also offers an excellent market for the manufactured products. For years past a concern of this nature has been earnestly desired for Chatham, and the London company, in locating here, will not only secure the material advantages previously mentioned, but will head off competition that, in a few years, would otherwise be inevitable.

John McCorvie, head of John McCorvie & Son, returned last Wednesday night from a two months' trip to the Old Country. Mr. and Mrs. McCorvie and party took in the Franco-British Exhibition at London, visited Paris, Liverpool, Edinburgh, Glasgow, Belfast and the picturesque north coast of Ireland, as well as many other points of interest in the United Kingdom. Mr. McCorvie speaks in high terms of the Canadian exhibit at the Franco-British Exhibition. Incidentally, being a true Scot, he visited the field of Bannockburn, and Ayrshire, redolent with memories of Bobbie Burns, and brought home a big bunch of purple heather from the hills at Campbellton, near where his father and mother were born.

That undue enterprise has its boomerang qualities is emphasized by a complaint recently voiced in the local papers, against boys who, when delivering dodgers from house to house, secure prompt attention by ringing the door bell. Many housewives have complained against the practice, which, undoubtedly, in quite a few cases, defeats its own object. The complaint is one for merchants to at least consider.

HAMILTON.

September 8.—Talking about the Garden of Canada; if some of your readers could have seen Hamilton market last Saturday their thoughts would have certainly turned towards that oft-described spot, the Garden of Eden. There were loads and loads of luscious peaches, plums, pears, melons, grapes and vegetables of all kinds, grown in the highest state of cultivation. Just think of lorry loads of beautiful Crawford peaches, with an average quantity of 200 baskets to a lorry, and selling readily at a dollar a basket. Why, it kept the farmers busy counting their money; and the thousands of baskets of

JOHN FORTH.

President Hamilton Grocers' Association, to whom a Presentation was made Last Week.

plums, selling at 15 and 20 cents a basket: and here's where the people who couldn't buy peaches got busy. Tomatoes, 2 baskets for 25c. Canteloupes, 25c a basket, with from 15 to 30 in a box; grapes, 20c; pears, 20c; potatoes, 25c; and vegetables of all kinds in the highest state of perfection. The workingmen of Hamilton are on easy street as far as the price of fruit and vegetables is concerned. One thing that militates against the retail grocer in this bountiful supply is the peddling system. When the farmer finds sales a little slow he gets his horse out and starts canvassing the city, and in his dealings he is worse than the ordinary peddler, who knows what his goods cost him, and usually wants a profit. In the farmer's case he is always open for an offer and very often makes the good housewife think that the corner groceryman is holding her up in the price of vegetables. At the last meeting of the Retail Grocers' Association this question was fully discussed, and it was decided to take some action in the matter. It was found that the city council had recently passed a by-law prohibiting the sale of foreign fruits on the streets and it was up to the police to look after them. A committee was appointed to investigate, and the opinion is, from the make-up of the committee, that there will be "doings" in the near future.

The Association is in mourning for one of the "old guard," a pioneer member, who was always to be relied on, be times good or bad in the history of the Association; always ready with a cheery smile and a kindly word, and his hand in his pocket ready to help the Association in anything that would tend to benefit and uplift the trade. Truly, the passing of our old President, John Rowan, cast a shadow over the last meeting of the grocers. His sudden death came as a great shock to his friends here. After twenty-five years in the trade he had endeared himself to thousands of Hamilton people. He had recently been appointed bursar of the asylum at Woodstock, and while his friends regretted his removal from this city they were pleased at the recognition given to him for worthy service, by the Ontario Government. The grocers of the city extend their sincere sympathy to the family in their hour of bereavement. The funeral, which took place on Saturday morning, was very largely attended.

That exceedingly affable but bashful young man, John Forth, the President of the association, was made the recipient of a very handsome present at the last meeting. As chairman of the Picnic Committee he distinguished himself as never chairman did before and in recognition of his ability and the arduous duties he performed the members decided to mark the 1908 picnic with a dot of approval by presenting the chairman with a handsome Morris chair of old oak design, which Mr. Forth duly appropriated after making a very touching speech in which he referred to the kind assistance of his colleagues.

LONDON.

September 8.—Business continues fair both wholesale and retail, and dealers, as a rule, have little to complain of.

A report that the Lake of the Woods Milling Company is negotiating for the purchase of a mill for the purpose of grinding a blended flour in this city, is denied by the local manager, J. C. Middleton. The company is simply erecting a warehouse near the C.P.R. for the purpose of storing a few carloads of flour for distribution throughout Western Ontario, and the idea of securing a mill here has never been taken into consideration.

As a result of the delay of a train on the Grand Trunk on Saturday morning, some local grocers were for a while without a supply of sugar, and many housekeepers were in a quandary to know what to do with fruit they had bought in the market. With one exception, the wholesalers were without sugar, and a canning company feared trouble with a large consignment of fruits which were too ripe to keep over. The train was delayed for about twelve hours.

THE CANADIAN GROCER

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STUDY THE CUSTOMER.

A good deal of advice is given to grocers about being attentive to customers, and in most cases this is quite applicable, but occasionally a case occurs where the grocer loses sales and even customers by being too attentive. The writer's attention was called to this the other day. He was talking of trade matters to a grocer, a good grocer, too, when a lady of prepossessing appearance came into the store. Immediately the grocer was all attention, put on a smile of welcome and started in to talk. The customer was one of those quiet, business-like women, who knew what she wanted and how she wanted it. It was quite evident that she detested any fuss, and yet that grocer in his eagerness kept on suggesting this and that, and telling the good qualities of each in a way that was absolutely amusing. In the end the lady left the shop apparently annoyed, with a small sale that left the grocer disappointed.

To an onlooker the mistake was obvious and yet that grocer couldn't see what was the matter. He had simply used the same methods and selling talk with this customer as he did with other less reserved women, with whom it worked admirably.

The lesson in the mistake is, the salesman must study his customer as well as his goods. There is such a thing as giving too much as well as too little attention, and if anything, this tendency to, well, slop over, is the more serious.

THANKSGIVING ON MONDAY.

The announcement of Monday, October 19 as Thanksgiving Day, which came from Ottawa last week, will be received with particular satisfaction by Canadian travelers, and by the retail trade generally. The date chosen is an advantageous one for several reasons. First of all, it will give the traveler another day at home instead of forcing him, as occurred in most cases with the old fixture, to spend the holiday in idleness somewhere on the road. In the second place it will avoid breaking up the week for the retailer, and while it will tend to make the preceding Saturday a particularly heavy one, it will be much better than it used to be on Thursday. The new date, too, is rather earlier than usual, and this will avoid interference with the elections and the rush usually incident on the closing of navigation.

ABOUT SORTING BUSINESS.

The best sorting business in years is ahead of Canadian wholesalers. This is admitted by those who are in touch even in a remote degree with the conditions which prevail.

The reason, obviously, is that retailers have bought lightly for Fall; placing orders have been unprecedentedly small, merchants apparently preferring to depend pretty largely on their ability to obtain goods in the Fall, when they actually need them.

To facilitate business under these new conditions wholesalers will have to carry heavier stocks for sorting than they have ever been obliged to do before. They, too, however, have bought light, and pretty much in proportion to the volume of placing orders.

The retailer, therefore, who anticipates his wants early and uses the wholesalers' stocks to supply his needs early in the season, stands the best chance.

Business will be better. It's up to the retail merchant to place himself in a position to profit most largely by this improvement.

KEEP ABREAST OF THE TIMES.

A man may not realize the stern necessity of keeping up with what is being done in the trade elsewhere—may even neglect to utilize business possibilities—and yet be personally a likeable good fellow. It doesn't help you. By cultivating the science of salesmanship to the highest possible point, by adopting methods that have proved successful elsewhere, by creating business, by grasping opportunities, by encouraging and supplying demand for special goods, and by other numerous approved methods, you set up a standard of competition which is in itself honorable and praiseworthy, which will make you successful, but which will in no sense be describable as a "curse to the trade."

You are in business for business—your own business—neither for amusement nor for spite!

A FORCE IN THE BUSINESS WORLD

The trade paper is the medium that introduces the new things to the retailer who serves the interests of the consumer, and in this way is the greatest commercial force known. An order from one retailer is worth many orders from individual consumers. The dealer buys in quantities and sells single pieces, thus advertising through a trade paper; while it does not produce numerically as many returns as general advertising, each individual order represents a quantity and steady buying, whereas the average consumer ordering goods through a magazine advertisement orders once and never again. Every retailer represents on an average 300 consumers, so it will be easily seen that business secured through a trade paper is the most profitable, most extensive and most to be desired of any.

The trade paper is the best booster that the salesman of to-day possesses. No matter whether a man is on the street, or on the road, or behind the counter, the trade paper is working for him night and day. It is inspirational and is a medium of expression for his views and for the interchange of ideas. It helps the road man because it introduces his goods to the prospective buyer before the salesman gets to him. In this way it lessens his task and prepares the way. It keeps the retailer posted and abreast of the times so that the salesman has less trouble in finding a middle ground on which to meet him. It boosts the men who do things and helps them both with their employers and their customers.

It is the great force that puts the new ideas, the new things, the new thoughts before the retailer, jobber or manufacturer in condensed and crystallized form and which has built up this great fraternity of men engaged in manufacturing, jobbing, selling or retailing. It is the cement that holds the business structure together, and every man in business should be a booster for trade papers in his line. A salesman cannot go into a retailer's place of business anywhere without finding some trade paper, and everybody should take advantage of this and use it for all it is worth. The trade paper of to-day is the greatest force in the entire commercial world.

Markets and Market Notes

QUEBEC MARKETS

Montreal, September 11, 1908.

POINTERS—

Fish—Declined.
Vegetables—Advanced.
Molasses—Advanced.
Cheese—Firmer.
Butter—Declined slightly.

Encouraging crop reports from the West have resulted in a better feeling making itself evident in the trade of the country generally. A great many houses with headquarters in Montreal depend more upon Western Canada for their business than any other section of the country, and the feeling in the crop-growing districts affects them and their turnover materially. Canned goods continue to move out satisfactorily, and deliveries are still being made by the packers. Late lines will shortly be in the store of the jobber. Sugar inquiry has proved disappointing of late, but refiners look for improvement, believing the lowest point has been reached in prices. An advance in black teas is prophesied for October. Japans do not present any new features this week. Molasses continues scarce, and the advance predicted in this paper last week has occurred. New crop Valencia raisins are expected to arrive about October 10. A shortage in figs is predicted. Coffees are firm. Good demand for spices is reported. More inquiry for flour is encouraging millers, who state feed also is selling more freely. New honey is arriving in good quantity. Rice and tapioca are unchanged. Green fruits are selling well. Prices have not changed. Vegetables are quite active. Changes are noticeable in fish quotations.

SUGAR—The sugar market is not as brisk as it should be at this season of the year, and the decline of 10c has not given it much of an impetus. Prices are the same as last week. From some sources of an authoritative nature it is stated that the market is as low as it will be likely to go as the new crop beets are being quoted near the cost of production, and there will be opposition to further decline. Nearly all growing crops are making good progress, but these will not be a factor for some time yet.

Granulated, bbls	$4 70
" ½-bbls	4 85
" bags	4 65
Paris lump, boxes, 100 lbs	5 50
" " 50 lbs	5 60
" 25 lbs	5 80
Extra ground, bbls	5 05
" " 50-lb. boxes	5 25
" " 25-lb. boxes	5 45
Powdered, bbls	4 85
" 50-lb. boxes	5 05
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 " bbls	4 30
No. 1 " bags	4 25

SYRUPS AND MOLASSES—Stocks of molasses have been considerably reduced throughout the country lately, and this has firmed up the market, which is very strong at the present time. Syrups are in good demand and quotations are the same as at the last report.

Barbadoes, in puncheons	0 37	0 39
" in barrels	0 39½	0 41½
" in half-barrels	0 40½	0 42½
" fancy		0 34
" extra fancy		0 35½
New Orleans	0 22	0 25
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 35½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—There are almost no transactions taking place in this market. Prices the same as last week.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 06	0 07
Pure syrup, 8½lb. tin	0 60	0 65

TEA—The Japan market offers no new features this week, remaining the same as at the last quotations. Ceylons and Indias are in good demand, while Ceylon greens and China greens are less active. Blacks are reported as being likely to advance in October, according to authoritative advices from primary markets.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18
Ceylon green—Young Hysons	0 19	0 25½
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—The undertone of the coffee market is strong and trade is good in this line. Some of the cheaper grades have been particularly active during the week. An authority on the coffee trade maintains that the steadiness of this market is due to Brazil's valorization scheme, which is designed to provide more stability to the market and eliminate highly speculative deals with this product. Prices are the same as at the last quotations.

Jamaica	0 16	0 20
Java	0 20	0 35
Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15
Maracaibo	0 15	0 20

Roasted and ground 20 per cent. additional.

DRIED FRUITS—Oregon prunes are not being seriously considered owing to short crop there. Dealers are turning their attention to the Bosnia product, as this country is regarded as the source of supply this year for most countries, except the United States. In the latter country the duty will pretty well limit the trade to the native product. Seeded raisins are in fairly good demand. New crop Valencias are due to arrive about October 10. Sultanas are 1 cent a pound cheaper than a year ago. A fair demand is reported for currants on the spot, but it is of the hand-to-mouth character. Reports state that figs will be firmer this year, owing to shortage in crop.

Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb	0 03½	0 04
Packages "	0 05½	0 06½
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 87½
" " boxes		
"Excelsior Windsor Clusters"		5 50
" " ¼s		1 50
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 1
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb		0 32
Peaches, "		0 18
Pears, "		0 18
Prunes—		per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08½	0 09½
" " " 50-60s	0 08	0 08½
" " " 60-70s		0 09
" " " 70- 0s	0 07½	0 08
" " " 90-100s	0 06½	0 07

SPICES—A good trade is reported in spices, which is the result of the pickling season. All lines are in good demand and especially cinnamon, both ground and whole. Both varieties of cloves, also peppers, are particularly active. The increase in demand has not yet resulted in any change in prices.

	Per	lb.
Peppers, black	0 14	0 20
" white	0 18	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—The market is very dull in both rice and tapioca. Rice is, perhaps, the more active of the two. Prices remain unchanged.

Rice grade B, bags 250 pounds	$3 15
" " " 100 "	3 15
" " " 50 "	3 25
" " pockets 25 pounds	3 25
" " ½ pockets, 12½ pounds	3 35
" grade c c., 250 pounds	3 05
" " 100 "	3 05
" " 50 "	3 15
" " pockets 25 pounds	3 15
" " ½ pockets, 12½ pounds	3 25
Tapioca, medium pearl	0 05

BEANS—There is a light demand for beans, and this is limited pretty much to those of foreign growth. Ontario primes are quoted most generally at $2, although a few extra choice lots have been quoted at $2.10. Most sales of Austrian and Indian beans are at the minimum price. Reports from Ontario state that the crop is not likely to be as good in quality as was expected, owing to unfavorable weather.

Canadian, prime	2 00	2 10
Austrian	1 95	2 00
Indian	1 65	1 75

EVAPORATED APPLES—There is scarcely any demand and stocks generally are very low. Quotations rule the same as last week.

Evaporated apples	0 07½

ONTARIO MARKETS.

POINTERS—

Sugar—Steady.

Molasses—Advance expected.

Beans—Scarce and firm.

Collections—Fair.

Toronto, Sept. 10,

There is rather a more cheerful tone evident in wholesale circles this week. Some firms report business as picking up noticeably. Others are more conservative in statement and do not see much change at present, though they report favorably on the outlook. Buying in small lots, however, continues to be the regular procedure. Travelers say that where at the same time last year a grocer would take twenty-five cases of goods, to-day he is only taking twelve, with, however, the prospect of taking the other twelve later on. This seems to be characteristic of the whole business. Collections are generally pretty good, though on the last few months' business most of the houses are keeping their books in pretty good shape.

Market changes during the week in staple groceries have been very few, most lines holding steady.

SUGAR—The market shows very little change since last week. Demand is good and since the recent decline seems to have brought prices to a better working basis the situation is a good deal more steady. There has been nothing very new in the raw markets during the week and at the present time there does not seem much prospect for any immediate change in Canadian refined.

There seems good evidence that both retailers' and wholesalers' stocks are light throughout the country as was shown in London last week when a delay of twelve hours in the arrival of a train saw a small edition of a sugar famine.

Willett & Gray, summarizing the situation, say:

"The decline, which extended for several weeks, has finally been checked. All unfavorable conditions have been discounted and a further decline is not warranted at this time. No boom is anticipated, but there is reason to expect a firm market for the immediate future. The balance of old crop Cuba sugars available for shipment is reduced to about 35,000 tons, which is offered only sparingly from time to time, the lowest price now named being 2 9-16c c. & f., 95 degrees test, equal to 3.98c for 96 degrees test, the Cuba sugars now testing low as a rule; there are New York buyers at 1-32c less, or equal to 3.95c for 96 degrees test. According to cables, the weather in Cuba is still favorable to the development of the growing cane. Our Havana correspondents write that many sections report that the cane has already begun to lay down, owing to its size, and that prospects of the crop are promising. Harvesting is expected to commence in December."

Paris lumps, in 25-lb. boxes	6 05
Paris lumps, in 50-lb. boxes	5 85
" in 100-lb. "	5 75
Paris lumps, in 20, 5-lb. boxes	7 10
St. Lawrence granulated, barrels	4 80
St. Lawrence Beaver	4 55
Standard granulated	4 80
Imperial	4 55
Acadia granulated, (bags and barrels)	4 70
Berlin granulated	4 70
Phoenix	4 75
Bright coffee	4 70
No. 3 yellow	4 60
No. 2 "	4 50
No. 1 "	4 40

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—There has been no change as yet in molasses prices, though dealers are talking about an increase in accordance with conditions mentioned in these columns last week, and the change is almost sure to come shortly.

Syrups—	
Dark	
Medium	0 30 0 35
Bright	0 26
	Per case.
2 lb. Tins, 2 doz. in case	2 40
5 " " " "	2 75
10 " "	2 65
20 " " " "	2 60
Barrels	0 03½
Half Barrels	0 03½
Quarter "	0 04
Pails, 38½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons, 6 to case	4 50
½ " 12 "	4 80
Quarts, 24 "	4 80
Pints, 24 "	2 80
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 28 0 30
Barbadoes, extra fancy	0 37 0 45
Porto Rico	0 45 0 60
West Indian	0 30 0 35

TEA—Local markets are comparatively quiet, with no particularly new features in evidence.

Kearley & Tonge's August circular reviewing the general situation, says: "The stand-out event in connection with Ceylon tea during July has been the all-round improvement in quality. There are now comparatively few unusable teas offered; many of the low-country gardens, which during April, May and June were sending teas rank in cup and with black infusions, are now making good, sound, useful teas. Higher grown teas also show great improvement; gardens with reputations for fine flavor reputations, which during the last month or two have been in danger—are now producing quality and flavor very much nearer the standard that is looked for. The result of this general improvement has been to steady the market for low grades and send up the prices of good to fine, many cents per lb. And as is usual, with a return to fine quality, the quantity is less. Sales are considerably smaller, and are likely to continue so, consequently the prospects point to a firm market for some time."

DRIED FRUITS—Interest is centred in new crop goods with first shipments due to arrive in about two weeks. Some jobbers report selling largely on these, though mostly in small lots. Other houses have not been pushing the goods. The markets on both raisins and currants have a firmer feeling, with good reports as to the quality of the coming goods. Cables to local brokers from Smyrna this week noted an advance of from 1s and 6d to 2s on raisins.

Present prices are as follows:

Prunes, Santa Clara—			
	Per lb		Per lb.
100-120s	0 06	30-40,25's, 50-l boxes	0 07½
90-100s,50-lb boxes	0 06 0 07	70-80s "	0 08
80-90s "	0 07½ 0 08	60-70s, 50-lb boxes	0 07½ 0 09
" " "		40-50 "	0 09
Note—25 lb. boxes ½c. higher than 50 lb.			
Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 08 0 15
Tapnets, "			0 03½ 0 04
Bag Figs			0 02½ 0 04
Currants—			
Fine Fillatras	0 06½ 0 07	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		
Uncleaned, ½c less.			
Raisins—			
Sultana			0 09½ 0 13
" Fancy			0 11 0 12½
" Extra fancy			0 14 0 15
Valencias,			0 05 0 06½
Seeded, 1-lb packets, fancy			0 10 0 10½
" 16 oz. packets, choice			0 09½
" 12 oz. " "			0 08
Dates—			
Hallowees	0 05½ 0 05½	Fards choicest	0 08 0 09
Sairs	0 04½	" choice	0 08½

SPICES—Business continues good in lines in general demand. No changes are recorded.

Peppers, black pure	0 16 0 20
" white pure	0 25 0 30
" whole, black	0 18
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 45 0 60
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 19
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

RICE AND TAPIOCA—There are no features of interest locally. Cables from Japan estimate the season's rice crop at 18 per cent. above the average.

BEANS—There is a little more activity noticeable this week, and the short supply in the markets is very evident. Prices continue stiff.

Beans, hand picked, per bush	2 00 2 10
" prime No. 1 "	1 90 2 00
" Lima, per lb	0 07

EVAPORATED APPLES—Little is doing with prices unchanged.

Evaporated apples	0 7½ 0 08

HIDES AND WOOL—The hide market is high and dealers are not anxious to buy. Wool is inactive.

No 1 inspected steers, 60 lbs. up	0 09 0 10½
No. 2 " " "	0 08 0 09½
No. 1 " cows	0 08½ 0 09½
No. 2 " "	0 08 0 09
Country hides	0 08
City Calf skins	0 12
Country Calf skins	0 10 0 12
Sheep skins	0 90
Horse hides, No. 1	2 50
Rendered tallow, per lb	0 05½ 0 06
Horse hair, per lb	0 27
Wool, unwashed	0 07 0 08
" washed	0 13 0 14
Rejects	0 10

TORONTO GROCER TAKES FIRST.

There was quite a line-up of grocers', confectioners', and bakers' delivery outfits at the Exhibition on Tuesday morning, in connection with the judging before the grand stand. In class 138, single horse, open to grocers, confectioners bakers and milkmen, R. Mathews, the Yonge St. grocer, carried off first with his spic and span outfit and the prize-winner, Fred, between the shafts. This is the fourteenth set of ribbons won by this horse. The Osgoode Dairy Co. carried off second with King, and S. J. Beacock took third, with Brown Duchess.

CANADIAN CANNED GOODS.

Estimate of Pack on Various Lines—Reports From Business Centres.

Reports from reliable authorities in the different canning centres allow the compilation of estimates of crop and pack of vegetables and fruits on several lines, which are given herewith:

The pea crop has turned out somewhat of a failure. The hot and dry weather played havoc with the growing peas. On this account the pack cannot be very large. Some estimates place it from 1-3 to 1-2 of the normal pack.

Refugee and Golden Wax beans already packed, are of good quality and fair sized pack. Prospects have been very discouraging for a couple of weeks for the later bean pack but recent reports from the fields are brighter and the crop promises to be at least fair.

The tomato pack will be only an average one, and not so large as expected a few weeks ago. The average in most sections is smaller than last year and grubs and blight have done considerable injury. The last two weeks of cool weather also has delayed delivery.

The beet and pumpkin pack will be fairly large.

A large supply of plums was carried over from last year by most of the canners and in consequence the pack will probably be light.

MONTREAL—The demand for all lines of Canadian goods has been good since trade has been on the new price basis. American products are neglected.

TORONTO—The amount of business passing is not so large as expected this week, though fruits and vegetables are fairly active. Jobbers are gradually stocking up with new pack goods.

TRADE NOTES.

Geo. Thorn, confectioner, Toronto, has sold his business.

Thibodeau & Cyr, wholesale confectioners, Montreal, have assigned.

Owen Bros., general merchants, Kirkella, Man., have sold their stock to Fred. Crossman.

D. J. Cullen, confectioner, Deloraine, Man., has sold his business to C. E. Stevens & Son.

O. H. Bruneau, general merchant, Stratford Centre, Que., has compromised with his creditors.

Bertram Carr, representing Carr & Co., biscuit manufacturers, Carlisle, England, was in Winnipeg last week consulting with Hamblin & Brereton, the Western Canada agents for his firm, and making the acquaintance of the Winnipeg trade. Mr. Carr has gone further West to visit the trade at the Pacific Coast.

F. W. Forde and Ald. Johnston, two of Ottawa's energetic grocers, who have been working hard in the interests of the Pure Food Show, to be held in connection with the Central Canada exhibition next week, were in Toronto for several days this week doing the exhibition and incidentally securing a few more exhibitors for the Ottawa fair.

ANOTHER HAPPY TRAVELER.

John Wilson Charles, of H. P. Eckhardt & Co., Toronto, is widely known as one of the cheeriest grocery travelers on the road. After this week he'll surely bubble over with happiness and he'll have good reason to. On Wednesday, September 9, John did one of the best things he has ever done by taking unto himself a bride, the young lady being Miss Violet A. Colville, niece and adopted daughter of Mr. and Mrs. Wm. Colville, or "Billy" Colville of Comfort Soap, to be more familiar. The ceremony was performed in St. Enoch's Presbyterian Church, Toronto, at one o'clock, by Rev. W. B. Findlay, assisted by Rev. J. McP. Scott. The bride was assisted by Miss Nellie Sinclair, and James Charles, the groom's brother, was best man. The ushers were Henry Smart and W. J. Bradv.

After the ceremony a reception was held at 2 Bain Ave., Mr. and Mrs. Colville's home, and later in the afternoon the happy couple left for a honeymoon trip to Philadelphia, Atlantic City and New York. On their return they will reside at 2 Bain Ave.

JOHN WILSON CHARLES.

Of H. P. Eckhardt & Co., Toronto, who Was Married on Wednesday.

A pleasing incident previous to the happy event occurred on Saturday in the office of H. P. Eckhardt & Co., when in a little gathering of the staff John Charles, who has been with the firm for 15 years and is one of their leading travelers, was presented with a handsome china cabinet. The head of the firm, Mr. Eckhardt, and the manager, Mr. McKenzie, said some very nice things about Mr. Charles' work and his long connection with the house, and the recipient made one of his characteristically able replies.

The Grocer extends heartiest congratulations to Mr. and Mrs. Charles in their new relations.

THE CANADIAN SALMON PACK.

Though Increased Over Last Year, Not Large Pack.

An article in these columns two weeks ago giving estimates of the salmon pack on the Pacific Coast, has aroused considerable interest among the trade, and some question as to its correctness. While the figures given have subsequently been proven to be correct, the article seems to have been somewhat misleading, in stating that this season's pack was increased over that of last year, and not stating that last year was a poor one. As a matter of fact, the present season's pack is anything but a large one. In some places the run was larger than anticipated, but the factories were not prepared to take advantage of this. From another standpoint, when it is known that the pack of "Talls," in which the Canadian trade is chiefly interested, is comparatively light, it will be readily seen that the supply of salmon this season will not be large. It is impossible, at present, to secure reliable statistics as to the British Columbia pack, but in the light of the facts given above the following report from a correspondent on the Coast, who is closely in touch with the situation, should be of interest:

Vancouver, Sept. 4.—The salmon pack for 1908 in British Columbia is better than that of last year. On the Fraser River, the increase is 16,000 cases in round numbers, the total returns not yet being available, while the total estimate for the whole of the Coast is placed at 338,000 of all shapes, as compared with 314,000 cases in 1907. The showing on the Skeena River was very good, but at Rivers Inlet the canners were disappointed because of a decrease. One point worthy of special attention is that while on the Fraser the pack was 74,000, on Puget Sound it was 151,000 cases. These canneries get their fish from practically the same source, but the fish before coming to the Fraser have to dodge the traps of the Puget Sound canners. The result is that Canadians get what are left. If the Puget Sound people observed the law, it would not be so bad, but it is stated with some degree of authority that the close season is only on the books, and trap owners do not allow it to bother them, except where they are forced by the seine fishers. As long as Canada takes steps for the preservation of the salmon fisheries, the United States reaps the benefit, and unless some co-operative measure is decided upon, and that enforced, it will only mean that canners here get little, while on the other side they take all that is offering.

ROLLED OATS UP IN MONTREAL.

A despatch from Montreal received just before going to press notes an advance on rolled oats, 5 cents on bags, 10 cents on barrels.

D. E. McGill has advertised his grist mill at Hillsburgh, Ont., for sale.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, September 11, 1908.)

POINTERS—
Prunes—Advanced.
Eggs—Advanced.
Butter—Advanced.
Sugar—Upward tendency.

Business is showing considerable improvement and the outlook is much brighter. Anxiety about the crop is over now and while the yield is not so large as was expected last June it is still a satisfactory one and, with the high prices obtaining now, there is no doubt that it is the most profitable in the history of the country. With greatly improved business prospects, the trade are buying more freely and active trade may be expected during the coming months.

CANNED GOODS—Competition is keen in corn, peas and tomatoes. We quote:

FRUITS.

	Group No. 1	Groups No. 2 & 3
Apples—3's standard per case	2.44	2.34
" Gallons, standard "	1.55	1.52½
Cherries—Red pitted 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	9.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie unpeeled gallons	2.42½	2.40
" pie peeled gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe l. s. 2's		2.78
" Globe l. s. 3's		4.14
Plums—Damson l. s. 2's	2.28	2.18
" Lombard l. s. 2's	2.28	2.18
" Greengage l. s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red gallons	3.80	3.77½
" black 2's	4.18	4.08
" black gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.98
Peas—		
No. 4 standards 2's	1.88	1.78
Early June 2's	1.98	1.88
Sweet Wrinkle 2's	2.18	2.08
Extra fine sifted 2's	3.08	2.98
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.34
Tomatoes—2's	2.08	1.98
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " "	1 90
" 3 " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili " "	2 50
" 2 " " " "	1 90
" 3 " " " "	2 50
Soups, per doz	1 25
Corned beef " 2's per doz.	3 10
" " 1's "	1 65
Roast beef 1's, per doz	1 65
" 2's "	3 10
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

SUGAR—The tendency is upward but there has been no change since last week. We quote:

Montreal and B.C. granulated, in bbls	5 20
" " in sacks	5 15
" yellow, in bbls	4 80
" " in sacks	4 75
Wallaceburg, in bbls	5 10
" in sacks	5 15
Berlin, granulated in bbls	5 00
" " " sacks	5 05
B.C. gunnies granulated, 5-18's to bale, per cwt	5 15
" " 5-2o's " "	5 15
" hard pressed lump, 25's, per cwt	6 35
" " " half bbls., per cwt	6 70
" icing	6 00
" bar sugar	5 80
Icing sugar in bbls	5 80
" " in boxes	6 00
" " in small quantities	6 30
Powdered sugar, in bbls	5 50
" " in boxes	5 80
" " in small quantities	5 85
Lump, hard, in bbls	6 15
" " in ½-bbls	6 15
" " in 100-lb cases	6 15

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 80
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 70
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. kegs, each	2 25

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	2 65
" 40 " " 80	2 70
" 20 " " 80	2 80
" 8 " " 80	3 10

CORNMEAL—Since the recent advance prices are quoted as follows:

Cornmeal, per sack	2 35
" per ½ sack	1 20
" per bale (10, 10's)	2 65

BEANS—White beans are advancing in price and some houses are now asking $2.50 per bushel for hand-picked and $2.35 for 3-lb. pickers.

POT AND PEARL BARLEY—Pot barley, $2.80 per sack. Pearl barley has declined and quotations now are $4.05 per sack and $2.10 per half sack.

MAPLE PRODUCTS—

Sugar, 25 lb. boxes, ⅓s. and ½s	3 00
Syrup gallons ½ doz. to case, per case	5 65
" ¼ " 1 doz. to case, "	6 15
" ½ " 2 doz. to case "	6 50

FOREIGN DRIED FRUITS—Prunes are advancing and the price of old prunes now on the market has been advanced. The new stock which will arrive soon will be considerably higher in price. We quote:

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 00
Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 00
" " " 14's	1 05
" " selects " 28's	2 20
" " " " 14's	1 15
" " layers " 28's	2 25
" " " " 14's	1 20
California raisins, choice seeded in ½-lb. packages per package	0 07
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 08
" ¼ " "	0 08½
Prunes 90-100 per lb	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 08½
" 40-50 "	0 08½
" 30-40 "	0 09½
Silver prunes	0 10
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 12½
Peaches, per lb	0 10
Apricots, standard, per lb	0 09½
" choice, per lb	0 10½

PEEL—

Lemon peel	0 08½
Orange "	0 1 ½
Citron "	0 16½
1 lb. drum, mixed	2 00
½ " "	1 25

TRADE NOTES.

R. Frank Gill, grocer, St. Mary's, Ont., is retiring from business.

Isaac Davidovitch, general merchant, Burk's Falls, Ont., has assigned.

Thos. Newans, grocer, Prescott, has called a meeting of his creditors.

Chas. J. Farr, grocer, London, is succeeded in business by Milton & Trebilcock.

L. Welch, general merchant, Oil Springs, Ont., is succeeded by W. J. Griffin.

Sangster & McCuaig, general merchants, Mille Roches, Ont., have dissolved.

The general store of A. E. Barrett & Co., Havelock, Ont., was burned last week.

Neil McDonald, general merchant, Kintail, Ont., is advertising his business for sale.

The assets of S. Gagnon, general merchant, Bromptonville, Que., have been sold.

Levi Armstrong, grocer and baker, Stouffville, Ont., has advertised his business for sale.

A. E. Holmes & Co., grocers, Keewatin, Ont., have sold their business to L. H. & J. F. Clarke.

FEEDING THE EXHIBITION DOGS.

The dogs at the bench show at the Canadian National Exhibition this week are being fed on Spratt's dog cakes. It is within the truth to state that Spratt's sell 99 per cent. of the great kennel owners and breeders of the world, and that there is no dog living to-day of any account who himself, or whose ancestors, or descendants, do not, or have not, eaten Spratt's dog cakes. If your jobber cannot supply you, drop a line to the agents, F. Hughes & Co., 13 St. Therese St., Montreal.—Advt.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Sept. 7.—With Sept. 1 began the official crop year of 1908-09. The opening price of the wheat of the new crop was really made a few days previous, and started with No. 1 Northern, $1; No. 2 Northern, 97c; No. 3 Northern, 93c. Ever since the opening there has been a good demand for cars of cash wheat past Winnipeg, and the premiums paid have run all the way from 1c to 4½c over the September option, which has ranged round 98c to $1. Rejected grades have also commanded a premium of 2c. Exporters report the demand good and a very liberal inquiry, but state that at present it is not possible to decide whether the demand may not be a desire to test the new crop. Receipts of the new crop are increasing daily, and, of course, are much ahead of last year when new wheat was not mentioned in the inspection until after Sept. 20th, but it is not coming in as rapidly as it did in 1906, which was one of the earliest crops on the market we have had in the West. I wired for last issue, the Free Press' official crop estimate for 1908, putting the wheat at 102,000,000 bushels. This estimate has come to be regarded as the most authoritative news that can be obtained on crop conditions, from the fact that the country is so completely covered by wholly disinterested inspectors, the Free Press buying every mile of its railway transportation, as well as paying for the livery hire. It should be a particularly valuable report this year, from the fact that the crop is spotted, that is, any damage that has occurred is not a total damage in any one place, excepting of course from hail, which really does not figure much in the bulk of the crop. The damage from frost will not lessen the yield materially, but it will lower the grade and it is going to be a pretty hard crop to buy on that account. Indications are all in favor of good prices, and the West is feeling very chipper in spite of the frost. A careful personal survey of the whole situation leads your correspondent to the belief that 75 per cent. of all the crop damage sustained in the Canadian West this year might have been avoided by better farming. No farming, however good, will protect a man from hail, so that damage goes in the other 25 per cent., but in the case of hot winds and frost, the matter is to a great extent in the farmer's hands. He cannot prevent either coming, but he can to a very great extent mitigate their effects. In the matter of hot winds, better cultivation would have reduced the damage fully one-half, if not two-thirds. This was plainly manifest by the condition of highly cultivated fields in the district where the hot winds and lack of moisture did the most harm. Well cultivated soil had conserved the moisture from the June rains, there were no weeds to share what moisture there was with the wheat, and the plants being strong, vigorous and well stooled were capable of standing more drought. In the matter of frost the bulk of the wheat at all seriously damaged was sown too late. There was more excuse for late sowing the past spring than usual, because the bad weather last fall had made it difficult to get lands ready in time, but even this excuse was of no avail in many cases. The real trouble is the ambition of men to cover more ground than they can get in early and in good shape, and until this difficulty is overcome there will continue to be late crops that will be frosted.

It is interesting to note the condition of Manitoba, as compared with other Provinces. There has been a tendency on the part of many farmers, especially new-comers, to discount the little Province that made the West famous the world over for wheat, and to rush to Saskatchewan and Alberta, but in the off year of 1907, 60 per cent. of all the contract wheat was raised in Manitoba, and this year 75 per cent. of Manitoba wheat was harvested and out of harm's way before there was any frost. Of course, as the Provinces of Saskatchewan and Alberta become older and cultivation has continued longer, this condition will prevail with them also. It is within the memory of your correspondent when it used to be considered that you could not grow a crop of wheat round Minnedosa, Rapid City and Neepawa without danger of frost damage, yet last year these districts harvested a 25-bushel crop without a sign of frost. This goes to show that much of the heavy land in Aberta and Saskatchewan only needs good and careful cultivation to warm up and bid the frost defiance. The West is all right, but it still has a few lessons to learn, and, as usual, they have to be paid for. Fortunately, this year the price will not be high.

The event par excellence of the week in grain circles was the movement of the Grain Exchange into its new quarters, a magnificent seven-storey building on Lombard Street, east of Main. The building is not yet quite complete, but the members were determined to begin the new crop year in the new building and so they moved. There was more reason for this than appeared on the surface, for, as a matter of fact, the opening in the new building means a practically new Grain Exchange. Ever since the disruption occasioned by the vicious legislation passed last spring by the Provincial Legislature, the members have been working quietly. A holding company was organized, which has taken over the building, buying it at sheriff's sale, and is operating it as landlords of the Exchange, and, as a matter of fact, when business opened on Tuesday morning in the new trading room, it was not the old Winnipeg Grain and Produce Exchange, with a Provincial charter, but all the members of that old exchange formed into a voluntary association without a charter of any kind. It will make absolutely no difference to the carrying on of business which will be handled precisely in the old way, but it gives the members the control of their trading room and market reports, which would not have been possible to them had they continued to work under the old charter, after the restrictive legislation of last spring.

In land circles the event of the week was the coming into force of the new Land Act, opening up the odd numbered sections of Government land for homesteading purposes. The rush has been enormous, and even in Winnipeg where the number of homesteads thus available was small, the people spent the night in front of the land office. Moose Jaw had the largest number of homesteads to offer, some 40,000 in all, and the agents have been kept busy. The new law is a very popular one in the West, and has given a great impetus to immigration from the other side, though in many cases the homesteads have been secured by resident settlers for their sons. The fact that a lad of 18 may homestead and live at his father's home, provided that home is not more than nine miles from the homestead, makes it an easy way for the boys to get homesteads and many of them have availed themselves of the opportunity.

The railway strike does not appear to be nearing settlement, so far as the outsider can see, and there are many anxious hearts as to how the crop is going to move. There has been no difficulty so far, but the receipts have not exceeded 60 cars a day up to date. What everyone wants to know is how the company is going to handle 600 cars a day, for that is what will be needed presently. The series of disasters to their track east of Winnipeg has been a great blow, for it all happens on the lines that the wheat must pass over. There is no doubt that the company have secured a large number of men, but it is equally apparent that the number of skilled mechanics among these men is not large. It is learned, unofficially, that the men are anxious for the strike to be off, it has lasted longer now than they expected, and if the company are wise they will put their dignity in their pocket and get the thing straightened up. At present the public largely sympathize with the company, considering that the men have been rash and unreasonable, but all the same they will have no sympathy with the company if the wheat trains get tied up. The feeling of the whole business community is that anyone who puts any hindrance in the way of marketing the present crop promptly is a traitor, and should be dealt with accordingly.

The much-talked-of new Union Stock Yards are coming at last. The land, about 100 acres in extent, has been secured, though the exact location has not yet been ascertained. It is known definitely, however, that it lies between the tracks of the three railways over in St. Boniface, and is excellently situated for the purpose. The purchase of the land has been guarded very carefully, but the three railways, C.P.R., C.N.R. and G.T.P., the big abattoir firms and a few others are interested in it.

"Men Who Sell Things"

What Respect for One's House Really Means—A Homily on Dress and Orderliness, One of the Important Factors of Salesmanship—Something About Displaying Samples.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

Respect for the House.

Why, of course! Down in the inner recesses of your sterner nature you know you have, only you have not stopped to think of it in that light. Show it, then, by quitting the price-cutting habit.

You would not lift your hand against the safety and maintenance of your own father's household, would you? Why do you do it, then, against the home of your business family? When you compare the two cases there is not much difference.

You have some pride, have you not? Well, then, if you don't want to be known to the father and brothers of your business family as a weakling, constantly requiring care and watching, quit that habit of price-cutting. Start in to hold up your end in supporting that family, in place of being a drag on it.

Every time that you take a liberty that you have no business to take, some one suffers for it. When you fail to do your part, in keeping up the profits of your house, your brother salesmen have to carry the load you have imposed upon them by your lack of sense of obligation.

The most justifiable kick any salesman ever makes is when another salesman in his house cuts the price, while he remains firm. If you want the privilege of being a "special rights" member of the family, you ought to be willing to pay for it.

A Story of System.

My first business venture was the establishment of a house that traveled ten men. Our capital was limited, and we could not afford to make many mistakes. But in our desire to get a foothold, we allowed our salesmen a considerable degree of latitude the first two or three years. Finally we were obliged to call a halt. The cutting of prices was ruining our business. We took the men aside one day and explained matters, asking their support in refusing to cut prices any longer. Our best men stopped the practice at once, but there were three or four weaklings on the staff, who thought the request was a joke, and to correct these it became necessary to make a positive rule that all salesmen cutting prices would be charged with the difference.

CHAPTER XVII.

DRESS AND ORDERLINESS.

Good clothes help to make a salesman. Observers are more impressed by the tidiness of one's clothing than by its expensiveness or variety.

It is said that no one ever notices a man's linen, unless it is soiled; or his hat, unless it is of unusual shape, or dusty, or shabby; or his shoes, unless they are loud, or need blacking, or are worn down at the heel.

True, unpleasant conditions do attract notice, but it is undeniable that the observer is always agreeably impressed by the cleanliness and good style which distinguish the gentleman. Every salesman, therefore, owes it to himself and to his house to be well dressed.

The secret lies more in the choice of clothes and the way they are taken care of, than in their expensiveness or variety. Often the man with a modest wardrobe is better dressed than the one with many suits. Naturally, the man is light-headed, not to say wicked, who would squander on coats, boots, and neckties an income sufficient to support several families; but the example of the careless, slovenly man is not inviting, and if extravagance is to be deplored, there is merit in good dressing. Strike the happy medium. Be neither a Beau Brummell nor a dust-stained Weary Willie.

Neglect of the clothing is a symptom of slovenliness that is apt to be progressive.

The Well-Dressed Salesman.

The well-dressed salesman is scrupulously neat, carries himself well, and is alert and active. The salesman who is content with ill-fitting clothes, shabby hat, soiled linen, rusty shoes, and a collar that is a size too large may be a very bright man and representing a first-class house, but he certainly does not look that way. The first impression the observer forms of him is that he is a "down-and-outer," bordering on a state of collapse. So much depends on first impressions and in keeping up good impressions once formed, that every salesman should regard his personal appearance as important.

Contempt for clothes is too often associated with laziness. The salesmen whom the general trade care to meet are those who "keep up" in every way. In matters like dress, it is a good thing for the salesman to try to get a look at himself "as others see him."

It matters little what your income is or the claims there may be upon it, you can at least afford to patronize a tailor who can give your clothes a stylish cut and a neat fit. Properly selected and adjusted fifty-cent neckties look as good as dollar ones; and a hat that becomes you costs no more than a misfit.

How Personal Appearance Counts.

Personal appearance in salesmanship counts so much and costs so little, that any salesman can afford the price, and it is money well invested. A man is judged almost as much by his appearance as by his actions or the degree of his sanity in this progressive age. A well-dressed, alert salesman will get a "look in" with a brusque merchant, while his slovenly brother is being waved asisde with the busy signal.

Orderliness in dress goes hand in hand with orderliness in the sample-room and orderliness in everything else connected with the work of a salesman. Nothing creates in the buyer a desire to buy like stepping into a well-ordered salesroom. The most attractive line of goods will lose out fifty per cent. through ineffective display in a cluttered-up room.

Displaying Samples.

The proper display of samples on the road is a subject worthy of the closest study. Due care should also be given to cleaning up the sample-room in general before going out to round up a customer. Waste paper, trays, and empty boxes should be stowed away out of sight, and everything arranged in apple-pie order, if one hopes to conduct a customer through the line without a hitch.

Some salesman are naturally orderly; others learn to be, by hard knocks taught in the school of experience; and still another class never learn the lesson. I graduated from the second class during my first year on the road. It happened in this way.

(To be Continued.)

CREATING A NEW CUSTOMER

How a Trade Newspaper Ad Brought a Traveler a New Account.

In a prosperous town of the central part of Ontario there is a merchant who, until recent years, had never included wall paper in his stock. One day, three or four years ago, he was thoughtfully turning over the pages of one of the MacLean trade newspapers when the advertisement of a prominent wall paper manufacturer caught and held his attention "Why not handle wall paper?" thought he, "surely I can turn a few honest dollars that way. I'll try, anyway!" So he sat down and wrote to the wall paper manufacturer, who at once dispatched a traveler with a full line of samples. Later on, the smiling traveler left the store with a pretty fair order booked. In a couple of years that merchant had cleared several hundred dollars; and, needless to say, the traveler who followed up the first enquiry still gets the business. Really, there is no business-getting combination on earth superior to trade newspaper advertising and live travelers who appreciate its advantages!

ONTARIO SUGAR BEET CROP.

1,200 Growers in Kent and Large Acreage Elsewhere—Prospects Good.

Special Correspondence of The Canadian Grocer.

Chatham, Ont., Sept. 9.—In the course of three weeks, more or less, farmers throughout southwestern Ontario will commence to harvest a crop that is probably unique in all Canada.

Since about 1900, sugar beets have been grown in this and adjoining counties. They are largely grown in Essex, Kent and Lambton, while the beet zone is steadily extending eastward into Elgin and Middlesex and northward into Huron and Bruce.

What is technically termed "the sugar beet campaign" opens about October 1st, and continues till nearly the end of January. During that time beets from all directions are being shipped to the factories by every known means of conveyance. Farmers close to the factories transport their beets in wagons, where water is near at hand scows are used and in other cases long freight trains of open cars, laden with the big white beets, are to be seen on every siding. At the factory the beets are weighed and tested, to discover the percentage of tare to be deducted, and the percentage of sugar, on which the price is based. Then they are piled in the sheds ready to enter into the mysterious processes which result in their conversion into sugar.

Farmers in Western Ontario grow chiefly for the Wallaceburg and Mount Clemens (Mich.) factories, the acreage being contracted for at specified rates in advance. Mount Clemens pays a flat rate per ton; the Wallaceburg rate is based on the sugar percentage, with a specified minimum price per ton.

Archibald Blue, chief of the Census and Statistical Department at Ottawa, visited Wallaceburg a few days ago for the purpose of securing a report on the sugar beet crops in this section. Later he talked entertainingly of the crop.

"The bast crop looks most promising," he said. "I have no doubt that this year's crop will be an excellent one, and, let me add, this is one of the most important industries in Canada to-day.

"I was greatly surprised to note to what an extent the farmers of this district have gone into the growing of beets. There are 1,200 farmers in Kent growing beets this year. Some of them have only four or five acres of beets, but many are growing as high as forty and forty-five acres, and when you consider that this crop brings in an average of $50 an acre, you will understand in some sense what this must mean to Kent.

"The soil here seems especially adapted to beet culture, and the farmers appear to be experts in cultivating them. Beets are good for the land, and they are good for the farmers' pocket. They make the land clean for other crops to follow and sugar is an article for which there is always a steady demand, and this is what makes the industry so valuable. They have an excellent plant at Wallaceburg, and I was much impressed with what I saw there."

It may be added, that farmers at first looked askance at the crop, and were with difficulty induced to try the experiment of growing a few acres of sugar beets. The wet summer of 1902, however, turned the tide; for, when all other crops proved failures, the beets were a resounding success. The reliability of the crop impressed the farmers in a way they have never forgotten, and year by year beets are being grown more largely, till to-day they form one of the many peculiar staples of these western counties.

OTTAWA PURE FOOD SHOW.

Prospects Bright for Success of First Foodstuffs Exhibition Next Week.

Ottawa grocers have been working hard for some time to assure the success of the Retail Merchants' Association's Pure Food Show, the first, by the way, to be held in the city, which will be one of the biggest features of the Central Canada exhibition from Wednesday, Sept. 16 to Saturday, 19th.

As matters stand at present everything points to a very successful show. The building secured is an ideal one for the purpose and the fittings and decorations have only been placed after a deal of study and planning. The space, at last reports was practically all disposed of and the exhibitors will include the best class of foodstuffs manufacturers from different parts of the Dominion and the United States.

C.M.A. CONVENTION NEXT WEEK.

Montreal Association Making Preparations to Entertain Visitors.

The thirty-seventh annual meeting of the Canadian Manufacturers' Association will take place on September 15, 16, 17 and 18, at the Windsor Hotel, Montreal. In an extremely pretty programme which has been published by the association the various matters which will engage the attention of the members are mentioned. In addition to the official programme the booklet contains many reproductions of Montreal's famous buildings and places, her theatres and hotels.

On Tuesday evening at eight o'clock the delegates will be entertained at the Peter Redpath Museum of McGill University by the Governor. On this occasion short addresses will be delivered by Principal Peterson, C.M.G. and Ald. Geo. W. Sadler, while R. Hobson will reply on behalf of the association. Arrangements have been made to give the members of the Association a trip around the Harbor. On the closing day a trip to Valleyfield has been arranged when the members will be the guests of the Montreal Cotton Co. The evenings will be filled by banquets and theatre parties.

The biscuit and confectionery section of the association will hold a meeting in Room 135, which will be of especial interest to those connected with the grocery business.

Provision has been made for the ladies who will be entertained while the gentlemen are at the meetings.

The officers of the association are looking forward to one of the most successful meetings in the history of the organization.

E. D. MARCEAU REORGANIZES.

Quite reorganized, the old firm known as the E. D. Marceau Company, Montreal, is now transacting business under the style of the Marceau Tea and Coffee Company. Mr. Marceau is at the head of the business and will look after the interests of the new firm, which has purchased the trade marks Condor, Old Crow, Madam Huot, etc., from the old concern, as well as goodwill, fixtures and other things. Teas, coffees and vinegars will be handled in the old premises, corner St. Paul and St. Gabriel Sts.

MILLERS MEET IN TORONTO.

Emphasize Necessity to Keep Up Quality of Flour.

The annual meeting of the Dominion Millers' Association was held in the Board of Trade Building, Toronto, on Friday, Sept. 4th.

The principal business of the meeting was the election of officers and the votes of the sixty-seven members present resulted as follows: A. C. McLeod, Stratford, President; D. B. Wood, of Hamilton, 1st Vice-President and Mr. C. B. Watts, of Toronto, 2nd Vice-President and treasurer. After the elections several addresses on trade topics were given, one in particular by president-elect McLeod, emphasizing the necessity for preserving the quality of flour.

The association late in the afternoon adjourned to the exhibition grounds, where the annual dinner, a most successful function, was held.

CHANGES FIRM NAME.

Alphonse Raymond, who has been carrying on the business of J. A. Perrault & Co., 40-50 Plessis St., Montreal has decided to run the concern under his own name. The change went into effect September 1, and in future all pickles, catsup, jams, jellies and kindred lines coming from this house will bear the label of Alphonse Raymond. Mr. Raymond is one of the younger class of manufacturers in Montreal and his friends will be glad to see him make an even greater success of the business under his own name.

OUR CLERKS' CORNER

Some of the Difficulties the Grocer's Assistant Has to Contend With—How He Can Make Himself Most Useful to His Employer.

The ordinary man thinks it an easy thing to be a grocery clerk. It doesn't look to be very hard, but just wait until a crank comes into the store with a frown on his face; next a taster who tastes and prices for half an hour, and gets a good square meal and doesn't buy a cent's worth. Then others come in and tell you how much cheaper other stores are selling groceries and refuse to trade with you unless you cut. Then comes an order over the 'phone thick and fast in a woman's high-keyed voice, who rings off without giving her name. In an hour or two she rings you up again and asks why you haven't sent those groceries. While you are explaining matters to her in comes a man who sings off an order of flour, potatoes, sugar, coffee, etc., and who shoots out of the door and down the street. If you haven't caught the order you are expected to guess at it; then there is a roar.

Next comes a man who wants credit. He has traded at other stores and paid cash, and now has a job where he gets his pay only every two weeks. He pays promptly for several weeks, then he has a small balance. This keeps on for a while and finally his bill is all balance.

The next customer who comes in and asks for credit you politely ask where he traded last. He says: "I used to trade at Mr. A.'s, but he cheated me, so I thought I would try you."

"Shall I call Mr. A. and ask him if you are all right?" I ask. "No, you needn't go to that trouble," he says. "I don't have to trade here." And he goes out and slams the door. Just to satisfy yourself you call up Mr. A. and find that he owes $100.

Then there is this kind of a customer—a man who has always paid cash, who meets with reverses and asks you for credit. You can't turn him down, as he has been a good customer. You let him have the goods. The bill keeps growing larger and larger and finally gets so large the man goes elsewhere to trade. Then you are out again.

I have found that the man who owes the largest bill is the one who can take in all the theatres, circuses and excursions.

Then there is the customer who rings up just before dinner and wants you to deliver a package of yeast foam 13 blocks away at once.

Another thing we have to contend with is the girl who comes in to call up her sweetheart and talks for 15 to 20 minutes when our regular customers are waiting to use the telephone.

HELPFUL HINTS FOR CLERKS.

Your salary comes out of the gross profits you make for your employer. Make more money for him and you will make more money for yourself.

Don't argue with customers. Give them the benefit of your experience and advice, but don't try to force upon them goods they don't want.

Don't make claims for your goods that you know the goods won't back up. The customer finds out the truth in the end and few customers will let you have a second chance to give them the worst of a deal.

Try to send every customer away satisfied. A satisfied customer is the kind that comes back.

Don't hide the "stickers" under the counter. Get them out and try to sell them. Often the proper display of an article means the difference between "sellers" and "stickers."

Any one can sell new, well advertised goods, but it takes a mighty good salesman to keep the odds and ends and hard sellers cleaned up.

Be a salesman, not a clerk. Learn to do things. Have a little initiative, and don't always wait to be told.

Look around and see what there is to do—and do it. That is the kind of a man who gets ahead nowadays.

Don't forget about the store the minute you get outside. Keep it in one corner of your mind all the time.

You often have a chance to drop a hint among your friends about new things "down at the store." It can't do any harm and may make business.

Get into the habit of doing these things. You know the way to get more money is to "show" your employer you are worth it.—Grocery World.

Study every customer and cultivate his acquaintance. It will help you increase your sales.

Learn the name of each customer who comes into the store.

Calling a person by name goes a long way toward breaking down that barrier of reserve which otherwise is so hard to get around.

Be glad to see people when they come in. It is just as easy, and you will feel better, and so will they.

Show goods to your customers as you would to your friends. Get out anything and everything which you think will interest them. Help make the selections and don't get restless or impatient while the customer is deciding what to buy; it has spoiled many a sale.

When you know a thing from "A to Z," you get enthusiasm and sincerity into your talk. Your argument is convincing and it's easy for you to sell goods. But it is hard work, and it's unpleasant, too, trying to sell something you don't know anything about.

NEW QUARTERS AT THE SOO.

W. H. Gillard & Co.'s Wholesale Branch Getting Into Larger Premises.

The wholesale branch of W. H. Gillard & Co., Hamilton, at Sault Ste. Marie, which was established in 1901, has just moved into new quarters in the Plumner Block, the change being necessitated by a rapidly-increasing business.

In describing the new premises the Soo Star says:: "The new store is very spacious and extremely well lighted. The first floor front has been fitted up with iron columns, and plate glass windows, extending across the entire building. The interior is divided into two parts with high archways between, which gives it a very roomy, pleasing effect, and consists of two floors and a basement each 55x65 feet in extent, the entire space utilized being 10,725 square feet. The offices and sample room face Queen St. on the east side of the first floor and are being fitted up in first-class shape. The basement has been re-timbered and a passage made to receive goods from the Pim St. side, which will facilitate handling very much. The exterior is finished with Milton pressed brick and the building will be made as fireproof as possible. A warehouse, iron clad, 90x35 feet, stands in the rear, and is fitted for the handling of goods and freight with a minimum of labor. A driveway down the centre the entire length with raised platforms on either side, will render the loading and unloading very easy. The warehouse consists of two floors, and will also be made as fireproof as convenience will allow. The firm handles a great deal of freight by both boat and rail and every facility has been made to meet growing demands."

The Soo branch of W. H. Gillard & Co.'s business was established seven years ago, when they occupied a modest store, 20x30 feet, opposite the Leland Hotel. Since that time they have moved twice; first, to the Rothschild Building, corner of Queen and McDougall Sts., and then to the premises they have lately occupied in the Collins Block, Queen St. east.

The manager of the Soo branch is Charles A. Leaney, to whose business enterprise and ability much of the success of the firm is due. Mr. Leaney has been connected with Gillard & Co. for fourteen years, and has been manager at the Soo continuously since the inception of the branch except for a period of eighteen months when he was absent in the Northwest establishing business places for the company there. The Soo branch has grown until now it is one of the largest wholesale businesses between North Bay and Port Arthur, and a lease of the new building has been taken for a number of years.

P. G. Wilmot, grocer, Kingston, has assigned.

The wholesale grocer and liquor firm of Lucas, Steele & Bristol, Hamilton, has been changed to Geo. E. Bristol & Co.

Australian Storekeepers

handle

"OXOL"

FOR CATTLE

in immense quantities.

Canadian Storekeepers

will shortly do the same.

"OXOL" FOR CATTLE

No. 1, "Oxol" Pulverised Doses; No. 2, "Oxol" Drench for Calves; No. 3, "Oxol" Horse Balls; No. 4, "Oxol" Salve; No. 5, "Oxol" Easy Milking Pomadium; No. 6, "Oxol" Swine Powders.

These six very scientific preparations are compounds of the purest and highest quality. They **Feed, Fatten and Cure** Horses, Cattle, Sheep and Swine. **One Agent Only** will be established in each district, and will be advertised as Sole Superintendent of our trade in his particular territory. Applications for district agencies are invited to be sent in at once to

S. K. & T. C. WINDSOR, 253 St. Paul and 2 St. Vincent Sts, MONTREAL

and in England, Australia and New Zealand

BUILDING A DEMAND

A TALK TO PRODUCERS

IT is a well-established fact that if you can get the *best class* of people to use your goods, the *mass* of the people will speedily follow suit. Consequently it is a very wise policy for manufacturers to *help retail dealers* by advertising their products to the best class of consumers. The most reliable advertising medium by which a manufacturer may talk to the *leading people* of every community in Canada is THE BUSY MAN'S MAGAZINE. Its circulation is primarily a *quality* circulation. Every reader is in the *"good buyer"* class. There is positively no other publication which so *thoroughly* covers the Canadian field from one ocean to the other. If you are a manufacturer it will pay you to investigate.

RATES VERY MODERATE. RATE CARD AND SAMPLE COPY PROMPTLY MAILED ON REQUEST

THE BUSY MAN'S MAGAZINE

10 FRONT STREET EAST - TORONTO

A GROCER'S PICKLING WINDOW

Timely Display for the Present Season.

Vinegars, spices and pickle and preserving materials are very timely just at present and a window displaying these in an attractive manner is certain to be of considerable service in disposing of these goods.

The accompanying engraving illustrates a window of such a nature which appeared recently in the store of Rowat & Co., 234 Dundas Street, London. R. J. Doneeghy, the manager of the store, who sent in the photo, sent also an interesting description of the methods and materials used in dressing it, as follows:

The floor of the window in front is covered with assorted spices in packages, including whole and ground goods, turmeric, currie, cinnamon, peppers, etc. With these are displayed price tickets attractively marked up. The sides of the window are dressed with bottles of pickles and olives. On the floor in the centre are bottes of malt vinegar, and on these, supported by a glass plate, is a display of malt, white wine and cider vinegars, to which are attached price tickets.

The window as a whole is very well worked up, the idea of displaying only a few lines and telling something about them being one, which is sure to bring results. It is to a large extent uniform, and yet departs enough from sameness to be free from any semblance of stiffness.

A Pickling Window From T. A. Rowat & Co., London.

THE WINDOW AS A WEAPON.

The window of the grocery store is a weapon for offense and a weapon for defense. It is a sure reliance when cut-price chain stores beleaguer the dealer, and a silent salesman doing effective work among customers of nearby rivals who are "not up to snuff"—who do not realize upon their opportunities. The merchant who uses his show window properly ought to spend no time in bewailing the trade lost to him. He should be too busy—too busy supplying the new business the show window has brought him. The writer is sometimes told that advertising in newspapers is folly for the retail grocer. Other people have asked. "What's the use of fooling time away on a grocery window?" The answer is this: If an advertisement in the paper is a useless expense, then the show window service is a necessary expense. If the advertising in the paper fails because the grocer cannot draw people from distant parts to his store, the window should have its innings, because it is a local advertisement, operating only within a narrow limit, although sometimes exerting influence upon thousands of people within the limited radius.

A common mistake in window service is made by the people who believe that dressy, dainty windows are only for the neighborhoods and patrons of considerable gentility. The dainty store in a genteel neighborhood would do less execution with a fine display than an ordinary store with an extraordinary window in an ordinary neighborhood could do, because the public has become accustomed to the former and not to the latter. If the grocer wishes to learn of the full possibilities of the show window let him work out a window-dressing plan in a common-looking store in a common neighborhood.

"What's the use?" has paralyzed a lot of window-dressing enthusiasm in the past. Ask John Wanamaker the question and he could answer that good show-window advertising is one of the secrets of success.

The store window of the grocers ranges from the sublime to the ridiculous, from the admirable to the disappointing, from the grand to the mean, and in nearly every case of marked difference from the common type it will be found that there is not enough time or money used up to warrant the grocer in continuing to abstain from special work in the window. The saving is too small when the work is badly and seldom done, and the expense is too light when the work is well done—that is, to justify the grocer in trying to economize.

The hardest times are softened by show-window emollients. Try them.

The show window is a specific for "that tired feeling" in a business. Sometimes that business gets the grip—dry rot fastens on it, or something else ails it. Then is the time to try some of "Old Doctor Curem's" window remedy. Never fails.—Merchants' Review.

UTILIZING THE MEAT SLICER.

A grocer in Southern Illinois tells of a novel window display which he says did him more good than any use to which he had put his windows in a long time. It seems that he had just bought a new meat slicing machine, which, as it happened, reached him on a Friday. Bright and early Saturday morning he had the machine in the window with a small boy in a white apron working it. As he tells it: "I had the boy alternate the cutting ham and bacon and dried beef, first one for awhile and then another. Crowds gathered around watching the smooth, even slices fall from the machine, and the boy had hard work to keep up with the demand. I really believe that nearly all the sliced meat sold in our town that day was bought at my store; and the best of it is that the demand is keeping up. I am selling many times the amount I formerly did." The idea is one which might be taken up in almost every town. While meat slicers are in pretty general use, hundreds of people do not know what excellent goods they turn out, and a display like this should popularize the goods to a great extent.

C. H. Colson, representative of C. E. Colson & Son, Montreal, Canadian representatives for Crosse & Blackwell, was in Toronto the past week calling on the trade. Mr. Colson is returning from a very successful trip through Manitoba and the Northwest, and expresses himself as very much pleased with the business and prospects for the future.

THE OLD RELIABLE

ROYAL

BAKING POWDER

Absolutely Pure

THERE IS NO SUBSTITUTE

(Though many imitations)

All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the dealer.

Royal Salad Dressing

has many imitators and imitations. There are plenty of people trying in one way or another to sell these imitations on the strength of the value, merit and popularity of **ROYAL SALAD DRESSING** by saying it's just as good.

Royal Salad Dressing is made only by

The Horton-Cato Mfg. Co.
Windsor, Ont.
Detroit, Mich.

LARD

is scarce and has advanced in price. We can supply you and we can also give you excellent Lard Compounds and Cooking Oils.

F. W. Fearman Co.
Pork Packers and Lard Refiners
Phones 674 and 675. 17 MacNab North
Hamilton, Ont.

Careful selection of Hogs suitable for Canadian trade.

Strict attention to all details in curing.

Only the best quality of meats in stock.

ASK FOR

O'MARA'S BACON
HAMS, LARD and SAUSAGES

Prices gladly quoted, delivered your station, for large lots.

JOSEPH O'MARA
PORK PACKER
PALMERSTON, - ONTARIO

Breakfast Bacon
Skinned Backs
Hams and Rolls

Finest Quality. Made from Selected Hogs.

The WM. RYAN CO.
LIMITED
PACKING HOUSE:
FERGUS, - ONT.
HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, Sept. 8, 1908.

The cheese market is getting interesting by virtue of the fact that the yield may yet overtake that of last year. This possibility, however, is wholly dependent upon the sort of a fall we have. If we have a long, open autumn the prospects are that we will overtake last year's record, but, of coure, if the fall is short and cold there will be no possibility, of doing this. It must be remembered that the number of cows are far less this year than last, therefore, if the yield totals last year's it will indeed, be an accomplishment worth considering. Reports from United States points state that the keen competition for September make has already set in. This activity is due to the implied superiority of the September make over that of other months and this fact engenders the keenest sort of competition.

From the other side, cables report Canadian cheese to be very much in the limelight just now, and slowly advancing in price. The Cheshire product and the Canadian seem to be the only ones in the market which are attracting any attention at the present moment. It seems the Cheshire source of supply is not nearly so large as was expected therefore, the Canadian arrivals will have to be on a much larger scale if England expects to supply her wants with our cheese. In London it is stated that stocks generally are very much depleted and dealers are beginning to be anxious regarding supplies. The demand has kept up much better there than was anticipated, and now that the home make is much cut down owing to the hot weather Canadian cheese will be higher in the London markets. From other parts of England reports state markets are firm and prices advancing.

The receipts of cheese for the week ending September 5 were 70,849 boxes, against 66,045 boxes for the corresponding week of 1907. This shows a balance in favor of the present season of 1908 of 4,804 boxes. The receipts for the year, up to Sept. 5, have been 1,232,642 boxes, against 1,409,576 boxes for the corresponding period of 1907. These figures show a balance in favor of 1907 which it will be difficult for us to equal this year.

The butter market is in a speculative condition at the present time. Exporters are said to be losing money, owing to the high prices which they are paying in the country, and this butter is going into storage here, which looks as though a rise in price were expected. Such a condition is highly logical now, owing to the prospective shortage in the make this year. With the most auspicious weather we can hardly catch up with last year's yield, which was not by any means a large one. Reasoning on the basis that the make will be shorter this year it does certainly appear as though the chances of a rise would be good. This appears all right, but an English authority claims that it will not work out so, speaking for England, and it might be that the same reasons which he advances will obtain, to some extent at least, in this country. He claims that the poorer classes, in anticipation of a hard winter, are taking the bull by the horns and are seeking substitutes for some forms of foodstuffs, where they can be found. Margarine is naturally the thing which they turn to in such a time as this so in all probability the demand for butter in England will fall off materially during the winter months. While the Canadian working man will not entirely forsake butter and cannot buy margarine in Canada owing to the pure food laws, if there is a business depression here this winter the strictest economy will be necessary. Therefore, the consumption will not be so great as was anticipated, and the make may prove quite ample to supply all needs. The Danish make is increasing owing to the rains which have fallen in that country. The shipments from the United States to England are increasing, so it looks as though there would soon be enough butter arriving in the English markets to supply all requirements. At any rate it does not appear probable that the present top-heavy prices could continue much longer.

At the present moment there is practically nothing going forward in an export way, from Canada, as the prices are so high as to be prohibitive. A local dealer states stocks are large but not too much so, as he anticipates a large home demand, and thinks the supplies will not be equal to the requirements.

Two rather flattering statements can be made about the two leading Canadian products this week, and one is that Canadian butter remained the steadiest during the fluctuations which have taken place on the English market. This fact speaks well for this country. Another point which is a source of gratification to us is the fact that there has been much less complaining on the part of Englishmen regarding green cheese. This practice at one time bid fair to ruin the Canadian cheese trade, and also reflected on the butter trade.

The receipts of butter for the week ending Sept. 5 were 14,467 packages, against 10,932 packages for the corresponding period of last year. The receipts up-to-date are 294,689 packages against 292,206 packages for the corresponding period of last year. These latter figures show an increase over last year, and it remains to be seen whether or not this lead can be maintained.

THE PROVISION SITUATION

Toronto, Sept. 8, 1908.

The immediate outlook is rather blue for the packers, taking this week's conditions into consideration. Last week we reported no hogs, but pretty fair local business. This week, combined with a continued scarcity of working material, is the fact that local demand has fallen off rather materially. This, with no improvement in the English market and only small lots going forward, looks rather serious. And it is. Business is so depressed in some quarters this week that one or two of the smaller concerns are not killing at all, and this, too, on very light reserve stocks. The fact is the packers, in view of prevailing market conditions, are not at all anxious to pay the comparatively high prices the farmers demand.

What has become of the brisk local demand usually in evidence at this time of the year is rather an enigma. It has dropped, however, rather materially, probably in a good many cases as a result of smaller business being done in other lines of industry during the spring.

The English market, which continues to be well supplied by the Danes, and at spasmodic intervals by united shippers, is steady, though not too favorable. Local packers, under present conditions, are sending over only about a third of the product weekly that they did earlier in the season, and in a short time, too, the season of usual good summer business will be over.

Packers are offering $6.25 for hogs on cars, but even this comparatively good price is failing to bring out anything but a mediocre supply and even then the quality is quite questionable. Truly the whole situation is not encouraging. Whether the farmer has been too much engrossed with politics or the Toronto fair the past two weeks to pay any attention to the opportunities of the hog markets, is a question no one can answer but themselves. In any event, something will have to turn up one way or the other very soon or the packing house dividends will not be very encouraging at the end of the year.

GEO. W. PROUT
WINNIPEG and BRANDON, MAN.
Wholesale Produce
Always a Buyer and Seller
WRITE ME

Saskatchewan Merchants!!
Get highest CASH prices on the
REGINA MARKET
(and prompt returns) for your
BUTTER, EGGS and POULTRY
by shipping direct to
THE REGINA
FRUIT AND PRODUCE CO.,
ROSE ST. REGINA, SASK.
Trial orders and correspondence solicited

SALT
Car lots of Fine, Medium or Coarse,
in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

We Want Butter!
Dairy Tubs, Creamery Solids
We will buy f.o.b. your station, in large or small quantities.
Write or phone us with best quotations.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

USE OVAL WOODEN BUTTER DISHES
THOMAS BROS., St. Thomas, Ont.

When writing advertisers kindly mention having seen the advertisement in this paper.

PROVISION MARKETS

MONTREAL.

BUTTER—Butter is somewhat easier this week, owing to increased receipts. The price is still too high for any export business, therefore, the greater number of packages arriving are going into storage. The make is improving in quality, which as in the case of other dairy products, is the result of cooler weather.

Fresh Creamery, solids, lb	0 24	0 25
" " prints, lb	0 24½	0 25
Dairy, tubs, lb.	0 20	0 22

CHEESE—The price of cheese is slightly higher this week, owing to lessened supplies arriving and advanced prices at the country boards. The maximum price this week is 12¾c, instead of 12½c, as last reported. Locally, the demand is good.

Cheese, new, large	0 12½	0 12¾
" " twins	0 12½	0 13
" old	0 15	0 15½

EGGS—The egg market locally is in good condition and supplies are arriving fairly freely. Prices have not changed since our last report. The quality is improving as the weather becomes cooler.

New laids		0 23
No. 1 Eggs	0 19	0 20
No. 2 Eggs	0 15	0 16

HONEY—New honey is arriving in good quantity and is being taken up by buyers as fast as it is offered. Small lots of comb honey are arriving, the demand being chiefly for the white strained variety. The dark extracted lines are stronger in the maximum price by a cent. Other prices remain the same as at last quotation.

White clover comb honey	0 13	0 14
Buckwheat, extracted	0 10	0 12
Clover, strained, bulk, 30 lb. tins	0 09	0 10

TORONTO.

PROVISIONS—Satisfactory trading has been done, but the exhibition record of a year ago has not been reached. Packing houses are not doing much killing just now and the visible supply in the storehouses is gradually diminishing. Quotations remain at last week's figures. Long, clear bacon is hard to obtain, and the smoked and cooked lines are in great demand. Supplies are expected to be better in a month's time, when more hogs will be offered for sale at the packing houses.

Long clear bacon, per lb	0 11½	0 11¾
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11	0 11½
Light hams, per lb	0 14½	0 15
Medium hams, per lb	0 14½	0 15
Large hams per lb	0 12	0 13½
Shoulder hams, per lb	0 09½	0 10
Backs, plain, per lb		0 17
" pea meal		0 17½
Heavy mess pork, per bbl	18 50	19 00
Short cut, per bbl		23 50
Lard, tierces, per lb		0 12½
" tubs "		0 12¾
" pails "		0 13
" compounds, per lb	0 8½	0 09½
Plate beef, per 200-lb. bbl	15 50	16 00
Dressed hogs	0 09½	0 09½

HONEY—Although this line is more plentiful in supply than a year ago, the honey crop this season is only about half an average one. Prices are 9c to 9½c for 60-lb. tins and 9½c to 10½c for smaller sizes.

BUTTER—Big demand is still keeping up the price. Supplies are fair, but not too great. Montreal is asking for some for export, but England will not pay the prevailing price. Packing is going on as during the past few weeks.

	Per lb.	
Creamery prints	0 25	0 26
Creamery solids		0 24½
Farmers' separator butter	0 23	0 24
Dairy prints, choice	0 22	0 23
" ordinary	0 18	0 20
" tubs, choice	0 21	0 22
Bakers' butter	0 18	0 19

EGGS—The conditions of a week ago continue to rule the market and the prices asked then prevail now, 20 cents to 21 cents. Supplies are free, but there is a big demand, too. The shrinkage is almost as great as ever.

CHEESE—Slowly moving is this line. With the exit of old cheese the new varieties have faired up a little.

Cheese, large, prime old	0 14½	0 15½
" " new	0 13	0 13¾
" twins, new	0 13½	0 13½

POULTRY—A further decline in the price of chickens and hens is noted this week because of the very free supply. Ducks are not so plentiful and turkeys are hard to obtain. The poultry line is developing better business than a year ago, and augurs well for the fall season.

Spring chickens, per lb, live	0 09
Hens, per lb., live	0 07
Young ducks, per lb.	0 08
Turkeys, per lb.	0 13

WINNIPEG.

EGGS—There is a good demand and, country supplies being light, a further advance may be expected at any time. Produce houses are paying 22 cents f.o.b. Winnipeg subject to candling.

BUTTER—Supplies of dairy butter are light and the price is advancing. For No. 1 dairy, produce houses are paying 20c f.o.b. Winnipeg and for No. 2, 17c.

AN ATTRACTIVE EXHIBIT.

One of the most attractive exhibits in the Manufacturers' Building of the Canadian National Exhibition at Toronto is that of the "SALADA" Tea Co., the decorations being carried out in a purely Oriental manner. Large bronze figures of East Indian warriors surmount each corner, and hold in their hands banners bearing the word SALADA. Below these are a series of panels executed in low relief depicting the methods of tea manufacture. A series of ebony elephants, starting with one three feet high, and graduating down to a tiny little one not more than three inches high, have caused a great deal of admiring comment. A. R. Whittemore, advertising manager of the "SALADA" Tea Co., is in charge of the exhibit, and has with him an East Indian, who is dressed in his complete native costume.

F. J. Hodgson, secretary the Montreal Biscuit Company, has returned home from a few weeks' vacation at his summer home on the Lake of Two Mountains.

Quality Always Wins!

That "Gillett's Goods" are the best is the general verdict of the housekeepers of Canada. They have stood the test of time—the true test of quality.

Only the purest ingredients are used in the manufacture of

Magic Baking Powder **Gillett's Perfumed Lye**
Gillett's Cream Tartar **Royal Yeast Cakes**
Etc.

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

The Trade's Co-Operation

The co-operation of the trade with the advertising campaign of CLARK'S OX TONGUE has resulted in good profits to them. This campaign showed dealers there was a bigger net profit in handling well advertised goods of high quality than in selling unadvertised and probably inferior goods.

My new advertising campaign is now on. It includes

CLARK'S CORNED BEEF
" OX TONGUE
" PORK & BEANS
" POTTED MEATS

Make your stocks complete and be ready to meet the demand.

WM. CLARK

Manufacturer
MONTREAL

THE VALUE OF BOVRIL

and the advantages of its use will be explained persistently and continuously in the public press through the Fall and Winter.

See that you have stocks of all sizes. 1 oz., 2 oz., 4 oz, 8 oz., and 16 oz.

A post card addressed to

BOVRIL Ltd.

27 St. Peter St. **MONTREAL**

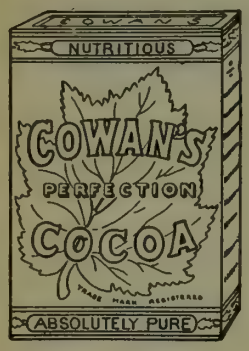
will bring you, Express prepaid, a supply of attractive show cards for your store.

Delightful in Flavor

COWAN'S

Cocoa and Chocolate

The people of Canada know that Cowan's Cocoa and Chocolate have no peer.



Are you pushing Cowan's? The way to create a permanent buyer of Cocoa is tosell her Cowan's Cocoa. Its absolute purity fosters appetite.

The Cowan Co., Ltd.

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice **Lozenges**

NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Chocolate Season

The weather is getting cooler, the nights longer, and more refreshing, cheering drinks longed for. To prepare the drink of all drinks, get your customers to use

Mott's Chocolate

There are two brands to remember, for drinking and eating, and cooking purposes——

"Diamond" and "Elite"

brands. Your Jobbers carry both.

John P. Mott & Co.,
Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

OVER

Two Thousand

persons passed through "The Home of Shredded Wheat" on August 17, 1908, and saw the unique and interesting process of making

Shredded Wheat

The exact number was 2,141, establishing a high-water mark for one day's visitors to this plant. On August 13th the number of visitors was 2,016. The daily average for the summer was about 1,500 visitors.

No other food factory in the world throws open its doors to so many visitors. This advertising costs money, but it makes consumers of Shredded Wheat and customers for YOU. It is only a small part of our advertising expense. We don't allow Shredded Wheat to stick to your shelves.

No other grocer makes a larger profit on Shredded Wheat than YOU do — no "deals," no premiums, no "sugar," no bribes. The same old policy — A Square Deal for a Square Dealer.

The Canadian Shredded Wheat Co.

Niagara Falls, Ont.

THE FLOUR AND CEREAL MARKETS

An Advance in Ontario Rolled Oats—Flour Market Steady and Firm.

Grain markets generally remain on about the same basis as at last reports and millers report local business as generally good with very little export business passing.

The only change noticeable during the week is an advance of 5 cents on Ontario rolled oats and oatmeal, this confirming the reports of higher oats this fall given in these columns the past couple of weeks. The advance is due to firmer markets consequent on rather a poor outlook for oats. The Ontario crop has turned out to be of rather poor quality, light and unsatisfactory for millers' purposes. While western oats have not yet been received in any quantity reports speak unfavorably of this crop also.

MONTREAL.

FLOUR—The flour situation remains about the same as last week with this, however, to note, that there is a slight improvement in the volume of trade passing. During the last week there has been some inquiry from foreign points but so far the orders filled for foreign account have been very small. A shipment of 30,000 sacks has gone forward to South Africa. Prices rule the same as at last quotation. Buyers are holding off for better prices when the new crop becomes a factor in the market. A local house says they will get what they are after according to what the Argentine can do this year. If there is a good crop of wheat there Canadian prices will go down, but if there is a shortage the price of the Canadian product will go up. There is a shortage in France and Russia this season, so this has placed the Argentine in a pivotal position.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 00
Glenora		5 50
Manitoba spring wheat patents		6 00
" strong bakers		5 50
Five Roses		6 00
Harvest Queen		5 50

ROLLED OATS—This market is quiet, very little business passing, although it may be said there is a slight improvement over last week. Business in the country shows some faint signs of improving. The orders received are small and only for immediate requirements. Prices are the same.

Fine oatmeal, bags		3 05
Standard oatmeal, bags		3 05
Granulated " "		3 05
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 95	2 00
Rolled oats, 90-lb. bags		2 80
" 80-lb. bags		2 50
" bbls		5 60

FEED—Bran is in fairly good demand and in some cases $23 has been asked and received. Supplies are very limited. Business is picking up generally, as many mills which have been closed down are now opening up. There is considerable inquiry for shorts and middlings and the market is strong.

Ontario bran	21 00	23 00
Ontario shorts	25 00	27 00
Manitoba shorts	25 00	26 00
" bran	0 22	23 00
Moullie, milled	27 00	31 00
" straight grained	27 00	33 00
Feed flour	1 60	1 70

TORONTO.

FLOUR—The market is unchanged on a firm basis. Local business continues fairly good with little export being done.

Manitoba Wheat.

60 per cent. patents	5 30
85 " "	5 00
Strong bakers	4 80

Winter Wheat.

Straight roller	3 7	3 80
Patents		4 60
Blended		4 20

CEREALS—An advance of 5 cents in rolled oats and oatmeal during the week bears out the promises of stronger oat markets made in these columns recently. The Ontario oats coming in are of very poor quality, so much so millers say that they cannot be used for usual purposes. Western oats have not yet arrived in Toronto but reports place this crop also as light.

Rolled wheat in barrels 100 lbs	2 65
" oats in bags per bag 90 lbs	2 80
Oatmeal, standard and granulated, in bags 98 lbs.	3 10

OPPORTUNITIES IN THE WEST INDIES.

Flour Exporters and Soap Makers Should Exploit That Market.

C. S. Pickford, of Pickford & Black, Halifax, the large ship owners, was in Toronto this week looking after the West Indies exhibit at the Canadian National, and made a pleasant call on The Grocer. In speaking of the development of trade between Canada and the West Indies, Mr. Pickford said emphatically: "There's lots of business down there for Canadian firms, but they don't go after it. Goods must be sold down there just the same way they are here and representatives must be on the field to keep things going."

Mr. Pickford spoke especially for opportunity for trade in flour and soap. "Why," he said, "the warehouses are piled full of other soaps and an immense business is done."

Speaking humorously, he said, "The women wash standing in the rivers with their clothes wrapped around them, and slush the soap around at a great rate, letting the most of it float away. Some business has been done in the West Indies by Canadian soap manufacturers," Mr. Pickford says, "but there are large possibilities not yet touched."

W. H. Halford, of Shaw T. Nishimura & Co., Montreal, has returned from a business trip to Quebec.

Listen To This!

His Wife's Wise Advice

Grocer's Better 3-4: Henry, I paid a social call on Mrs. Thompson this afternoon, and she told me that she never knew before that one soda biscuit could be better than another. She said that she borrowed a few from a neighbor who told her they were MOONEY'S; and they certainly were fine! She's going to buy some MOONEY'S from you next week. Hadn't you better lay in a stock, seeing they're so good? Grocer: By jove, I'll send in a 'phone order right away.

He did! Go, thou and do likewise!!

(Here's the box; every cracker in it is just "Perfection.")

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S GELATINE

The Leading Gelatine for more than SIXTY YEARS. Foremost in PURITY and **MANUFACTURED** by Messrs Cox as well as **PACKED** by them.

PURITY GUARANTEED

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd
Gorgie Mill
EDINBURGH.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

MAPLE SUGAR

am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. CIRARD, - Richmond, Que.

Freight is no more on full strength

MAPLE SYRUP

containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.

Canada Maple Exchange, Limited, Montreal

TRADE MARK.

Smalls

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

BEAN CROP BELOW AVERAGE.

Reports From Western Ontario Not Too Favorable—An Early Harvest.

Special Correspondence of The Canadian Grocer.

Chatham, Sept. 8.—The continued dry weather of late has been ideal weather for the bean harvest, which is now under way in many parts of Southwestern Ontario. At no season does the crop stand to suffer so heavily by rain as during the harvest season. Hence, good weather for the next few weeks will be a boon to bean raisers.

Reports as to the extent and condition of the crop are rather conflicting. Nevertheless, everything goes to confirm the earlier reports that the dry weather earlier in the season and the heavy rains later both had a very detrimental effect in quite a few sections. The hot weather caused the beans to ripen quickly, before the pods were filled. The rain, which lasted almost continuously for a couple of weeks immediately after the warm, dry spell, played havoc with this ripening crop, causing a new growth to start.

As a result, reports from many sections voice the same complaint: that in many places the beans are injured by the wet, while in others the pods are not well filled. One report says: "The yield will be away below the average, and the quality inferior." This statement is, however, perhaps somewhat extreme, and buyers are confident that the damage done, while not inconsiderable, is by no means what might be called general. The harvest is exceptionally early this year.

Mr. Groceryman

¶ You are in a favorable position to take advantage of the offer of the Orange Meat people.

¶ They are advertising a series of Cash Prizes to the parties sending in the largest number of Carton bottoms taken from their Orange Meat packages.

¶ These prizes range from one dollar each up to a single Cash Prize of Seven Hundred Dollars, or an annuity of Fifty-two dollars every year during the life time of the Winner. Begin immediately. Full particulars on Card found in every package.

THE CARE OF SHOW CASES.

Numbers of glass cases are ruined yearly from lack of proper attention, says an exchange. Small cracks appear, caused by heat or contact with hard, heavy bodies, and if these cracks are not at once attended to they soon spread. An excellent method to prevent a crack from spreading is to draw a short scratch at right angles with a diamond or a glass cutter; this will prevent a crack from spreading in every case. Cases should be set perfectly level on the floor, especially the new all-glass variety, which, if this is not done, are certain to warp. The legs of the case should be propped to the required height from the floor to ensure their sitting true. If these methods on the care of show cases are followed out they will likely repay owners for the care taken by retaining a better appearance for a considerable time.

The following is suggested as a practical method to remove scratches from show cases: Dissolve 1 oz. of white wax in a pint of pure turpentine. To dissolve the wax place the vessel containing the turpentine over a burner and warm, and apply with a soft cloth. This will in every sense greatly improve the surface. For cleaning glass a good method is as follows: Mix 1 oz. of whiting, 1 oz. of alcohol and 1 oz. of water of ammonia in a pint of water. Apply with a soft cloth, allow to dry and then wipe off.

TAKING ANOTHER AGENCY.

A circular to the Toronto wholesale trade this week announces the appointment of the MacLaren Imperial Cheese Co. as selling agents for Toronto of Wethey's condensed mince meat. The MacLaren Co. have represented J. H. Wethey for some time past in Laurel canned goods.

A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $850.00

EASY TERMS.

Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

THE METROPOLITAN BANK

Capital Paid Up, - - $1,000,000.00
Reserve Fund and Undivided Profits, - $1,241,532.26

Courtesy with Prompt Attention.

GENERAL BANKING BUSINESS

Drafts bought and sold.
Letters of credit issued.
Collections promptly attended to.

SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposits of one dollar and upwards.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

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CAPITAL - - - - - - - - - $1,400,000.00
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HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthies part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N. S.

WINTER RESORT—QUEEN'S PARK HOTEL

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in
OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.
Open Now. Closes on May 1.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

Canadian Grocer Want Ads Two Cents a Word

FRUIT NEWS

PEACHES ARE NOW COMING IN FINE SHAPE. LET US HAVE YOUR ORDERS FOR PEACHES, PLUMS AND PEARS. WE ARE THE HEAVIEST RECEIVERS IN CANADA OF SMALL FRUIT.

McWILLIAM
Mc. AND E.
EVERIST

Let Us Have Your Orders.

Will Charge Market Price Day of Shipment.

Our Goods are First Class and Prices Right.

B. L. O. E.

Best Lemons on Earth

"ST. NICHOLAS"
"HOMEGUARD"
"KICKING"
"MAPLE LEAF"
"PUCK"

THE BEST QUALITY HONESTLY PACKED

J. J. McCabe
32 Church Street, Toronto

FRUITS, VEGETABLES AND FISH

Canadian Peaches, Plums, Pears and Grapes Free in Supply and Supplanting Imported Lines—New Brunswick Delaware Potatoes Arriving in Ontario Markets and May Oust Ontario Varieties—Oysters Going Well in Inland Points.

Late fruit and vegetable lines appear to be the feature in all Canadian markets. Native fruits have displaced imported varieties, and Canadian peaches, plums, pears and grapes are arriving freely on the home markets.

Bananas from South America are an attraction on the Toronto market, but they have yet to win their laurels. Some late lemons are offered cheap on the Ontario markets. The Messinas will not arrive for two months yet.

New Brunswick Delaware potatoes are beginning to reach Western Ontario, and it is believed will supplant the native Ontario brands, as these latter have not been up to the standard set by the samples seen earlier in the season. All pickling vegetables are good stock, and are expected to be splendid sellers.

All fish lines are again freer in supply. The Toronto Exhibition has been the course of much business, not only in fish, but in other lines as well. Oysters are now going out in satisfactory quantities to inland points.

MONTREAL.

GREEN FRUITS—This market remains the same as last week as regards price but demand has not been quite as good.

California oranges, late Valencia	4 00	5 00
Peaches, boxes	1 50	2 00
Plums, 1 basket crate	1 50	2 00
Pears, boxes	2 50	3 25
Verdell lemons	3 75	4 00
Bananas, per bunch	1 50	1 75
Cocoanuts, per bag		3 50
Watermelons, each	0 30	0 40
Pineapples	3 50	4 00
Blueberries, 18-20 qt. box		1 25
New Apples, per bbl	1 75	2 25
Montreal melons, per basket of 13-14 melons	3 00	5 00
Blackberries, per quart	0 08	0 12
Can Peaches, basket	0 50	0 75
" Plums, basket	0 50	0 75
" Pears, basket	0 40	0 60

VEGETABLES — Montreal potatoes are now quoted by the bag at 90c. Many lines are a little stronger this week, among which may be mentioned parsley, watercress, spinach, beets, green beans. Egg plant is quoted at 75c instead of $1 per doz. Pumpkins and squash are being quoted at 16c to 20c apiece. Turnips are now selling by the bag at $1. Other lines remain the same.

Parsley, per doz. bunches		0 15
Sage, per doz		0 50
Savory, per doz		0 25
Celery, doz		0 40
Water cress, large bunches, per doz	0 25	0 50
Spinach, box		0 50
Green peppers, doz		0 15
Montreal cucumbers, doz		0 15
Beets doz bunch		0 15
Carrots, doz. bunch		0 20
Montreal tomatoes, gin box	0 25	0 40
Spanish onions, large crates		2 25
Lettuce, per doz		0 40
Radishes, doz	0 10	0 20
Horse radish, per lb		0 10
Beans, green, bag		0 90
Egg plant, doz		0 75
Cabbage, doz	0 30	0 40
Montreal new potatoes, bag		0 90
Onions large bunch,	0 15	0 20
Fresh corn, per doz	0 07	0 20
Turnips, bag		1 00
Pumpkins	0 16	0 20
Squash	0 16	0 20

FISH—Haddock and cod continue to be scarce and prices are firm. Lake trout and whitefish are more plentiful, but dore and pike continue scarce. Halibut is in better supply. Brook trout are now coming in more freely. Demand for oysters is brightening up. Shell oysters are expected after October 1. Prepared and salted lines are in good demand. A few lines have declined.

Fresh and Frozen Fish.

B.C salmon, frozen		0 14
Brook trout, lb		0 22
Haddock, per lb	0 05	0 06
Fresh halibut		0 10
Mackerel, "		0 10
Dore, "		0 12
Steak cod	0 06	0 07
Market cod, lb	0 04½	0 05
Pike, lb	0 05	0 06
Whitefish, lb		0 10
Lake trout		0 10
Sea trout, lb		0 12
Flounders, lb		0 10
Bluefish, lb		0 17
American live lobsters		0 24
Bullheads (dressed)		0 10
Smoked and Prepared—		
Kippered Herring, 50 in box		1 25
Yarmouth Bloaters, per box		1 10
Shredded cod, box of 2 dozen cartons		1 80
Skinless cod, 100 lb. cases		5 50
Boneles cod, 20 lb. boxes		0 05½
Boneless fish, 20-lb. boxes, blocks		0 06½
Boneless fish, 25-lb., boxes, per lb.		0 6½
Smoked herring, box		0 18
Dry cod, 112 lb. bundles		6 75
Oysters and Lobsters—		
American live lobsters, lb		0 24
Standards, bulk, per imp. gal		1 50
Standards, quart tins, sealed		0 40
Paper pails, 100, pint size		1 10
" 100, quart size		1 50
Pickled fish—		
No. 1 Mackerel, 20-lb. kitts		1 75
No. 1 mackerel half bbls		8 00
Green cod, large, per 20)		7 00
Green cod, " "		8 00
Labrador herring, bbls		5 75

TORONTO.

GREEN FRUITS—A splendid business was done last week, the Exhibition and the holiday inducing grocers and retail fruit men to lay in large stocks. As a consequence, prices remained firm and this week the same conditions prevail. Evidently great quantities of fruit were consumed locally. The early days of this week saw another big demand at fair prices. Peaches, plums, pears and grapes are coming in heavily this week. Early Crawfords are the principal peach line, and blue, purple, green and some few odd lots of egg are the varieties of plums offering. Some splendid Bartlett pears are arriving, and not a few pickling pears are being sent out. The intermediate lines of pears are slow. Green and blue grapes are offered in large and small basket lots, and melons, though not such large quantities, are offering in plentiful supply.

Some bananas from South America, the first of the season, are a novelty, and Canadian crab apples in basket lots are now seen on the market. Lemons have declined somewhat in price. The new Messinas will not arrive for two months yet. Prices generally are slightly easier than a week ago. .

Peaches, Canadian, early, Crawfords	0 50	1 00
" " St. John Freestone	0 40	1 25
Plums, Canadian greengage	0 40	0 60
" " large blue basket	0 35	0 50
Pears, Canadian, Bartlett	0 40	0 50
" " preserving	0 25	0 35

Grapes, Canadian, blue, basket	0 20	0 60
" " green	0 25	0 30
" California, green, crate	2 50	2 75
Apples, Canadian, basket	0 20	0 30
" fall, bbl	1 50	2 00
Crab Apples, basket	0 20	0 25
Musk Melons, Canadian, case	0 40	0 50
Cantaloups Canadian, Rockyfords	0 35	0 50
Blueberries	0 85	0 90
Oranges, late Valencias, California, box	4 25	5 00
Lemons, California	3 75	4 50
Limes, per case		1 25
Bananas Jamaicas, firsts	1 75	2 25
" Jamaica eights,	1 25	1 50
" jumbos	1 50	2 00
Watermelons	0 25	0 35
Blackberries	0 07	0 09

VEGETABLES — Notwithstanding that there is a slight falling away of business, compared with this time a year ago, very satisfactory trading has been done. Vegetable lines are better in quality than last year, though the Ontario potatoes are not now so good as those offering earlier in the season. However, New Brunswick Delawares are coming in in car lots, and will supplant Ontarios should the latter not improve in quality. Tomatoes are a good stock, and, in fact, all pickling lines are fine. Carrots, turnips and late vegetables are first-rate lines, but cabbage is going off. Like fruit lines, vegetables have declined somewhat in price, though the market is pretty firm.

Cucumbers, Canadian, per basket		0 20
Gherkins, basket	0 25	0 75
Tomatoes, Canadian, red, per basket	0 15	0 25
" " green		0 15
Beets, Canadian, basket	0 25	0 35
Egg plant, basket	0 20	0 25
Beans, wax, per basket		0 40
Potatoes, Ontario, per bag	0 80	0 90
" New Brunswick, per bag		0 95
" sweet, barrel	3 50	5 50
" " hamper	1 50	2 00
Onions, Spanish, per 50 lb. crate		0 90
" white, pickling, basket	0 75	1 00
" Canadian, dried, basket		0 35
Carrots, new, per bushel	0 40	0 50
Green Peppers, basket		0 25
Red Peppers, basket		0 40
Cabbage, Canadian, bbl		1 25
Green corn, doz	0 07	0 10
Vegetable marrow, basket		0 25
Squash, basket doz		0 30
White turnips, bush		0 50
Cauliflower doz		1 25
Celery, native, doz	0 35	0 40
" imported, doz		0 60

FISH—Very satisfactory trading is being done locally and the Exhibition business this year is a bit better than it was a year ago. Oysters are a good seller, and so are all the other lines. Supplies have been more than fair, and the demand has been brisk. The variety of lines offering are proving a great attraction to visitors, and large quantities of fish are now being used as a breakfast line. Prices are unchanged from a week ago, and will likely remain so at present while the demand keeps up.

Perch, large, per lb		0 08
Blue pickerel, per lb	0 05	0 07
White fish, Georgian Bay, per lb		0 11
Herring, medium, per lb	0 05	0 07
Whitefish, Lake Erie		0 11
Cod, fresh	0 08	0 09
Trout, fresh, per lb		0 11
Halibut, fresh caught		0 10
Shredded cod, per doz		0 20
Bluefins, small white, per lb		0 07
Haddock, fresh		0 07
Sturgeon, per lb	0 12	0 18
Sea salmon	0 15	0 18
Pike	0 05	0 05½
Pickerel, yellow	0 03½	0 09
Herring, smoked, bundle		1 00
Mackerel, each	0 20	0 30
Smelts, per pound		0 20
Pollock		0 05
Oysters, Long Island, gal		1 75

A. H. Brittain, of A. H. Brittain & Co., Montreal, was a caller upon the grocery jobbing trade in Hamilton and Toronto last week. He reports business good.

LEMONS

Fancy Verdelli Lemons
Home Guard and Leaf Brands

The present hot weather will make them fly.

Prices Reasonable.

ORANGES—Late Valencias. Fine juicy stock, all sizes.

WHITE & CO., Limited
TORONTO and HAMILTON

W.B.
Wholesale Fruit Broker

HEAR! HEAR!!
offers NEW MESSINA LEMONS
The Famous Pack of
Profit Makers **Tracuzzi Bros.** Order them
W. B. STRINGER
Toronto Canada

FRESH ARRIVALS

Extra Fancy New Verdelli Lemons
California Late Valencia Oranges
All Sizes.
(Extra Fancy "Golden Orange" brand.)

Water Melons and Bananas
All Kinds Canadian Fruits and Vegetables
Also
California PLUMS PEARS PEACHES Prices Reasonable

HUGH WALKER & SON
GUELPH, ONT.

A car of fancy New Verdelli Lemons, Fancy Late Valencia Oranges, Musk Melons, Watermelons, and a full assortment of all home grown fruits, fresh every day.

THE DAWSON COMMISSION CO., TORONTO

BANANA CONSUMPTION INCREASING.

Exports in 1907 Show Advance of 14 Per Cent. Over Previous Year.

According to figures furnished by the United Fruit Co., of New York, the world's consumption of bananas is increasing to a rather material extent. Figures showing the total annual exports for the past five years show that in that time this business has practically doubled. The past year itself shows an increase over 1906 of 14.57 per cent. The following table from the New York Journal of Commerce gives the figures in detail, and shows how each year gives a corresponding increase over the previous one:

	Bunches.	Percentage of increase over prev. year.
1903	5,139,063	23.11
1904	6,065,400	18.02
1905	7,283,000	20.07
1906	8,872,729	21.82
1907	10,165,759	14.57

During 1907 the bananas exported were despatched to the following ports:

	Bunches.
United States—	
New York	1,236,846
Boston	1,273,398
Philadelphia	59,304
New Orleans	4,056,303
Mobile	406,229
Total	7,032,080
United Kingdom—	
Manchester	2,235,117
Bristol	898,562
Total	3,133,679
Grand total	10,165,759

While some shipments of bananas do reach Canada via Halifax and St. John, the bulk of the shipments come in via New York, hence the United States ports are necessarily credited with the acceptance of more fruit than are used in that district.

It is an interesting fact that the receipts of the fruit at Manchester are almost twice those at any of the United States Atlantic ports.

ORDER-TAKER NOT A SALESMAN.

The order-taker is one who is led by the buyer. The salesman is one who leads the buyer. The salesman always presents his goods to the buyer in such a way that he realizes all the good points and advantages to be obtained in buying them.

The buyer is the judge who decides the case after the evidence is in. The salesman will never throw a wet blanket on his enthusiasm by thinking that anyone can sell the goods better than he, nor by feeling that the buyer does not want his product or could not sell it if he bought it. These are negative qualities. A salesman to be successful must cultivate the positive qualities of confidence and self-reliance—a knowing that the buyer will think as well of his merchandise as he does.

The salesman should have a keen sense of values, and know where his goods can be placed to the best advantage. There is a place for all merchandise. It is the salesman's business to find the right place. The salesman should keep in mind the fact that he helps himself by helping others; that his best interests are served only when his employers and customers are benefited.

It is not the order that comes easy that helps; the orders that seem to come hard are the ones that develop the salesman. It is a pleasure for a salesman to compel a buyer to his advantage. The reward is in knowing that he has done good work.

Cultivate an intimate acquaintance with your merchandise, your costs and your prices; believe in yourself and your employers; be loyal; be active—make it your greatest pleasure to hunt for orders—for new customers; and when you get a good idea carry it along the line—make it serve.

FRUIT.
FAVORABLE CONDITIONS FOR

Summary of Department's Report Gives Outlook for Crop.

The summary of the Agricultural Department's fruit crop report, recently issued, speaks favorably of general conditions in the fruit district during the past month.

Weather conditions have been favorable during the month of August, and all fruit is ripening earlier than usual.

Duchess apples have been moving freely from Southern Ontario in good condition. Gravensteins, Colverts and Alexanders have been shipped in small quantities and are yielding a full crop. Indications show a full crop for fall apples and below a medium crop for winter apples. The quality is good.

Clapp's and Bartlett pears have been exported in small quantities. The prospects in Southern Ontario are for a medium to full crop of pears. Everywhere else a light crop is expected, except in British Columbia, where the prospects show a medium crop.

Early peaches have proved a medium crop. Yellow St. Johns are now being harvested. Late peaches are reported a light crop.

Plums are light generally, except in British Columbia and small portions of Ontario.

Grapes are reported a full crop. Moore's Early and Champions are now on the market.

Tomatoes are proving a medium crop.

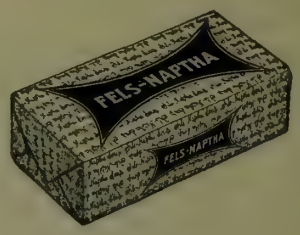
Insect and fungus diseases are not so prevalent as usual.

The United States crop reports show winter apples about the same as last year, with peaches a full crop and other fruits good.

You and the Woman

Fix the up or down course of a product. Our end is to so well put forth **Fels-Naptha** soap that you're both gainers by handling it.

But if the overwhelming sanction of women and the trade's cheerful aid in the past are signs (and we know they are) **Fels-Naptha's** future is safe in the hands of you and the woman; as its QUALITY is in OURS.



FELS & CO., PHILADELPHIA

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
Established 1880
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

GROCERS!

Months of the **"R"** and the Oysters **"R"** again here. **WE "R"** the oyster people.

These **"R"** our prices:

Standards, per gal. $1.40
Selects, per gal. $1.60

We **"R"** waiting for your order, and **"R"** sure we can satisfy you.

O'Connor's Fish Market

Montreal

PHONE, UP 4512-4513

Butter, Fruit

The best is always satisfactory. We handle Butter, Cheese, Eggs, Fruits and Produce.

Let us handle your stock.

We buy, we sell.

When handling on commission we get best possible price and make prompt returns.

Write us to-day.

NICKERSON & HART

HALIFAX, N.S.

P. O. BOX 352

The Sardine Fishery

of France is reported a failure this year. Portugal only fair.

Some years ago this fact would have been serious. Now that Norwegian Sardines have taken a foremost place and through quality of catch and superior government inspected pack are considered more desirable, grocers are not disturbed.

The leading brand is

"King Oscar"

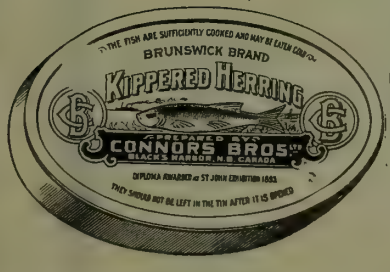
Ask your Jobber for them.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

THE THREE LEADERS



Connors Bros., Limited

Black's Harbor, N.B.

FACTS ABOUT GROCERIES

Information of Interest to Clerks and Grocers About the Goods They Are Handing Over the Counter.

There is something particularly attractive about an olive grove. The scene is one of beauty and restful fascination. The very shape of the tree tells of thrift; its upright growth, graceful and pointed leaves, olive hued now, but turned by the gentle wind, glisten like silver. It is generally supposed that the home of the tree is in Italy, where it has been known for ages, and where the growth is so slow that it is a common saying that a man plants olives for his grandchildren; but on the foothills near Elizabeth Lake a wild olive has been found, a large and thrifty tree. It appealed to the early Californians because it came into early bearing and practically never died. The old trees of San Fernando, which have been deserted and neglected for seventy-five years, are now being cared for and are rapidly throwing out branches and assuming their normal shape and beauty, and bid fair to equal the famous trees of Europe and Asia, which have been bearing fruit for one thousand years.

Starting a New Orchard.

A new orchard is started from cuttings. These are three-quarters of an inch in diameter and eight inches in length—slender material, one might think, from which to produce a bearing tree in four years. These cuttings have been taken from the parent tree in December or January and are planted in rows in sandy soil, being replanted permanently in February and March at a distance of about twenty feet apart. These will grow readily, and for a year the ground is kept well turned, the bush then being trimmed into a tree by cutting all the shoots but one, and in succeeding years the raiser watches the tree and prunes it, with the idea in view of making a lusty tree.

In four years some berries will be obtained, and the orchardist is delighted at the luxuriant growth and the rich green olives which hang so gracefully, but yet not sufficiently abundant to be of commercial value. In the sixth year the trees should produce thirty gallons each, and in eight years the cultivator finds himself in possession of a beautiful and productive grove. The trees have grown so wide that they fill the entire space and meet, and each tree under the most favorable conditions should produce forty gallons of olives. The orchardist figures that with one hundred trees an acre, and forty gallons per tree, he will have four thousand gallons; but there are pests and other enemies which materially reduce this estimate. Indeed, if the grove produces a fourth of this it is doing well. In November, when the first rains come, the olives ripen, and as soon as the berries begin to turn purple the pickers begin.

Extracting the Oil.

These pass through the grove each with a large bag hung around his shoulders. Some use ladders and others gather the fruit from platforms erected on wagon bodies and drawn along as the trees are skinned. The fruit is then subjected to the drying process. In order to get the best results the process of the oil extraction must be carefully done or disaster is the result. The crushing operation is done by a large circular stone on end which is drawn around by a horse. The olive pulp is taken from the crusher and massed in lumps or cakes about three feet square and three inches thick. The press resembles a cider press. The result from the press is run into tanks, where it remains for three months, the oil rising to the surface, where it is readily recovered.

The seemingly dry pomace or residuum in the press is put through a second crushing and treated to a bath of hot water, by which a large quantity of second quality oil is produced, even a third quality being made. The oil now obtained goes to the clarifier or filter, which is a series of boxes from five to seven in number, the bottom covered with fine cotton batting. Some use a series of metal boxes, one in the other, each having a wire sieve bottom, the oil dripping from one to the other and coming out pure and as beautiful as liquid amber.

H. Hubbard, of Brand & Co., London, England, is in Toronto this week, staying with Mr. Morton, of Hamilton Morton & Co., the wholesale distributors for Brand & Co. for Ontario. This firm is exhibiting at the Canadian National Exhibition for Brand & Co., and are showing some lines of interest to grocers, including A1 sauce and soups.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY PIPES

None Equal. Insist upon McDougall's.

There IS a difference.

D. McDOUGALL & CO., Glasgow, Scotland

To Increase the Volume of Your Business

it pays to always carry in stock these famous brands of cigars :

Champlain St. Louis (5c. retailer)
Havana Second El Sergeant (10c. retailer)

The last named received the Gold Medal of Merit at the Paris Exposition, 1900.

If your jobber refuses to procure these brands for you write direct to

JOS. COTE

The Largest Importer of Smokers' Articles and Wholesale Tobacco Merchant in the Dominion.

Office, 186-188 Rue St. Paul. Phone 1272
Warehouse - - 119 Rue St. Andre
Branch - 179 Rue St. Joseph. Phone 2097
QUEBEC

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Buidlng, MON TREAL.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

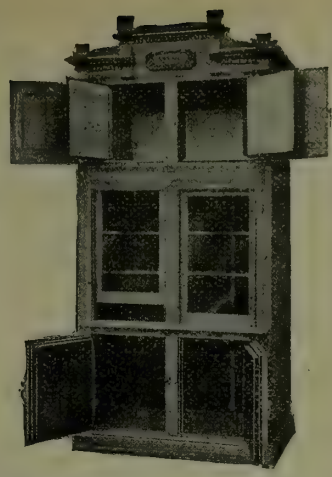
Sold by all the Wholesale Trade

IF!

Retail Grocers

will use **WILSON'S FLY PADS** over Sunday exactly as directed, they can keep their stores free from pestilential house flies, alive or dead.

Up-to-date Grocers are doing so.



Arctic Refrigerators

for Grocers and Butchers, The Coldest, Dryest and most up-to-date refrigerator on the market.

Western representatives, Ryan Bros., Winnipeg

Eastern representatives, Wolf, Sayer & Heller, Montreal.

Write for Catalogue.

John Hillock & Co., Ltd.,
154 George St.,
Toronto

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

AVOID LOSS!

Keep track of every article sold, the person who bought it, and the clerk who sold it. Our

"DUPLEX"
COUNTER CHECK BOOK

simple and easy to keep, will save you lots of money, and prevent friction with customers.

Write and let us tell you about it!

The Carter-Crume Company Limited,
Toronto and Montreal

We Distribute Cars

Ship your goods in car lots in our care, Mr. Manufacturer, and we will distribute them among your customers. We have a large warehouse with excellent track facilities and we make a specialty of this class of work.

Correspondence Invited.

R. B. Wiseman & Co.,

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Manufacturers' Agents and Brokers.

Open to handle one or two more lines of groceries or fruit.

"ENTERPRISE"

The great success of the "Enterprise" works is built on the policy that they had no time to waste in making anything but the *best*.

Nearly half a century of steady holding to this policy has made "Enterprise" articles absolutely essential to the success of enterprising grocers.

The famous line of "Enterprise" Coffee Mills for either Hand, Steam or Electric Power, Smoked Beef Shavers, Meat Choppers, Cheese Cutters, Measuring Faucets, Measuring Pumps, Etc., all are to be found in grocery establishments in all parts of the world.

This company originated the quick, clean, convenient way of pumping and measuring molasses and heavy liquids from barrels, by means of the

"ENTERPRISE"

Self-Priming and Measuring Pump

It measures accurately, a gill to every turn of the handle, a pint to every four turns. Has a New Total Registering Device, showing total amount taken from the barrel. No. 97, shown here, costs only $6.00; Auger, 75 cts.; Extended Tube, for pumping from cellar to first floor, per foot or fraction of foot, 50 cts. Order from your jobber. Write for our latest catalogue.

THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, U.S.A.

21 Murray St., New York 438 Market St., San Francisco

A PUMP THAT SHOWS A PROFIT

CUT 1—Cellar Tank

The Question of Cost

It is not a question of how much it will cost you to buy a Bowser Self-Measuring Oil Tank but rather how much it is now costing you to be without one.

You have lost enough money to pay for a Bowser many times over. Write for Catalog B, which tells you why you have lost money and how to stop it.

S. F. Bowser & Co., Ltd.

66-68 Fraser Ave., - - TORONTO

If you have an old Self-Measuring Tank and want a new one, write for our liberal exchange offer.

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

Classified Advertising

. Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30	00
" " "	6 months...	17	00
" " "	3 months...	10	00
50 " "	1 year.....	17	00
" " "	6 months...	10	00
25 " "	1 year.....	10	00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

EXPERIENCED TRAVELLER, best references, open for high grade line, on commission, for Maritime Provinces. Apply Box 210, THE CANADIAN GROCER. (38)

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

7,217 NATIONAL CASH REGISTERS were sold during May 1908. That's 2,047 more than was sold during May 1907. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

WILL EXCHANGE, a good working Cash Register, cost $90, for a scale, Computing or c ose weigher, any make. Write E. Tomlin, general merchant, Sombra, Ont. (37)

FOR SALE.

FIRST CLASS GROCERY, best in the city, for sale. Doing a good business; excellent stand. Poor health reason for selling. Will take $5,000 to handle this. For particulars write Box 25, Strathcona, Alta., N.W.T.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

SITUATIONS WANTED.

PREPOSSESSING YOUNG MAN (railway stenographer) wants make change to grocery line. No objections to clerking in store. Box 215, CANADIAN GROCER, Toronto.

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, - TORONTO, CANADA

FOR SALE.

A LIVE GENERAL BUSINESS, in one of the most desirable towns in eastern Saskatchewan (population 1500). Best stand in the town, bright and attractive. Stock about $7,000, all clean, can be purchased at 90 cents. Will arrange terms to suit purchaser. This is a good live proposition, the only reason for selling being that present owner has other interests which necessitate his entire attention. Full particulars by addressing Box 7, THE CANADIAN GROCER, Winnipeg, Man. (38)

FOR SALE—Cash grocery business in the live town of New Liskeard, one of the best stands in town. Stock clean, about $2000. Splendid chance for young man. Good reasons for selling. Apply A.P.B., THE CANADIAN GROCER, Toronto.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

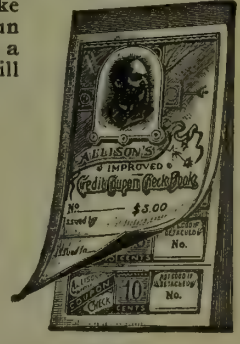
I. C. STEWART, Halifax.

When the Fall Rush Begins

you will need every convenience that will increase the efficiency of your business organization—every device that will eliminate unnecessary work, reduce liability to error, cut out friction and lost motion, everythi g that will make the wheels run smoother. In a word you will need the

Allison Coupon System

and the time to install it is NOW, before another day has been lost.



Here is how it works:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by the

Allison Coupon Co.
INDIANAPOLIS, IND.

THE IDEAL STORE FIXTURE

"WALKER BINS"

There is a personal satisfaction in having a store equipped with Walker Bin Fixtures.

The beauty of their design and their elegant appearance are unsurpassed, and for this, as well as for the peculiar attractiveness of their display, they impress the customer and offer a continued and irresistible temptation to buy. Their compactness and convenience are appreciated by the clerk, who finds everything he wants, when and where he wants it. They are a joy forever to the proprietor, for he sees his sales increasing, his losses, from waste, dirt, insects and samplers, diminishing and his store service prompt and effective.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

FRUIT CANS
All sizes—All kinds.

SYRUP CANS
For products of Maple, Corn and Cane.

MILK CANS
For Sweetened Milk and Evaporated Cream.

MEAT CANS
Bevelled, Round and Square.

BISCUIT TINS
of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE
Norton Manufacturing Co.
HAMILTON

You take no risk when you sell

BANNER BURNERS

Every Burner guaranteed. Orders solicited through the jobbing trade.

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

The
Elgin National Coffee Mills
40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

We make a specialty of
COUNTER CHECK BOOKS
for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.

We manufacture
SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

—BUY—
Star Brand
COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

September 12, 1908.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-dor.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 50
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

	Per doz.
Nelson's—	
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals.

Wheat OS, 2-lb pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

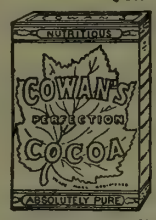
THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3.60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—
Perfection 1-lb. tins per doz. $4 50
Perfection, ½-lb., per doz. 2 40
" ¼-lb., " 1 30
" 10c. size " 0 90
" 5-lb. tins per lb. 0 37
Condensed cocoa, cream and sugar, doz 2 25
Soluble, bulk, per lb 0 18
" " " 0 15
London Pearl per lb. 0 22
Special quotations for Cocoa in bbls., kegs, etc
Unsweetened Chocolate— Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes. 0 40
" ¼-lb. " " 0 40



Sweet Chocolate—
Queen's Dessert, ¼-lb. cake, 12-lb. boxes, per lb. $0 38
Queen's Dessert, 6's, 12-lb. boxes, $0 40
Vanilla, ½-lb., 12-lb. boxes per lb. $0 35
Parisian 8s, lb. $0 30

Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb. 0 33
Diamond, 7's, 12-lb. boxes, per lb. ... 0 24
" ½'s " " " .. 0 25
" 8's " " " .. 0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolet—
Maple buds, 5-lb. boxes, lb. 0 31
Vanilla wafers, " 0 35
" " nonpariels, 5-lb. box 0 35
" " 2's, 5-lb. boxes, lb .. 0 28
" " 2's, nonpareils " .. 0 28
Ginger, 5-lb. boxes, lb. 0 30
Milk sticks, box 1 35
Milk cakes, 5c. size, box 1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case ... per doz.	$ .90
½ " " 4 " " "	2.40
¼ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ½'s (for cooking), doz 0 90
Prepared cocoa, ½'s 0 32
Prepared ½'s 0 30

Mott's breakfast cocoa, ½'s	0 42
" " " ¼'s	0 42
" No. 1 chocolate, ½'s	0 36
" Navy " ½'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Varilla Sweet chocolate, 1-6 lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.
1 lb. packages 0 26
lb " 0 27
lb. " 0 28
1 and ½ b. packages assorted 0 26½
½ and ¼ b. " " 0 27½
¼ lb. packages assorted in 5 lb. boxes 0 28
½ lb. " " 0 29
¼ lb. " in 5, 10, 15 lb. cases 0 30

Bulk—

In 15 boxes.	15 lb. pails	and 10, 25 and 50 lb. Pails.	Tins.	Bbls.
White Moss, fine strip.		0 19	0 21	0 17
Best Shredded		0 18	....	0 16
Special Shred		0 17	....	0 15
Ribbon		0 19	....	0 17
Macaroon		0 17	....	0 15
Desiccated		0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) $4 85
Reindeer" brand per case (4 doz.) 5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40 0 30

JAMES TURNER & CO. Per lb

Mecca	$ (32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —Imperial

Large size jars, per doz.	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	1 40
Small size, "	2 40

Confeotions

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby-Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montrea $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each (3½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

THOMAS J. LIPTON

Prices on application.

Assorted Case,	Contains 2 doz..$2.50
Chocolate (Straight)	Contains 2 doz..$2.50
Vanilla (Straight)	Contains 2 doz..$2.50
Strawberry (Straight)	Contains 2 doz..$2.50
Lemon (Straight)	Contains 2 doz..$2.50
Unflavored (Straight)	Contains 2 doz..$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application.

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

RISING SUN STOVE POLISH IN CAKES

&

SUN PASTE STOVE POLISH IN TINS

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

MORSE BROS., Props. - Canton, Mass., U.S.A.

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

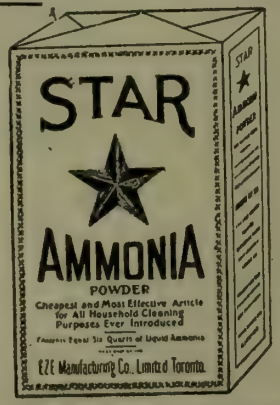
SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

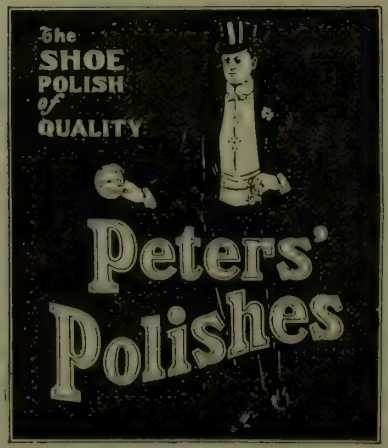
SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."


STAR
AMMONIA
POWDER
Cheapest and Most Effective Article for All Household Cleaning Purposes Ever Introduced
E.E. Manufacturing Co., Limited Toronto

No premiums or cut rates needed to sell Star Ammonia—Merit sells it.



PETERS' POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St, West
Toronto

3 POINTS

ABOUT
GOODWILLIE'S
FRUITS

IN
GLASS

Sell Well

Give Satisfaction.
Show You a Profit.

ROSE & LAFLAMME, LIMITED
MONTREAL AND TORONTO

Shelled Almonds

Valencias and Jordans

Table Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited
Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 3 doz. in case.....per lb. 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb. 0 07
7 and 14-lb. wood pails.....per lb. 0 07
30-lb. wood pails ..... " 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb. 0 07
30-lb. wood pails..... 0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 80

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited

GENESEE PURE FOOD CO

Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG CO.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price "Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10
½-bbls.	0 10½
Tubs, 60 lbs.	0 10½
20-lb. Pails,	2 10
20-lb. tins	2 00
Cases 3-lb.	0 11
" 5-lb.	0 10½
" 10-lb.	0 10½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 50
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks.....	1 40
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	3 50
5 cases or more	3 40

Marmalade.

W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Sbredded"—	
1-lb. glass, doz.....	1 90
2-lb. " "	3 10
7-lb. tins, "	3 25

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4.70
" " hotel.....	4.90
Silver Cow Milk.....	5.00
Purity Milk.....	4.70
Good Luck.....	4.30

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins.....per doz.	$1 40
" ½-lb. tins ..... "	2 50
" 1-lb. tins ..... "	5 00
Durham 4-lb. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F. D ½-lb. tins .....per doz.	0 85
" 1-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	3 50
" ½-pts. 24's.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 60 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND. Per case

No. 1, cases, 60 1-lb. packages.....			$2 75
No. 2, " 120 ½-lb. "			2 75
No. 3, "	30 1-lb. "	}	2 75
	60 ½-lb. "		

No. 5 Magic soda—cases 100—5-oz. pkgs.
1 case 2 25
5 cases..... 3 75

WOOD'S PURE PACKAGE TEA

MAY QUEEN PRIMROSE
FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

"IT IS IN THE AIR"

How often one hears that phrase applied to some condition of the public mind! A good many things get into the air, thus wasting the best parts of the originals. You may take the finest Tea in the world, for instance, handle it loosely and carelessly, leaving it open to the light of day and the dust and much of its fragrance and rich flavor disappears, while impurities creep in. In

Wood's Package Teas

we have a "sealed book," an air-tight guard against all foreign substances, while the captivating flavors are retained—imprisoned for the consumer.

WOOD'S Packages are all TEA—the purest and the best.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - MONTREAL

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10	20
" black..... "	15	35
Oriole soap..... "	10	20
Gloriola soap..... "	12	00
Straw hat polish..... "	15	25

3 doz. to box..... $3 45
6 doz. to box..... $6 90
30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 1-lb. carton	
No. 1 " " 6-lb. "	
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	
4 lb. lumps.....	0 8½

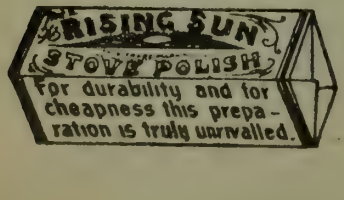
BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 7½
Kegs 100 lb.....	0 07
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 07½

SAN TOY STARCH.
pkgs, cases 5 doz., per case.. 4 75

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross box	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints.....	2 90
Quarts.....	5 40
½ gallons.....	5 10
Gallons.....	4 80
gallons.....	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03½	per lb.
Half-barrels, 350 lbs...	0 03¾	"
Kegs, 150 lbs.....	0 03¾	"
2-gal. pails 25 lbs.....	1 25	each
3 " " 38½ lbs....	1 75	"

Plain tins, with label— Per case.

2 lb. tins, 2 doz. in case.....		2 40
5 " 1 " "		2 75
10 " ½ " "		2 65
20 " ¼ " "		2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs....	0 03½	per lb.
Half-barrels, 350 lbs.....	0 03¾	per lb.
Kegs, 150 lbs.....	0 03¾	"
2-gal. pails 25 lb.....	1 25	each
" " 38½ lbs.....	1 75	"

2-lb. tins, 24 in case, per case....	2 40	
5-lb. " 12 " "	2 75	
10-lb. " 6 " "	2 65	
20-lb. " 3 " "	2 60	

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 35	0 50
Gold Label, ½'s.....	0 44	0 60

LIPTON'S TEA
Thomas J. Lipton
75 Front St. East, Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only.....	0 20	0 25
Blue " ¼'s and 1's	0 24	0 30
Orange " ⅛'s, ¼'s and 1's	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ¼'s and 1's.....	0 44	0 60
Gold " Afternoon blend, ¼'s and 1's	0 50	0 70

Blue Label, 1's..... $0 20 $0 25

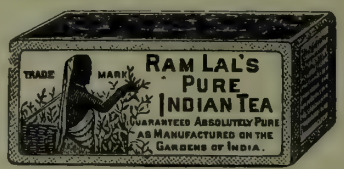
Blue Label, ¼'s.....	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's.....	0 20	0 25
" " ½'s.....	0 21	0 25
Green Label, 1's and ½'s.....	0 24	0 30
Blue Label, 1's and ½'s.....	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and 1's.....	0 55	0 80
Embossed, ½'s and 1's.....	007	1 00

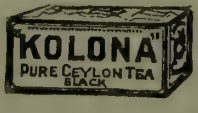


	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

MELAGAMA TEA.
MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ⅛s.....	0 70	1 00
" " ¼s.....	0 55	0 80
" " ½s.....	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ½s.....	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs., ½s....	0 30	0 40
" " ½s.....	....	0 32
" " ¼s.....	0 25	0 30
" " 1 lbs.....	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	$0 20	
" " ½-lb., " "	0 21	
Blue Label, retail at 30c.....	0 22	
Green Label. " 40c.....	0 30	
Red Label, " 50c.....	0 35	
Orange Label, " 60c.....	0 42	
Gold Label, " 80c.....	0 55	

RIDGWAYS.
London, Vancouver, Winnipeg and Ceylon.

	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s.....	0 35	0 50
5 o'clock, 1's and ½s.....	0 42	0 60
H.M.B., 1's and ½s.....	0 75	1 00
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.		

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s....	$0 46
" Amber, 3s and 3s	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 15
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 46
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.....	0 55
" Stag, 10 oz.....	0 45
" Bobs, 6s, and 12s.....	0 45
" 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 55

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V.H.C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Ol, Havana P. Finos. 1-20.....	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6.....	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ½-lb "	0 70
" " 1-lb "	0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$12 00
Absorbine Jr., per dozen.....	5 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case ..	1 10

The Difference

between good currants and poor currants is immense.

High sounding names (most of them fictitious) mean nothing, and are too often applied to low grade or rain damaged fruit, cleaned up to look good, but which can never **taste** good.

We advertise to let the grocers of Canada know that they can be sure of getting good, sound, hygienically cleaned currants in all the different grades and growths **by demanding** that the cases bear the name of **"MEYER."**

We have found that it pays to advertise our currants because they are good and true and honest. It pays because we know that if you buy them once you will buy them always, and better still for you, **you will sell more.**

If you **insist,** any jobber can supply you with "Meyer's" Currants. The largest importers sell them and will be pleased to do so.

W. Meyer & Co., Patras and Hamburg

Your Fall stock of

SALT

Why not order it now, while weather and roads are good?

VERRET, STEWART & CO.
LIMITED

MONTREAL

Yellow Peaches

In 2's, 3's or Gallons. Light and Heavy Syrup, also Standards.

We are able to supply you this year with the best goods that have ever been packed.

We have just installed a most up-to-date system for peaches *solely*, which embodies the most approved Californian ideas. *Our quality will surprise you.*

What about Your Order?

Place it now. We will ship after a while if you wish.

J. H. WETHEY, LIMITED
ST. CATHARINES
PACKERS OF LAUREL CANNED GOODS

Empire Brand

SEE OUR BARGAINS

IN

Spices, Teas, "Future" Raisins and Currants

Mail and Phone Orders a Specialty

4 Free Phones
USE THEM FREELY

GEO. E. BRISTOL & CO.

(Successors to Lucas, Steele & Bristol)

Hamilton, - - - - Ontario

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, SEPTEMBER 18, 1908. NO. 38.

Leaves no room for Criticism

Keen's Oxford Blue

is so pure in its constituents that it does its work perfectly. That is all your customers want.

For sale by all jobbers.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion Montreal

Place It on Your Counter—

Put up in Tins			
2-lb. Tins—Cases	2 doz.	Also in Brls, ½ Brls. Kegs and Pails.
5 " " "	1 "	
10 " " "	½ "	
20 " " "	¼ "	

Freight paid on 5 cases and over to all railway stations east of North Bay.

A display of **"CROWN BRAND" CORN SYRUP** will be a seasonable leader from now on. Your customers will appreciate the reminder.

FOR SALE BY ALL JOBBERS.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont. Works, CARDINAL, Ont. 164 St. James St., MONTREAL

What Do You Think of This?

A Jar of absolutely

Pure Marmalade

that can be retailed at 10c. and a good profit made on it.

This Marmalade is prepared in a Factory that is under Government Inspection and is always open to our customers and the public. Purity and Cleanliness is our Motto and we invite inspection at all times.

The T. Upton Co., Ltd.

Hamilton, Canada

"The World's Best"

The cook who uses Cox's Gelatine knows in advance exactly what to expect, namely, exactly what she (and all other cooks) want, *satisfactory results.*

There are no adulterations in Cox's Gelatine—no by-products to lessen the purity at the expense of a little extra profit for the maker.

COX'S GELATINE

Gelatines come and go with each recurring season but "Cox's" comes and stays.

COX'S GELATINE

For greater convenience to meet most modern requirements it is put up in powdered form. STRONGEST, PUREST, BEST. The maximum of quality at the minimum of price to the grocer who buys and sells it. The Gelatine that established the standard.

ABSOLUTELY PURE.

A. P. Tippet & Co., Agents

8 Place Royale
Montreal

84 Victoria Street
Toronto

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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

HOWARD BLIGH & SONS
HALIFAX N.S.
Importers, Exporters and General Commission Merchants.
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.
Domestic and Foreign Agencies Solicited.
Highest References.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
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27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention.

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

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T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

Dominion Storage & Forwarding Co., Ltd.
43 Colborne Street, TORONTO
Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.
TELEPHONE MAIN 5661

On the spot
EVAPORATED APPLES
WHITE BEANS
LOWEST PRICES
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

TORONTO.

CORNMEAL
The Best!! The Very Best!!
BECK'S "OLD GOLD"
Granulated Meal
Barrels and Bags
Now in stock
Anderson, Powis & Co.
Agents
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Manufacturers' Agents
and
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W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

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J. P. THOMAS
WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
Correspondence invited
25 ST. PETER STREET, - - QUEBEC

WINNIPEG

GEO. ADAM & CO.
Wholesale Grocery Brokers and Manufacturers' Agents.
430½ Main St., - - Winnipeg
Established 14 years. Correspondence solicited

(Continued on page 4.)

New Season's Fruits—

IN STORE

VALENCIA RAISINS
CALIFORNIA—
APRICOTS and PEACHES

——Send Us Your Orders——

EBY-BLAIN, LIMITED

Wholesale Grocers TORONTO

FORGE AHEAD!

Are **YOU** forging ahead, or merely holding your own, or, worse still, going back?

THE WAY, in these days of fierce competition, is only **OPEN** to those who insist upon their **TEAS** being of undoubted **QUALITY** and **VALUE.** Our **TEAS** are the product of long experience, expert skill and knowledge, and the **PRICES,** too, are **RIGHT.**

YOU CANNOT GO WRONG with a full assortment of

Blue Ribbon Teas

to supply your customers with.

THE BLUE RIBBON TEA CO., Limited
266 St. Paul St. - Montreal

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Grocery Brokers,
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Warehousemen and Distributers
Track Warehouse, 137 Bannatyne Ave. E.
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Carman Brokerage Co.
Wholesale Grocery Brokers
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
141 Bannatyne Ave. WINNIPEG, MAN.

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CANNING MACHINERY CO.,
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F. G. EVANS & CO.
Grocery Brokers and Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

$10,959.99 Collected!

That's the amount we've collected for clients during the past year—our first year in business. In May, 1907, we handled 140 new claims. In April, 1908, we handled 425 new claims. No wonder our clients are satisfied. They have the proof of our collecting ability.

Let Us Cure Your Slow Collections.

The Beardwood Agency
313 New York Life Building
MONTREAL

The Condensed Ads. in The Canadian Grocer bring results

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

QUEEN QUALITY PICKLES
Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce
Buy and use the best Pickles
TAYLOR & PRINGLE CO., Limited
OWEN SOUND

Handle Canned Goods That Are Recognized Leaders.

A modern philosopher has discovered that "The more aims you have in life the less likely you are to hit anything." Concentration is one of the secrets of success. There is a wealth of wisdom in this for the merchant. Concentrate your efforts on selling well-known lines and you'll be ahead at the end of the year. Don't load your shelves with a dozen brands of uncertain Canned Goods and keep your customers forever experimenting.

Canadian Canners' Peas Have Created A Big Trade for us

And they will do the same for you. We particularly recommend our Grade No. 2 SWEET WRINKLE PEAS. They are deliciously sweet and tender, and rapidly win new friends wherever introduced. They have a constant and ready sale all the year round. They are genuine business builders and can be sold at a good margin of profit.

Our Peas are packed in four grades as follows:—

Grade No. 1—Extra Fine Sifted Peas
Grade No. 2—Sweet Wrinkle Peas
Grade No. 3—Early June Peas
Grade No. 4—Standard Peas.

BRANDS:—"Canada First" (Aylmer), "Little Chief," "Log Cabin," "Horseshoe" (Bowlby), "Auto" (Canadian Canners), "Kent," "Lynnvalley" (Simcoe), "Maple Leaf" (Delhi), "Lion" (Boulter), "Thistle" (Brighton), "Grand River" (Lalor), "White Rose" (Lakeport).

Canadian Canners, Limited

Hamilton, Canada.

The Housewife's Favorite

Brand of canned goods is

OLD HOMESTEAD BRAND

That's because Old Homestead Brand is always reliable. Nothing ever gets into an Old Homestead can but fruits and vegetables that are thoroughly good all the way through. And our careful, sanitary, up-to-date methods of processing properly preserves every speck of delicious natural flavor.

Old Homestead Goods Are Honest Goods

We aim to produce canned goods that will assure your customers that they are getting good, honest value for their money.

The Old Homestead Canning Co.

Picton, Ontario

MESSRS. EBY-BLAIN, Limited, Ontario Agents

EVERY POUND COUNTS

Every Pound of Tea You Sell Either Helps Your Business or Does It Harm

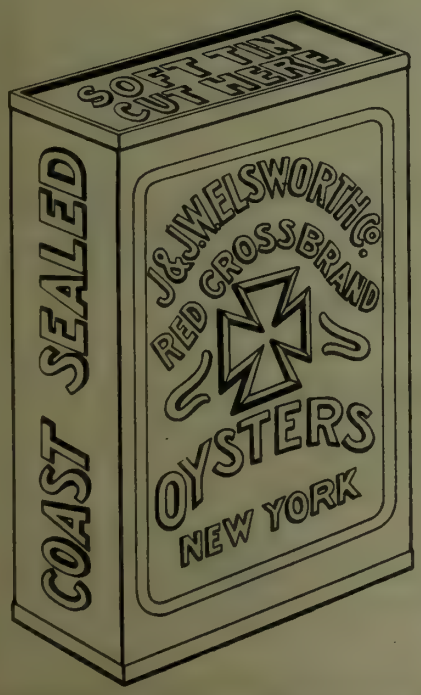
When you sell a cheap tea you may please the bargain hunters at the time of buying but at the time of drinking they are condemning you most strongly, ignoring altogether the fact that they purchased at a low price. While that tea lasts everyone drinking it is dissatisfied. On the other hand, if you sell good tea at a fair price, you are constantly making and keeping customers, and the remark is constantly made—"Yes, everything you buy at_____is good."

"SALADA"

will make you hosts of lasting customers, for all are delighted with its flavor.

WM. E. ELSWORTH, Pres. ESTABLISHED 1860 J. WATSON ELSWORTH, Sec. and Treas.

J. & J. W. ELSWORTH CO.



Our Red Cross Brand of Oysters, which we sell in quart and pint cans, are strictly Pure, Wholesome Sea Food.

We use the most up-to-date sanitary appliances for handling these oysters.

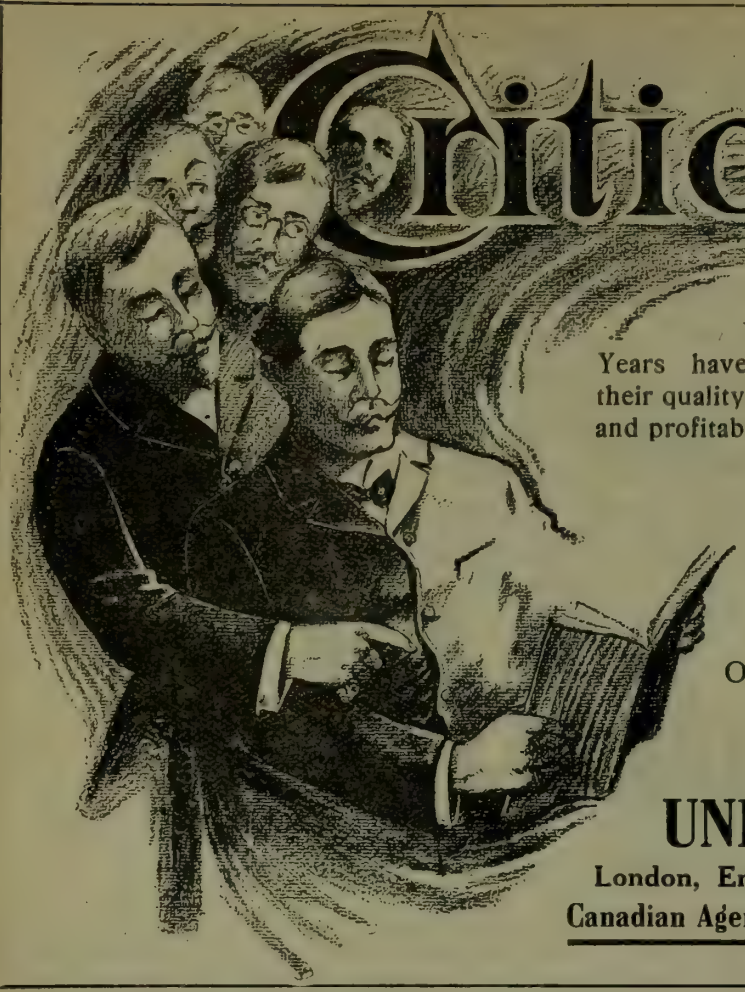
We defy competition upon quality. These cans are full quarts and pints, their measure being guaranteed.

One year's sales thirty-nine million oysters.

Quotations and information in general as to sizes, prices, etc., will be furnished upon application to our Main Office.

Boat No. 8, Foot Bloomfield Street

NEW YORK



Criticism

is fatal to the grocer unless it is favorable. Years have established these high-class raisins securely—their quality above comparison. The dealer is sure of a steady and profitable business who stocks

F. W. ROWLEY
DENIA
Extra Fine Selected

&

S. BODI
DENIA
Finest Selected

Brands that mean **RAISINS**

Our 14-lb. and 28-lb. boxes of

Shelled Almonds

are winners.

UNDERDOWN & CRICHTON

London, England Valencia, Spain Denia, Spain

Canadian Agents: Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg.

Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato,** not the **Tomato** to the size of the **Opening.**

Pack **Whole Tomatoes,** not Crushed Fruit.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Max Ams Patents

"O.K."

REGISTERED.

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
M. &R. WAFERS
and a complete line of **LOZENGES, ETC.**
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N. Y.

Toronto Sales Agent—
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Winnipeg Sales Agency—
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St. John Sales Agent—
H. S. Daly.
Vancouver Sales Agency—
J. F. Mowat & Company.

Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve).

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis, - - Quebec.	Carman Brokerage Co., - Winnipeg.
C. DeCarteret, - - Kingston.	R. G. Bedlington & Co., - Calgary
Jas. N. McIntosh, - - Ottawa	Tees & Pearse, - Edmonton.
Geo. Musson & Co., - Toronto.	Wilson & McIntosh, - Vancouver
J. W. Bickle & Greening, - Hamilton.	C. Leonard Grant, - P. E. Island
G. H. Gillespie, - - London	

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

AT
$7 A CASE, AND UP

you will find that you have one of the best propositions on the market in

Marsala Wine

As an after-dinner beverage it is unequalled. Order a trial case and see how your customers will appreciate it.

Museo Commerciale Italiano
43 St. Antoine St., Montreal

Sole Agents American Continent **Phone Main 2731**

STOCK THE BEST.
"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise

The Merchant introducing those lines to his customers MAKES NO MISTAKE

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St. Quebec City, Albert H. Dunn, 67 St. Peter St. Ontario, A.E. Bowron, 18 King William St. Hamilton Winnipeg, Mason & Hickey, 108 Princess St.

Lea's Ceylon Relish

A cold meat condiment, made from Cucumber, mixed with Mexican Sweet Peppers and the finest of California Seeded Raisins, nothing but the highest grade of English Malt Vinegar used in its manufacture. Packed in 15c. and 25c. sizes, a good seller wherever introduced.

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Western Representatives: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

IN STOCK

NEW CROP SELECT VALENCIA RAISINS

Quality Excellent

THE DAVIDSON & HAY LIMITED

Wholesale Grocers

36 YONGE STREET - - - TORONTO

Quaker Salmon

First arrivals now in store. We advise all dealers desiring the highest grade fish to order at once as supplies on the coast are about exhausted.

You Get Quaker Salmon for:

TRADE MARK

FLATS - - - $2.15 M ***TALLS - - - $2.00***

SONS

ESTABLISHED 1834.

Scarcity of finest fish in Fraser and Skeena Rivers this year has not resulted in the slightest deterioration in the renowned quality of ***Quaker Salmon.*** You can order with a free conscience, knowing that you will be able to recommend ***Quaker Brand*** to your customers as strongly as ever before.

MATHEWSON'S SONS, Wholesale Grocers

202 McGill Street - - - - - Montreal

Japan Teas

The close of the season is rapidly approaching, and we solicit the balance of Import Orders from Canadian Jobbers promptly. : : : :

S. T. Nishimura & Co.

Montreal and Japan

DO YOU ATTACH ANY VALUE TO THE EVIDENCE OF IMPARTIAL ANALYSIS?

Samples obtained from widely distant points and examined and compared by the official government food analyst resulted in the declaration that

E. D. S. Brand Jams and Jellies

are the purest sold in Canada

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.

VALENCIA RAISINS

New Goods Now in Store.

Brands : Monton, Trenor, Rowley.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

Early Delivery

can be had by placing early orders

PURNELL'S

Pickles Vinegar Sauces

are now in active demand and we want to give our customers as good service as good quality.

ORDER TO-DAY FROM OUR AGENTS:

Purnell & Panter, Ltd. Bristol, England

C. E. McMichael, - - St. John, N.B
H. Haszard, - Charlottetown, P.E.I.
Erb & Rankin, - - - - Halifax, N.S.
C. S Harding, Ottawa, Quebec & Montreal
Kyle & Hooper, - - - Toronto, Ont.
J. W. Bickle & Greening, - Hamilton, Ont.
Carman, Brokerage Co., - Winnipeg, Man.
C. E. Jarvis & Co., - Vancouver, B.C.

Fruit Jars
Jar Rings
Butter Tubs
Butter Paper
Brooms, Brushes
Baskets

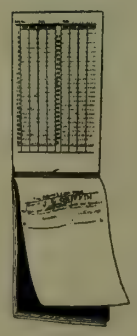
Walter Woods & Co.
Hamilton and Winnipeg

THE NEED SUPPLIED

Many grocers have felt the need for a check book that had a white paper and a colored paper—one for originals, the other for duplicates. The

"DUPLEX"
COUNTER CHECK BOOK

is just that kind of book. It is made in various sizes too. You will find the book of much service to you.



Write and secure sample, free.

The Carter-Crume Company Limited,
Toronto and Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.

Agents :
GREEN & CO.,
25 Front St., E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

IMPORTANT

Our Representative is visiting the Dominion establishing agencies for the sale of our renowned

"TEA PLANT"
PACKET TEAS

His address is, 303 Frank St., Ottawa. Write him.

For over half a century

Cooper Cooper & Co's Teas

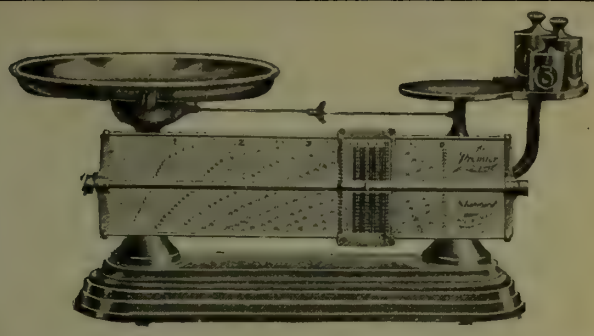
stand on the highest rung of the British TEA TRADE.

OUR TEAS PAY YOU WELL

Cooper Cooper & Co. Ltd.

"The World's Most Famous Teamen"

Head Office: 71-73 Tooley Street LONDON, ENGLAND



Premier No. 1 Computing Chart Scale—a high-grade scale at a big saving.

No giving of OVER weight with this scale—"Exact Weight" Indicator prevents that. Wonderfully sensitive—Marvellously accurate—the scale of all scales for "fine" weighing of light groceries, teas, coffees, etc. Range of prices 4c. to 70c. pound, including fractional prices. Capacity 30 lbs. One movement of sliding poise tells "exact" weight and money value of article—all in plain sight of customer. Knife Edge Pivots protected by V-shaped Agate Bearings, which prevent rusting, corroding or binding. This scale sold to you at a clear saving of 35 per cent. on competitors' prices. Read our catalogue and learn why we are selling the Premier No. 1 for such a low price. Write to-day.

Onward Manufacturing Co.

Berlin, - - - - - Ontario

Mince Meat and Sauer Kraut

The season is to hand when your customers will be asking for these specialties. If you sell them "Lytle's" brand you will have pleased customers—those who will want to do further business with you.

—Write us for quotations on new season goods.

THE T. A. LYTLE CO., LTD.

Sterling Road, - Toronto, Can.

ST. CHARLES CREAM

UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.

St. Charles Condensing Co.

INGERSOLL, - ONTARIO

CANADA

E NICHOLSON

D H BAIN

CODES
A.B.C. 4th & 5th EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON

EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

NICHOLSON & BAIN

WHOLESALE

COMMISSION MERCHANTS & BROKERS

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

Herewith please find Acreage and estimated yield in the Provinces of **Manitoba, Saskatchewan** and **Alberta:—**

WHEAT.	Acreage.	Estimated Yield per Acre	Total
Manitoba	2,710,000	15 bushels	40,650,000 bushels
Saskatchewan	3,170,000	18½ "	58,645,000 "
Alberta	410,000	21 "	8,610,000 "
Total			107,905,000 "
	Total acreage in the three provinces.	**Estimated Yield per acre**	
Oats	2,660,000 acres	34 bushels	90,440,000 bushels
Barley	860,000 "	21 "	18,060,000 "
Or a total in the three Cereals of			216,405,000 bushels

September wheat is quoted at Fort William at 98c. per bushel, October 95¼c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **$150,000,000.**

We are brokers and Commission Merchants exclusively. Can we not handle your goods in the Great West? Yours truly,

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise, also cars distributed at Winnipeg, Calgary and Edmonton.

TO THE TRADE:

England consumes nearly
four times as much of

CEYLON TEA

as of all others, save India, although she has been getting it only one-eighth as long.

"WHY?"

Mainly because, of all Western peoples, the English best know tea.

For the Same Reason

England consumes about 6 lbs. and Canada 5 lbs. to the United States 1¼ lbs. of tea per capita. Every English Grocer knows tea; he has made it a study.

Good Profit Appeals

to your business judgment. That is why our **Mixed Pickling Spices** are lines worth handling. They yield you a return commensurate to the effort expended in pushing them. Put up in ¼ lb. transparent packages.

Order While the Pickling Season is On.

S. H. EWING & SONS

MONTREAL and TORONTO

"Salad, Edible and Cooking Oils"

WINTER PRESSED

"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

Why Brooke Bond's Packet Teas are such Good Value.

You may have heard that we sell over 100 tons of tea every week in Great Britain.

We have the resources of that great trade to use for our Export Trade.

In our own Bonded Warehouses we blend and pack teas for all markets in tin, lead, foil, parchment-lined bags, or any other form of packing desired.

We pack under your own label and with any style of printing you may choose.

For samples apply to

Messrs. Hamblin & Brereton,

Corner of Notre Dame and Victoria Streets,

WINNIPEG, MANITOBA.

WHAT ARE THE REQUISITES

of a really high-grade flavoring extract? They are two—Strength and Purity. Every test proves that

Shirriff's Flavoring Extracts

are the highest in Strength and Purity.

IMPERIAL EXTRACT CO., 18-22 Church St., Toronto

Tartan BRAND

PIN YOUR FAITH TO LIST BELOW:

ALL TRADE WINNERS

Tartan Vegetables and Fruit } **Are the finest goods packed.**
" Salmon }

" Tea, 25, 30, 40, and 50c., packed at the Gardens.

" Coffee, Spice and Extract—Absolutely pure and guaranteed high grade

Imperial Vinegar—Undisputed Quality. **Lea's Pickles**—With the home flavor.

Wagstaffe's Jams, Jellies, Marmalade, Mincemeat, and Plum Pudding.

Our travellers have full information.
Phone 596, Free to Buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

We Want to Impress

upon the mind of the trade, the fact that we own three thousand acres of garden upon which is grown from seed every particle of fruit or vegetable used in

FARMER BRAND

This fact is important to YOU because it indicates that you need not take risks by ordering canned goods made from stock bought in a fluctuating market. Make sure of quality by ordering **FARMER BRAND.**

FARMERS' CANNING CO., Limited

BLOOMFIELD, - ONTARIO

MONEY-MAKING LINES

AROMA TEA
AND
AROMA COFFEE

The most satisfactory goods to the consumer.
The most profitable goods to the merchant.
Two good reasons to justify buying these well-known lines.

Our Traveller will tell you about them.

W. H. GILLARD & CO.
Wholesale Grocers
HAMILTON
Branch House—Sault Ste. Marie

The season is approaching when Granulated Sugar will be in active demand for preserving and canning purposes. When ordering supplies ask for

Redpath

the BRAND approved for over fifty years and to-day the STANDARD OF EXCELLENCE.

Made from PURE CANE Sugar by

The
Canada Sugar Refining Co.,
Limited
MONTREAL

VALENCIA RAISINS

It is just as easy for you, and infinitely more satisfactory to your customer, to secure the very finest quality Valencia Raisins. You are assured of this, and also of uniform packing, if, when ordering, you specify

"BEAVER" BRAND

SPECIAL FANCY QUALITY

This brand has the reputation of being the highest quality obtainable.

Packed by
Mahiques Domenech & Co
Denia, Spain

Canadian Agents:
Rose & Laflamme, Limited
Montreal and Toronto

WE WANT YOUR ORDERS FOR

"Balmoral" Scotch Marmalade

It's a Trade Winner.
It's absolutely Pure.
It's well made.
For Quality and Flavor it has no equal.
We ask no favors. "Balmoral" sells on its merit.

Write us for Samples and Prices.

J. W. WINDSOR
MONTREAL

DR TIBBLES' Vi-Cocoa

A leading British line well-known and largely advertised.

The World Renowned Food Beverage

THE PUBLIC SAY:

"THERE IS MERIT IN IT,"

And

THE TRADE SAY:

"THERE IS MONEY IN IT."

Agent for Montreal:

J. WALTER SNOWDON
23 Burton Ave.,
Westmount, Montreal

Ontario Agents:

GREEN & CO.
25 Front St. E., Toronto

WRITE OUR AGENTS FOR PRICES. Etc.

W. H. ESCOTT, 141 Bannatyne Avenue East, Winnipeg

Sample Cases Now Ready for Delivery

THE WORLD'S STANDARD

WHITTEMORE'S POLISHES

ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World

QUICK WHITE
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY—EASILY APPLIED.
ALSO CLEANS ALL ARTICLES MADE OF WHITE CANVAS
WHITTEMORE BROS. & CO.

Dirty Canvas Shoes

made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust. No rubbing off. A Sponge in every package, so always ready for use

Large size, per gross,
10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Largest quantity; finest quality. Its use saves time, labor and brushes, as it

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . .

OIL PASTE

for ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Ola's.

Price per gross . . . . . .

Excellent for old rubbers.

"SUPERB" Patent Leather Paste

For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. ¼ lb. boxes
Per doz. ½ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . . . .

Also in Russet and Ox Blood

"ELITE Combination"

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . . .

BOX CALF PASTE
FOR BOX CALF VICI KID PATENT AND ENAMEL LEATHERS
WHITTEMORE'S "ELITE"
ELITE POLISH
BOX CALF
VICI KID AND ALL other Black Dry Leathers
BOSTON U.S.A.

"BABY ELITE" Combination

10c. size per gross .

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross .

Star Russet Combination

10c. size per gross .

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . .

Elite, Ox Blood and Brown Pastes same sizes and prices

If interested write for CANADIAN PRICES.

WHITTEMORE BROS. & CO.,

20-22-24-26 ALBANY STREET
CAMBRIDGE, MASS., U. S. A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.

The Oldest, Best, Purest and Safest of all

Borden's Brands

Condensed Milk and Evaporated Cream

"Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream stand out superior in every way to all other similar products—They hold your trade.

Unsweetened

WILLIAM H. DUNN, Montreal and Toronto

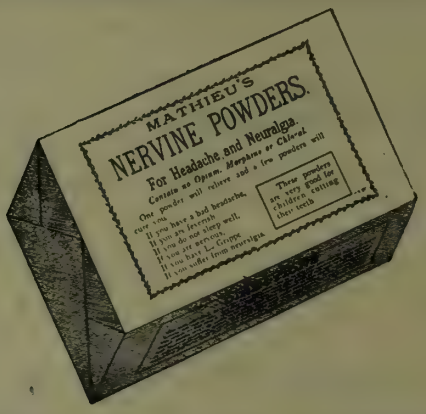
Scott, Bathgate & Co., Winnipeg, Man. ***Shallcross, Macauley & Co., Vancouver and Victoria, B.C.***

A REAL LIVE SELLING LINE

Is what you want. H.P. Sauce is what you are looking for.
It has all the necessary qualifications for a leading line.
It is expensively advertised and sells freely. Customers are delighted with it. It is the Sauce of the 20th Century.
Write our agents for samples and prices. Try it on your own table and you will see why it has caught on.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.



As Well Known As Any Staple

MATHIEU'S NERVINE POWDERS

have been a household remedy for 10 years or more. They are as well known, and in one way or another in as constant demand as any staple. Their sales this year are larger than ever. Look over your stock and send us your order.

No need to tell you that the demand for Mathieu's Syrup of Tar and Cod Liver Oil doesn't cease with winter.

J. L. Mathieu Co., Sherbrooke, P.Q.

Proprietors

L. Chaput, Fils & Cie, Wholesale Depot, Montreal

THE BRITISH ARMY HAVE BEEN USING

Molassine Meal

for several years, and take it in quantities. It keeps horses in good condition, healthy, and adds lustre to their coats.

Eradicates WORMS, prevents COLIC, DIARRHŒA and COUGH.

Not a condiment, but a food replacing other food stuffs.

Ask for free booklet on Internal Parasites (Worms) of Domestic Animals, by F. T. Barton, M.R.C.V.S., London, Eng.

SOLE IMPORTER

ANDREW WATSON

91 Youville Square - - MONTREAL

CAPSTAN Brand

High-Grade Tomato Catsup

Put up in 10, 16 and 20 oz., bottles of a new design and is very attractive. This catsup is far superior to many others and is giving perfect satisfaction.

Sold By all Wholesale Dealers.
Once Sold Always Asked For.

THE CAPSTAN MFG. CO.

TORONTO, CANADA.

BECAUSE

QUEEN BRAND

Fruits and Vegetables

are

Always uniform in Quality.
Always neat in Appearance.
Always as cheap in Price,
they are
Always in Demand.

Send a trial order to your Dealer and you will never regret it.

Belleville Canning Co.

BELLEVILLE, - ONTARIO

"WHITE SWAN GOODS ARE GOOD GOODS"

—ALWAYS—

CEREALS, SPICES, COFFEES, ETC.

THE ROBERT GREIG CO. LIMITED

WHITE SWAN MILLS - TORONTO

"Canada's Pride" CANNED GOODS

This brand represents the highest class of goods possible to pack.

ASK FOR THEM
BUY THEM
SELL NO OTHER

They are packed at one of the best growing points of the Bay of Quinte district in a most modern and sanitary factory where every precaution as to cleanliness is taken and only expert and local help is employed, therefore insuring the highest state of perfection in canned goods.

TO BE HAD OF

W. GALBRAITH & SON, *who control our goods for* ***Montreal and East***
R. CARSON & FENWICK, HENDRY & CO., Kingston
MEDLAND BROS., Toronto
E. W. ASHLEY, Winnipeg, Western Broker

The Napanee Canning Co., Limited

Napanee, - Ontario

WHITE DOVE
COCOANUT and ALMOND PASTE

My Attractive Package:
½, ¼, 1 and 5 lb. tins.

Here They Are!

The best that money can buy. If your wholesaler cannot supply you, write direct for prices and samples

Manufactured by

Packed in 5-lb. Tins, 12 to case
" 10-lb. " 6 "

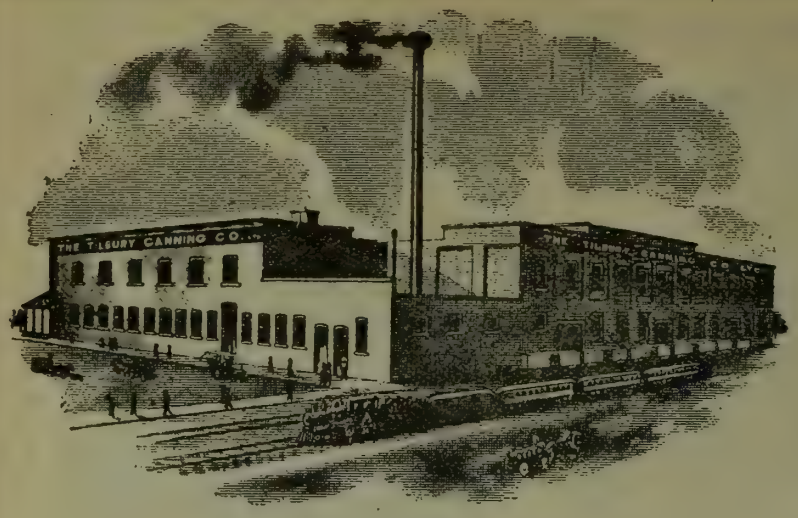
W. P. DOWNEY,
24 and 26 St. Peter St., - - - MONTREAL

EVERY WOMAN

among your customers can furnish a satisfactory breakfast if she buys coffee such as Chase & Sanborn's High Grades.

CHASE & SANBORN

Importers MONTREAL



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

Get our prices for immediate and future delivery.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

ESTABLISHED OVER 200 YEARS

CHAMPION'S

IS THE TABLE VINEGAR

MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.

ONTARIO AGENTS : The Lind Brokerage Co., 23 Scott St., Toronto

Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal

W. H. Esoott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS WRITE OUR AGENTS FOR PARTICULARS

Begin the day well with Ridgways Tea

Largest sale of High Grade Tea in the World!

Why?

CANADIAN OFFICE. - VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

THICK, SWOLLEN GLANDS

that make a horse Wheeze, have Thick Wind, or Choke-down, can be removed with

ABSORBINE

or any Bunch or Swelling caused by strain or inflammation. No blister, no hair gone, and horse kept at work. $2.00 per bottle, delivered. Book 3-C free.

ABSORBINE, JR., for mankind, $1.00, delivered. Cures Goitre, Tumors, Varicose Veins, Hydrocele, Varicocele. Book free. Made only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.

Canadian Agents, LYMAN SONS & CO., Montreal.

TRY A

Condensed Ad.

IN THE

Canadian Grocer

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Superior Quality Canada First Brands

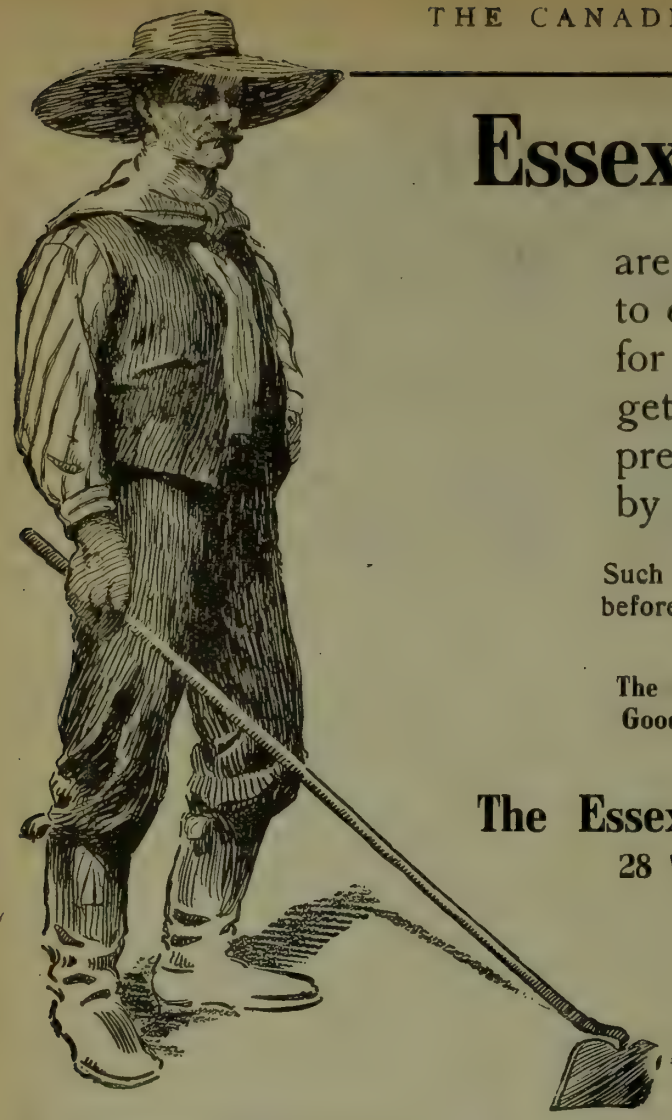
Evaporated Cream and Condensed Milk

Orders promptly attended to. Every Can Absolutely Guaranteed.

PREPARED IN MODERN SANITARY FACTORY

AYLMER CONDENSED MILK CO., LIMITED

Factory : Aylmer, Ont. Sales Office : 39 James St. South, Hamilton



Essex Canned Goods

are selling everywhere so freely as to easily put them in the front rank for quality and satisfaction. We get the best we can out of nature—prepared, combined and preserved by the arts of curing and cooking.

Such perfection has never been known in Canada before and we seem to be having everything our own way

The More Prominence You Give to Essex Goods the Better Your Chances for Profit.

The Essex Canning & Preserving Co.

28 Wellington St. E., Toronto, Canada

Factory at Essex, Ont.

The most southerly county in Canada.

Wagstaffe's

New Season's Strawberry Jams and Sealed Fruits are now ready, **order at once,** quality **cannot be beaten.**

Wagstaffe Limited

THE PURE FRUIT PRESERVERS

Hamilton

MADE in the finest factory in Canada
FROM Purest Milk obtainable
BY Skilled Operators
FOR Grocers to Sell who
HAVE Particular Customers.

PRICES ON REQUEST

THE CANADIAN CONDENSING COMPANY

Chesterville - Ont.

Sales Agents— S. H. EWING & SONS, MONTREAL

New Mediterranean Goods

We have arriving by first boats full range of Mediterranean Fruits, on which we are making special prices.

James Turner & Co., Limited

Hamilton, Ontario

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News of the Canadian Grocery Trade

Western Province Notes

Vancouver Retail Grocers Arranging Pure Food Show for October 12-17—Fernie Recovering From Recent Fire and Building Going Forward Rapidly.

VANCOUVER.

September 12.—Preparations are well in hand for the Pure Food Show, to be held in the week from October 12 to 17, under the auspices of the Vancouver Retail Grocers' Association. It will be held on a more elaborate plan than that of last year, and thoroughly systematic. W. J. C. Hunter, the energetic secretary of the association, has charge of the event and has planned out a color scheme of white and gold. Manufacturers exhibiting must leave it with the association to furnish the booth, and bunting will not be allowed to be displayed unless it conforms with the general scheme. By this means, a complete and beautiful effect will be secured. Judging from the applications received for space, the event should be a very successful one. The Dominion Hall, where the show will take place, is one of the largest of its kind in the city, and it was here that the United Commercial Travelers held their big events in the Spring.

W. J. Andrews, President of the Vancouver Retail Grocers' Association, has gone on a trip to Toronto and other eastern cities.

This association will elect its officers for the year at an adjourned meeting, to be held next Monday, 14th instant.

Grocers in the city are much concerned over the increase in the price of McDonald's tobacco, and it is not improbable that many will cease to sell it. Not only has the price been raised, but the size of the plug has been decreased so that at the old selling price there is nothing in it. Tobacconists are selling it at two for a quarter instead of at 10 cents straight, and the grocers who handle the tobacco will either advance the price also or not keep that brand in stock.

Wholesale dealers and citizens in Victoria may make an effort to bring about a reduction in the price of melons which are imported from the South. There is no local industry to be protected and the duty was evidently obtained for the benefit of the people in the East. If a reduction could not be obtained, then the application of the duty should be restricted to those parts for the benefit of which it was put on. "Three cents on every melon is ridiculous," one merchant stated. "Why, it's a fact that this tax amounts to as much, if not more, than we have to pay for the melons in the first place." Another Victoria man, not engaged in business, looking at the matter from the standpoint of a consumer, remarked: "It means that the price charged makes the melons prohibitive to the majority. Think of it, you have to pay about 25 cents every time you want a small iced cantaloupe for breakfast during the Summer. It's delightful, I grant you, but is just a little too expensive a luxury."

Llewelyn Williams and William Evans, two residents of Nanaimo, have formed a partnership and have opened the Crescent Grocery Store in the Bevilockway building in that city.

Robert Hunter and wife, who have been residents of Rossland for 13 years, have gone to Spokane to take up their residence, though Mr. Hunter's real estate and business interests will necessitate frequent return trips to the mining capital. In 1895 he and his brother, James Hunter, founded the firm of Hunter Brothers, which since that time has been Rossland's leading mercantile establishment. Lately the big business was divided, the grocery, hardware and clothing departments going to Hunter Bros., Ltd., and the dry goods department to H. S. Wallace, Ltd. Mr. Hunter, during his residence in Rossland, has been prominent in public and civic affairs, was President of the Board of Trade for a term, and is an active member of the Curling Club. His departure will be a loss to the city that has known him so long.

The following have been elected directors of the Western Cigar Company, which held its first general meeting at Kamloops: E. J. Hosker, Chairman; S. C. Burton, Secretary Treasurer; T. J. Wilcox, J. F. Smith, A. Marians, J. E. Mackin, the manager, gave a very encouraging report of business done during August, and larger buildings have had to be found to be able to meet the demand for goods.

Local butter is now jobbed at 35c, and eggs at 40c, and from now on both will rise regularly. There may not be a butter famine this Winter, but short stocks are looked for, as the output of the creameries has mostly been used as sent down. If good butter is scarce it will mean high prices for inferior grades, and perhaps larger importations from Australia. If cold storage boats were on the route from New Zealand it would enable this large-producing butter country to place its product on this market.

FERNIE, B.C.

September 10.—The town is recovering rapidly from the shock felt at the time of the recent fire, and building is going forward very rapidly, showing confidence in the town's future. The trade are allowed to put up temporary wooden structures of 1½ storeys, which must be replaced with permanent brick, concrete, or stone buildings, inside of ten months, and this is being largely taken advantage of.

The Trites-Wood Co. have their offices in their fireproof basement, which was found intact after the fire. They have built a temporary wooden building of 1½ storeys (the limit) alongside of the ruins of their old store. This building is almost as large as the old store. The Crow's Nest Trading Co. have built a temporary store, which will be replaced by a permanent building, where they expect to open up by December 5th. Their temporary store was opened with stocks of groceries and gents' furnishings on August 17th.

Everybody in town is cheerful and busy, and prospects for winter and spring business are discussed with an optimism which impresses visitors.

A good many business men are still busy putting up new buildings or clearing away the ruin of the old ones and it is not an uncommon sight to see commercial men climbing over the ruins or up ladders with sample grips to get after them.

Nova Scotia News

Cod and Halibut Catch Large and Fish Coming in Freely—Shipping Potatoes to Cuba.

HALIFAX.

Sept. 14.—The rush of visitors to the city during the Exhibition made business brisk in all lines of trade. Many of the jobbers report a large increase in their sales. While there is some opposition to exhibitions here on account of the annual deficits, the businessmen generally favor the Fair, as it adds a stimulus to trade. Prices generally are pretty steady. There is no improvement in the receipts of eggs, but the supply is ample to meet the demand. Dairy butter is not so plentiful in small tubs, but there is lots of creamery on the market. The price, however, keeps up.

The consumption of sugar is quite heavy now, the preserving season causing a good demand, as plums and crab-apples are now coming in. The sugar market is a little easier, but prices are not down as low as some of the jobbers

earlier in the season expected that they would be. Since the drop of ten cents per hundred pounds two weeks ago, there has been no change.

Lunenburg bankers continue to arrive with large catches of fish. During the week nine vessels reached their home port with catches aggregating 12,500 quintals of cod and haddock. Prices of dry fish are away down this season, but the catch is large, and this will help the fishermen out. Dry cod is quoted at $6.25 and haddock from $4 to $4.50. No. 1 mackerel are selling at $14 and No. 2 at $12. The best herring are selling at $4 per barrel. The market is well supplied with fresh fish, with the exception of mackerel, which are very scarce. Oysters are now on the market, and they are in good demand.

There is not much doing in the molasses markets now, the sales being very light. Extra choice Porto Rico is quoted at 37c, fancy Trinidad at 36c, fancy Barbados at 37c to 38c and Barbados at 32c to 33c.

Over 20,000 barrels of potatoes were taken away from Halifax this week. The steamer Boston took 7,000 barrels to Santiago, Cuba, the steamer Sokoto had 7,000 barrels for Havana and the Red Cross liner, Venitia, had 6,700 barrels for Havana, which were transhipped via New York. The Boston also took one thousand bags of oats.

From Ontario Correspondents

London Clerks to Form a Benefit Association—Ottawa Grocers Busy With Pure Food Show—Good Fruit Suppy Aids Business Generally.

INGERSOLL.

Sept. 14.—A production much larger than in previous years has done much in cheapening the price of fruits and vegetables. Tomatoes, which have heretofore sold at fairly stiff prices, principally because of the fact that they were grown on a comparatively small scale in this section, are now retailing at about the same figures as in the localities where their growing is made a specialty. To overcome a repetition of the hard times scare of last winter, country and townspeople alike engaged more extensively in the growing of vegetables with the result that there has been a plenitude of all kinds. Tomatoes are by no means the crop that was at first anticipated, difficulty being experienced in getting them ripened, but nevertheless they are plentiful and the person without a garden must be rejoicing at the cheap prices at which they can be had. On Saturday last medium sized baskets, containing tomatoes of excellent quality were retailing at fifteen cents. The prevailing figure at the present time is about 60 cents per bushel. Those who did not grow their own supply are now making their purchases and the odor of catsup, etc., is almost everywhere being wafted through the kitchen door.

Pickling season with the grocer is about like harvest time with the farmer. It is an all round busy season. The housewife is kept going from early morn until late at night. First it's shopping then it's back to the kitchen where the air is laden with the odor of spices. There has been a big demand for pickling requisites with the local grocers as nowadays many people make pickles and relishes take the place of the more expensive fruits to a certain extent.

With some people there is not a little anxiety as to the potato yield. The early potatoes are said to be a comparatively poor crop. In many instances the yield has not only been light, but the potatoes have shown a tendency to rot. Judging from present indications potatoes will not be as plentiful as a year ago and those who will have to buy their supply may expect to pay a larger price.

Peaches from the Niagara district have been coming in in large quantities during the past couple of weeks. The Crawfords, as usual, have been in good demand and the quality has been up to expectations. The prices have ranged about the same as in previous years.

Grapes also are being marketed now and they promise to be cheaper than usual. The early baskets have been selling at 25 cents.

In the southern part of Oxford county melons are grown rather extensively. The soil, largely sand, is peculiarly adapted for melon growing. Already this season several loads of melons have been marketed here, the price ranging from five to twenty-five cents according to size and quality.

Poultry, butter and eggs are still somewhat scarce at the local market. Butter is retailing from 29c to 32c for creamery and 25c to 28c for dairy and some predict that the 35c mark will be reached again before the winter is over. Poultry is no doubt plentiful but it will not be placed on the market until later in the season.

PETERBORO.

Sept. 15.—The rice crop on Rice Lake is very good this year and is now ripe for gathering. The harvesters are Indians and there are at present several camps of red-men on one of the islands gathering in the harvest. Black rice is a very tempting dish and many of the grocers handle it.

Local grocers who deal in fruit state that during the past two weeks fruit has sold rapidly, especially peaches, grapes and pears.

The marriage took place on Tuesday, Sept. 9th, in Toronto, of O. S. Matchett, local traveler for Chas. Richor, wholesale grocer, Peterboro. The bride was Miss Louie Smart, of Toronto, who was formerly employed in a grocery store in Peterboro. Mr. and Mrs. Matchett are residing at 384 Mark St.

W. H. Hamilton, a Peterboro grocer, has written a letter to the press challenging the correctness of the statements of J. A. Ruddick, chief dairy commissioner for Canada, who has said that Canadian grocers sell principally culled cheese. Mr. Hamilton says there are more than 2,000 cheese consumed in Peterboro each year and he claims that not more than 50 of these could possibly be culled. He himself never bought a culled cheese in his life.

CHATHAM.

September 15.—Burnie & Co., who recently bought out Jas. N. Massey, have just turned out Mr. Massey's delivery rig with the new firm name. The rig is very handsome, having a black background with the firm name in varying shades of red, orange and pink.

Mrs. John McConnell, wife of the Park St. grocer, fell, on Saturday, fracturing her arm. She is progressing as favorably as could be expected.

Herbert Bennett, of Fort William, formerly of G. S. Heyward's grocery staff here, is visiting city friends.

Ald. John Edmondson, the genial St. Clair St. meat seller, is out for the mayoralty for 1909. Ald. Edmondson is the doyen of the present council, having served seven years, and will unquestionably make a strong run.

The Dresden Canning Factory is running full blast, about 20 men and 75 women being employed. Tomatoes are being put up now, the crop in this district being a record breaker.

The stock in trade of Harry W. Jacques, who recently made an assignment, was auctioned off recently at the premises, corner Cross and Raleigh Streets. The stock, valued at $1,029.63, including book debts, was sold at 67 cents on the dollar to Adam Bros., of this city, who will continue the business.

The Chatham Fruit Growers' Association are having gas fixtures installed in their factory and drying kilns.

A. J. Barassin, of H. A. Andrew's grocery, is spending a week in Toronto.

C. H. Seeley, of the West End Grocery, at the corner of Gray and West Streets, is advertising considerably. Mr. Seeley is making a feature of the ice cream and cigar trade.

R. J. McKelvie, Petrolea, is once more in business, having recently opened a fruit and confectionery store adjoining the Hotel Normandie.

J. Caron, the Ridgetown confectioner, has put in two silent salesmen, and otherwise improved his premises.

Mahler Bros. are putting up a new evaporating factory in Ridgetown to re-

(Continued on page 63.)

THE CANADIAN GROCER

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A PURE FOOD BUILDING NEEDED.

While the Canadian National Exhibition at Toronto, recently closed, was a remarkable success from practically every standpoint, there is one feature in which the grocery trade in particular is interested which deserves attention and improvement. That is, the space given to and the arrangement of the exhibits of pure foods and grocers' sundries. This year these exhibits were placed for the most part in the Manufacturers' Building and as far as the arrangement and space permitted, made a pretty fair showing. It was not, however, what it should be, nor was it representative of Canadian manufacturers of pure foods.

The reflection for this cannot be laid, either, at the manufacturers' doors. It is stated that the applications for space for such exhibits this year were very largely above what space could be granted and that a number of intending exhibitors were entirely crowded out.

Considerable dissatisfaction was evident also among the exhibitors at the arrangement of the booths and with the system of cross aisles by which a large percentage of the visitors pass through the building without going near a large number of the exhibits. Originally the exhibits of a similar nature were grouped, but with several years of change the system has been altogether lost sight and the exhibits now are a hocus-pocus, with jelly powders next sporting goods, chocolate and tea exhibits next to showings of billiard tables and so on. These matters will, however, be remedied, to some extent, at least, before next year's exhibition, as was evidenced at a meeting of exhibitors with the exhibition directors on Friday last, when it was announced that the building was to be entirely re-arranged.

The matter of greater accommodation for pure food exhibits has not, however, been referred to with any seriousness.

The only solution for the present difficulty is a building devoted exclusively to such exhibits. A few years ago some doubt would have been expressed as to the possibility of filling such a building, but at present there need be no hesitation on this account. At the Central Canada Fair at Ottawa, now in progress, a comparatively large building is being used for this purpose and every foot of space has been disposed of. The matter of a new building was referred to the Exhibition Directors at the meeting mentioned above, but no encouragement was given. The Directors have other plans and other ways for disposing of the surplus funds, which they consider more urgent. The matter, however, is one which must be faced sooner or later. If Canadian manufacturers of pure foods are anxious to secure worthy representation they should get together in the matter and make representations which would have some weight. Until that is done we can scarcely hope for a much better display of such exhibits at the Exhibition.

THE PRICE OF APPLES.

As surmised by The Grocer some time ago, when the Government fruit crop report for the early summer months was issued, the price of apples has declined and they are now at a reasonable price.

Last week a paragraph appeared in one of the Toronto dailies stating that an unnamed apple dealer had bought during the summer apples on the trees at from 75 cents to a dollar a barrel and now that he was able to place them on the market he could find no buyer. The only explanation that can be given is that the dealer must have been asking too high a price for his fruit. For the past two or three weeks apples have been quoted at $2.50 per barrel. This price was considered too high by grocers and retail merchants generally. Consequently the retailers have not been buying extensively, but in small lots.

For good sound fall apples even $2.50 is not too much to pay. A single barrel of decent apples on the tree should easily be worth a dollar; a new barrel for packing costs 43 cents; add to this the cost of labor in picking and packing, and the cartage and freight, which will add another 60 cents, and there will be a profit for the apple dealer of 47 cents, if he sells at $2.50. There will not be 47 cents profit, either, for out of that sum will have to be paid office expenses and perhaps delivery to the merchant. Of course, this argument refers to single barrels only; for larger quantities, say a car lot, the expense would be much smaller proportionately; but then the apples in large lots can also be had at a cheaper price. The $2.50 quotation placed on extra good stock does not begin to compare with the $4 asked a year ago. True, there is not the scarcity there was last year, and anyway, apples have advanced more to the luxury class in the tastes of some people owing to the late monetary situation.

But as a matter of fact the early varieties of apples have already declined in price and are now quoted at from $1.50 to $1.75 and $2 per barrel. No doubt the price has come down because buyers have held off. At that not much money is to be made, and packing, in consequence, is being done in old barrels.

The export of apples from Canada and the United States, taking the figures of Montreal, Boston and New York up to last Saturday, show that just about double the quantity are going out this year compared with a year ago. The conditions in England this season are almost similar to last season, reports from the Old Country stating that much fruit has been burned on the trees because of drought, with this exception that Canadian and United States apples are superior in quality to a year ago. We do not care to prophecy, but if more apples go into England this year than last prices should decline. This would bring about a drop in the number of apples exported; a greater quantity would be thrown on the Canadian markets and if precedents count for any-

thing, might tend to still further lowering of prices here. At present, however, the quotations now prevailing, from $1.50 to $2, are reasonable, and $2.50 is not too high to ask for single barrels of properly packed high-grade apples.

FIRE LOSSES AND THEIR LESSON.

When fire is an enemy it is a terrible one. Insurance provides compensation, but fire eats up capital as completely as if it was devoured by the ocean.

In the United States and Canada last month over $23,000,000 worth of property was destroyed by fire; and in proportion to population the Dominion was the greater sufferer of the two.

The losses in nineteen Canadian cities and towns alone contributed $5,831,000, or rather more than one-fourth of the total loss in both countries combined.

The four towns of Fernie, Sparwood, Michel and Hosmer in British Columbia that suffered from forest fires contributed $4,100,000 to the total. Other chief sufferers by fire in Canada last month were: Port Arthur, $500,000; Montreal, $90,000; Toronto, $140,000; West Toronto, $150,000; Gore Bay, $150,000; Newcastle, N.B., $100,000; Belleville, $67,000; Havelock, $41,000; Sault Ste. Marie, $75,000; Moncton, $30,000; Sayabee, Que., $30,000; Pottersburg, Ont., $150,000; Glencoe, $16,000; London, $107,000; Stirling, $750,000.

The loss by fire in Canada and the United States from January 1 to August 31 aggregates $164,603,000.

These figures are staggering and should impress upon business men particularly the importance of taking every precaution against fire.

Proper appliances, public and private, will do much in minimizing the possibility of conflagrations, but back of it all there must be carefulness on the part of those employed in factory, warehouse and shop, for nearly all fires have their origin in carelessness.

DRIED FRUIT SITUATION.

At the present moment the dried fruit market is quite interesting in anticipation of new stock arrivals, which will begin to pour into Canada shortly. Old stocks held are not proving attractive to the buyers in many lines. Some firms are cleaning up 1907 holdings by making substantial reductions in the price. This practice, however, is not general, having been resorted to only by firms who were too heavily stocked at this time of the year and who wanted to make room for new goods. Reports arriving from Greece state that the currants this year are of superior quality, and in every way sound. If the demand continues to increase the market will undoubtedly advance. So strong is this impression that many offers on a basis slightly below ruling quotations have been promptly turned down.

The S.S. Corsican brought the first valencias to arrive in Montreal on Sept. 11, and the quality of the fruit proved to be of the finest. French prunes are a factor in the market owing to attractive prices. Many opinions are expressed regarding their merit. Some local houses have stocked partially with the California and Oregon prunes, in spite of the high prices ruling. They have done this thinking they could cover the price without much risk on account of the fine quality which this fruit always possesses. Bosnia prunes are being purchased quite extensively by some houses who are short on their California stock. Dried apples are very slow at the present moment and this condition will continue in all probability until new crop is quoted. Present stocks are very low.

THE SITUATION IN THE WEST.

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Sept. 14.—The weather of the past week has been phenomenal in the West even, where a fine September is the rule. On more than one day it has reached 90 in the shade, and the sun has shown from a cloudless blue sky, in fact, it has been more like the beginning of August than the second week of September. The harvesting is being pushed forward with great rapidity and in the sections where crop was early a great part of the threshing is already completed. Receipts of wheat at Winnipeg are running about 375 cars daily, and already there is complaint of car shortage or delay in the car movement. Unless the strike is speedily settled this will be very acute before another week is over.

In the meantime the threshing returns are most gratifying in many cases going two and three bushels over the yield anticipated. The grade so far has been satisfactory, the bulk of receipts for the past week running one and two Northern, but it is hardly anticipated that this standard can be maintained as the districts where they have had frost have yet to be heard from. There are a good many cars going rejected that really ought to grade No. 1 Northern, were it not for the wild oats and other bad weeds.

A very encouraging feature of the market has been the strength of prices in the face of rapidly increasing receipts. Eastern millers are showing a commendable eagerness for Western wheat and for the greater part of the week a premium of 2½c to 3c was paid for all cars east of Winnipeg. On Saturday, however, in the face of increasing receipts, this premium dropped to 1⅝c. Export demand has been only fair, but Winnipeg prices are said to be more nearly in line than American and export houses expect increasing business right along. All receipts so far have been very readily absorbed. Receipts at country elevators in Southern, Southwestern Manitoba and Southern Saskatchewan are running about 10,000 to 12,000 daily. In Southern Alberta in the winter wheat territory there is more or less of a blockade for want of cars. This is not wholly the fault of railways for the increase in acreage has not been met by local elevator men with an increase in storage capacity. For example, at Claresholm, where they claim they will market 1,500,000 of all grain this year, there are only three elevators with a total capacity of 105,000. At Indian Head, Sask., the only point at which a like amount has been marketed in the past, there are 12 elevators with a capacity of over 450,000 bushels. In the meantime brokers are shy of selling any more Alberta red for fear of not being able to get it forward in time.

Cattle trade has been extremely active this past week and the yards are crowded every day. The cattle now coming in are mainly smaller bunches from stock farms, though there have been one or two bunches of excellent range steers during the week. It is estimated by the cattle dealer than 60 per cent. of all export cattle are now forward. The market has been lower in sympathy with the drop in the Old Country, but it is steady and no further decline is looked for. Export steers are now quoted at $3.75 to $4, point of shipment, while good butchers range from $3 to $3.25, and low grade stuff runs down the scale to $2 per cwt. Much of the stuff coming this week has been lowset, blocky three-year-olds, very smooth and fine.

Final returns for the crop of 1907 are now to hand, the Free Press again coming head as the most correct estimator of crop. This is the fifth year for them without a break. The estimate published Sept. 17th, 1907, was 71,250,000, and the actual returns were 70,922,584, a remarkably close run. The value of the crop was $55,053,444, including seed wheat, or $44,424,044 actually received by the farmers for wheat alone. This is a pretty good showing in a year when all the wheat growing countries reported serious damage. The actual value of the oat crop is rather difficult to get at, as only a little over 13,000,000 passed inspection. These averaged about 40c all round to the farmers. The entire oat crop must have run about 75,000,000, but the balance was apparently consumed locally or marketed for consumption in the country.

The wheat crop graded remarkably well for such an off year, over 50 per cent. being contract grade, that is 1, 2 or 3 Northern.—H.

CURRANT CONSUMPTION INCREASING

Review of Season of 1907 Shows Larger Export to All Quarters but Australia—New Crop Promises Well and is Estimated at 170,000 Tons.

Burlumi's annual report on currants, recently received, gives some interesting statements regarding the Greek currant business during the past season, and furnishes tables which show that the consumption of currants is increasing to a material extent.

The circular dated London, August 22, says in part:

"The crop of 1907 was estimated at over 140,000 tons. The shipments up to the 13th of this month had attained 125,500 tons, and 500 tons more are expected to be shipped by the end of the currant year, which is to-day making in all 126,000 tons. There were, in addition, delivered to the Chartered Currant Company's Retention Stores 28,000 tons, of which 23,400 tons represent the retention in kind on the first exported 140 millions of Venetian pounds, while the balance is represented by retention certificates in circulation. It is estimated that about 1,300 tons of fresh currants were made into wine, and there is left in Greece, in fruit, about 1,000 tons. Deducting the 300 tons brought over from the previous season, we find that the crop of 1907 yielded 156,000 tons, against 135,500 tons in 1906, and 160,500 in 1905.

"The weight exported was distributed as follows:

	Tons in 1907	Tons in 1906
To the United Kingdom and Australia	68,500	62,500
To the United States and Canada	19,000	16,900
To the Continent of Europe	38,500	29,300
Tons	126,000	108,700

"The season has been an unsatisfactory one to all concerned. The growers did very well in the early part of the season. They sold the bulk of their produce at remunerative prices, but a good many of them, wishing to do better, held back their fruit and lost their opportunity. The importers sold their later importations at a considerable loss and the depreciation of the article in the second half of the season cannot have been profitable either to dealers or to grocers. The average sterling price, free on board Greece during the whole currant year, was about 3s. per cwt. lower than in the preceding season.

"The work of advertising the article in the United Kingdom has been continued all through the year, and it is mainly due to this effort that in spite of a rain-damaged crop, an indifferent quality and other adverse conditions the consumption has exceeded all previous records.

"The clearances for home consumption in the United Kingdom, from the 1st of August, 1907, to the 31st of July, 1908, have been 61,437 tons, against 60,440 and 57,473 tons in the two previous seasons. The consumption in the Australian Colonies has been about 1,500 tons smaller than in the previous year, owing to the large crop of raisins and of currants produced in Mildura and the increase of the duty from 2d. to 3d. per pound by the new Commonwealth tariff. In the United States and in Canada the consumption has been about 1,300 tons, and in the rest of the world about 3,000 tons larger than in the previous year. The universal consumption has been about 120,000 tons, against 116,200 tons in 1906-1907, and 112,500 tons in 1905-1906. The visible universal stocks outside Greece at the end of this month are estimated at 9,000 tons, including cargoes afloat, against 3,000 tons in 1907 and 10,500 in 1906.

"The Greek exchange has remained stationary round 27 drachmas per £ sterling during the whole yearly period. The fluctuations up or down rarely exceeded 1 per cent.

"The Chartered Company received in their warrant stores during the season a little under 6,000 tons, all of which have already been taken out. They have purchased no currants, the market prices having been, all the year round, above the convention limits. The retention, as already stated, was paid in kind on the first 140 millions of Venetian pounds shipped, and 23,400 tons have been delivered for this purpose into the retention stores. A rather superficial acquaintance with the working of this part of the convention provoked on this side, in the Autumn, some rather severe but totally undeserved criticism of the conduct of the company. It appears that in the opinion of the Greek law officers of the Crown, whenever part of the exported currants have to pay the retention in kind and part in money, the part in kind must be paid first. Now, in the commencement of the shipments of the last crop there were available no retention certificates whatever, and, to facilitate the shipment and avoid delay which would have been injurious to all interests, the Government, on its own responsibility, allowed the shippers on the first twenty days of the season to deposit money in lieu of certificates, with the option of exchanging their deposits with certificates at any time before the 14th of October. The price of certificates having risen considerably, the shippers had no interest in redeeming and did not redeem their deposits. On the reassembling of Parliament the Government introduced a bill legalizing their action and ratifying a convention with the company by which shippers were given further time to redeem their deposits, failing which the company was empowered to use them in the purchase of the currants necessary to complete the entire quantity of retention in kind. The bill became law and the retention quantity was completed within a few days.

"The retention currants have been sold, part to local distillers and the balance to the Wine and Spirits Company. This concern has used up in its numerous factories almost all the accumulations of retention currants of the last four years and it is now left with a stock of about 40,000 tons, including the balance of the above 23,400 tons. This quantity is barely sufficient for a year's consumption. The total quantity used by the local distillers and the Wine and Spirits Company during the year has been about 54,000 tons, against about 40,000 tons in the previous year.

"The new crop promises to be an exceedingly good one both as to quality and quantity. No disease worth speaking of has injured it and so far the weather has been favorable. The fruit matured about a week earlier than last year and there is every probability of shipments commencing on the 24th inst. and of the first steamers sailing before the end of the month. Samples received overland show the fruit to be all that can be wished. The weight is estimated at about 170,000 tons and the retention will be taken all in kind, viz., 40 per cent on the inland fruit and 35 per cent. on all the rest."

THE B. C. FRUIT CROP.

R. M. Palmer, superintendent of the B.C. Provincial Bureau of Information, who has been on a trip through the Okanagan, states that the fruit crop in that district will be from 40 to 50 per cent. larger than last year. The demand, too, is active, some large shipments having been sent to the Northwest. "It will be the best year in the history of the district," said Mr. Palmer, "the peach crop being beyond all expectations. The younger trees are bearing a good crop, while the older trees are carrying a heavier crop than ever before. Fruit growers are very enthusiastic over the outlook."

Early apples and plums are going out in car lots. Prices this year are somewhat lower than last but the demand is increasing. United States competition is the cause of the lower prices, American fruit markets this year being in an unsatisfactory state. The C.P.R. is giving special attention to the fruit trade, and is supplying an adequate quantity of cars. New markets are springing up, Australia this year taking 40,000 boxes or 60 carloads of apples. Some of the larger Okanagan firms are contemplating making shipments to England this year. The Northwest is the best buyer, however, and is adding to its customers at the rate of 250,000 each year.

Fruit Inspector Maxwell Smith says progress in the Kettle River Valley, the Kootenays and Similkameen, as well as the Okanagan, is phenomenal, and developments at Kelowna, Peachland and Summerland are beyond all expectations. On the Coldstream ranch at Vernon are to be seen 72,000 young peach trees in one block, and at Penticton, too, the orchards are beautiful. The crops look even better now than they did earlier in the season; the prune crop particularly will turn out a full crop and of excellent quality. The apples on the Coast are not quite up to the average, but in the interior they are excellent. Pears are the only crop that will be light, though in some districts they will be quite up to the standard. A fair estimate of the Okanagan Valley alone should place the output at $150,000.

The Canadian National Exhibition

Bigger, Grander and More Successful Than Ever—Large Increase in Attendance and Handsome Surplus—Splendid Exhibit From the West Indies Opens the Eyes of Many Visitors—Interesting Provincial Exhibits—Displays of Foodstuffs and Grocers' Sundries Described and Illustrated.

The Canadian National Exhibition, which was originated in 1879 as an annual fair with the City of Toronto behind it, has, in the intervening twenty-seven years, developed not only into the largest annual fair in the world, but also into a magnificent exposition of Canadian products and results. And more. From the fact of the great number of exhibits from points outside Canada, as, for instance, Great Britain, the West Indies, France, the United States and others, and from the thousands of visitors representing other countries, it is coming to have, to a large extent, an international character, which increases as the fair expands in size and success.

CANADIAN NATIONAL EXHIBITION—West Indies' Exhibit.

The Provincial Exhibits.

One of the features which gives the fair its national character is the exhibits from the various provinces of the Dominion, showing their products and resources.

This year this feature was more than ever before evident, every province but British Columbia being represented by a government exhibit. These provincial exhibits were placed in the Horticultural Building, a place perhaps as appropriate as any because of their general character, and while these exhibits were never very crowded, numbers of practically interested visitors spent a good deal of time in the study of the various products shown.

Ontario's exhibits, naturally enough, when her other products were displayed by manufacturers in other buildings, was chiefly of agricultural products. Samples of magnificent fruit of various lines were displayed by the agricultural department, and in connection with this was an interesting showing of fruit packed for export, one of the points the Department has strongly emphasized in recent years. A large part of Ontario's space was utilized in showing the work done at the Agricultural College, Guelph, and another useful feature was a collection of the pests which play havoc with Ontario's orchards and grain fields.

The Province of Alberta had an unique exhibit, representing, as its principal product, by means of an arrangement of mirrors, a thousand miles of wheat with the prairie chickens, gophers, etc., complete, and a horseman in the rear to represent how the ranchmen are being forced back by the march of the wheat growers. Alberta showed also a large variety of the different grades of coal found within her borders. The exhibit, too, was surrounded by photos of the chief towns in the province, in itself quite an educational feature.

Saskatchewan showed her products, sheaves of magnificent wheat, flour in bags, small fruits, fur-bearing animals and some minerals, spread out at the back of the booth. In the foreground, a working model of a grain elevator, cut in sections to show the "inside workings," was a very representative feature. Some photos of the prairie and also of the wooded section in the north of the province gave an excellent idea of the physical appearance of the province.

Nova Scotia's exhibit, naturally enough, was composed of minerals from its important mining section. A few agricultural products were to be seen but the fishing industry, scarcely understandable, was not represented in the slightest particular.

New Brunswick also confined her attention almost altogether to minerals and the showing gave many visitors a great surprise.

Wealth of the West Indies.

One of the strongest educational features and one that should reflect in a practical way on the export trade of Canada, was the comprehensive exhibit from that other part of Britain, the West Indies, which was housed in a rather inadequate section of the Railways Building. The effort of the exhibit, as explained by Charles S. Pickford, of Pickford & Black, Halifax, whose steamship lines are the principal means of communication between Canada and the Indies, was to represent the products of the islands, which were of commercial value, and which the great majority of them, might, under larger exchange of business, be profitably brought into Canada.

The products of the various islands were exhibited in sections, as may be seen in the accompanying engraving and in the centre of the exhibit the hut is built of bamboo, sugar cane and palm leaves. The islands represented were St. Vincent, Antiqua, irgin Islands, Dominica, Barbadoes, Demerara, Balatea, St. Kitts and Montserrat. Prominent among the products, of course, were various lines of sugars and molasses, of which Canada is now a large importer, cocoa of the finest quality, jams of various kinds admirably packed, cocoanut oil, honey, essential oils, coffees, rice, tamarind syrup, etc. Montserrat showed a magnificent line of lime juice which it would seem could be used to a greater extent here with advantage. Several of the islands had exhibits of sea island cotton, the finest grown in the world, and with this was shown cotton seed meal. Another interesting product was a stock food composed of the by-products of molasses. A number of small hand-made articles representing something of the life of the islands was shown which attracted the attention of the curious. Mr. Pickford was present during the entire exhibition and went to a great deal of trouble to give an idea of the island products to visitors. The exhibit should be a material factor in increasing Canadian-West Indian trade.

The Foodstuffs Exhibits.

Readers of The Grocer are, however, perhaps more interested in the displays of foodstuffs at the Exhibition. With so much comment in recent years on pure food and manufactured articles of food it was only natural that this department should be well represented. It is safe to say that in no section is the Exhibition more complete than in displays of this character. The various exhibits are described and illustrated at length in the following pages:

Notwithstanding the fine representations made, this department is not so full nor so complete as it should and would be if more space was at hand. A large number of manufacturers of food products were unable to exhibit their goods this year simply on that account. Considerable dissatisfaction was expressed by exhibitors also, in regard to the arrangement of the booths in the building and to the fact that the various foodstuff exhibits were widely separated and that no sequence of departments seem to be followed. This matter, which is dealt with at greater length elsewhere in this issue, will probably be remedied to some extent at least, before the next exhibition.

GILLETT'S BOOTH.

The concensus of opinion of visitors to the Manufacturers' Building, as to the most attractive exhibit, judging by comments heard, was in favor of the magnificent stand of E. W. Gillett Company, on main aisle. As will be seen by reproduction of photograph, this exhibit is even more elaborate than in previous years. Too much praise cannot be given this company for their artistic display. The color scheme was rich and harmoniously carried out, and everything bright and attractive. It will be noted a large gilded lion surmounted the centre of projecting stand, while handsome banners were used showing Canada's emblems, "The Beaver and the Maple Leaf." The display of the company's products was neatly arranged, and Magic Baking Powder was the most prominent. In the centre of the booth was the pivotal attraction, "The Hindoo Magician," whose magic wand instantly transformed a package of Magic Baking Powder into an appetizing biscuit. The query, "How does he do the trick?" was echoed by every observer. This Hindoo gentleman is one of the best advertising men in the employ of the company. That other well-known magician, Mr. J. F. Holden, the company's Western Ontario

CANADIAN NATIONAL EXHIBITION—E. W. Gillett Co., Ltd., Exhibit.

representative, was, as usual, in charge of the booth.

The company's business is increasing very rapidly, and, notwithstanding the $20,000 addition to their factory, which was completed last spring, they are yet unable to turn out goods fast enough to fill the demand. The factory contains their own plants for the manufacture of cans, paper boxes and other packages used.

During the time of the Fair the factory was beautifully decorated with flags and bunting, and these, with the illuminated sign, proved a great attraction to visitors. Scarcely anyone passed the corner, particularly in the evening, without stopping to look at the fine factory.

CANADIAN NATIONAL EXHIBITION—Exhibit of Edwardsburg Starch Co.

EDWARDSBURG STARCH CO.

One of the oldest and most substantial business enterprises represented at the Canadian National Exposition, and one of which Canadians generally are proud is that of the Edwardsburg Starch Co. Being a purely Canadian company, which has by the uniform excellence of its product built up a magnificent and steadily-increasing business, the firm is one which the best class of visitors enjoy seeing represented at the Fair.

The exhibit this year, as usual, was well worthy of the firm it represented. Occupying large space on a corner of the centre aisle, it attracted a great deal of attention. The exhibit proper was in the form of two booths, each displaying different lines of the company's products. The booth on the north side impressed visitors at once with the product it represented. The covering was worked up to form a mammoth crown in good imitation of the company's trade-mark and the various sizes of Crown Brand Table Syrup, as furnished the grocer, were displayed inside. The other department of the booth, representing the starch products of the firm, showed lines of Silver Gloss, Canada Laundry, Enamel Starch and Benson's Prepared Corn, the latter in the original yellow package as put up by the founder of the company in 1858.

The exhibit was of value to the grocer by reason of the manner it interested the public in the goods. This work was furthered, also, by the distribution of samples, dainty souvenirs, books for children, etc., all of which were gotten out in a very attractive form, so that they will be preserved and thus be a permanent advertisement. Over 100,000 of these souvenirs were distributed during the Fair, a feature which ought to be somewhat materially effective in keeping the company's name and the good qualities of the goods before the public.

Fred. A. Verey, manager of the firm's Toronto office, was in charge of the exhibit, and associated with him was J. T.

CANADIAN NATIONAL EXHIBITION—"Salada" Tea Exhibit, from which 27,000 Lead Packet Samples were Given Free.

Paul, of the Ontario traveling staff. Both gentlemen were exceedingly active in welcoming visitors and in explaining the good qualities of the goods.

EXHIBITS OF BUSINESS APPLIANCES.

Mechanical office appliances and aids to business are finding such a large place in modern business life that naturally the exhibit of this line of goods was large. Among the many the exhibit of the Copeland-Chatterson-Craine Co., with its new systems of bookkeeping and accounting, etc., made a good showing. A feature of interest in the Carter-Crume Co.'s fine display was the new "Plic" books, the uses of which were explained to hosts of visitors.

Jones Bros. showed a number of lines of their famous show cases for all purposes, and many favorable comments were heard. The D. R. McIntyre Co., of Tillsonburg, had an attractive line of their office appliances, as had also the Office Specialty Co. Among these exhibits one of particular interest to grocers was that of the Computing Scale Co., of Canada, showing line of new and convenient weighing appliances. The Upton & Reid Specialty Co. had an exhibit of meat slicers and cash registers in the Manufacturers' Annex. The Burroughs Adding Machine Co. had a line of their labor and mistake-savers on display and the Gaummeter Multigraph demonstrated the peculiar possibilities of their machine. The National Cash Register Co., of Dayton, Ohio, had a novel exhibit in the Woman's Building, consisting of cinematograph and stereopticon pictures and lectures illustrative of the splendid factory at Dayton, and the improvements which have been made in local conditions as a result of the company's enterprise.

CANADIAN NATIONAL EXHIBITION—Exhibit of Christie's Biscuits.

CHRISTIE, BROWN & CO.

No exhibition of Canadian manufactures, particularly of food products, would be complete without a display of Christie, Brown & Co.'s lines of biscuits. The name Christie has been a familiar name in almost every Canadian household for years, and the firm, by the excellence of its product, has built up a reputation which could not well be higher. As usual, however, Christie, Brown & Co. were represented at the Exhibition by a splendid exhibit, which greeted visitors on passing down the main centre aisle of the Manufacturers' Building. The exhibit was in the form of a large four-sided shelf display of the firm's lines, being built up of tiers of the various varieties of biscuits in glass-fronted boxes. The display was of particular value to the grocer, by way of giving him an idea of the attractive appearance, these same goods would make on his store shelves.

One or two of the newer lines that were shown and sampled during the Exhibition were macaroon wafers, coffee wafers and fruit cake, and puddings packed in one and two-pound tins, to retain the flavor.

Christie quality is unsurpassed. This has been secured by several different means but in the large business no feature is more emphasized than the purity and excellence of the raw material purchased. This is particularly true of the dried fruits so largely used in many lines of biscuits. Such as raisins, currants, figs, nuts, etc. These goods are purchased direct from the best dealers in the countries of growth, and are brought in exclusively for use in the Christie product. This principle is followed also in purchasing materials more closely at hand, and the excellence of the firm's goods is maintained by purchasing nothing but the best the market affords.

There is considerable comment these days on factory sanitation, and the treatment accorded employes. It might be mentioned that the Christie factory is granted to be a model of cleanliness and order. All employes are furnished with white suits and handkerchiefs which are kept constantly clean and fresh in an up-to-date laundry on the premises. A light and airy dining-room is provided for the use of the employes at lunch hour, and other improvements of a like nature help indirectly in assuring the excellence and purity of the Christie product.

BORDEN'S CONDENSED MILK.

While much is said these days in regard to pure foods, reference is usually made to manufactured articles and little consideration is given to the milk used in the households. Even in Toronto this week the health officer is issuing warnings against the indiscriminate use of dairy milk. There is no need for hesitation, however, when such an article as Borden's Condensed Milk is on the market. The Eagle Brand of Condensed Milk stands foremost among staple articles of food, which bear long-established reputation. It was introduced by the inventor, Gail Borden, in 1857, has always been acknowledged as the highest standard, and the housekeeper can thoroughly rely on the quality that has so satisfactorily stood the test of years.

CANADIAN NATIONAL EXHIBITION—Exhibit of the Borden Condensing Co.

This valued product was demonstrated at a dainty booth at the Exhibition. Other lines shown at the same time were Borden's Peerless Brand Evaporated Cream, a product for which the same excellent qualities may be claimed, and Borden's Malted Milk, a food not only for invalids and infants, but for general use. Peerless Evaporated Cream may be used similarly to the milk, but is particularly adapted to making ice cream. Attractive advertising matter, illustrating the various points here mentioned, was distributed during the Exhibition, as well as little souvenir stick pins, which almost everybody wore.

Most grocers know what profitable lines these goods are to handle. They have been on the market so many years and have become so familiar to the public that the demand is very large and is continually increasing. The goods are a line which will well repay a little pushing and by cultivating customers, a good business can be built up in these goods.

The exhibit was in charge of B. C. Many, of New York, who is very enthusiastic over the good points of Borden's, and who made many new customers for some of the grocers during his stay here. W. H. Dunn & Co., Montreal, are the agents for Borden's goods for Canada.

BRAND & CO., LIMITED, LONDON, ENGLAND.

This world-renowned firm have placed their agency for Ontario with Messrs. Hamilton Morton Co. of this city. Their demonstration of the celebrated A1 Sauce and Soups has been singularly successful. These lines are exported to all parts of the world.

Not everyone who swears by "A1 Sauce" knows that his favorite Sauce was the invention of one Mr. Brand, who was, in his day, a famous chef, being maitre de cuisine to His Majesty George IV. The sauce that won favor in the eighteenth century in the households of the great is the Sauce of the million in these democratic days, and as Messrs. Brand & Co.'s Stand testifies, to the production of the original Sauce has been added a multitude of Meat Extracts and Essences, Soups and other Potted Goods. Brand's essence, like the A1 Sauce, is of course, a household word. Every medical man recommends it as a stimulant which does not carry with it any injurious after-effects.

With the aid of A1 Soups, which are to be obtained in glasses as well as tins, the cook can place an excellent soup, such as Palestine, Julienne, Ox-Tail, Green Pea, or Mulligatawny on the table in a few minutes."

Agencies are established in the following places where stocks are carried and these lines can always be obtained: Montreal, H. Hubbard, 27 Common St.; Toronto, Hamilton Morton Co., 1 Wellington St. E.; Winnipeg, W. H. Ahrens, 396 Victor St.; St. John, N.B., J. Read; Vancouver, R. T. Finn, 337 Hastings St. W.

CANADIAN NATIONAL EXHIBITION—Exhibit of Brand & Co., London, Eng.

The Walter M. Lowney Co., Montreal, and New York, had a dainty booth on the centre aisle of the Manufacturers' Building, where samples were distributed and sales made of a number of the company's lines. The Lowney Co. have an international reputation, which was fully borne out by the goods on display.

E. D. SMITH'S EXHIBIT.

A strictly Canadian product, and one of which Canadians are justly proud, was that represented by the exhibit of E. D. Smith, the Winona preserver, whose goods have achieved a reputation surpassed by none. The fact that a Canadian firm puts up a uniform quality of jams and preserves of an excellence which matches, and even surpasses the best imported goods is a matter of pride. A report from the Department of Inland Revenue at Ottawa proves the truth of the claim for the absolute purity of E. D. Smith's goods. Out of 182 samples of preserved goods collected in Canada by the Department, only 29 passed analysis as being genuine and unadulterated. Of these 29 10 were made on E. D. Smith's fruit farms. Not a single pure sample was made by any of the other leading establishments manufacturing a general line of jams, jellies and preserves, and catering to the trade of the whole Dominion.

In the face of this, grocers who want the best will assuredly buy E. D. Smith's goods. They are good lines to handle from other standpoints, in that there is already a large demand from the general public and this is stimulated and the grocer backed up by well-planned newspaper advertising.

During the Fair a couple of lady demonstrators offered appetizing samples of the firm's goods, and the visitors evinced a good deal of interest in these widely-known Canadian goods. The exhibit was under the direction of W. G. Patrick, the agent for E. D. Smith's goods for Ontario, and inquiry at their office, 29 Melinda Street, Toronto, will bring any desired information.

CANADIAN NATIONAL EXHIBITION — Exhibit of E. D. Smith's Jams, Jellies and Preserves.

CANADIAN NATIONAL EXHIBITION—Exhibit of the H. J. Heinz Company.

H. J. HEINZ CO.

Among all pure foods, none is more justly celebrated than the H. J. Heinz Co.'s 57 varieties. These goods were, as usual, represented by a most attractive exhibit, and crowds of visitors took the opportunity of "tasting the 57." The booth, as may be seen from the engraving, comprised a display of the Heinz products in the centre, surrounded by a daintily set counter from which the demonstration was made. Surmounting the whole was a 10-foot electric pickle bearing the word, "Heinz," in incandescent lamps, and at each corner were posts bearing large electric globes, each inscribed with the familiar motto, "57." On the walls in prominent places were two large cards bearing the names of the selling agents for Canada, viz., H. P. Eckardt & Co., Toronto, and Hudon, Hebert & Co., Montreal. The exhibit was under the direction of R. Muat, Toronto representative of the Heinz Co., and the work of demonstration was in charge of Mrs. A. M. Wells, the firm's head demonstrator, who has been employed in this work by the Heinz Co. for 14 years, having traveled from coast to coast in the United States, visiting all the important towns and cities, and several also in Canada, and, naturally, is

pretty conversant with the firm's products. A number of young lady assistants were always in attendance.

The Heinz Co., it is conceded, have the cleanest, largest and best-equipped pure food establishment of its kind in the world. They have 4,000 employes, 40,000 employed in the growing season, 400 traveling salesmen, 14 branch factories, beside the main plant at Pittsburg, 69 salting stations and 31 branch houses. Recently the company is specializing on a particular line of olive oil, something which it would pay the grocer to investigate and handle. The company now has an olive factory in Spain, from which the goods are shipped to this market. An idea of how the company's business is growing may be obtained from the fact that where Mr. Muat formerly covered Ontario, his time is now entirely occupied in the interests of the company in Toronto.

CANADIAN NATIONAL EXHIBITION —Thos. J. Lipton's Tea Rooms at 191 Yonge Street, Toronto.

THOS. J. LIPTON'S EXHIBIT.

The good things presented in the way of pure food display were not, however, all to be seen in the Exhibition Grounds. Representatives of Thos. J. Lipton are always on the lookout for something out of the ordinary and they usually succeed in realizing it.

Instead of occupying more or less limited space at the Exhibition this year, premises at 191 Yonge St., near what is perhaps the busiest corner of the city, were secured, and here the exhibit was made. The advantages of the situation were obvious, for it is safe to say that more people saw and were interested in this down-town display than viewed any single display at the Fair.

The premises were transformed for the occasion into a dainty tea room, as may be seen from the accompanying engraving. While dainty and appetizing lunches were served at the tables, composed for the most part of Lipton's products, such as teas, coffees, jellies, jams, pickles, marmalades, etc., the goods were arranged on the shelves and in silent salesmen in prominent though out-of-the-way places.

A very hearty welcome was given all visitors, and the fact that the tea room was filled almost from morning till night every day during the progress of the Fair, shows how popular the result was. Four Cingalese, brought from the Lipton estates in Ceylon, all experts in tea, aided in serving and in demonstrating the excellence of the firm's products. A number of lady demonstrators were also in attendance

The window of the store was also utilized, and proved a feature of great interest. It was splendidly dressed, solely with the Lipton products, and gave a pleasant idea and introduction to the attractions within. This window, by the way, as well as the arrangement of the goods inside, was a very material object-lesson for grocers as to the good appearance which might be secured from a display of the various lines of Lipton's goods.

A. E. Carson, who is familiarly known as Thos. J. Lipton's manager for Canada, was responsible for the arrangement and success of the down-town exhibit. It was but another evidence of the activity and up-to-date ideas of this house.

A special welcome to grocers and their friends was extended at the Lipton tea room, and a great many took advantage of the opportunity. They were invariably royally used and went away with a good feeling for the Lipton products.

CANADIAN NATIONAL EXHIBITION—Window Displaying Thos. J. Lipton's Products at 191 Yonge Street.

THE QUAKER OATS CO. AND CANADA.

The booth of the Quaker Oats Company at the Canadian National Exposition is attractive interesting and instructive. The variety of products of this great company is not as well-known as it should be, and many a visitor to this booth goes away with a feeling of satisfaction to know that he can vary his diet in cereal foods and still be sure of the purity and cleanliness that mark the products of this company.

Nothing but quality could have given any food the world-wide distribution that belongs to Quaker Oats; this fact is indisputably proved by the consumption of tremendous quantities of Quaker

Oats in countries that have been known as oatmeal-eating countries for many generations, and where advertising does not play the important part that it plays in this country. Once Quaker Oats was introduced in these countries its consumption has increased steadily, replacing the home manufactured and other brands and doing all this by the sheer power of remarkable flavor and perfect purity and cleanliness.

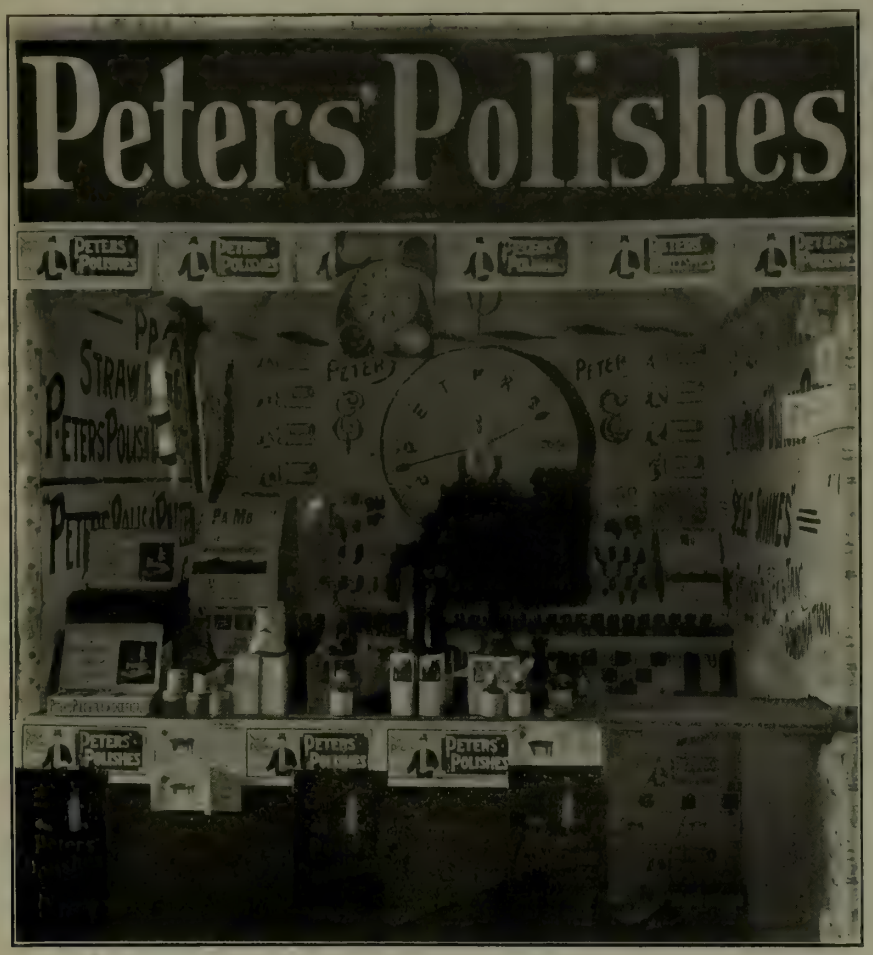
Other prominent and popular products of the Quaker Oats Company are Quaker Rice (puffed), Quaker Wheat Berries, Quaker Toasted Corn Flakes, Quaker Breakfast Biscuits and Pettijohn Breakfast Food, etc.; while in flour, the Quaker Patent Flour is the choice of all fine flours made in Canada, and is just what one would expect as a product from the finest Manitoba wheat milled by the most approved milling methods. The company's mills for the manufacture of these products are at Peterborough. (See illustration).

Factories of The Quaker Oats Co.. at Peterboro', Ontario.

Such industries have a wide and deep influence upon the general economics of the country that is blessed with them. This influence begins with the employes of the mills where cleanliness and care in selection of all materials are lessons that are taught with unremitting diligence, extend to the farmer, who, because of such an industry, finds a ready market with good prices for his products, and who, encouraged by the higher prices paid for the only quality of grain that is accepted by the Quaker Oats Company's mills, strives each year

CANADIAN NATIONAL EXHIBITION—Exhibit of The Quaker Oats Co.

to raise a better crop than the year before. Better crops, better prices, better



CANADIAN NATIONAL EXHIBITION Exhibit of Peters' Polishes.

food, better standard in everything, from field to table, are the results that came to Canada from having as one of her great industries the mills of the Quaker Oats Company. The world knows of this great Canadian enterprise, for on every package and on every sack that comes from these mills are the words, "Made in Canada."

In no way are the possibilities of the fertile fields and the manufacturing enterprises of Canada given such widespread publicity as by putting out such goods as the cereal foods of the Quaker Oats Company and saying of them, "Made in Canada."

"Certainly a nation's prosperity is upon a stable basis when her farmers are striving for the best, her millers are working to a single standard of purity and cleanliness, and her people are feeding upon the most wholesome food known. The company that plays such an important part in this condition of affairs should be looked upon as more than a mere manufacturing industry—it is much more, and we congratulate the Quaker Oats Company.

PETERS' POLISHES.

One of the new exhibits and one which attracted the attention of the crowds who passed through the Manufacturers' Annex, was that of Peters' Polishes, of 617 Queen St. West, Toronto. The excellence of Peters' Polishes is immediately made known on a trial. They are manufactured by a polish specialist, and are the result of careful study and scientific tests. They are coming to be extensively used where their utility is known and their fame is spreading.

The lines shown included Black, Tan and Patent, and Lily White Shoe Polishes, and Peters' Furniture Polish, another excellent line, which is rapidly coming into favor.

Peters' Polishes would well repay the grocer for stocking them. They are so thoroughly satisfactory that a sale means a pleased customer and a return order.

FONNER'S ORANGEADE.

One of the newest things at the Exhibition and a beverage which sprang into immediate popularity by reason of its deliciously refreshing qualities, was Fonner's Orangeade. Served from the booth in the centre of the Process Building, which is represented in the accompanying engraving, it attracted a good deal of attention and favorable comment. Fonner's Orangeade is made only from the best of fruits, and contains absolutely no chemical substances. For its purity and refreshing qualities it is highly recommended by physicians and chemists, and is coming to be extensively used in hospitals both in the United States and Canada. The oranges used are concentrated in Florida in a $10,000 plant. The product is then shipped to the factory at Toronto, where other processes complete the beverage. A number of tests have proved its keeping qualities, and have shown its value as a revenue producer for the grocer. It will keep indefinitely, even in the sun in a window, and it is sure to be popular with the public. It is particularly suited for picnic and banquet purposes. The company propose carrying on an extensive advertising campaign next spring, with a view to creating a large demand for the article. During the Exhibition a great deal of interest was displayed by visitors in the trade, and a large order was

CANADIAN NATIONAL EXHIBITION —Exhibit of Fonner's Orangeade.

CANADIAN NATIONAL EXHIBITION—Exhibit of Snap Hand Cleaner.

taken from a firm of bottlers in London, Eng. The preparation is sold in bulk, by the barrel or gallon, and also in bottled form, for general use. Fonner's Egg Shake was another delicious beverage demonstrated at the booth. The exhibit was in charge of E. F. Trimble, who has charge of the Toronto business. Associated with Mr. Trimble was John A. Winchester, who is taking charge of the firm's business in the West, and will also manufacture the product in Winnipeg. We predict for this firm a great future, both in the West and the East, many inquiries being made at the Fair by people from various sections from Halifax to Vancouver, as to where Fonner's Orangeade could be purchased.

THE SNAP HAND CLEANER.

The Snap Hand Cleaner, which has come to be handled so largely by grocers since its introduction to the market a little over a year ago, was well represented at the Exhibition again this year by a booth in the Manufacturers' Annex, and the counters were almost always crowded with people watching the demonstration of the product. Snap is a paste hand cleaner, composed on new principles, and has been so successful that its name is coming to be a household word in Canada. It removes paint, grease, blacking and stains from the hands in a remarkable way, leaving them as soft as velvet. In fact, the more constantly Snap is used the softer and healthier do the hands become. While particularly adapted for the use of mechanics, printers, metal workers, etc., its use is not confined to this class, but it is used by all classes of people as a valuable toilet article. Snap has indeed become so popular since its introduction that the factory in Montreal has become unable to supply the demand, and it is expected to double the plant shortly. A fact of interest to retailers is that while a large number of orders were taken for Snap at the Exhibition, these were passed on to the inquirer's retail dealer, to be filled from his regular stock. Snap is sold only to wholesale dealers, from whom it goes to the retail trade. H. E. Livingstone, one of the firm's representatives, was in charge of the exhibit, and with him were C. Ireland, one of the travelers, and two lady demonstrators.

RED ROSE TEA.

A booth one could not pass without giving more than an ordinary glance at its artistic and business-like arrangement, and which seemed to be patronized more than any other booth in the Manufacturers' Building, was the Red Rose Tea booth. It had been enlarged and elaborately decorated with a special "Red Rose" design for this year's display, and was on one of the most prominent corners. In one end was a mechanical model of a tea garden showing the actual workings of a tea estate. This was run by electric and water power.

The remarkable success of the Red Rose Tea business during the past few years deserves more than a passing notice, but one can readily understand why the growth has been so rapid when hearing so many flattering remarks about the delicious quality of the tea by visitors who were being served at the dainty

CANADIAN NATIONAL EXHIBITION —Red Rose Tea Exhibit.

tables, with specially designed Red Rose cups and saucers, by neat and attentive lady demonstrators who left nothing undone for the comfort of the guests. Grocers and clerks with their wives and friends received especial attention at the booth by Mr. E. E. Boyd, sales manager

INGERSOLL CREAM CHEESE.

The exhibit of Ingersoll Cream Cheese, situated on a corner section nearly facing the south entrance to the Manufacturers' Building, attracted the thousands of visitors who attended this building. The appearance of the booth itself, a large sign, bearing the words: "Ingersoll Cream Cheese. It Spreads Like Butter—Ingersoll Packing Co., Ingersoll, Ont., Canada." On the counters at both corners and on well-arranged shelves at the rear of the booth, were pyramidal piles of the appetizing cream cheese, in

CREAM CHEESE IN BLOCKS
INGERSOLL CREAM CHE
IN BLOCKS. "SPREADS LIKE B
MANUFACTURED ONLY BY THE INGERSOLL PACKING COMPANY
INGERSOLL. ONTARIO. CAN
INGERSOLL CREAM CHEESE
"THE CREAM OF CHEESE"

CANADIAN NATIONAL EXHIBITION—Exhibit of the Ingersoll Packing Co.

of the Toronto branch, who had charge of the booth, and at the office down-town Mr. Geo. H. Campbell seemed to thoroughly enjoy meeting so many of his old friends and making many new ones.

Mr. Estabrooks is certainly to be congratulated on the remarkable success of his exhibit this year.

dainty and with every suggestion of cleanliness, had a good deal to do with an excellent first impression given. The walls were panelled in green burlap and were decorated with attractive hangers and other advertising matter, issued by the firm to assist the sale of the goods. Hanging across the top of the booth was the familiar wrapper with the yellow cow in the centre.

Four demonstrators waited upon the public, the majority of whom were already conversant with the high quality of this already well-known cream cheese. Hard facts tell the story of the popularity of Ingersoll Cream Cheese in blocks.

The consumer receives twice the quantity of cream cheese of a higher quality than has ever been offered for sale until Ingersoll Cream Cheese was placed on the market. There is hardly a town of any size from the Atlantic to the Pacific but where Ingersoll Cream Cheese is well-known for its steadily increasing sale.

MAPLE TREE PRODUCERS' ASSOCIATION.

Everybody likes maple syrup and maple sugar, but within late years there has been a good deal of hesitancy on the part of the buying public because of the large quantities of adulterated goods unloaded on the market by unscrupulous dealers. The display of the Maple Tree Producers' Association, of Waterloo, Que., in their two booths at the Exhibition. one of which is illustrated here, was attractive from the standpoint of the absolutely pure goods demonstrated.

A recent report from the Inland Revenue Department at Ottawa shows how the standard of quality is maintained in Maple Tree Producers' goods. Samples of various maple syrups and sugars were taken at random by inspectors on different markets in Canada. In several cases the goods of other firms were found to be adulterated, but in every case the Maple Tree Association's goods were pronounced absolutely genuine. This speaks volumes for these goods, but the verdict could not well be otherwise for absolutely nothing but pure maple sap is used in the preparation of the firm's various lines.

The lines displayed at the attractive booth in the Process Building. an engraving of which is shown herewith included Pride of Canada Maple Syrup in tins and bottles, Pride of Canada Maple Sugar in various forms, and Creamaple, a delicious preparation for icing cakes and making maple candy. Samples of these goods were distributed and their good qualities explained. A new drink, Mapleade, was also on tap at the booths, and was pronounced excellent by the hosts of visitors.

CANADIAN NATIONAL EXHIBITION—Exhibit of Nugget Polishes.

Mr. Goddard, president of the Maple Tree Producers' Association, was on hand during several days of the Exhibition, and did his utmost in his characteristically jolly way to make visitors welcome. W. J. Dack, the Toronto representative, was also present during the Fair and helped to make a large number of new friends for the Pride of Canada goods.

CANADIAN NATIONAL EXHIBITION—Exhibit of the Maple Tree Producers' Association.

THE NUGGET POLISHES.

Occupying an attractive corner booth in the Process Building, the superiority of Nugget Polishes was demonstrated daily to thousands of visitors. The demonstration was particularly interesting, showing the absolute waterproof qualities of the polish. A shoe was polished in the ordinary way, giving a beautiful finished effect,. and then was washed in a basin of water, coming out without a sign of difference or any dimming of the polish. Another important point is that Nugget Polishes will not rub off, and thus will not soil gowns nor clothing which the shoe may come in contact with. This was demonstrated when the shoe was rubbed with a towel after being washed.

The lines exhibited were Nugget Black, Tan and White Polishes, Patent Creams, Honest Polish and Nugget Furniture Paste. An attractive feature for the retailer in regard to these preparations is that they will not dry in stock, will not freeze, and that they can be handled on an attractive basis of profit.

CANADIAN NATIONAL EXHIBITION—Exhibit of The Genesee Pure Food Co.

JELL-O.

A dainty and largely-visited booth, just off the east aisle of the Manufacturers' Building, was that of the Genesee Pure Food Co., where Jell-o, in the form of jelly and ice cream powders, was demonstrated. Attractively arranged in front of the booth were a series of the various kinds of jellies which may be made from Jell-o, and these, in various colors, with different kinds of fruit in several molds, attracted a good deal of attention. Samples of this jelly and also of Jell-o Ice Cream were distributed by attentive demonstrators.

Jell-o is a ready-for-use jelly powder, made from imported gelatine and other high-grade components, which is exceedingly convenient, and the product of which is most appetizing. Jell-o Ice Cream Powder is a preparation for the making of ice cream at home, dispensing with the expensive ingredients and the trouble otherwise necessary. Grocers woud do well to examine these lines with a view to stocking them if they have not already done so, for the demand is becoming so large that they must prove a profitable investment. R. C. Gilfillan was in charge of the exhibit.

THE HUYLER CANDY CO.

One of the prettiest booths in the Manufacturers' Building and also one of the most visited, was that of Huyler's, the candy manufacturers. The booth was built up with four ornate pillars, as is shown in the accompanying engraving, and was surmounted by electric lamps bearing the firm name. The various lines of confectionery manufactured were daintily arranged in the centre and back of the booth. A large number of the multitude of lines manufactured in the factory at 130-132 Yonge St., Toronto, were shown, and this "Made in Canada" feature was noted by Canadian visitors who appreciate getting the very best confectionery, particularly when it is made at home. Some of the newer and most popular lines shown were Chocolate-Dipped Triscuit, Household Chocolate, Vanilla Pink-Wrapper Chocolate, Premier Chocolates, Butter Scotch Toffy, Washington Toffy, Cough Drops, Bottles of "Cuts" and Huyler's Celebrated Cocoa in half and quarter-pound tins. The purity and excellence of Huyler's goods are known the world over. With this reputation, Huyler's would be an exceptionally good line for a grocer to lay in who looks to building up his confectionery department. The wholesale department at 130 Yonge St., Toronto, is prepared to supply these fresh, Canadian-made goods, in all quantities, at short notice.

TOBLER'S CHOCOLATE.

McLure & Langley, the agents for Canada and the United States for Eugene Tobler, the Swiss Chocolate King, had a pleasing display of fine confectionery in a dainty booth. The booth, to better represent the goods shown, was built in the form of a Swiss chalet, following the lines of some of the smaller houses in the Bernese Mountains.

CANADIAN NATIONAL EXHIBITION Huyler's —CANDY EXHIBIT.

CANADIAN NATIONAL EXHIBITION—Exhibit of The Cowan Co., Limited.

THE COWAN COMPANY.

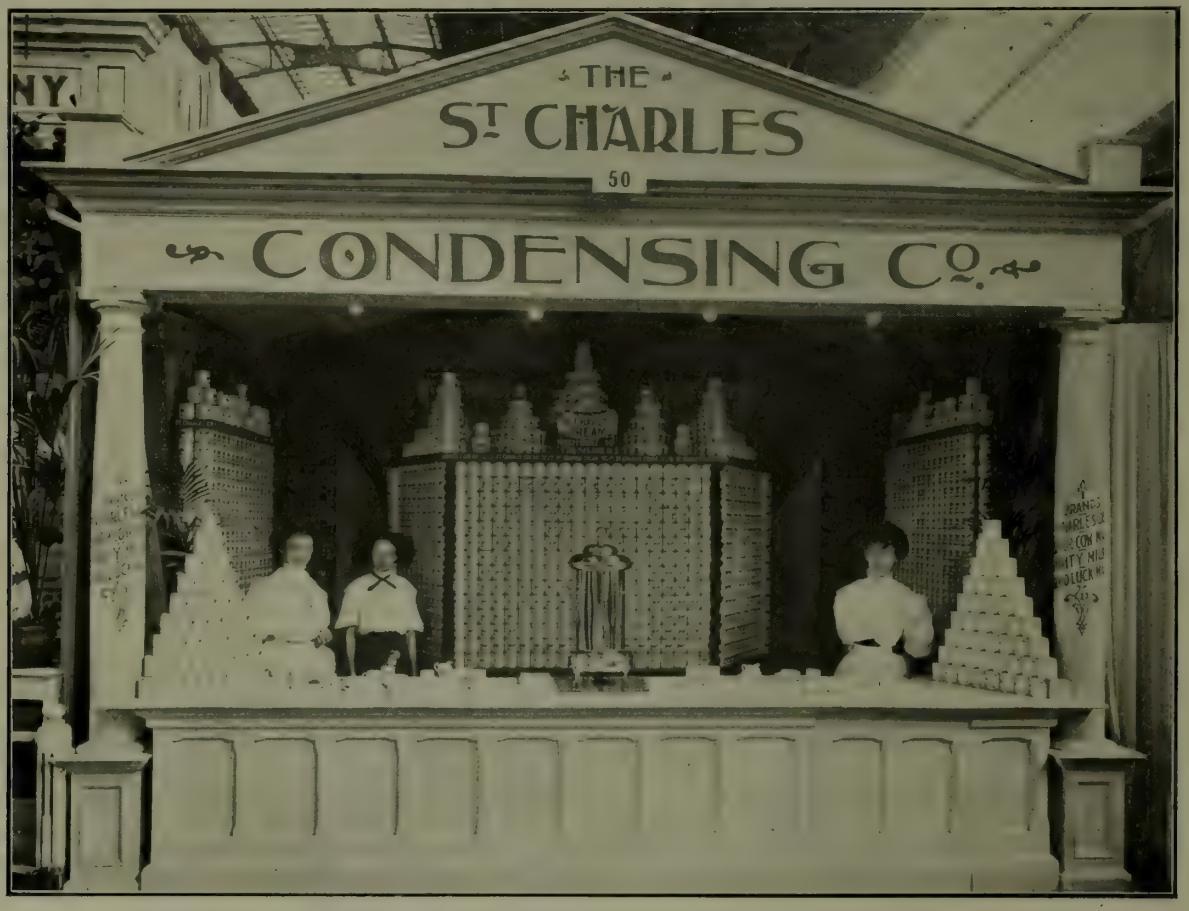
As the largest manufacturers of cocoa and chocolate in Canada, the Cowan Co., a name familiar to grocers all over the country, and to the public generally, were well represented by a large booth on the centre aisle of the Manufacturers' Building, in which were attractively displayed the various lines of goods turned out by the company. The large and excellent business which has been built up by this firm is the result of an output of a uniform product of the highest grade. Quality is the watchword of this company, and it is on this that the high reputation enjoyed has been built up. One of the factors leading to this result is the excellent facilities supplied in the firm's factory. It is equipped with the latest machinery for the manufacture of cocoa and chocolate in various forms, and it can safely be said that no establishment in America has a better equipment.

This fact is freely evidenced in one of the lines manufactured by the Cowan Co., their unique "Maple Buds," a triumph in the art of chocolate making, which have sprung so rapidly into favor in Canada. These delicious goods were demonstrated at the booth, along with other lines, among which special mention might be made of one of the newer lines, "Nut Milk Chocolate," which combines fresh walnuts with delicious milk chocolate in the making up of a most delicious confection. Cowan's justly celebrated Perfection Brand Cocoa was also attractively demonstrated.

Retailers in all parts of Canada are rapidly coming to recognize the advantage which comes to them in handling Cowan's goods. In the first place, the goods are absolutely reliable, and there is a large and steadily increasing demand. Again, the goods are backed up by a series of carefully planned advertising campaigns, which are of material aid in keeping up the demand. The trade is covered from coast to coast by a well-organized traveling staff, so that the goods can be easily procured, and to facilitate supplying dealers also, branch stocks are carried in Montreal, Winni-

peg and Vancouver. To further aid in making the excellent qualities of the goods known to the public and thus assisting the retailers, the company is planning a campaign of store demonstration later in the season in the Maritime Provinces, Manitoba, Saskatchewan and Alberta. Most grocers could, with very little extra effort, make a good deal more out of their confectionery departments than they are doing. Of course, the best class of goods are necessary to secure the best results, and Cowan's lines of high-class chocolates will prove excellent money-makers. The crowds around the company's booth in the Exhibition were an evidence of the popularity of the goods.

Mr. C. Dimmock was in charge of the exhibit during the Exhibition, and he, with a number of lady demonstrators, was assiduous in looking after the desires of visitors.



CANADIAN NATIONAL EXHIBITION—Exhibit of St. Charles Condensing Co.

ST. CHARLES CONDENSING CO.

The exhibit of the St. Charles Condensing Company in the Manufacturers' Building, was one that attracted the attention of all the housekeepers who visited the Exhibition. The success of this firm's exhibit was far ahead of any previous year; in fact, it exceeded the expectations of the management. There was not a minute of the day that there was not a throng of people before the exhibit eagerly asking questions about St. Charles' Evaporated Cream. This article has now come to be an absolute necessity in every household as condiary milk or cream, as they can use what they require, and put the rest away in a cool place until they wish to use more. Ordinary dairy cream or milk has to be used up, as it is bought each day. The public is just beginning to realize the purity and convenience of this article, and it cannot be wondered at that thousands of people each day asked the ladies who were demonstrating this article question after question regarding the product. Most of them left orders to be delivered through their regular grocers. This fact should be appreciated by the retail trade, because by demonstrating this article to the public in this manner new customers are made for the grocer and trade brought to him which ordinarily would be going to the dairyman.

The demand for St. Charles Milk and Cream has increased to such an extent recently that the factory at Ingersoll was scarcely able to turn out a sufficient supply. Extra condensers have just been installed, so that now the company will be able to fill all orders promptly. The exhibit at the Exhibition was in charge of Frederick Dane & Co., Toronto, the Ontario agents.

PACKARD'S POLISHES.

One of the busiest booths in the Manufacturers' Building and one which was almost always surrounded by crowds of visitors was that of Packard's Polishes. A good deal of this was due to the popularity of the goods, but a large share was attributable to the demonstrating done by J. W. Strike and E. D. Van Dyne, who were indefatigable in keeping up an interest. The sales made were so large that supplies of one or two lines, supposedly enough to last throughout the Fair, were sold out early in the second week.

THE McGREGOR BAG HOLDER.

One of the exhibits in which grocers particularly were interested, was that of the McGregor paper bag holder in the Process Building. The appliance, which hangs above the counter in easy reach has a place for all sizes of paper bags, and is a great convenience. Grocers who are using the holder, and the number is steadily increasing, speak in highest terms of its good features.

THE CANADIAN SHREDDED WHEAT CO.

One of the most interesting exhibits at the Canadian National was that of the Canadian Shredded Wheat Co. In the Process Building they showed the steps of manufacture of shredded wheat biscuit, from the wheat to the cooked biscuits. The food was also demonstrated at a booth in the Manufacturers' Building, and in both places visitors were treated with samples of the product. J. Hewitt, the Toronto agent, was in charge of the exhibit.

THE WALTER BAKER CO.

Among the United States manufacturers exhibiting, the booth of the Walter Baker Co. was one of the most attractive. For several years the firm has exhibited its cocoas and various lines of chocolates at the Toronto Fair, and the excellence of its products has led to a large increase in sales in Canada. C. Simmons was in charge of the booth, and W. S. Shaw, one of the company's selling agents, was a visitor during several days.

MELAGAMA TEA.

As usual, the Melagama Tea occupied a prominent place in the Manufacturers' Building, and its excellent qualities were demonstrated to throngs of visitors. Many were the kind things said about the excellent tea served, and grocers, particularly, were interested in the new money-package scheme, which the company is using with a good deal of gratification, as it proves highly satisfactory to the grocer and to themselves.

ARMOUR'S PRODUCTS.

In an attractive booth off the main aisle a display of Armour's products was given which attracted much attention. The excellent qualities of the various lines manufactured by the company need not be mentioned here, but the fact that the goods shown were manufactured in the company's factory in Canada added to the interest. The MacLaren Imperial Cheese Co., Toronto, are the Canadian agents for these goods, and the activity displayed by this firm in handling other lines should be an earnest of the success of the Canadian-made Armour products.

TOASTED CORN FLAKES.

Kellog's Toasted Corn Flakes, the original product, were demonstrated in an attractive booth in the Manufacturers' Annex. The fact that this food is made at London, Ontario, accounts, and justly so, for a large part of the interest displayed. The quality of the goods, also, is without question, and they represent a triumph in modern cereal manufacture.

BLUE RIBBON TEA.

Blue Ribbon Tea was represented, as in former years, by an attractive booth in the Manufacturers' Building. The exhibit was on a prominent corner on the main north aisle, and attracted the attention of many old friends and customers. Blue Ribbon occupies a prominent place on the counters, and in the hearts of many grocers in Canada, and to these the sight of the familiar booth was grateful. A large number of visitors were hospitably entertained at the booth, and spoke in highest terms of the treatment received.

NEW IDEAS FOR THE STORE.

A city grocer, who is somewhat pressed for show room, has hit upon a good scheme. The idea is not altogether new, but is worth mentioning. He has had the largest part of the counter tops removed and thick plate glass let in, flush with the remaining wooden frame. In this way the stock which is in the drawers underneath is exposed to view and can be kept in good condition, free from dirt and dust. The value of keeping goods where they can be seen is evident, because, as every man in trade knows, many customers come to the store to buy a few articles which they desire definitely, and in many cases they see many other articles which they think they want and so sales are increased.

Telephone pads fastened to the telephone are a good investment. Orders may be taken correctly hot off the wire without having to make an excuse to go and get a pad. It is always more or less annoying to have to wait when one is in a hurry. Sometimes the grocers who make customers wait get a good long wait themselves, in fact, so long that they never get a chance to make them wait again.

VASELINE AS AN EGG PRESERVER

At certain seasons in the year it becomes necessary for the grocer to preserve eggs, owing to heavy receipts. This is particularly so in the country, where a grocer is obliged to take the produce which the farmers bring him. All sorts of schemes have been devised for keeping these eggs, and most all have met with but indifferent success. Perhaps the only one happy exception is the water-glass method, which possesses the disadvantage of being troublesome when the eggs are required. A very cheap and efficient method has been employed by a grocer in Montreal, which has succeeded admirably, and that process may be described as follows: A bottle of vaseline is heated until it becomes of the consistency of a thick fluid, and then the eggs are dipped into the vaseline. Utmost care should be exercised to cover every portion of the shell. The vaseline may be applied cold, but this method does not insure success, because parts of the shell are more easily missed in this way. The method requires very little expense, as a 10-cent bottle is ample for ten dozen eggs. After they are packed they should be kept in a cool place. It will be found that the eggs thus prepared will keep as long as required.

TRADE NOTES.

J. G. Lang, St. Thomas, has renovated his tea store.

Desautels & Charest, grocers, have been registered.

Anctil & Sirois, grocers, Montreal, have been registered.

Pillar & Co., grocers, Toronto, are selling their business.

M. Desjardins & Fils, grocers, Montreal, have dissolved.

David Schlair, general merchant, St. Theele, Que., has assigned.

D. L. Nadeau, general merchant, East Broughton, Que., has assigned.

Brault & Paradis, general merchants, Auckland, Que., have been registered.

The assets of A. Morin, general merchant, St. Hubert, Que., have been sold.

The new Eastern Townships Cigar Factory, Sherbrooke, has been registered.

Chadwick & Lundberg, soap manufacturers, Montreal, have been registered.

J. S. Ferguson has purchased the grocery business of W. C. Tully, Peterboro.

John E. Wilson, who conducted the "Imperial Cash Grocery," Calgary, has assigned.

The assets of C. H. Durrant, grocer, Dundas, Ont., are advertised for sale by tender.

E. E. Hardy, confectioner and fruiter, Exeter, Ont., has sold his business to B. A. Wilson.

Wm. H. Winkler, general merchant, Millbank, Ont., has sold his business to J. H. Schmidt.

A. W. Maguire & Co., have established a factory at Hamilton to manufacture Laxa Food.

The general store of L. P. Lazure, St. Remi, Que., was burned last week. It was partially insured.

Wm. E. Watson, general merchant, Dorchester Station, Ont., has sold his business to C. W. Vollick.

The grocery business of Norah M. Thornwell, Ottawa, has changed hands and is now owned by C. Arden.

Jas. Tremblay, grocer, St. Thomas, has purchased the store he occupies for $2,500 and will make extensive improvements.

The assets of G. Beaudet, sr., and G. Beaudet, jr., general merchants, St. Pierre les Becquets, Que., are to be sold on Sept. 18.

W. D. Pennell has taken over F. Oger's interest in the grocery firm of McLean & Oger. In future the firm name will be McLean & Pennell.

W. A. Heron, grocer, Earlscourt, Toronto, was held up by two highwaymen while returning from Davenport railway station and relieved of all the money he carried, which, luckily happened to be little.

Canada's Great Eastern Exhibition

Eastern Townships' Fair at Sherbrooke, August 29th to September 5th, Achieves a Decided Success—Attractive Exhibits by Manufacturers and Wholesalers in Main Building Claim the Attention of the Grocery Trade—Illlustrations of Some of the Leading Exhibits.

Sherbrooke's 24th annual Fair, from August 29th to September 5th, was favored with splendid weather, and from every viewpoint scored a remarkable success. The directors and officers of Canada's Great Eastern Exhibition deserve credit for such a splendid Fair in a city the size of Sherbrooke. During one day of the Fair over 30,000 people went through the turnstiles, and this gives some idea of the support the Eastern Townships gives this Exhibition.

The dairy and cattle showing were really of interest, and had many inquiring sightseers. The amusements provided, in the form of vaudeville and trotting races, kept the big grand stand well filled, while the midway was always thronged.

Visiting merchants found much to interest and attract them in the various exhibits in the main building. Manufacturers and wholesalers go to a great deal of trouble and expense in fitting up their booths, and introducing their goods to visitors at the Fair. Every booth seemed busy and the literature and samples distributed should be productive of good results. The Main Building is very spacious, and affords ample space for display. Some of the exhibits which proved of interest to grocers are illustrated and described.

PACKARD'S POLISHES.

A shoe polish that the public are pleased with and which consequently gives the grocer who carries it good returns. This very ably describes Packard's polishes, which were demonstrated and sold in the booth shown in the accompanying engraving. With each sale was given some novelty as a souvenir, and as an evidence of just how popular the goods proved, it may be mentioned that the stock brought in, considered adequate for the Exposition, in one or two lines, had to be replenished during the progress of the Fair. The booth was in charge of J. B. Crochier, one of the Eastern traveling men, and assisting him were other members of the firm's staff from Montreal.

EASTERN TOWNSHIPS' EXHIBITION—Exhibit of Packard's Polishes.

EASTERN TOWNSHIPS' EXHIBITION—Exhibit of Rock City Tobacco Co.

ROCK CITY TOBACCO CO., LTD.

The illustration shows only a part of this attractive exhibit. The "Laurier" Cigar is featured by this firm, and a large portrait of Sir Wilfrid is given free with 1,000 cigars. This portrait, which was displayed, is not seen in the engraving.

Their various brands of smoking and chewing tobacco, as may be noted, were shown to advantage. A fine line of Canadian leaf tobacco made a creditable appearance.

C. S. Milette, 64 Rue Sherbrooke, Que., their representative in the Eastern Townships, was very active in distributing samples, as well as booking orders from merchants attending the Fair. His likeness appears in the photograph. Jos. Picard, general manager of the Rock City Tobacco Co., Ltd., Quebec, was a visitor at the Fair, on one of the busy days. The company's trade in the Eastern Townships is expanding rapidly.

Royal Sport and Hogen-Mogen Cigars, the leading brands of the Sherbrooke Cigar Co., were well advertised at the Fair.

PRIDE OF CANADA MAPLE PRODUCTS.

Sherbrooke Exhibition would be incomplete without a representative showing of Maple Products, as the Eastern Townships is noted for its maple sugar and maple syrup. Each year the Maple Tree Producers' Association, Ltd., Waterloo, Quebec, supply the needed attraction. At this Fair they had two exhibits, one in the Dairy Building, a reproduction of which appears here, and a larger showing in a prominent place in the Main Building.

M. F. Goddard, manager of the Maple Tree Producers' Association, Ltd., whose likeness may be detected in the engraving, was the usual enthusiastic director of operations, and even helped pour Mapleade for the thirsty crowds.

An even added distinction was given this firm at the Fair, as their exhibit in the Dairy Building, against strong competition, was awarded the medal of honor, a silver one, for the best showing of maple products of all kinds. The silver medal is an emblem of merit the firm may well be proud of.

In the Main Building was their splen did booth of Maple Sugar and Maple Syrup. These were displayed in their various sizes in the attractive bottles, cans and boxes, put out by this firm.

Pride of Canada Maple Products have a distribution covering all Canada, and are handled by leading wholesalers in every section. Their sale has been built up in a large degree as a result of absolute purity of Pride of Canada Maple Products.

EASTERN TOWNSHIPS' EXHIBITI ON—Exhibit of Maple Tree Producers' Association.

VICTOR ARCHAMBAULT.

Victor Archambault, a progressive Sherbrooke wholesaler, with offices and main warehouse at 28 Bridge St., had both an interesting and attractive exhibit of biscuits and confectionery, in a prominent position in the Main Building. Some idea of the range of biscuits carried by this firm, may be gained from the fact that the exhibit contained over 150 varieties of fancy biscuits. These lines are all sold under the label of Victor Archambault, and his knowledge of quality and value is such that an enviable reputation has been built up for Victor Archambault's biscuits.

The lines of confectionery just visible in the engraving are particularly distinguishable on account of the patent pail cover, which is furnished free to customers. This cover is both attractive and useful.

This firm act as selling agents for Cowan's and Harry Webb, Toronto, and are always open for the newest and best lines of confectionery and biscuits.

In tobaccos a specialty is made of leaf tobacco, and they handle full lines of the Rock City Tobacco Co., Ltd., Dominion Tobacco, the American Tobacco Co., and other standard lines. Pipes are imported direct.

Mr. Archambault, the proprietor, a former "Knight of the Grip," has built up a lucrative business within a very few years, owing to his intimate knowledge of the trade and an efficient sales organization. Four travelers cover the Eastern Townships, pointing out the freight advantages and prompt shipments secured by buying in Sherbrooke from Victor Archambault. Two large warehouses are utilized by this firm, besides their premises in Bridge St.

EASTERN TOWNSHIPS' EXHIBITI ON—Exhibit of Victor Archambault.

FAIR NOTES.

W. R. Webster & Co., El President and Dutch Mike Cigars, distributed innumerable folders, describing their new factory, and the hygienic way in which

all their cigars are made. The Queen Cigar Factory, though not the largest, is perhaps the most modern in Canada.

The American Tobacco Co. had their usual very large booth, and distributed numerous novelties advertising particularly Black Watch Chewing.

Baker's Cocoa and Chocolate, and Lowney's Chocolates had attractive booths.

Fairbanks' Scales had a booth at the Fair, Mr. Frank Fales in charge.

L. H. Packard & Co. used a double booth advertising Packard's Black-O and Packard's findings.

MANUFACTURERS' ASSOCIATION CONVENTION.

Canadian Business Men in Session This Week in Montreal.

The first business session of the Canadian Manufacturers' Association convention was held in the Windsor Hotel, Montreal, Tuesday of this week. The president, Hon. J. D. Rolland, delivered his address, in which he referred to the custom of exporting pulpwood to the United States. The usual first meeting duties were performed, including the reading of the minutes of the last meeting. During the course of the session discussion was indulged in regarding the woolen industry, for which more protection was urged. Considerable was also said regarding technical education, and its value was pointed out. Various other matters occupied the attention of the meeting relating more closely to their organization, and the session closed with expressions of confidence in the future of Canada. G. M. Murray, Toronto, secretary and Geo. Booth, Toronto, treasurer of the association presented their reports to the meeting.

THE PEPPERMINT HARVEST.

Now in Progress in Walkerville, Where the only Treating Plant in Canada is Situated.

Special Correspondence of The Canadian Grocer.

Walkerville, Sept. 15.—The peppermint harvest is now in progress at Walkerville, and will probably continue for several weeks, its duration depending on weather conditions. As the extraction of the oil from the plant takes place as soon as the mint is cut, this year's oil will be practically ready for the market a few days after the last load leaves the field.

The Messrs. Walker Sons have about 170 acres of plants. These are cut with a mowing machine. As soon as possible after cutting the mint is conveyed in hayracks to the extraction plant, where it is placed in large vats and steeped in boiling water from three to five hours. The process of distillation is then gone through with, to separate the water and oil, as much as possible. From the still, the fluid is transferred to a final separator, where all the water is removed, and a process of filtration winds up the manufacture. The oil is shipped in containers holding 20 pounds each, and is used chiefly by confectioners, though always to be found for medicinal purposes at drug stores.

This plant, the only one of its kind in Canada, has been in operation four years. The industry is imported from Michigan, where large fields of mint on the Huron shore supply practically the entire United States.

BUMPER GRAPE CROP.

A prominent St. Catharines fruit man told The Grocer that on Monday of this week 21 cars of grapes were sent from his district to Montreal. This does not mean that Montreal will take all these grapes, but they will be distributed to various Eastern markets from that city. The same gentleman stated that it was no unusual sight to see eight cars of fruit at the St. Catharines station daily.

Grapes this year are an enormous crop in the Niagara district and much of them will be put on the markets throughout the country. Wine-makers are said to be offering but $15 a ton for grapes this year, whereas last year as high as $33 a ton was paid. Growers resent this very much and prefer to sell outside rather than submit.

THE 1908 TOBACCO CROP.

Ontario Will Yield 1,000,000 Pounds—Quebec 4,000,000.

The area planted this year in tobacco in Kent and Essex has been considerably reduced, over-production in the past two years having caused such a decline in prices that growers have decided to cease cultivation absolutely, or else reduce their output till the market for Burley, the principal tobacco grown here, becomes more favorable. Meanwhile, the acreage given to black smoking tobacco is relatively larger than it has been for years.

The total Ontario product this year may be roughly estimated at about 1,000,000 pounds, the largest proportion of this quantity consisting of Seed Leaf, Big Ohio (Walkerville), Havana Seed Leaf, Comstock-Spanish and Spanish-Zimmer.

In Quebec, the crop, which is much larger, is estimated at between 4,000,000 and 4,500,000 pounds. The area devoted to Comstock has increased to the detriment of Connecticut Seed Leaf and heavier tobaccos. Though the recent dry weather may have injuriously affected it, the Quebec crop is expected to be a good one, both as regards quality and quantity.

MOKARA MILLS IN LIQUIDATION.

Theodore Lefebvre & Co., the Mokara Mills, Montreal, have gone into liquidation and the plant, fixtures and stock on hand will shortly be sold to the highest bidder. A. W. Stevenson has the matter in hand.

OBITUARY.

Thomas Hewer, grocer, Guelph, is dead.

C. J. McRae, general merchant, Glen Roy, Ont., is dead.

F. Guess, general merchant, Sydenham, Ont., is dead.

F. H. Andrews, of F. H. Andrews & Sons, commission merchants, Quebec, died lately.

C. Dynes, grocer, Sapperton, B.C., was killed by a street car in New Westminister one day last week. On the same day his grocery store was burned.

PERSONAL NOTES.

D. McL. Brophy is back in Montreal from Quebec.

R. J. Smeall, with D. McL. Brophy, Montreal, has returned from a trip to the Eastern Townships.

D. Charles Coutts, for the past five years secretary of the Richards Pure Soap Co., Woodstock, has severed his connection with that company.

W. G. B. Stronach, Montreal, was in Kingston Wednesday and placed several lots of tea for Appleton, Machin & Smiles, for whom he is Canadian agent.

S. F. Taylor, vice-president of Borden's Condensed Milk Co., New York, was in Montreal this week, making his headquarters with W. H. Dunn, Canadian agent of the company. Jos. Irving, manager of Mr. Dunn's Toronto office, was down from the West to meet Mr. Taylor.

S. Shimidzu, the newly-appointed Consul-General for Japan in Canada, Ottawa, has been in Montreal for a week getting in touch with trade conditions, and more particularly interesting himself in the relations existing between Canada and Japan in teas. While in Montreal he made his headquarters with Shaw T. Nishimura & Co.

A QUEER COMBINATION.

W. Huskins, Calgary, has purchased W. H. Hadley's green grocery business at that place and will conduct it in connection with his sewing machine agency.

800 DOGS FED.

Harold H. Hughes, of F. Hughes & Co., who represented Spratt's Patent, Ltd., London, at the Canadian National Exhibition Bench Show in Toronto, has returned to Montreal, and reports the show a great success. There were about 800 dogs on exhibition, and between 30,000 and 40,000 people passed through the building during the week. Mr. Hughes will be in Ottawa next week to look after the interests of Spratt's Patent, Limited, at the Bench Show to be held in connection with the Central Canada Exhibition. The dogs at this show will be fed on Spratt's Patent Fibrine Dog Cake.—Advt.

Markets and Market Notes

QUEBEC MARKETS

Montreal, Sept. 18.

POINTERS—
Rolled Oats—Advanced.
Fruits—Advanced.
Vegetables—Advanced.
Fish—Declined.
Butter—Steady.

Trade during the week has been fairly good, and collections are better. The markets have preserved a pretty even balance, with the exception of a few, among which may be mentioned, rolled oats, vegetables and fruits, which have gone forward slightly. Fish are arriving in good quantity and consequently the prices in a few lines are a shade easier this week.

The flour and feed trade has shown some improvement, but it is plain that buyers are only covering their immediate wants. The stories of an excellent crop in the West have held out prospects of very much reduced prices when the new wheat gets into the mills, so buyers are simply waiting to see what will happen. With shortages in other parts of the world, Canada's surplus will be eagerly taken up by other countries, and it is yet an open question whether prices will go up or down. Rice and tapioca are extremely dull. Butter is slightly stronger. Dried fruits are interesting. Sugar is steady and in good demand, having settled down to a more sound basis. Other lines remain the same as at our last quotations.

SUGAR—The sugar market is steady under a good demand. The market has settled down somewhat, and buyers are displaying more confidence in it. This season of the year the demand is good, and this month is no exception to the rule. The market was a little off for awhile, but now seems to have found its normal level again.

Granulated, bbls	$4 70
" ½-bbls	4 85
" bags	4 65
Paris lump, boxes, 100 lbs	5 50
" " 50 lbs	5 60
" 25 lbs	5 80
Extra ground, bbls	5 05
" " 50-lb. boxes	5 25
" " 25-lb. boxes	5 45
Powdered, bbls	4 85
" 50-lb. boxes	5 05
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 " bbls	4 30
No. 1 " bags	4 25

SYRUPS AND MOLASSES—The demand for molasses has fallen off somewhat, but the volume of trade passing is very good. Grocers are buying in small lots to cover their wants as they go along. Syrups are in good demand. Prices all around are steady and quite unchanged.

Barbadoes, in puncheons	0 37	0 39
" in barrels	0 39½	0 41½
" in half-barrels	0 40½	0 42½
" fancy		0 34
" extra fancy		0 36½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—Owing to the small amount being consumed at this time of the year the market is exceedingly dull. Prices are unchanged.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 06	0 07
Pure syrup, 8½ lb. tin	0 60	0 65

TEA—The Japan market a few weeks ago was characterized by a weakness, on account of poor quality, but it has gone back to its former level owing to unusually short crop. Locally, there has been more activity. All lines of black's have been in good demand during the week, there being much more activity than formerly. Quotations are the same as at last report.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25½
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—Some of the cheaper grades of coffee are in good demand, but the market altogether is slightly duller than at last report. Buyers are pursuing the same policy all along the line, buying only for immediate wants. This condition sometimes arises at this time of the year, owing to the fact that it is a little early to buy for winter requirements. No change in quotations.

Jamaica	0 16	0 20
Java	0 20	0 35
Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15
Maracaibo	0 15	0 20

Roasted and ground 20 per cent. additional.

DRIED FRUITS—Considerable interest is manifest in the new goods to arrive shortly. No changes are noticed.

Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb	0 03½	0 04
Packages "	0 05½	0 06½
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" ½-box		1 60
"Royal Buckingham Clusters," ½-boxes		1 37½
"Excelsior Windsor Clusters " boxes		5 50
" " ¼'s		1 50
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb		0 11
Peaches, "		0 14
Pears, "		0 13
Prunes—		per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08½	0 09½
" " " 50-60s	0 08	0 08½
" " " 60-70s		0 09
" " " 70-80s	0 07½	0 08
" " " 90-100s	0 06½	0 07

RICE AND TAPIOCA—Trade in rice during the week was fairly good, showing some improvement over the previous week. The primary markets are quiet, nothing of any importance passing. Tapioca is dull, the demand being hardly noticeable.

Rice, grade B, bags 250 pounds	3 15
" " " 100 "	3 15
" " " 50 "	3 25
" " pockets 25 pounds	3 25
" " ½ pockets, 12½ pounds	3 35
" grade c.c., 250 pounds	3 05
" " 100 "	3 5
" " 50 "	3 15
" " pockets 25 pounds	3 15
" " ½ pockets, 12½ pounds	3 25
Tapioca, medium pearl	0 05

SPICES—The pickling season continues to create activity in this market. Trade is good in all lines used for pickling and preserving. Prices are the same as at last quotations.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 18	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 30
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

BEANS—There is a very good demand for beans locally, in small lots. Buyers are taking only supplies to cover immediate wants, but the total of small orders makes a fairly good amount of business. Prices remain the same, with the exception of Ontario primes, which are a little stronger.

Ontario, prime	1 95	2 05
Austrian	1 95	2 00
Indian	1 65	1 75

EVAPORATED APPLES—This line is very dull, nothing of any importance taking place at all. Stocks held are very small and unattractive.

Evaporated apples	0 07½

INTERNATIONAL APPLE SHOW.

An international apple show will be held at Spokane, Wash., on Dec. 8th, the prize list of which amounts to $35,000. The fruit inspector of British Columbia advises fruit growers of that Province to compete, not only for the sake of winning prizes, but more to make the fruit-growing resources of British Columbia known to the people of the South, many of whom have already come north, and more are looking to the land of the maple leaf as a place for future investment and abode.

P. David & Co., fruit and provision merchants, Longueuil, Que., have been registered.

CANNED GOODS

The event of interest during the week was the announcement by the Canadian Canners of an advance of 2½ cents per dozen on all grades of peas, to come into effect October 1st. The circular also states that further material advances will probably be made later.

This action is undoubtedly a result of the small pea pack, which is estimated by some parties as only a third to a half of normal. All the packers are feeling the shortage to a considerable extent, and there is going to be a good deal of difficulty in filling orders. Grocers who have not ordered their full stock as yet will advisedly act at once.

The tomato pack in the United States is expected to be short, and there is some talk of a corner in these goods. Dealers here state, however, that as prospects here are better, this should not materially affect the Canadian market.

MONTREAL.—The new pack prices are meeting with favorable consideration, and buying is proceeding in a normal way. Meats of Canadian production are in good demand.

Trade in fruit lines and vegetables is not as brisk as it has been for some weeks past, which is due to the abundance of the fresh fruits and vegetables. Fish lines are fairly active.

TORONTO.—Demand is rather more active this week, retailers buying more heavily of fruits and vegetables on the new prices. Meats are also in fair demand.

NEW PRICES—1908 PACK.

	Per doz. Group 1.	Per doz Group 2
FRUITS.		
3's apples, standard	1.00	.95
3's apples, preserved	1.45	1.40
Gals apples, standard	2.55	2.50
Gals, apples, preserved	4.00	3.95
Blueberries (Huckleberries)—		
2's standard	1.20	1.15
2's preserved	1.70	1.65
Gals, standard	5.05	5.00
Cherries—		
2's, red, pitted	1.95	1.90
2's red, not pitted	1.55	1.50
Gals. red, pitted		8.00
Gals. red, not pitted		6.50
2's black, pitted	1.95	1.90
2's, black, not pitted	1.55	1.50
2's white, pitted	2.05	2.00
2's white, not pitted	1.65	1.60
Currants—		
2's red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals. red, standard		5.00
Gals. red, solid pack		7.00
2's black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals. black, standard		5.25
Gals. black, solid pack		8.00
Gooseberries—		
2's, heavy syrup	2.15	2.10
2's, preserved	2.40	2.35
Gals., standards		6.00
Gals., solid pack		8.00
Grapes—		
2's white, Niagara, pres'd.	1.45	1.40
Gals., ditto., standards	3.55	3.50
Lawtonberries—		
2's, heavy syrup	1.95	1.90
2's, preserved	2.20	2.15
Gals., standards	7.55	7.50
Peaches—		
1½'s, yellow, (flats)	1.70	1.65
2's yellow	1.95	1.90
2½'s yellow	2.65	2.60
3's yellow	3.05	3.00
3's yellow (whole)	2.30	2.25
2's white	1.85	1.80
2½'s white	2.55	2.50
3's white	2.80	2.75
3's, pie, not peeled	1.45	1.40
Gals., pie, not peeled	4.30	4.25
Gals., pie, not peeled	6.05	6.00
Gals., assorted pie fruits (add 5 p.c.)		
VEGETABLES.		
Beets—		
2's, sliced, br., "Simcoe"		.95
2's, sliced, b.r., Simcoe		.95
2's, whole. b.r., "Simcoe"		.95
2's, whole, br. "Rosebud"		1.15
3's, sliced, br., "Simcoe"		1.25
3's, whole, br., "Simcoe"		1.25
3's, whole, br., "Rosebud"		1.40
2's, golden wax, midget, "Auto"	1.25	
Beans—		
2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85
3's, ditto.	1.40	1.35
2's. Refugee, midget, 'Auto'	1.25	
2's, Crystal Wax	1.00	.95
2's, Red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's corn	.90	.85
Gals., corn-on-cob		4.50
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's cabbage	.95	.90
2's cauliflower	1.50	1.45
3's cauliflower	1.90	1.85
2's parsnips	1.00	.95
3's parsnips	1.10	1.05
Peas—		
1's, No. 1 extra fine sifted	1.10	1.05
2's. No. 4 standards	.80	.75
2's, No. 3 early June	.85	.80
2's, No. 2 Sweet Wrinkle	.95	.90
2's, No. 1 extra fine sifted	1.40	1.35
Gals., No. 4	3.75	3.70
3's pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's table spinach	1.30	1.25
3's table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's succotash	1.20	1.15
3's squash	1.15	1.10
Gals., squash	3.55	3.50
2's tomatoes	.90	.85
3's tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's turnips	1.00	.95

ONTARIO MARKETS.

POINTERS—

Sugar—Steady.

Dried Fruits—First new crop valencia raisins in.

Canned Peas—Advance 2½ cents doz., effective on Oct. 1.

Teas—Ceylons firmer.

Toronto, Sept. 17.

The much-talked-of trade revival seems to be coming. All the jobbers give better reports this week, the travelers, too, are more cheerful and, putting these together, it would seem that the grocery business at last had gotten over the top of the hill. The change is more evident this week than before. Business, however, seems to be on a different basis than it was a couple of years ago, or even a year ago. The retailers, as well as the jobbers, are proceeding in a more conservative way and are buying much more carefully. The plan of buying in small lots continues to be very evident all over the country and while orders are coming to be a little more frequent they are no larger.

One interesting event of the week was the announcement by the Canadian Canners of an advance on all grades of canned peas, to take effect Oct. 1. The first new crop valencias arrived on Tuesday and are pronounced a fine sample. There is a stronger feeling in Ceylon teas, otherwise the staple markets are generally steady.

SUGAR—Canadian refined is steady with perhaps a slightly easier feeling in evidence. A large business is being done in sugar but jobbers report that it is not at all up to what was expected in September, particularly when the light buying of the past season is considered. How the public is getting along with less sugar than usual is a problem, but such seems to be the case. While refined markets are steady raws are slightly easier, a cable from New York on Tuesday noting a decline of 5 cents. A change can scarcely be expected while the demand continues so comparatively heavy but if raws break at all sharply a decline will undoubtedly follow. The sugar market this fall has been rather more of an enigma than usual to those who profess to know.

Paris lumps, in 25-lb. boxes	6 05
Paris lumps, in 50-lb. boxes	5 85
" in 100-lb. "	5 75
Paris lumps, in 20, 5-lb. boxes	7 10
St. Lawrence granulated, barrels	4 80
St. Lawrence Beaver	4 55
Standard granulated	4 80
Imperial	4 55
Acadia granulated, (bags and barrels)	4 70
Berlin granulated	4 70
Phoenix	4 75
Bright coffee	4 70
No. 3 yellow	4 60
No. 2 "	4 50
No. 1 "	4 40
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUP AND MOLASSES—Though a somewhat firmer feeling is manifest, there is so little interest in these goods that no general advance has been made. Barbadoes is quoted a little higher.

Syrups—	
Medium	0 30 0
Bright	0 36
	Per case.
2 lb. Tins, 2 doz. in case	2 40
5 " " "	2 75
10 " " ½	2 65
20 " " ¼ "	2 60½
Barrels	0 03½
Half Barrels	0 03½
Quarter "	0 03½
Pails, 38½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons, 6 to case	4 50
½ " 12 "	4 80
Quarts, 24 "	4 80
Pints, 24 "	2 50
Molasses—	
New Orleans, medium	0 30 0 35
" bbls.	0 28 0 30
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 60
West Indian	0 30 0 35

TEA—The local market has seen a little more activity during the past week or so, seemingly as a result of a better feeling in Ceylons. Markets elsewhere seem also to be brighter.

Gow, Wilson & Stanton say of the situation in London in a letter dated Sept. 4:—"A distinct improvement has

been noticeable this week in the general tone of the market, and it is gratifying that the severe decline in quotations for common tea recently recorded has at last been arrested. An improvement in some of the offerings from the Dooars, Assam and Ceylon, together with a welcome revival in the export demand, have been factors contributing largely to this re-action. It is worthy of note that the actual exports from Ceylon for August of 6½ millions are below the estimate by about two million pounds. The offerings of these kinds, therefore, are likely to be on a rather restricted scale for some time to come, the amount advertised for next week showing a reduction of 5,000 packages on that for the current week."

COFFEE—Business locally is very good, with prices steady. There are no new features of particular interest in primary markets this week.

DRIED FRUITS—The first arrival of new crop Valencia raisins arrived in two or three Toronto houses, via Montreal, on Tuesday. This, of course, is an advance shipment and the quantity is quite limited. They are an exceedingly good sample and are quoted at 7 to 7½c. Interest in other lines is not very lively and prices are steady.

	Per lb		Per lb.
Prunes, Santa Clara—			
100-120s	0 06		
90-100s, 50-lb boxes	0 06 0 07	70-80s, 50 lb. boxes	0 08
80-90s "	0 07½ 0 08	60-70s, 50-lb boxes	0 08½ 0 09
		40-50 "	0 09
Note—25 lb. boxes ½c. higher than 50 lb.			
Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 08 0 15
Tapnets, "			0 03½ 0 04
Bag Figs			0 02½ 0 04
Currants—			
Fine Filiatras	0 06½ 0 07	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		
Uncleaned, ½c less.			
Raisins—			
Sultana			0 09½ 0 13
" Fancy			0 11 0 12½
" Extra fancy			0 14 0 15
Valencias, old crop			0 05 0 06½
Seeded, 1-lb packets, fancy			0 10 0 10½
" 16 oz. packets, choice			0 09½
" 12 oz. " "			0 08
Dates—			
Hallowees	0 05½ 0 05½	Fards choicest	0 08 0 09
Sairs	0 04½ "	choice	0 06½

SPICES—Demand is very good, as is natural at this season. Prices are unchanged.

Peppers, blk pure	0 16	0 20
" white pure	0 25	0 30
" whole, black		0 18
" whole, white		0 28
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 45	0 50
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice		0 19
" whole	0 17	0 20
Mace ground	0 80	0 90
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25

RICE AND TAPIOCA—The market is generally unchanged, though some cutting is being done in tapioca.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
B rice, 5 bag lots, delivered		3 05
Rangoon	0 03¼	0 03¾
Patna	0 05¼	0 05¾
Japan	0 05¼	0 06¼
Java	0 06	0 07
Sago	0 05½	0 06½
Seed tapioca		0 06
Tapioca, medium pearl	0 05	0 05½

BEANS—The market is still firm, with no noticeable change in prices.

EVAPORATED APPLES—With fruit of better quality prospects are good for a better grade of goods next season, something which will be welcomed by both jobbers and exporters. No interest is evident in the goods at present.

Evaporated apples	0 7½	0 08

THE GUILD CASE AT LAST?

The announcement was made on Friday that the long-delayed and much-talked-of case against the Wholesale Grocers' Guild, now the Wholesale Grocers' Exchange, was to be at last heard in Toronto on Monday, September 21. No further details are given. Those interested are wondering whether this is to be the real thing or, as so often happened before, merely another incident to keep the matter alive without anything materializing at the last moment. It is whispered that the latter is the correct conjecture and that the matter is likely to be again postponed on Monday.

POTATO STANDARD 75 POUNDS.

Important Resolutions at Convention of Dominion Board of Merchants' Association.

The 4th annual convention of the Dominion Board of the Retail Merchants' Association of Canada was held in the Toronto offices of the association on Wednesday and Thursday, September 9 and 10, delegates being present from various parts of Ontario and Quebec. Past President J. G. St. Leger welcomed the delegates to Toronto, after which President Watson took the chair and read his annual address. The association has increased during the year by the establishment of 37 new branches, 22 being in Quebec, and 15 in Ontario. The financial end also was satisfactory; all debts having been paid and a small surplus being left in the treasury.

Getting down to business, the convention dealt with the various matters referred to it by the Provincial Associations. "That the weight of a bag of potatoes should be 75 lbs. throughout the Dominion," was endorsed by the Dominion Board, and the matter will now be brought before the Department of Inland Revenue at Ottawa to have this standard become law. Other endorsations were that the Minister of Customs be asked to remove the 53 cents a ton on all vessel fuel; opposition to the establishment of a Government parcel post system, which would take money out of the public treasury for the benefit of large mail order houses; and to make it a criminal offence to falsely advertise any article of merchandise in the public press or otherwise.

The Board decided to apply to the Government for a "Council of Commerce," on the lines of the Railway Commission, uniting with organized bodies, such as the manufacturers and wholesalers for obtaining information on all trade subjects.

The formation of a fund from which heirs of members should receive a certain amount at death, and the abolition of fees for the payment of protest charges on notes, cheques and bills of exchange, were two resolutions referred to committees.

A request that the C.M.A. and the Wholesale Merchants' Association adopt collective measures to prevent credit being given to unduly qualified men starting in trade, was laid over for future consideration.

All the old Dominion officers were re-elected: J. G. Watson, Montreal, President; B. W. Ziemann, Preston, First Vice-President; T. Beland, Quebec, Second Vice-President; J. A. Beaudry, Montreal, Treasurer; and E. M. Trowern, Toronto, Secretary. Besides those named above the following delegates were present: Adam Ballentine, Hamilton; A. L. Geen, Belleville; M. Moyer, Toronto; A. Gervais, Joliet, Que.; L. F. Hebert, Shawinigan Falls, Que.; and W. Boyvin, Montreal. All the delegates were the guests of the Canadian National Exhibition directors on Thursday, Sept. 10.

The next meeting will be held in Montreal during the second week of August next year.

DRIED FRUITS EN ROUTE.

Direct Steamer on the Way From Denia —Tendencies in the Market.

The first direct steamer to Canada from the Mediterranean loading with dried fruits, left Patras for Denia, Tuesday of this week. She will complete her cargo at this port, and then sail for Canada. Advices state that the boat will be loaded to capacity. Currants continue firm, and indications point to a higher market, as an evidence of which several offers under ruling quotations having been promptly turned down. New crop Velencia raisins, the first to arrive, reachel Montreal by S.S. Corsican Sept. 11, and on being opened proved of fine quality. The market is steady for this line. French prunes are attractive in price, and although they have not been seen on this market for some time past, they may, in view of high prices asked for Californias, again gain a foothold. Bosnia prunes are also being purchased, chiefly in 25-lb. boxes. Some dealers have already ordered California prunes, despite high prices.

A steady business is being done in nuts. Shelled walnuts, 1907 crop, freshly cracked, are in demand at advancing prices. New Marbot walnuts, for November shipment, are quoted reasonably low, and some business has been effected. On the whole, the outlook for a fair business in dried fruits and nuts appears favorable.

APPLICATION HELD OVER.

The application for a winding-up order for the Ontario Sugar Co., of Berlin, the rather complicated case which was to have come before Justice Falconbridge in Toronto on Tuesday, 15th, was not dealt with at that date, being held over. The application, it is stated, will be taken up on Saturday.

PERSONAL NOTES.

W. G. Patrick, of Patrick & Co., Toronto, is enjoying a somewhat extended business trip in England and on the continent. He is expected home in a couple of weeks.

James Bain, one of Hamilton's oldest and best grocers, was in Toronto on Wednesday spending a little holiday among the Toronto trade.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, September 17, 1908.)

A merry war in corn, peas and tomatoes is the big feature of the Winnipeg wholesale grocery market this week, big reductions having been made in Group 2. which will obtain until further notice.

Trouble has been brewing for some weeks and reference has been made in these columns from time to time to the competition in these vegetables. It is not expected that any other lines will be included in the present cutting of prices.

Fine, warm weather this month has been of incalculable benefit to the country. In other years harvesting and threshing have been hindered by cold, wet weather in September, but the conditions this year have been ideal and the grain is being rapidly threshed and marketed. The crop money is getting into general circulation, and the benefit is already being felt. The only drawback to the general situation is the unfortunate strike of the C.P.R. mechanics. The railway authorities are doing their best under the circumstances, but, undoubtedly, their equipment is suffering.

CANNED GOODS—As noted above, there is hot competition in corn, peas and tomatoes, the prices of group 2 being considerably reduced. Quotation are as follows:

	Group No. 1.	Groups No. 2.&3
FRUITS.		
Apples—3's standard per case	2.44	2.34
" Gallons, standard "	1.55	1.52½
Cherries—Red pitted 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	9.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.50	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie unpeeled gallons	2.42½	2.40
" pie peeled gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe l. s. 2's		2.78
" Globe l. s. 3's		4.14
Plums—Damson l. s. 2's	2.28	2.18
" Lombard l. s. 2's	2.28	2.18
" Greengage l. s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red gallons	3.80	3.77½
" black 2's	4.18	4.08
" black gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½
VEGETABLES.		
Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards 2's	1.88	1.55
Early June 2's	1.98	1.65
Sweet Wrinkle 2's	2.18	1.85
Extra fine sifted 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes—2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili " "	2 50
" 2 " " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Corned beef " 2's per doz.	3 10
" " 1's "	1 65
Roast beef	
" 1's, per doz	1 65
" 2's, "	3 10
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

SUGAR—The market continues firm, with an upward tendency. Quotations continue as follows:

Montreal and B.C. granulated, in bbls	5 20
" " in sacks	5 15
" yellow, in bbls	4 80
" in sacks	4 75
Wallaceburg, in bbls	5 10
" in sacks	5 15
Berlin, granulated in bbls	5 00
" " sacks	5 05
B.C. gunnies granulated, 5-18's to bale, per cwt	5 15
" " 5-2-J's " "	5 15
" hard pressed lump, 25's, per cwt	6 35
" " half bbls., per cwt	6 70
" icing	6 00
" bar sugar	5 80
Icing sugar in bbls	5 80
" in boxes	6 00
" " in small quantities	6 30
Powdered sugar, in bbls	5 50
" in boxes	5 80
" " in small quantities	5 85
Lump, hard, in bbls	6 15
" " in ½-bbls	6 15
" " in 100-lb cases	6 15

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 80
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 70
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. kgs., each	2 25

ROLLED OATS—There has been a decline in rolled oats and new prices are now as follows:

Rolled oats, 80 lb sacks, per 80 lbs	2 50
" 40 " " 80	2 60
" 20 " " 80	2 60
" 8 " " 80	2 85

CORNMEAL—The market is firm, with an upward tendency. Prices are as follows:

Cornmeal, per sack	2 35
" per ½ sack	1 20
" per bale (10, 10's)	2 65

BEANS—White beans are advancing in price and some houses are now asking $2.50 per bushel for hand-picked, and $2.35 for 3-lb. pickers.

POT AND PEARL BARLEY—Pot barley, $2.80 per sack. Pearl barley has declined and quotations now are $4.05 per sack and $2.10 per half sack.

MAPLE PRODUCTS—

Sugar, 2 lb. boxes ¼s. and ½s	0 09
Syrup gallons ½ doz. to case, per case	5 65
" ¼ " 1 doz. to case, "	3 15
" ½ " 2 doz. to case "	6 25

FOREIGN DRIED FRUITS—

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 10
Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 00
" " 14's	1 05
" " selects " 28's	2 20
" " " " 14's	1 15
" " layers " 28's	2 25
" " " " 14's	1 20
California raisins, choice seeded in ½-lb. packages per package	0 07
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 08
" ¼ " " "	0 08½
Prunes 90-100 per lb	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 08½
" 40-50 "	0 08½
" 30-40 "	0 09½
Silver prunes	0 10
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 12½
Peaches, per lb	0 10
Apricots, standard, per lb	0 09½
" choice, per lb	0 10½

SPANISH ONIONS—New stock is quoted at $1.15 per crate.

NUTS—

Shelled Walnuts, in boxes, per lb	0 27
" " small lots, per lb	0 29
" Almonds in boxes, per lb	0 30
" " small lots, per lb	0 32

BUTTER—Produce houses are buying at the following prices, delivered in Winnipeg.

No. 1 dairy print, per lb	0 20
" tu's or boxes, per lb	0 19
" 2 " prints, per lb	0 17

EGGS—Buying price is 22 cents f.o.b. Winnipeg for candled eggs.

LARD—Prices are as follows:

Pails, 20 s, per pail	2 25
3's per case of 24	8 00
5's, " 12	7 90
10's, " 6	7 85

NORTHWEST FRUIT GROWERS' CONVENTION.

The annual convention of the Northwest Fruit Growers' Association will be held in Portland, Ore., the first week in December. The fruit growers of British Columbia are advised to go in force and maintain the reputation won at the last convention. The City of Kelowna, B.C., is preparing to make a visit in style. They will likely charter a special car to take them direct to Portland, returning via Spokane. During the whole route the banner of the orchard city will be displayed on either side of the car.

NEW WINNIPEG WHOLESALE GROCERY.

Winnipeg is to have a new wholesale grocery house within the next month. Thomas H. Lock, formerly of Foley, Lock & Larson, is to be manager of the new firm, which will be known as Thomas H. Lock & Co., and is capitalized at $200,000. The President of the company is J. F. Fummerton, and the Secretary, W. H. Reed.

CORRESPONDENCE

(Continued from page 31.)

place the one destroyed by fire last fall. The new building will be open for this season's business. Mahler's local evaporator will commence operations this week.

W. J. Radley, who has been carrying on a grocery business at the corner of Prince and Murray Streets, Chatham, has retired from business, and intends going on the road.

John S. Gesner opened a new grocery in Ridgetown last week, in the store formerly occupied by Mr. McFarlane.

Broom corn is the latest specialty to be added to the list of Essex and Kent crops. Mr. Doan, of Windsor, a broom manufacturer, has discovered that the Essex soil is specially adapted to the raising of broom corn, and has been making experiments which go to show that the corn can be raised here at approximately one-quarter the cost of the Ohio broom corn, which is the main source of supply. It is likely that the new crop will be extensively grown next year.

At last the long anticipated revival in business, often prophesied for this autumn, has apparently arrived. During the last few weeks, the grocery business has been excellent—indeed, one merchant states that the week before last was the best in the history of his business. The revival may in part be credited to the large fruit crop this year. A big fruit crop always has a stimulating effect on business, owing to the demand for sugar and other canning and preserving accessories. Nevertheless, there is no doubt that there is a very considerable trade revival now under way, and merchants generally look forward to a prosperous fall and winter. Building, which has been very slack here since last fall, is picking up, probably $150,000 worth of building being already in sight for the coming fall. The manufacturers, though their factories are not as busy as in some years, are laying in raw materials quite extensively, which is an encouraging sign. Crops throughout the country could not be better. The outlook is, therefore, a very bright one.

The canning season, responsible for a share of the business revival, will still continue for several weeks. Merchants report some difficulty in procuring sealers this season, though the difficulty was more in evidence a few weeks ago than it is to-day.

An important business change has just taken place whereby H. G. Reed once more returns to the grocery trade. Mr. Reed has purchased the business of Gerber & Son on King St., near the C.P.R. station. Mr. Reed formerly conducted this business, but sold out some years ago to Ingram Taylor, who later disposed of the business to Gerber & Son.

Dresden canning factory is working overtime, it being necessary to add a number of hands to fill orders.

This season's potato crop throughout Kent is said to be the best in years. Potatoes are not only plentiful, but large, and the yield is far beyond the expectations of the average farmer. During the heavy rainfalls a few weeks ago white specks appeared on some of the potatoes and it was feared that rot would follow, but, with the return of dry weather, the specks have disappeared, and all danger to the crop is now over. Apples are reported to be only a fair crop, though the late apples are of good quality, there are many trees without a single apple on them.

A movement is on foot at Leamington to have all the stores close at 7.30 three nights a week. Dry goods and hardware stores and butcher shops already close three nights a week at six.

Following the adoption of a definite house numbering scheme, the city council are now moving for a free postal delivery for Chatham. The Mayor and Finance Committee have been appointed to interview the Postmaster-General.

BARRIE.

September 15.—Tomatoes this year have been locally one of the biggest crops on record, and also one of the cheapest. Tomatoes grown here which other years were retailed by the fruit men at twenty-five cents a basket and considered a fairly good bargain by the purchaser are now being sold by the same retailers at ten cents, and a good big basket at that, full of good sound stock. The very hot, dry weather is responsible, the growers say, and nearly all the tomatoes will in the next two weeks be harvested unless we get some good heavy rain that will soak into the ground and make up for the drouth.

S. Calwell, who recently gave up his grocery business, and who has been spending two weeks in Newport, Atlantic City and other places in the States, returned last Thursday looking very much improved by his trip. He will now indulge strictly in the grain business which he carried on with his grocery previously.

Butter was a little easier on Saturday, the average price paid being 21c a pound, while eggs are being bought freely at from 18c a dozen to 20c. Spring chickens are selling at 10c to 12½c; young ducks at $1.00 to $1.25 a pair. Potatoes sold Saturday as low as 50c a bag, while for No. 1 stock, 65c was paid. Apples are still very cheap here and were sold at 50c up to $1.00 a barrel.

LONDON.

September 15.—Wholesale and retail grocers report an unusually active demand for sugar and fruit jars, vinegar and spices, the reason being that housewives are now in the midst of their preserving and pickling operations.

The Retail Grocers' Association held their regular monthly meeting on Wednesday evening. Hucksters are said to be still violating the market by-law in spite of recent prosecutions and the association decided to employ private detectives to get after the offenders. The local wholesalers were cordially thanked for their generous donations on the occasion of the recent big picnic. The association adjourned for a couple of months.

A local retailer states that certain wholesalers are granting concessions in the matter of discounts to favored dealers, and naturally claims that such discrimination is unfair to others. More will likely be heard of this matter if there is anything in the story.

A meeting of grocery clerks is to be held this week, when the question of organizing a sick and social club will be definitely decided.

KINGSTON.

September 15.—James Crawford, R. J. Carson and J. Y. Parkhill got a car each of potatoes from Nova Scotia recently, and as there is no end of murphys now the price went down 20c a bag. The farmers don't like these carloads brought in, as it nearly puts them out of business. One car was ordered for the soldiers' camp here, but it came in as they were going out.

Slow railway service, too bad, isn't it?

T. R. Carnovsky, the big fruit man on the corner, had a busy time Saturday, surrounded with thousands of baskets of peaches, plums, pears and grapes, but he was equal to the occasion and went in and out, around and over and across like a king bee.

Potatoes, $1.00 a bag; apples, $1.00 to $1.50 a bbl.; eggs, 25c doz.; butter, 28c lb.; tomatoes, 25c a bushel. Jack Frost will soon be here and the market will suddenly change.

Queen's College will soon swing back its doors and the influx of 1,500 students with northern appetites will make the grocers happy, for they gobble up a lot three times a day. Yes, it certainly makes business brisk. Jim, the grocer, said there were too many grocers, and the sooner a license was put on the business to lessen the number, the better.

One of our grocers was driving too fast lately and a lady member of the Humane Society ordered him to stop and got in and demonstrated the proper way to drive. He courteously thanked her for her trouble and went on with his orders.

Larry Murphy, a cheese buyer and exporter and grocer, reports big sales lately, owing to a drop in the market. He tells me that twin cheese, or two in a box, is in great demand owing chiefly to so many cheese cutters being used now. Larry looks well and feels better since his trip to Ireland. He met some one on that fatal trip that has changed his course in life. I haven't heard the particulars yet, but was informed that Jim the grocer saw a lady throw a china bowl of Japan rice at him. I will try and find out the meaning of it all for my next letter.

Fred. Vanluyen, who sold his grocery a few months ago, has regained his health and strength and with rest and recreation has added 20 pounds. Fred. thought of going to British Columbia, but felt it was getting too hot there, so he has bought one of the finest peach farms in Grimsby and intends going extensively into the fruit business. I have known Fred. many years and never found him to be anything but straightforward. I don't know what he will be in the fruit business until I get a shipment and find out whether the big

peaches are on top or not. He leaves Kingston with many good wishes.

The honey men have had a few bad seasons and their losses have eaten up all their past profits. Feeding sugar and getting no returns is hard on the bank account. One bee man told me it cost him $1,000 to keep his bees over Winter.

Say, John, you have been coming 20 minutes late every day lately, that is to say, 10 in the morning and 10 at dinner time. Do you know that that means three weeks' holidays in a year and the other week makes a month. Do you think that is fair and honest? You know time is money and if so you have just beaten your boss out of about $30 or $40.

P. G. Wilmot has assigned. He came in off the farm about three years ago and ran the grocery, corner King and Princess Streets. He has had the experience and the creditors will have a meeting shortly and divide up the proceeds. Farmers will dabble in grocery stocks, thinking there is a gold mine, but when they dig a few years they are glad to throw down the commercial pick and scoop.

HAMILTON.

September 15.—A letter appeared in your paper recently in reference to the glass jar trade that appealed very strongly to the grocery trade here. This jar business has been a source of trouble to everybody in Hamilton who ever had anything to do with them. A number in the trade here have expressed themselves to the effect that they would not handle them at all, only that the customers look to the grocery trade for them. This looks like a bad state of affairs when the best men in the trade are compelled by custom to handle a line that shows a loss. The complaints this year are fast and furious, bad glass, bad rings, bad rubbers, bad packing—and no redress. If the Government were to let down the bars for a year it might dawn on these people that glass jars can be made in Canada as good as in the United States.

The trial case for conspiracy against the Wholesale Grocers' Guild is again announced. This case is interesting to Hamilton people, as the case originated in the courts here.

At the last meeting of the Retail Grocers' Association a donation of $100 was voted to further the work of the Retail Merchants' Association. Very kind things were said of the work the association has accomplished, and the effect it has had on Government legislation.

OTTAWA.

Sept. 14.—The mercury for some days has been very high. Such reading for this time of the year is nearly unprecedented. In addition to this high temperature the atmosphere is sultry to oppressive degree. The tomatoes ought to ripen alright, but market gardeners will have to keep the hose going to prevent burning up of vegetables.

Councillor Mulligan, of Aylmer, who has just returned from an extended trip to England, and Ireland, speaks in very glowing terms of the Canadian exhibit which he visited while in London. He states that the display of Canada's products and resources is conceded by all who attended to be the finest of any national exhibit there. Considerable attention is given to the dairy industry, and the display of butter is a very fine one and attracts much attention.

With all the booths sold, meaning fifty exhibitors, every indication points to the pure food fair being held by the Ottawa Retail Grocers' Association in connection with the Central Canada Exhibition, being a great success. The selling of all the spaces reflects great credit upon the executive, and grocers throughout the country will watch progress of the show with considerable interest.

"Although there was a shortage in a car of sugar shipped to Messrs. H. N. Bate & Sons of Ottawa, on Saturday, the missing bags have not by any means been laid to thieves yet," said M. Donaldson, of the G.T.R., when asked if the report were true that nearly a ton of sugar consigned to Messrs. Bate & Sons, from Montreal, had been stolen from one of their cars during transit. "Of course," Mr. Donaldson continued, "we are not in a position yet to state if the loss is due to the work of thieves, but this is unlikely and it is far more probable that the shortage is the fault of the shipper sending the goods."

Fall jobbing trade and to a lesser extent retail demand, has been better this week, being helped by the opening of the season of fall festivities and the continuance of buyer's excursions. Collections are now classed as normal. However, trade is still below the same period of last year. There is a disposition to order merely for immediate or nearby necessities pending a clearer view of the political outlook, and the reaping of the later autumn crops.

ST. THOMAS.

September 14.—The fees system goes into operation at the local market on Wednesday next. The farmers are strongly opposed to the innovation, as well as a majority of the grocers. As London is a free market, it may have a tendency of drawing trade to that city from this vicinity. Saturday was a busy day and both markets were crowded, the amount of produce on hand being enormous. Early in the morning butter was stiff at 28c lb., but before the close the price dropped to 25c. Eggs were in demand, and 22c was the highest price. Potatoes were 25c a peck. Peaches were in large supply, and 11-quart baskets sold from 60c to 90c, according to quality. The latter were Elbertas, and also late Crawfords, which ripened three weeks' earlier this year than last. Hence with light yield now promised, housekeepers who delay getting their supplies may be disappointed as they are under the impression that peaches would be an immense yield.

Fruit jars and sugars are the sellers these days. Grocers are unable to fill their orders, and it is likely there will be a famine for jars before the season closes.

Your Brandon correspondent in last week's issue stated that J. F. Price, grocer, of that city, had been on a vacation visit to St. Catharines, his former home, which is incorrect, as Mr. Price visited in St. Thomas and received his grocery training with Egan Bros., of this city.

Times are improving on the railroads here and new crews are being put on and the M.C.R. shops, which had been on short time, are working fifty-five hours a week, and new men are being constantly taken on. On September 10th, pay cheques to the amount of $46,000 for the month of August were paid in the locomotive department of the M.C.R. alone, so with the road department added to that, an idea of the great benefit this source of revenue is to the city is shown. During the stringency many of the employes were laid off and the grocers have carried them, and, no doubt, with coming prosperity, the men will be able to settle their arrearages and appreciate the kindness of the grocers in their distress and patronize St. Thomas merchants instead of those of Buffalo and Detroit.

TORONTO.

There's a nice little group of stores up around the corner of Bloor and Bathurst Sts., in that section so rapidly being filled up as an exclusive residential section. There are some good grocers among them too, who are laying aside savings enough to keep them comfortably in later years. The district is filled principally with the better class of people who want goods of the best quality and are willing to pay for them. On the corner of Bloor and Markham, for instance, is Wrigley Bros.' store, which was illustrated in The Grocer some time ago. The stock here is kept clean and bright, the windows in good shape and Mr. Wrigley's activity keeps things well on the move.

A little further east Mr. Scott has a store which, though not overly large, is one of the cleanest and most convenient in the city. A pretty tiled floor aids in giving this effect but the whole place is an ideal of true tidiness, from floor to counter to shelves and back again. A dainty-looking silent salesman placed near the door displays an appetizing-looking line of good confectionery and seems to bring good returns. A fish box is also an attractive feature.

Just east of Bathurst on Bloor, Geo. Burfoot has a store which is busy from morning till night. The stock is well kept and the service is of the best. Mr. Burfoot also keeps a fish box just in front of the counter and this acts as a mighty good advertisement. The best of the seasonable lines are carried, the box is kept scrupulously clean and well iced and the department, according to

Mr. Burfoot, is a first-class money-maker.

These stores all get good prices but they sell good groceries and give good service, which after all is pretty nearly the secret of running a successful grocery business.

J. J. Burton, grocer, 1156 Queen W., has assigned.

Robt. Nixon, grocer, 135 Pape Ave., has sold his business to Alf. E. Mundy.

The Toronto Co-operative & Equitable Society, which has been conducting a grocery at the corner of Dovercourt and Main Street since May, last week opened another store of a similar nature on Dundas Street, in West Toronto. The new store, as well as the old, is located in a section in which English and Scotch people, who were familiar with the co-operative system in the Old Land, are living. The society seems to have secured some measure of support from this class.

Considerable interest has been manifested by Toronto grocers in the Thos. J. Lipton Window Dressing Contest, and there promises to be a large number of entries when the contest closes on September 21. The editor of The Grocer, who is to do the work of judging, wishes it to be understood that the windows will be judged with no reference to the names attached. The photos, as they are received, are carefully filed so that the name cannot be seen and the decision will be made without any knowledge as to who are the fortunate competitors.

AN EMPLOYES' CONFERENCE.

How One Grocer Keeps in Touch With His Staff and Gains Valuable Ideas.

The proprietor of one of the most up-to-date stores in Montreal has a system whereby he keeps in touch with all his employes. This is accomplished by means of weekly meetings. At these conferences everyone has an opportunity of airing their views. Drivers sometimes find fault with the way goods are packed, and they also have a better opportunity of feeling the pulse of the people, as they come in contact with them in the privacy of their own homes, and when the customer thinks the goods have not been delivered according to the order given, the driver very frequently finds it out, and if he is tactful and diplomatic he can smooth out their ruffled feelings and save a customer for his employer. If the fault is with the store, and not an imaginary one, he has an opportunity of reporting it at the meeting, and in this way the difficulty is obviated at the next delivery to that house. New ideas emanating from the members of the staff are enunciated and discussed, and a concensus of opinion rules as regards adaptability. In many cases, this gentleman states, he finds himself on one side and all the staff on the other, and he immediately yields, because he knows the clerks are in closer touch with the people than he himself, and he finds this method of deciding questions works out admirably. The advantages of such a system as this are manifold, as it gives everyone an opportunity of having "a finger in the pie," so to speak, and each one feels that they are an integral part of the machine. This engenders interest, and interest brings more effort, and more effort brings more sales, so they feel that they are contributing their share towards the success which the store is winning. It is surprising how many bright ideas are hit upon in this way, and what is more surprising still, sometimes they come from the most unexpected sources. Very frequently a new idea at first seems ridiculous, but upon more mature consideration the salient features begin to assume worth, and, after discussion, the plan evolves into a feasible one. The employes soon learn that they can give expression to their ideas, however radical they may be at first, and they learn to have confidence in their employer and confreres, and they also know if their suggestions come within the pale of reason they will be considered and respected.

THE C. P. R. AND RUNNING RIGHTS

Correspondent Questions Statement Regarding the Matter in a Recent Issue.

The following letter regarding an item which appeared recently in these columns was received during the week. It is self-explanatory. If the article in question was, as the correspondent says, misleading, it was certainly not intentionally so. The letter, naturally, is written from the St. John viewpoint. —Editor.

"Editor Canadian Grocer,—Permit me to call your attention to the editorial in your Maritime Board of Trade number of The Canadian Grocer, dealing with the resolution introduced by the Halifax Board, requesting the granting of running and haulage rights over the Intercolonial to the C.P.R., which as it stands is very misleading.

"You state the resolution was finally carried by a majority of twenty-eight on a vote of seventy-six, and this may be taken to pretty well represent the concensus of feeling regarding the matter in the three Provinces represented.

"While it is a fact that those in opposition to the resolution, as presented, were greatly outnumbered, a glance as to how the vote was made up will readily show that it is by no means the 'consensus of feeling regarding the matter in the three Provinces.'

"The representation which the Halifax Board alone had at this meeting, owing to the fact that it was held in Halifax City, was more than sufficient to have outvoted the entire representation from New Brunswick.

"There were seventy-six votes recorded, fifty-two for the resolution and twenty-four against. New Brunswick had nineteen delegates at the meeting when the vote was taken, made up as follows: Moncton, 8; St. John, 7; Chatham, 2; Sackville, 2.

"Sackville, a town near the Nova Scotia border, voted with Nova Scotia for the resolution, reducing New Brunswick's opposition to seventeen, and two of the five P.E.I. delegates voted against the resolution. In order, therefore, to make up the twenty-four who voted in opposition, five of the Nova Scotia delegates must have voted against the resolution.

"According to the vote taken the 'concensus of feeling' would be something like this:

For running rights—Nova Scotia, 47; P.E.I., 3; New Brunswick, 2—52.

Against running rights—New Brunswick, 17; P.E.I., 2; Nova Scotia, 5—24.

"I hardly think that the action taken at the Maritime Board meeting in carrying this resolution by an overpowering Nova Scotia majority, can be considered to represent the feeling of the Maritime Provinces.

"Trusting that you will give this letter publicity in the next issue of The Canadian Grocer.

"W. E. Anderson, Secretary St. John Board of Trade."

DON'T NEGLECT THE SIGN.

It is often the case that customs, because they are old, fall into disuse, with disastrous results. Undoubtedly one of the best forms of publicity is the old-fashioned sign bearing the firm name and the character of the business. Frequently the stores having the most unpretentious exteriors have the finest interiors. This, however, is to be regretted, as the outside of the store is the part which comes under observation first, and sometimes first impressions count for a good deal.

A good, generous sign is always a help, and many a person has been influenced by it. Some municipalities forbid signs which project over the sidewalk, but where they are permitted they are first-class trade getters.

Illuminated signs are also excellent publicity mediums, but their use is not so applicable to the grocery business.

THE DEADLY HOUSE FLY.

E. P. Felt, the New York State entomologist, has issued the following special warning: "Dwellings with hundreds of house flies are hardly sanitary, while buildings devoted to traffic in comestibles and swarming with flies are not only insanitary but a menace to public health. Recent studies have shown a close parallel in large cities between the abundance of flies and the frightful mortality among infants during the heated term. The deadly typhoid fever will soon demand its heavy annual tribute in both life and strength. The common, apparently harmless, house fly is known as a carrier of the intestinal germs so deadly to both infants and adults, yet its baneful potentialities are ignored for the most part.

"Nothing but criminal indifference or inexcusable ignorance is responsible for the swarms of flies so prevalent in many public places. A general insistence on the part of purchasers that all foods and drinks be kept free from danger of infection by this insect would soon render unprofitable stores and other places of traffic where the house fly is allowed to swarm unchecked."

Curators have been appointed for the general store business of Jos. Morin, St. Theodore de Chertsey, Que.

LARGE MEXICAN ORANGE CROP.

Advices from Mexico state that the railroads of that country are doing a good business in handling orange shipments for the United States. The movement of the fruit began the latter part of August. The crop is said to be unusually large and several hundred carloads will be shipped to the United States. The first carload of oranges ever made from the Isthmus of Tehuantepec, destined to United States points, was made this year. It is stated that large shipments will be made from the Tampico territory and from the older orange districts of Jalisco and Sonora.

So far none of these oranges have been placed on the Canadian markets, but Toronto has received some Jamaica oranges in barrel lots, about 33 dozen being in a barrel. The California orange crop will be a large one and will be placed the latter part of October, about two weeks earlier than past seasons.

FIGURING PROFIT.

The great trouble with many grocers is that they figure out their profit when they buy the goods. If they figured out their profit after the goods were sold Salada would wonderfully increase in the estimation of the retailer, as it is far more profitable than bulk or other packet teas that take so long to sell that they eat all the profit up in interest and deterioration.

PRETTY COMPLETE ORGANIZATION.

Forty Hull grocers assembled recently to consider a scheme for protecting themselves from loss by bad debts. Joseph Martel, the President, was in the chair. Three new grocers were admitted into the association, leaving only a few more in the city to be organized. These the association expects to get in for the next meeting.

A PURE FOOD CONGRESS.

Gathering in Geneva, Switzerland, Will Define Pure Foods.

Great interest is being taken in all parts of Europe in the "White Cross" Congress, which opened at Geneva on September 8. The White Cross Society was formed a year ago, its object being to fight disease of all kinds, and particularly to devise means for the suppression of adulteration of food.

More than 700 delegates from various countries are in attendance, and one day will be set aside to decide on a definition of what are and what are not pure foods.

OPPORTUNITIES FOR PROVISION DEALERS.

E. H. S. Flood, Canadian Trade Commissioner in the West Indies, writing from Barbadoes under date August 14, speaks encouragingly of the opportunity for Canadian trade with the Leeward Islands. After telling of an increase of imports to the islands the past year he says in part:

"It will be seen that these colonies have imported much more largely than last year. It has been a prosperous year, and there is every hope of a continued prosperity. Canadian manufacturers and dealers in provisions and breadstuffs would have an opportunity to increase their trade in these islands. It will be seen that the greater part of the imports come from Great Britain and the United States. There is a strong Canadian feeling developed there, and an effort is being made by the legislature to induce the different islands to agree to such a rearrangement of the tariff as will give Canada the benefit of a scale of preferential duties, the friendly sentiment now existing should induce Canadians to push for a greater share of the trade."

TRADE NOTES.

J. J. Burton, grocer, 1156 Queen St. west, Toronto, has assigned.

The Rex Fruit Co., Moose Jaw, has completed the erection of its new warehouse.

W. J. Corbit, confectioner, Orangeville, Ont., has sold his business to M. Henry.

W. E. Mitchell, fruiter and confectioner, Vancouver, has discontinued his business.

A meeting of creditors of A. Ross & Co., general merchants, Miniota, Man., has been held.

A curator has been appointed for the grocery business of H. A. Chary & Co., Campbellton, Que.

The assets of J. E. Paquin, general merchant, Normandin, Que., are to be sold on September 11.

Frank L. Benedict, of Montreal, has been appointed local agent for the Niagara Falls Canning Co.

Church & Moore, Brantford, have sold their grocery business to Geo. J. Harp, who will conduct it as well as his West Brantford business.

W. and J. Kennedy have opened an attractive retail store at 231 Maisonneuve St., Montreal, under the style of Kennedy Bros., where they are handling teas, coffees, and spices. Both are young men of progressive ideas and should make good.

The Washburn Co., wholesale fruit dealers, Brockville, have amalgamated with the C. E. Plain Co., Ottawa, and the latter concern will conduct the Brockville business as a branch of the Plain Company.

The People's Brewery, Hamilton, has been incorporated with a capital of $250,000, to manufacture, besides beer, aerated, mineral and soda waters. The provisional directors are: W. H. Yates, jr., S. Hill, F. A. Lee, W. I. Le Dioyt, and H. Carpenter, all of Hamilton.

A. L. Bennett, formerly of Jamaica, and now of Montreal, has entered the firm of W. S. Goodhugh & Co., sugar and molasses importers. Mr. Bennett's entry, as partner, will not make any difference in the firm name, which will remain the same as formerly.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

The first shipment of new Valencia raisins for Geo. E. Bristol & Co., Hamilton, arrived in Quebec by steamer Empress of Ireland, on Friday, September 11. Send in your orders.

The Onward Manufacturing Co., of Berlin, Ont., whose advertisement appears on another page, are placing on the market a new scale, particularly suitable for grocers' use, for which several advantages are claimed. It is a computing chart scale, weighs up to 30 pounds, and gives a range of prices from 4 to 30 cents a pound. Further particulars are given in the advertisement.

It is the common belief of grown-ups that the charms of the other sex do not make much appeal to the extremely young, but an incident that happened in a Cleveland school the other day would seem to prove the contrary.

Little Nellie Jones, aged ten, seemed to be very uneasy. She wiggled around in her seat for a long time, and finally gave a little jump. The teacher noticed the girl start and asked what was the trouble. Nellie declared that Willie, in the seat behind her, had pinched her.

THE HEN AND THE DOORKNOB.

By Herbert Kaufman in the Montreal Gazette.

Once upon a time there was a fool hen who sat on a china doorknob for three weeks expecting to get a family. The only thing she did get was experience.

The advertising field is full of "china doorknob propositions"—examples of merchants who expect good newspapers to hatch money out of bad egg businesses, or who put sound nest eggs under the wrong "advertising hen."

There are three principles to follow in an advertising campaign:—First of all, find a business that will stand advertising; secondly, find the newspaper that will make the advertising pay; thirdly, give the newspaper time to pay.

You can't start in to breed dollars in less time than it takes to hatch them any more than you can pull a hen off the nest before she has had the chance to incubate. In both cases you simply waste what has been invested. If you stop too soon you will get a rotten egg instead of a chicken.

Advertise something out of which you may reasonably expect returns and when you have found what to advertise, take care that you place your copy in a newspaper that can turn the trick. Don't delude yourself with a china doorknob, and don't confuse a "rooster newspaper" which spends its time cock-a-loruming, for a "hen newspaper" that is too busy hatching out dollars to strut about crowing.

The Original Package
Ingersoll Cream Cheese
"IN BLOCKS"
Spreads Like Butter

KEEP IN A COOL PLACE
INGERSOLL CREAM CHEESE
IS ALWAYS SOFT IN TEXTURE DISTINCT IN FLAVOR AND EVERY PARTICLE CAN BE CONSUMED
AVOID IMITATIONS
INGERSOLL
REGISTERED
TRADE
MARK
CREAM CHEESE
IS OF THAT CREAMY CONSISTENCY WHICH IS SO PLEASING TO THE TASTE.
ASK FOR AND INSIST ON GETTING THE ORIGINAL
INGERSOLL CREAM CHEESE

FOR SALE EVERYWHERE

There is only one **INGERSOLL CREAM CHEESE** in blocks. It is known favorably **EVERYWHERE** for the quality never changes. It is constantly in demand by **EVERYONE** for its distinct flavor, soft texture and creamy consistency. **"IT REALLY SPREADS LIKE BUTTER."** To the trade it carries a guaranteed profit and an active and increasing sale.

BEWARE OF THE IMITATOR

AGENTS:

Mason & Hickey, Winnipeg, Man.
W. J. Youell, Toronto, Tel. College 5032
The J. A. McLean Produce Co., Ltd., Toronto
W. H. Dunn, Esq., Montreal
Robt. Colwell, Halifax, N.S.
Wm. Forbes, Ottawa
Cyrus King, Hamilton
J. A. Wilson, London
J. B. Renaud & Co., Quebec
R. R. Rankin, St. John, N.B.
Baird & Peters, St. John, N.B.
The Riley Ramsay Co., Port Arthur.

Order from any wholesale grocer, our agents, travellers or from Ingersoll.

STOCK ONLY THE ORIGINAL PACKAGE

MANUFACTURED BY

The INGERSOLL PACKING COMPANY, Limited
INGERSOLL ONTARIO CANADA

Royal Salad Dressing

has many imitators and imitations. There are plenty of people trying in one way or another to sell these imitations on the strength of the value, merit and popularity of **ROYAL SALAD DRESSING** by saying it's just as good.

Royal Salad Dressing is made only by

The Horton-Cato Mfg. Co.
Windsor, Ont.
Detroit, Mich.

LARD

is scarce and has advanced in price. We can supply you and we can also give you excellent Lard Compounds and Cooking Oils.

F. W. Fearman Co.
Pork Packers and Lard Refiners
Phones 674 and 675. 17 MacNab North
Hamilton, Ont.

Careful selection of Hogs suitable for Canadian trade.

Strict attention to all details in curing.

Only the best quality of meats in stock.

ASK FOR

O'MARA'S BACON
HAMS, LARD and SAUSAGES

Prices gladly quoted, delivered your station, for large lots.

JOSEPH O'MARA
PORK PACKER
PALMERSTON, - ONTARIO

Breakfast Bacon
Skinned Backs
Hams and Rolls

Finest Quality. Made from Selected Hogs.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, Sept. 18, 1908.

Once before during this season the dairying industry of Eastern Canada has suffered from drought, as it is suffering at the present time. The prospects were very good for an excellent Autumn make, but this long-sustained dry spell will consume a large amount of the available time, even if it comes to an end soon. Reports from all over the Province tell of forest fires and lack of rain. The result of this has been to cut down the production one half. Nearly all the farmers of the Eastern Townships are badly off for sufficient water for their stock. The unfortunate part of all this is the fact that the cows have entered upon this long drought in a very unsuitable state, owing to a not too great abundance of feed during the whole season and last Winter. There is, according to reports from England, a demand for Canadian second grade cheese in spite of the high prices which are prevailing. The demand for the finest grades has fallen off almost entirely, but seconds are being bought. Last week several large shipments went forward, which were being held for English accounts. The prevailing high prices, which have put export trade out of the question as a profitable investment, to a large extent have shown us that the English people have formed a decided taste for our cheese, as the anxious inquiries arriving would indicate, also even limited buying in the face of these high prices is further evidence. The British buyers are losing some confidence in the Canadian market owing to the contradictory statements which are being received. They are convinced that some powerful combination on this side is manipulating the market to suit their own purposes. This, however, is not serious, as very frequently conditions arise which might convey this idea, but subsequent events remove doubts, and trade comes down to a sound basis.

Just at the present time New Zealand cannot be reckoned with as a factor in the English market, as this is her least productive season. Her cheese begins to arrive in large amounts after the close of our own trade.

The "New Zealand Dairyman" publishes a paper read by W. M. Singleton, Assistant Dairy Commissioner, at the Dairy Show, Palmerston, North N.Z. "The phenomenal increase in our cheese industry during the past season suggested the advisability of preparing a paper for this conference, which would open the subject for discussion. During the past season our exports of cheese increased from 176,379 cwts. in 1906-7, to 291,617 cwts. in 1907-08, an increase of 65 per cent. on the previous season's exports. This in itself is one of the records in a dairy season which has been so replete with exceptional experiences in the history of dairy produce and its marketing, that the season itself becomes a record-breaker on account of the number of records it has established.

"Our registrations of cheese factories in 1905-6 numbered 82, this season there are 150—an increase of 83 per cent. in the two years, while the season of 1908 shows an increase of 41 registrations, or 38 per cent. over the preceding season. From 82 cheese factories in operation two years since, have been requisitioned managers and first assistants for the increase of 68 factories—or from every six factories we have had to procure men to direct the work of five additional factories." This goes to show that England yearly has a greater field to draw her supply from.

Receipts of cheese last week amounted to 87,813 boxes, as against 87,334 boxes for the corresponding week of last year. Total receipts of the season, since May 1, 1,320,455 boxes, as compared with 1,496,910 boxes for the corresponding period of last year.

Shipments of cheese from Montreal last week were 60,675 boxes, as against 68,972 boxes for the corresponding week of last year. Total shipments, since May 1, 1,192,938 boxes, as against 1,358,735 boxes for the same period of last season. The prediction made some time ago that this year's yield would equal last year's production, looked like a possibility well within reasonable judgment, but receipts show that we are 176,455 boxes behind last year's record. With favorable weather this could be made up, but the present conditions will just about render it an impossibility. Prices rule at 12¼ to 12½c for Westerns, and 12⅝c to 12¾c for Easterns. For small lots, 13c is asked.

The butter market is firm, in sympathy with stronger prices ruling at country points. The present prices are a trifle too steep to foster much export trade, although shipments have by no means fallen off completely. Dry weather in the Townships has curtailed the production largely, and it now looks as though last year's record would be out of the question. The falling off in price in the English markets has been due to the increased supplies arriving from Denmark and Siberia. The advance in prices some time ago resulted in smaller consumption, and this was followed shortly by increased supplies from Denmark and Siberia, and as a consequence the price has now gone down a little.

Receipts of butter last week were 13,522 packages, as against 13,860 packages for the corresponding week of the last year. Total receipts since May 1, 308,211 packages, as compared with 306,066 packages for the same period of last year.

Exports of butter last week amounted to 1,612 packages, as against 5,098 packages for the corresponding period of last year. Total exports since May 1, 74,282 packages, as against 62,682 packages for the corresponding period of last year. Prices rule 24c to 25c for best creamery, and 20c to 22c for best dairy.

THE PROVISION SITUATION

Toronto, Sept. 17, 1908.

With their plants running at half to three-quarter capacity, some of them even less than that, and with a demand for pork products at home alone that can scarcely be satisfied with the output, Canadian packers of hogs are naturally feeling somewhat intensely the short hog supplies. From all parts of the country comes the same story. Farmers either have not the hogs or else will not deliver them, with the probability falling on the first reason. Reports of slight receipts have been given for some weeks but lately this condition has been more than ever apparent and is rapidly becoming apparent. This, too, in the face of the fact that the packers' price, $6.75 f.o.b., ought to be rather a good inducement, gives additional color to the often-repeated statement that the Canadian farmers are going out of hog raising.

The British market is in more favorable condition this week. Prices have advanced from 1 to 2 shillings on Irish and Danish bacon, which is almost certain to be felt in Canadian shortly, and the feeling generally is stronger. Shipments of Danish, about 35,000 weekly, and Irish also, have been considerably lighter than earlier in the season and stocks are said to be pretty well cleaned up. This looks encouraging for business for Canadian firms, but with home conditions as outlined above the outlook is not so promising.

In face of the continued light supply, the price rose from $6.25 to $6.75 this week, off cars prices being $7.10 to $7.20. Even this has not effected any noticeable improvement.

Local trade is very good, with an increasing demand for the better cuts. These lines and lard also, are feeling a good deal firmer, the whole being attributable to the short hog supplies.

The United States market has seen a crisis during the past week, owing to short supplies and manipulations on the part of the packers. In the last two weeks the price has been steadily climbing, the movement being based ostensibly on the reduced corn crop prospects, helped later by the reduced number of swine in the country according to the Government report, but really engineered by the packers, who own the comparatively large stock of hog products at this time of the year owing to decreased consumption on account of the high prices at which they have held them the past six months on the idea that the relatively higher prices and

GEO. W. PROUT
WINNIPEG and BRANDON, MAN.
Wholesale Produce
Always a Buyer and Seller
WRITE ME

Saskatchewan Merchants!!
Get highest CASH prices on the
REGINA MARKET
(and prompt returns) for your
BUTTER, EGGS and POULTRY
by shipping direct to
THE REGINA
FRUIT AND PRODUCE CO.,
ROSE ST. REGINA, SASK.
Trial orders and correspondence solicited

SALT
Car lots of Fine, Medium or Coarse,
in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

We Want Butter!
Dairy Tubs, Creamery Solids
We will buy f.o.b. your station, in large or small quantities.
Write or phone us with best quotations.
Rutherford, Marshall & Co.
Wholesale Produce Merchants.
TORONTO.

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

USE OVAL WOODEN BUTTER DISHES.
THOMAS BROS., St. Thomas, Ont.

When writing advertisers kindly mention having seen the advertisement in this paper.

scarcity of beef would stimulate demand for hog products.

On Friday, Sept. 11 the price went to $7.20, and the strength in the market continuing, on Saturday the price was advanced to $7.30, the highest figure which has been reached since 1903. Retail butchers say that if the price is sustained, pork will be a luxury. Pork chops, bacon, tenderloins and hams will go up at a bound.

The situation has not been reflected in Canada to any extent, but if present conditions in the markets are intensified as they have been across the border, such a state of affairs is possible.

PROVISION MARKETS

MONTREAL.

PROVISIONS—There is a stronger feeling in this market for bacon owing to the shorter supplies which are arriving. Locally prices have not changed yet, but it is highly probable there will be an advance soon. Advices from England state there has been an advance there in Canadian bacon. The demand has been fairly good, and prices steady.

Heavy Canada short cut mess pork, in tierces	34 00	35 00
" " " " " bbls	23 00	24 00
Selected heavy Canada short cut clear boneless pork	24 00	24 50
Heavy Canada short cut clear pork	....	23 00
Very heavy clear pork	24 00	24 50
Plate beef, 100-lb bbls	....	08 00
" 200 "	....	15 50
" 380 "	....	23 00
Pure Lard—		
Tierces, 375 lbs	....	0 12½
Boxes, 50 lbs., grained	....	0 12½
Tubs, 50 lbs., "	....	0 12½
Pails, wood, 20 lbs., parchment lined	....	0 13
Tin pails, 20 lbs., gross	....	0 12½
Cases tins, 10 lbs. each	....	0 13
" " 5 "	....	0 13½
" " 3 "	....	0 13½
Compound Lard—		
Tierces, 375 lbs	....	0 08½
Parchment lined boxes, 50 lbs	....	0 08½
Tubs, 50 lbs	....	0 08½
Wood pails, 20 lbs. net	....	0 09
Tin pails, in cases	0 09	0 09½

BUTTER—The butter market is steady and the price is firm, around 25½c. The make at the present time is showing excellent quality. The dried up condition of the country is curtailing the make visibly now. Supplies arriving from some quarters are becoming much smaller. Locally, the market is strong under a good demand.

Fresh Creamery, solids, lb	0 25	0 25½
" " prints, lb	0 25	0 25½
Dairy, tubs, lb	0 20	0 22½

EGGS—There are good supplies arriving for this time of the year, and the price has been well maintained. The local demand continues good and the market is fairly active. Quality is improving steadily, due to cooler weather.

New laids	....	0 24
No 1 Eggs	0 19	0 20
No. 2 Eggs	0 15	0 18

HONEY—Honey is arriving in fairly large quantities, and the volume of business is good, so demand and supply are keeping about even. This condition of affairs is keeping the price steady, at the same level reported at the last quotation.

White clover comb honey	0 13	0 14
Buckwheat, extracted	0 10	0 12
Clover, strained, bulk, 30 lb. tins	0 09	0 10

CHEESE—Locally, the cheese market is firm, and the demand is good. In spite of the unfavorable conditions prevailing in the country the receipts taken day by day for some time back are in excess of the corresponding days of last season. Quality of cheese arriving is also good. The price for Eastern has declined a shade since last week. Westerns have advanced ½c.

Cheese, Easterns	0 12½	0 12½
" Westerns	0 12½	0 13
" old	0 15	0 15½

TORONTO.

PROVISIONS — Continued steady business is being done in all lines with the bulk of trading in high-priced cuts and products generally. Quotations on nearly all lines have advanced from a quarter cent to a cent and a quarter. This is due principally to a scarcity of hogs. Commission and provision men generally have been drawing on their reserve stocks to fill orders, and some dealers have been unable to supply certain lines. Bacon, shoulders and backs are up and lard, too, has advanced. There is very little lard to be had at present.

Long clear bacon, per lb	0 12	0 12½
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11½	0 11½
Light hams, per lb	0 14½	0 15
Medium hams, per lb	0 14½	0 15
Large hams, per lb	0 12	0 12½
Shoulder hams, per lb	0 10½	0 10½
Backs, plain, per lb	0 17½	0 18
" pea meal	....	18
Heavy mess pork, per bbl	18 50	19 00
Short cut, per bbl	....	23 50
Lard, tierces, per lb	....	0 13
" tubs "	....	0 13½
" pails "	....	0 13½
" compounds, per lb	0 8½	0 09½
Plate beef, per 200-lb. bbl	15 50	16 00
Dressed hogs	0 09½	0 09½

HONEY—Prices are somewhat easier this week, and on account of this more business has been done. For 60-lb. tins 8½c to 9¼c is asked, and the smaller sizes are going at from 9c to 10c. Combs run from $1.60 to $1.75 a dozen.

BUTTER—Supplies continue fair and demand is quite equal to the pace set. Packing continues and with the cooler weather for keeping the butter the better grades are somewhat firmer in price.

	lb.	lb.
Creamery prints	0 25½	0 26½
Creamery solids	....	0 24½
Farmers' separator butter	0 23	0 24
Dairy prints, choice	0 22	0 23
" " ordinary	0 18	0 20
" tubs, choice	0 21	0 23
Bakers' butter	0 18	0 19

EGGS—The shrinkage is very much less than during the hot summer days. The quality, too, is better. Supplies are fairly free and prices remain unchanged from a week ago, 20c to 21c being asked.

CHEESE—Quiet business is being done at stationary prices. Very little old cheese is to be had, and with the present month at an end old cheese will be almost impossible to obtain.

Cheese, large, prime old	0 14½	0 15½
" " new	0 13	0 13½
" twins, new	0 13½	0 13½

POULTRY — Spring chickens have gone up a cent. Supplies, though not so free as last week, are coming in pretty well. Ducks are more plentiful, but turkeys are scarce.

Spring chickens, per lb, live	....	0 10
Hens per lb., live	....	0 07
Young ducks, per lb	....	0 08
Turkeys, per lb	....	0 13

The makers of **"Gillett's Goods"** started business over 50 years ago in a modest way. To-day they operate the largest factory of its kind in the British Empire, and their goods are sold all over the world. Only good goods, upright dealing and continued improvement could have obtained such a result.

Magic Baking Powder.
Gillett's Cream Tartar.
Gillett's Perfumed Lye.
Royal Yeast Cakes.

Good Goods with a Reputation.

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

ESTABLISHED 1852.

☛ **Merchants should recommend food products that are produced in CLEAN factories.**

Clark's Potted Meats

The advertising campaign now running in the daily press is designed to help you and other dealers, not only by stimulating the demand in your district for CLARK'S goods—but by creating an increased consumption for this line.

From experience of previous campaigns the response of the public will be immediate and sustained, because they know the quality of CLARK'S MEATS.

See that you are ready to meet the demand in the following lines.

CLARK'S PORK & BEANS
" POTTED MEATS
" CORNED BEEF
" OX TONGUE

WM. CLARK
Manufacturer
MONTREAL

THE VALUE OF BOVRIL

and the advantages of its use will be explained persistently and continuously in the public press through the Fall and Winter.

See that you have stocks of all sizes. 1 oz., 2 oz., 4 oz., 8 oz., and 16 oz. A post card addressed to

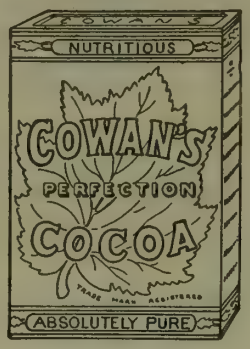
BOVRIL Ltd.
27 St. Peter St. MONTREAL

will bring you, Express prepaid, a supply of attractive show cards for your store.

COWAN'S

Cocoa and Chocolate

Absolutely Pure



Perfect in Flavor

The people of Canada want Cowan's Cocoa because the best is none too good for Canadians.

The Cowan Co., Ltd.

Finest Imported Biscuits

The Reputation of Carr & Co.'s Biscuits

needs no strong arguments to convince the dealer of the value of stocking same. Their quality makes for steady and profitable trade.

Your best customers will be pleased to have you tell them of Carr's Biscuits.

CARR & CO., CARLISLE, ENGLAND

Agents: WM. H. DUNN
MONTREAL and TORONTO

CANADA. No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Chocolate Season

The weather is getting cooler, the nights longer, and more refreshing, cheering drinks longed for. To prepare the drink of all drinks, get your customers to use

Mott's Chocolate

There are two brands to remember, for drinking and eating, and cooking purposes——

"Diamond" and "Elite"

brands. Your Jobbers carry both.

John P. Mott & Co.,
Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

1/3 of a Dollar is your profit

On every dollar's worth of Force you sell. Your competitor can't cut your price without cutting his profit, because he can't get a better price from us than you can. There are no "mental reservations" in favor of anybody to this **"FORCE"** proposition. "All grocers look alike to us," and we want them all as friends.

THE H-O MILLS
HAMILTON, - CANADA

THE FLOUR AND CEREAL MARKETS

Markets Generally Strong Though Little Change Since Last Week—Local Business Good and Outlook Very Encourag ing.

Very little change is evident in these markets since last week's reports. The advance in rolled oats was general and the market continues active on the new basis, bearing out statements made recently in these columns. Local business seems to be particularly good everywhere and there seems to be a really evident revival of trade.

The flour market, also, continues firm. No changes are noticed since last reports. Manitoba wheat is coming down in quite heavy supplies and the outlook is very encouraging.

MONTREAL.

FLOUR—Improvement in volume of business can be reported for the past week. This condition is due to increasing business in the country. Inquiries are also arriving from foreign countries. Locally, stocks held are not large, and the price remains firm.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household,	6 00
Glenora	5 50
Manitoba spring wheat patents	6 00
" strong bakers	5 50
Five Roses	6 00
Harv st Queen	5 50

ROLLED OATS—As reported last week, there has been an advance of 5c per sack, and 10c per barrel, on rolled oats. Considerable business has been done on the new basis, demand having shown considerable improvement over previous week.

Fine oatmeal, bags	3 05
Standard oatmeal, bags	3 05
Granulated " "	3 5
Golddust cornmeal, 98-lb bags	2 75
White cornmeal	1 95 2 00
Rolled oats bags	2 55
bbls.	5 35

FEED—Bran has been in good demand during the week, and the price has been well maintained. Stocks are very small. There has been considerable activity in the shorts and middlings market, inquiries coming in in greater volume. Some of the smaller mills, which have been closed down, are reopening, so in a short time supplies, which at the present time are limited, will be sufficient to cover requirements.

Ontario bran	21 00 23 00
Ontario shorts	25 00 27 00
Manitoba shorts	25 00 26 00
" bran	00 22 23 00
Moullie, milled	27 00 31 00
" straight grained	27 00 33 00
Feed flour	1 60 1 70

TORONTO.

FLOUR—The market continues very strong though no change has been reported during the week. Manitoba wheat is arriving freely and will soon be made use of. Export business is almost nil.

Manitoba Wheat.

90 per cent. patents	5 30
85 " "	5 00
Strong bakers	4 80

Winter Wheat.

Straight roller	3 70 3 80
Patents	4 6
Blended	4 20

CEREALS—There has been no change since the advance of 5c in oatmeal noted last week. The market continues firm at the advance and local business is very good.

Rolled wheat in barrels, 100 lbs.	2 65
" oats in bags per bag 90 lbs.	2 80
Oatmeal, standard and granulated, in bags 98 lbs.	3 10

CEREAL AND CONFECTIONERY NOTES.

Wm. Wheeler, baker, Peterboro, has assigned.

Geo. Thomas, confectioner, St. Catharines, has assigned.

A. D. Wishart, confectioner, Renfrew, has offered to compromise.

The bakery of Cleo Leblond, Ste. Marie, Que., was burned last week.

Curators have been appointed for Thibodeau & Cyr, wholesale confectioners, Montreal.

W. Charest & Frere, biscuit manufacturers, Quebec, have dissolved. The business will be continued by Wilfrid Charest in his own name.

J. A. McLachlan, baker and confectioner, Glencoe, Ont., has commenced the erection of a new building to replace the one recently burned.

B. C. FRUIT UNION.

A new fruit company to be known as "The Okanagan Fruit Union," has been formed at Vernon, B.C., to handle the products of the Okanagan orchards. The capital of the new company is placed at $250,000, and W. C. Ricardo, J. Kidston, W. R. Pooley, R. H. Agur, R. M. Palmer, B. McDonald, J. Barnett, E. M. Carruthers and W. T. Shatford, all of Vernon, are interested parties.

CRANBERRY CROP IN NOVA SCOTIA.

Annapolis Valley Will Yield About $50,000—Best Season on Record.

Special Correspondence of The Canadian Grocer.

Halifax, September 14.—The cranberry crop in the Cornwallis and Annapolis Valleys this year is reported to be one of the best on record. The owners of the bogs are now watching for frosts and are burning fires at night to protect their crops. There are between five and ten thousand barrels in the Valleys and these are worth at least five dollars per barrel. At Lower Weymouth the bogs are in full bearing and the quality is first class. There is also a very large crop along the Sissiboo River and tributaries. There promises to be a good market for cranberries this season as the crop in the United States is short.

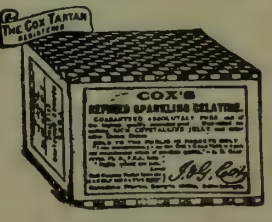
The Salvation

of a business man's reputation and the preservation of his profits, alike depend upon his giving honest value. Whenever a grocer sells a package of

he is giving his customer honest value for every cent of the price. Mooney's Perfection Cream Sodas are positively unequalled for delicious, lasting freshness. Every cracker is crisp from the opening of the package down to the last one in it.

The Mooney Biscuit & Candy Company,
LIMITED

STRATFORD, - CANADA



COX'S INSTANT POWDERED GELATINE

A PURE Powdered GELATINE dissolving instantly in HOT WATER, MANUFACTURED and PACKED by Messrs Cox under the control of their scientific staff

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd
Gorgie Mill
EDINBURGH.

Are You In On This?

There are hundreds of grocers making good money on Meurisse Chocolates. Are YOU one of them? Best imported line.

Send for prices and samples.

CHOCOLATS MEURISSE

J. A. HERREBOUDT, Manager. 23 Lemoine St., MONTREAL

Agents: Mathewson's Sons, Montreal; T. E. Charest, Quebec; W. C. Scott, 76 Queen St., Ottawa.

White Moss Cocoanut

Sells Everywhere

Standard For Years

MADE BY

The Canadian Cocoanut Co., = Montreal

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered Gelatine

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice Lozenges

NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

POT AND PEARL BARLEY AND FEED

CALEDONIA MILLS

John MacKay Limited - - - - - Bowmanville, Ont.

Freight is no more on full strength
MAPLE SYRUP
containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.
Canada Maple Exchange, Limited, Montreal

Small's

TRADE MARK. Small's

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

THE MOST NUTRITIOUS COCOA

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal
Agents.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM · ESTABLISHED 1871

TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES.

Satisfaction Guaranteed. Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

"Men Who Sell Things"

What Respect for One's House Really Means—A Homily on Dress and Orderliness, One of the Important Factors of Salesmanship—Something About Displaying Samples.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

My line was displayed in a large, hustling, northern Michigan town. Our house had practically no business there, and my first three visits were devoted largely to an effort to interest the largest concern in the place; but I failed.

On my fourth trip I found the buyer of my line away on sick leave. The head of the house was a crusty, nervous old man; but not wishing to be turned down altogether, I summoned courage enough to approach him.

In the place of the curt refusal I expected to receive, to my surprise, he asked in a quick, sharp manner if I would be in my room at the hotel at twelve o'clock. Receiving a reply in the affirmative, he promised to meet me there at that hour. With eager expectancy I went back to wait out the interval. I was nervous and dreaded his coming, for that was my first experience face to face with a big merchant.

He was on time to the second. With youthful indiscretion I greeted him rather more effusively than the occasion required, which he failed to notice, however, for he pushed right by me into the room without any ceremony whatever. Before I had recovered my mental equilibrium, he was firing questions at me, two at a time, concerning the value of various items in the line. Without giving me time to answer even his first inquiry, he started for the door, with the remark that he guessed there wasn't anything he wanted. Stopping on the threshold, he turned and said, "If you have a black silk at——. I can use a few pieces."

"Certainly," I said, "I'm sure we have it," and commenced a search that ended in despair. The piece-goods samples were jumbled in a telescope with two or three other lines, and in spite of desperate efforts to locate that silk sample, I couldn't put my hand on the right one, although I knew it was there.

He got impatient, and I got nervous, which gave me blind staggers, and I couldn't have found that sample if it had stood in front of me as large as the statue of Liberty. Muttering something about "disorderly salesmen," he rushed out, banging the door behind him. I dropped into a convenient chair in a cold sweat. Ten minutes later I located the offending sample and started to run over to his store with it, when it struck me that he was probably at luncheon. At one-thirty I found him in his office and hastened to apologize for the delay.

"Never mind troubling yourself, young man," he said, in a rasping tone, "I have just placed an order for twenty pieces of the silk I wanted with a New York salesman who keeps his samples where he can find them." And then to give good measure, he added, "If you remain on the road and expect to succeed, you'll have to keep your wits about you."

The loss of that order amounted to four hundred dollars, besides a chance to get an opening-wedge in with a gilt-edge concern. I didn't need any coaching after that, on how to keep stock in the sample-room.

Proper care of samples is as necessary as effective display or orderly arrangement.

Three Vital Factors.

The three vital factors in the successful sale of goods from samples are: first, the standing of your house; second, your own power of persuasion; third, the condition of your samples.

The most painstaking salesman will find that with packing and unpacking his trunks every day, his samples soon become worn and unattractive. What then hapepns to the careless man? Many a time I have seen a line of what had once been choice goods in an utterly shabby condition before they had been out ten days, and for the balance of a trip of several weeks the salesman carrying them was obliged to make the best showing he could with ruined samples.

It is a difficult matter, even for a buyer possessing the keenest imagination, to stretch his fancy from a straw-hat sample that looks like a punctured bushel basket to the smart article of headgear it was when it came fresh from the factory.

When a clothing salesman extracts from a pile a garment that resembles a linen duster instead of the snappy, up-to-date coat that it once was, his customer is very likely to class it with the "has-beens" and ask to be shown something in the prevailing style.

A good-looking sample is a sale half-made.

An Illustrative Story.

When I was in the jobbing business at D——, a prominent straw-goods manufacturer called on us, accompanied by his regular salesman.

The occasion of his visit was to introduce a new line. He succeeded in arousing the interest of our hat-buyer, who induced me to go along with him to the manufacturer's sample-room to look his line over. Picking up a certain block that he thought was destined to have a great run, the manufacturer started to show forth its merits. Stopping suddenly, his eyes riveted on a certain spot on that hat, he called his salesman over to our group, and there in front of us all gave the unlucky fellow the worst "roasting" I ever heard.

"Do you see that dent in the crown of this hat?" he asked.

It was so small that the rest of us had failed to notice it; but his salesman admitted it was there.

"Well," continued the manufacturer, "haven't I told you repeatedly to pack your samples so as to insure them against damage? In another two weeks this sample will be utterly worthless. Do you expect to finish your trip introducing this hat, and to take orders from it in a dilapidated state?"

The manufacturer worked himself up to a great state, while his salesman stood before him, utterly unable to defend himself. Although he was guilty of carelessness, he was too manly to offer excuses, so said nothing.

"Perhaps you know where another line is coming from; I don't," his employer started in again. "I tell you

(Continued on page 78.)

Mr. Groceryman

¶ You are in a favorable position to take advantage of the offer of the Orange Meat people.

¶ They are advertising a series of Cash Prizes to the parties sending in the largest number of Carton bottoms taken from their Orange Meat packages.

¶ These prizes range from one dollar each up to a single Cash Prize of Seven Hundred Dollars, or an annuity of Fifty-two dollars every year during the life time of the Winner. Begin immediately. Full particulars on Card found in every package.

FRUIT NEWS

Elberta Peaches, fine shipping stock now arriving. Advise you to place your order this week. Will see you get good value.

Grapes are reasonable and should be good sellers.

McWILLIAM
Mc. AND E.
EVERIST

Let Us Have Your Orders.

Will Charge Market Price Day of Shipment.

Our Goods are First Class and Prices Right.

25-27 Church Street, Toronto

B. L. O. E.

Best Lemons on Earth

"ST. NICHOLAS"
"HOMEGUARD"
"KICKING"
"MAPLE LEAF"
"PUCK"

THE BEST QUALITY HONESTLY PACKED

J. J. McCabe

32 Church Street, Toronto

FRUITS, VEGETABLES AND FISH

Canadian Fruits Expanding Their Markets—Preserving Season Now On—Grapes a Bumper and Peaches a Good Crop—New Brunswick Potatoes Displacing Native Lines in Interior Markets—Smoked and Dried Fish Lines Coming to the Front.

Canadian fruit lines appear to be enlarging their markets. British Columbia is looking after territory as far east as Winnipeg, and will this year try Australia and Great Britain. Niagara Peninsula fruit is now being sold on practically all the Ontario markets and not a few centres in Quebec Province, Montreal being a remarkably good customer, and Nova Scotia is looking after the Eastern Quebec and Maritime field. Southern and Western Ontario and the districts about Georgian Bay are increasing the output of hardy fruits and are cultivating the export trade as well as enlarging their local selling boundaries.

Preserving is now going on up and down the country, and this fact has kept all fruit and vegetable preserving lines firm in price, although supplies are freer than last year. Grapes will be a bumper crop this year about St. Catharines and the Niagara River, and much of them will find their way to the markets, as the wine-makers are offering but half the price they did a year ago. Something like 20 cars of grapes went out from St. Catharines to Montreal one day recently. Of course this does not mean that that city took them all, but that they would be distributed from that centre. Peaches, too, are a good crop. They do not seem to last long on the markets, however. If there is any financial depression in the country, there certainly is no reflection of it in the fruit line.

New Brunswick potatoes are increasing their hold farther and farther away from home, some Ontario markets selling practically no other line. They sell from five to ten cents a bushel more than the natives, but the demand is for New Brunswicks, even at the higher price. They certainly look better than Ontarios. Western Ontario, however, reports the home variety as more than holding their own, and at a price better than New Brunswicks obtain in the larger centres.

Fish lines are beginning to undergo a seasonable change. The interior markets are beginning to handle dried and smoked lines, though as yet the demand is light. Fresh fish just now are better and firmer than for three or four weeks past, but by October supplies will be rather scarce.

MONTREAL.

GREEN FRUITS—A strong feeling prevails in the fruit market, many lines having gone ahead since our last quotations. Bananas are an exception, however, and are a little easier, while some fruits remain the same as at our last report. The sudden firming up of the market is due to the fact that supplies are not keeping up to the demand. Canadian applies are going forward to England in fairly large quantities, and the local trade in apples is good.

California oranges, late Valencia	4 00	5 00
Peaches, boxes	1 50	2 00
Plums, basket rate	1 00	2 00
Pears, boxes	2 75	3 25
Verdell lemons	3 75	4 00
Bananas, per bunch	1 25	1 75
Cocoanuts, per bag		3 50
Watermelons, each	0 30	0 40
Pineapples	4 75	5 50
Blueberries, 18-20 qt. box	1 75	2 00
New Apples, per bbl	1 75	3 25
Montreal melons, per basket of 13-14 melons	3 00	5 00
Blackberries, per quart	0 08	0 14
Can Peaches, basket	0 75	1 00
" Plums, basket	0 50	0 75
" Pears, basket	0 40	0 60
Blue Grapes	0 30	0 40
Green "	0 25	0 35

VEGETABLES—The vegetable market is about evenly divided between declines and advances. Some lines have gone forward, while others have weakened. Among the former are parsley, green peppers, lettuce and cabbage. Celery, beets, carrots, tomatoes, beans, corn, turnips and squash have declined. Other lines remain the same. The demand has been only fair during the week.

Parsley, per doz. bunches		0 25
Sage, per doz		0 50
Savory, per doz		0 25
Celery, doz		0 35
Water cress, large bunches, per doz	0 25	0 50
Spinach, box		0 50
Green peppers, doz	0 15	0 20
Montreal cucumbers, doz		0 15
Beets doz bunch		0 10
Carrots, doz. bunch		0 10
Montreal tomatoes, gin box	0 15	0 40
Spanish onions, large crates		2 75
Lettuce, per doz		0 40
Radishes, doz	0 10	0 20
Horse radish, per lb		0 10
Beans, green, bag		0 75
Egg plant, doz		0 40
Cabbage, doz	0 30	0 50
Montreal new potatoes, bag	0 90	1 00
Onions large bunch,	0 15	0 20
Fresh corn, per doz	0 07	0 12
Turnips, bag		0 75
Pumpkins	0 16	0 20
Squash		0 15

FISH—Haddock and cod are more plentiful, and prices are lower. Whitefish and lake trout are arriving more freely. Dore and pike are still scarce. Brook trout is more plentiful. Small supplies of halibut are expected this week. The bulk oyster season has opened and free supplies are arriving. The demand has been very good during the week.

Fresh and Frozen Fish.

B.C salmon, frozen		0 14
Brook trout, lb		0 22
Haddock, per lb	0 05	0 06
Fresh halibut		0 10
Mackerel, "		0 10
Dore, "		0 12
Steak cod	0 06	0 07
Market cod, lb	0 04½	0 05
Pike, lb	0 05	0 06
Whitefish, lb		0 10
Lake trout		0 10
Sea trout, lb		0 12
Flounders, lb		0 10
Bluefish, lb		0 17
American live lobsters		0 24
Bullheads (dressed)		0 10

TORONTO.

GREEN FRUITS—The Exhibition over, business is settling back to the old grooves. There was a waver for a day or two, but quite early in the

week trading was growing brisk again. This week peaches and grapes will hold all the attention. The former are plentiful and the latter a bumper crop. Demand, however, is so great that prices have remained pretty firm—that is, peaches are firm, being picked up immediately at whatever is asked, and grapes, while selling at a reasonably low price, seem to be bringing satisfactory returns to the growers. Plums are getting scarce and are firming up a little. Melons, too, were not plentiful enough in supply, with a consequent tightening of prices. The preserving season is now in full swing and this one feature more than any other has caused a very big demand to be made for all domestic lines.

Peaches, Canadian, Crawfords	0 50	1 00
" " Elbertas	1 00	1 25
Plums, Canadian, greengage	0 45	0 70
" " large blue, basket	0 40	0 60
Pears, Canadian, Bartlett	0 30	0 50
" " preserving	0 25	0 35
Grapes, Canadian, blue, basket	0 20	0 40
" " green	0 20	0 40
" California, green, crate	1 75	2 75
Apples Canadian, basket	0 25	0 30
" early fall, bbl	1 75	2 00
Crab Apples, basket	0 20	0 25
Musk Melons, Canadian, basket	0 40	0 50
Cantaloups Canadian, salmon flesh, case	0 60	1 00
Blueberries	0 90	1 00
Oranges, late Valencias, California, box	4 00	5 00
" Jamaicas, bbl		6 00
Lemons, California	3 75	4 50
Limes, per case		1 00
Bananas Jamaicas, firsts	1 75	2 25
" Jamaica eights	1 00	1 25
" jumbos	1 40	1 85
Watermelons	0 15	0 30
Blackberries	0 08	0 12

VEGETABLES—Ontario potatoes are no more numerous on the Toronto market than they were a year ago, even though there is a larger crop. New Brunswick Delawares have the call, and appear to be working their way westward. For some reason or other the scabby skin on some of the Ontarios debar their sale. Pickling lines are firm in price and are productive of much business. Some fancy tomatoes are offered this week. One line is called pear tomatoes because of their resemblance in shape and color to the pear. Another line is a miniature tomato about the size of a quarter.

Cucumbers, Canadian, per basket		0 20
Gherkins, basket	0 50	0 75
Tomatoes, Canadian, red, per basket	0 15	0 25
" green		0 15
Beets, Canadian, basket	0 25	0 35
Egg plant basket	0 20	0 25
Beans, wax, per basket		0 40
Potatoes, Ontario, per bush		0 75
" New Brunswick, per bag		0 90
" sweet barrel	3 00	3 75
" " hamper	1 50	2 00
Onions, Spanish, per 50 lb. crate		0 90
" white, pickling, basket	0 60	1 25
" Canadian, dried, basket		0 30
" Valencia extra, cases	2 75	3 00
Carrots, new, per bushel	0 40	0 50
Green Peppers, basket		0 25
Red Peppers, basket		0 35
Cabbage, Canadian, bbl		1 25
Green corn, doz	0 08	0 10
Vegetable marrow, basket		0 25
Squash, basket doz		0 30
White turnips bush		0 50
Cauliflower doz		1 50
Celery native doz	0 35	0 40
" imported, doz		0 60

FISH—Smoked, cured and dried lines are arriving presaging the advent of fall. Fresh lines are more plentiful than during the Exhibition weeks, and are firmer in flesh, too. Prices are unchanged, except oysters, which are now graded, running from $1.65 to $1.85 per gallon. There was a decline in demand for a few days during the crowded week of the Exhibition, but trading is becoming active again.

Apples and Onions

We are now booking orders for Best Canadian Hand Sorted

YELLOW DANVER ONIONS

Most perfectly cured and guaranteed long keeping.

Car lots of 400 sacks a specialty.

Orders for 25 bag lots can be shipped direct from the fields, smaller lots from ***Toronto and Hamilton Warehouses.***

APPLES. Fall and Winter Varieties. Car lots or less—close quotations. ***CRANBERRIES.*** First shipment of Fancy Cape Cods will arrive this week.

WHITE & CO., Limited

TORONTO and HAMILTON

W.B.

Wholesale Fruit Broker

NOW offers ALMERIA GRAPES MARMALADE ORANGES

Best Quality. Direct Shipment. No Letter of Credit.

W. B. STRINGER

Toronto Canada

FRESH ARRIVALS

Extra Fancy New Verdelli Lemons

California Late Valencia Oranges

All Sizes.

(Extra Fancy "Golden Orange" brand.)

Water Melons and Bananas

All Kinds Canadian Fruits and Vegetables

Also

California PLUMS PEARS PEACHES Prices Reasonable

HUGH WALKER & SON

GUELPH, ONT.

A car of fancy New Verdelli Lemons, Fancy Late Valencia Oranges, Musk Melons, Watermelons, and a full assortment of all home grown fruits, fresh every day.

THE DAWSON COMMISSION CO., TORONTO

MEN WHO SELL THINGS.

(Continued from page 75.)

what it is, I want you to take more care with these samples. If it takes all day to pack up, you see to it after this that they are packed to avoid breaking."

The salesman was saved from further reprimand by a telephone call from the office. When he had left the room I asked his employer if he wasn't a little rough on him, and whether such talks were not more effectively conducted in private.

"Perhaps so. No doubt you are right," he answered in a half-apologetic manner, "but it is so exasperating. I lost my self-control for the moment. Permit me to explain, however, what my salesman knew from long experience, that a new line of samples like these is made ready only after weeks of work and great expense. Our sample line is our stock in trade until the orders are all in and the factory running. A duplicate line could not be had, excepting at great cost and a loss of time. In any event, there is really very little excuse for careless packing. A damaged sample is a poor foundation argument upon which to build a satisfactory business in a new line."

Barring the unpleasantness of the sample-room incident, that talk impressed me so, that, immediately on returning to my office, I caused to be sent out to our own traveling men a detailed account of what had taken place.

The Duty to the House.

A salesman's duty to his house does not consist alone in reaching a satisfactory figure in volume of sales. Other things require his attention to complete his real worth. Profit, not sales, is the objective point of every house. Chasing sales instead of profits is a disastrous game for either salesman or employer. Wanton extravagance in expense, loss from damage on samples, returned goods, and claims of whatsoever nature, resulting from loose methods in making sales, are all profit-drainers. If you wish your sales to increase, and if you have an honest interest in seeing your house make profits, see to it that your sample-line is kept in the best possible condition.

Again: orderliness plays an important part in the clerical work every salesman is obliged to do each day. Your bad penmanship may be pardoned if you have not had the advantages of thorough training, but there can be no possible excuse for you if your orders are so carelessly transcribed as to be incomprehensible.

We had in our employ a man of exceptional ability as a salesman; but in spite of his superior attainments in other respects, it seemed impossible for him to transcribe an order properly. The habit of carelessness had such a hold upon him that, in spite of the repeated efforts of the head of the house and others, down to the order clerk, he could not be made to reform. He would invariably omit the name of the town, or the customer's name, or neglect to state departments, so that the office was in a constant turmoil when filling his orders. He was great on abbreviating. He would so abbreviate words that only he and a mind-reader could have deciphered them. We never could get him into the habit of being orderly about these things.

Avoid Disorderliness.

Don't let the habit of disorderliness grow upon you if you want to be a help instead of a nuisance to the order-filling department, where so much depends upon quick service. Be particular also to see to it that your manager is kept in constant touch with your movements on the road. At times it means much to any business to be able to reach a salesman within a few hours by wire.

Some men travel their itinerary with the precision of an advance agent for a theatrical company. The office can put its finger on them any time, anywhere around the circuit, almost on the instant. And their return home occurs on the very day and hour of their original schedule left in the office on their departure. Others leave behind a carefully prepared route list, and from the moment their backs are turned on headquarters, they proceed to hop, skip and jump erratically over their territory. They are never to be located, and seldom return within three or four days of scheduled time. When they do come in, it is ten to one that a bee-line is made for the manager's office, where they begin to kick about being "neglected" on new samples and other current matter such as was sent out to the men every few days.

Keep in touch with the office if you want the office to keep in touch with you.

Be orderly about everything pertaining to your work, and your interests and the interests of your house will move forward with clock-like precision, bringing satisfaction of a triple alliance nature to customers, house, and salesman.

(To be Continued.)

AID FOR THE TRAVELER.

Some people think it's an easy matter—selling goods. A man in the manufacturing business said the other day: "It's easy enough when the salesman is showing something the trade KNOW ABOUT. But it's a mighty hard proposition to sell anything, however good, which is not known to the trade." That manufacturer knew what he was talking about; he had tried the selling game under both conditions and now he helps his salesmen by continued and GINGERY advertising in good trade newspapers. Stands to reason, too, when you come to think about it!

WHERE TRAVELERS STOP.

Good hotel accommodation makes the life of the traveler on the road for weeks much more "like at home." Ottawa has a number of fine hotels, but for cosy, home-like rooms, excellence of cuisine, and attentive politeness of the attendants, none can surpass, and few equal, the Hotel Cecil. Walter B. Walby is the proprietor of this hotel for commercial men, and he has endeavored to make it perfect from the standpoint of the man with the grip. That he is succeeding in his efforts is evidenced by the increasing number of travelers stopping at the Cecil, and still further by the good words all have for the Cecil who have stopped there. Being up-to-date in every particular, running water in the rooms, rooms with bath, electric light, etc., and being centrally located, it appeals to the business man every time. Mr. Walby's many friends who knew him during his 17 years at the Grand Union will be pleased to learn of his success.—Advt.

MORE NEW BOATS.

A few days ago Boston joined the choir of American cities chanting a dirge over the loss of the grain-exporting trade.

An eminent Canadian statesman has said that "the 19th century belonged to the United States, but that the 20th was Canada's." It begins to look like it. News has reached this side of the launching of the White Star liner Laurentic, designed for the St. Lawrence route. A sister ship, the Magantic, will also soon slide down her ways into the water.

These steamships are specially constructed for the St. Lawrence route, and the Laurentic will be the largest ship plying these waters. All of these happenings are significant, and point to the high probability of the prophecy relating to the possession of the 20th century by Canada.

Patriotic Canadians will be delighted to see the great progress being made by the national port, Montreal.

A. T. Holland, of the Holland Agencies, Montreal, was in Ontario last week on business.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Save Money!

Use a

National Cash Register

Price $40, new.

OUR new prices leave no excuse for any merchant being without one.

Guaranteed new National Detail Adders, $30.00, $40.00 and $50.00. Other kinds generally sold by jobbers, like the Detroit, Victory, Western, Peninsular, etc., $25 00 each, new.

We guarantee the public to sell a better Cash Register for less money than any other concern in the world. We stand uncontradicted. Investigate for yourself.

We have a new line of Total Adders, unequalled in the world, $60.00 up. We supply Registers from $15.00 to $900.00, suitable to any business. All Registers sold on easy terms.

The National Cash Register Co.

F. E. MUTTON, Canadian Manager

Corner of Wilton Ave. and Yonge Street - TORONTO, ONT.

REINDEER condensed COFFEE

Hot Water Only — Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N. S

GROCERS!

We handle all the Brands of

BONELESS, SHREDDED and GREEN COD

Put up by the

ATLANTIC FISH CO.'S HALIFAX FISH CO.

Also ***Crown Brand Kippers*** and ***Bloaters.***

These lines we sell at CATALOGUE prices, and, furthermore,

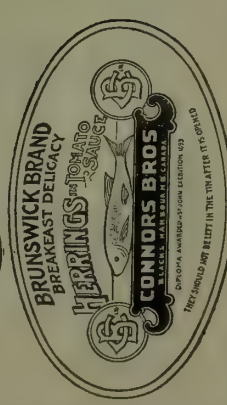
We Deliver Promptly.

O'Connor's Fish Market

Montreal

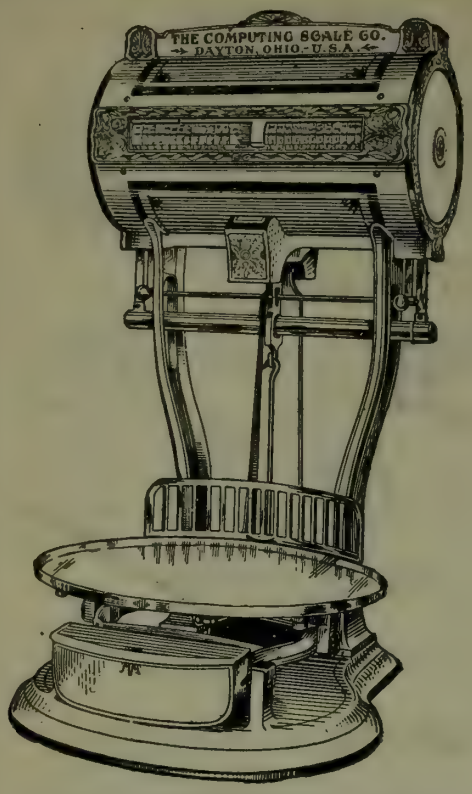
PHONES, UP 4512-4513

THE THREE LEADERS



Connors Bros., Limited

Blaok's Harbor, N.B.



DAYTON MONEYWEIGHT SCALE
NOTE THE LOW PLATFORM

Overweight Problem

Solved!

With this 1907 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

Gives the exact weight for the exacting dealer.
Gives the exact weight to all customers.
True as steel and built for a lifetime of exact weighing.
Weighs to an ounce computes to a cent.
Low platform—only 6½ inches from the counter.
Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited
164 W. King St., Toronto, Ont.

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

FACTS ABOUT GROCERIES

Information of Interest to Grocers and Clerks Regarding the Goods They Hand Over the Counter.

Sugar in Olden Times.

Cane sugar was produced by the Chinese at a very remote epoch. In Western countries it was a more recent introduction. The Roman writers, Pliny, Varro, and Lucian, at the beginning of our era, barely mentioned it. It was then known by the name of Indian salt and honey of Asia, Arabia or India. In 1090, Crusaders arriving in Syria discovered sugar cane, which became a favorite dainty of the soldiers. During the following centuries the sugar cane was introduced into Cyprus, the Nile Delta, the north coast of Africa as far as Gibraltar, Sicily, and the kingdom of Naples. It reached Spain in the fifteenth century and thence was carried to Madeira and the Canaries. In 1644 the French imported it into Guadeloupe and a little later into Martinique and Louisiana. The Portuguese introduced it into Brazil and the English into Jamaica.

According to the Rivista Scientifico-Industriale, a hundredweight of sugar cost the following amounts in London and Paris, from the middle of the thirteenth to the end of the nineteenth century:

Date.	London. Francs.	Paris. Francs.
1260	1,031=$206	....
1300	1,250= 250	....
1350	837= 167	....
1372	....	2,845=$569
1400	1,156= 231	....
1426	....	1,441= 288
1450	1,500= 300	....
1482	....	1,375= 275
1500	267= 53	....
1542	....	340= 68
1550	458= 92	....
1598	....	534= 107
1600	397= 79	....
1650	402= 80	....
1700	266= 53	....
1750	103= 20	....
1800	191= 38	....

In regard to the price of transportation, in 1550 it cost 10 francs, or nearly $2, to send 250 kilogrammes or about 553 pounds of sugar from Antwerp to London, and 24 francs to send 50 kilogrammes by sea from Venice to Antwerp. It is well known that the discovery of the saccharine principle of beet root was made by Olivier de Serres, the gardener of Henri IV., in 1605. The first beet sugar factory was established in 1795, near Berlin, by Achard. In France, at the time of the continental blockade, the increase in price of sugar to 6 francs or $1.20 per pound proved a powerful stimulant to the establishment of beet-sugar factories. On January 2, 1812, Benjamin Delessert, a Paris sugar refiner, presented for the first time specimens of indigenous sugar to Chaptal and declared that the manufacture of beet sugar was in actual operation at Passy. —Scientific American.

Honey in Australia.

The method of obtaining the honey in South Australia is interesting, and even suggestive of poetry and romance. A large number of beekeepers who have taken up the business seriously travel their bees around to wherever the best blossoms are to be found, and the honey is gathered from the flowers of the sugar gum, and, therefore, in addition to the delicious flavor, contains the valuable properties of the eucalyptus, though one would never imagine there was any eucalyptus in it from the taste. South Australian honey is obtained also from the red gum and the blue gum, but the beekeeper is careful not to pitch his camp or place his hives anywhere near many stringy barks or peppermint gums. —Practical Confectioner.

SALESMEN AND ADVERTISING.

Advertising introduces the goods and paves the way for the salesman.

Advertising insures for the traveler a respectful hearing when he arrives.

Advertising brings orders when the salesman is not on the ground.

Advertising increases the volume of the order which the salesman can secure in person.

Advertising makes the merchant respect the firm and the salesmen.

Advertising cements the friendship between the house and the merchant.

Advertising tells the merchant what the salesman forgets to mention.

Advertising supports the salesman in his statements to the merchant.

Advertising brings about a better acquaintance and understanding between the merchant and the traveler.—Profitable Advertising.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

To Increase the Volume of Your Business

it pays to always carry in stock these famous brands of cigars:

Champlain — St. Louis (5c. retailer)
Havana Second — El Sergeant (10c. retailer)

The last named received the Gold Medal of Merit at the Paris Exposition, 1900.

If your jobber refuses to procure these brands for you write direct to

JOS. COTE

The Largest Importer of Smokers' Articles and Wholesale Tobacco Merchant in the Dominion.

Office, 186-188 Rue St. Paul. Phone 1272
Warehouse - - 119 Rue St. Andre
Branch - 179 Rue St. Joseph. Phone 2097
QUEBEC

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Buidlng, MONTREAL.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade

THE IDEAL STORE FIXTURE

"WALKER BINS"

There is a personal satisfaction in having a store equipped with Walker Bin Fixtures.

The beauty of their design and their elegant appearance are unsurpassed, and for this, as well as for the peculiar attractiveness of their display, they impress the customer and offer a continued and irresistible temptation to buy. Their compactness and convenience are appreciated by the clerk, who finds everything he wants, when and where he wants it. They are a joy forever to the proprietor, for he sees his sales increasing, his losses, from waste, dirt, insects and samplers, diminishing and his store service prompt and effective.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

FRUIT CANS
All sizes—All kinds.

SYRUP CANS
For products of Maple, Corn and Cane.

MILK CANS
For Sweetened Milk and Evaporated Cream.

MEAT CANS
Bevelled, Round and Square.

BISCUIT TINS
of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE
Norton Manufacturing Co.
HAMILTON

The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

GROCERS and BUTCHERS
At YOUR service

With the following special lines, discounts for cash or easy terms net.

THE TOLEDO AUTOMATIC SCALES
THE EUREKA REFRIGERATORS
THE CLIMAX CHEESE CUTTER
THE STERLING MEAT SLICER
THE CLIMAX AUTOMATIC SLICER
THE WESTERN CASH REGISTER

Office and Store Fixtures, Counters, Shelving, etc.
Butcher Supplies in General.

Don't hesitate to write, call, or phone us for further information.

THE UPTON & REED SPECIALTY CO.
Phone Main 5399. 149 QUEEN ST. W., TORONTO, ONT.

We make a specialty of
COUNTER CHECK BOOKS
for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.

We manufacture
SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

We Distribute Cars

Ship your goods in car lots in our care, Mr. Manufacturer, and we will distribute them among your customers. We have a large warehouse with excellent track facilities and we make a specialty of this class of work.

Correspondence Invited.

R. B. Wiseman & Co.,
123 Bannatyne Avenue East **WINNIPEG, MAN.**

Manufacturers' Agents and Brokers.
Open to handle one or two more lines of groceries or fruit.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion, 1 year.....	$30 00
"	"	6 months...	17 00
"	"	3 months...	10 00
50	"	1 year.....	17 00
"	"	6 months...	10 00
25	"	1 year.....	10 00

PERIODICALS.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London. S.W.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS. $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

EXPERIENCED TRAVELLER, best references, open for high grade line, on commission, for Maritime Provinces. Apply Box 210, THE CANADIAN GROCER. (38)

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

NATIONAL AID—An aid to every retail merchant in the world Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Rohn. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications: Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine Good financial standing and business connection a strong recommendation Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

SITUATIONS WANTED.

PREPOSSESSING YOUNG MAN (railway stenographer) wants make change to grocery line. No objections to clerking in store. Box 215, CANADIAN GROCER, Toronto.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

REFRIGERATORS
FOR BUTCHERS AND GROCERS
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

FOR SALE.

A LIVE GENERAL BUSINESS, in one of the most desirable towns in Eastern Saskatchewan (population 1500). Best stand in the town, bright and attractive Stock about $7,000, all clean can be purchased at 90 cents. Will arrange terms to suit purchaser. This is a good live proposition, the only reason for selling being that present owner has other interests which necessitate his entire attention. Full particulars by addressing Box 7, THE CANADIAN GROCER, Winnipeg, Man. (38)

SITUATIONS WANTED.

WANTED—Position as traveller in Ontario by experienced grocery and specialty salesman. Married man, steady, sober and best of references. Address Box 216, CANADIAN GROCER, Toronto. 39]

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

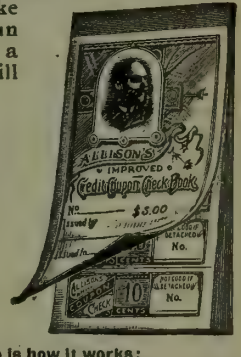
I. C. STEWART, Halifax.

When the Fall Rush Begins

you will need every convenience that will increase the efficiency of your business organization—every device that will eliminate unnecessary work, reduce liability to error, cut out friction and lost motion, everything that will make the wheels run smoother. In a word you will need the

Allison Coupon System

and the time to install it is NOW, before another day has been lost.



Here is how it works:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by the

Allison Coupon Co.

INDIANAPOLIS, IND.

Australian Storekeepers

handle

"OXOL"

FOR CATTLE

in immense quantities.

Canadian Storekeepers

will shortly do the same.

"OXOL" FOR CATTLE

No. 1, "Oxol" Pulverised Doses; No. 2, "Oxol" Drench for Calves; No. 3, "Oxol" Horse Balls; No. 4, "Oxol" Salve; No. 5, "Oxol" Easy Milking Pomadium; No. 6, "Oxol" Swine Powders.

These six very scientific preparations are compounds of the purest and highest quality. They **Feed, Fatten and Cure** Horses, Cattle, Sheep and Swine. **One Agent Only** will be established in each district, and will be advertised as Sole Superintendent of our trade in his particular territory. Applications for district agencies are invited to be sent in at once to

S. K. & T. C. WINDSOR, 253 St. Paul and 2 St. Vincent Sts, MONTREAL

and in England, Australia and New Zealand

What do you Produce?

If you are the producer of a widely-used article it certainly will pay you to advertise it to the best class of consumers. The retail dealer is approached by many scores of people with the proposition of marketing new and unknown articles. As a rule, the dealer will more readily place an order with a manufacturer of an advertised article than he will for an article not known to the buying public. There is just one really national advertising medium in Canada—The Busy Man's Magazine. Articles advertised in the Busy Man's Magazine become known to the very pick of Canadian consumers from Halifax to Vancouver : : : : :

THE BEST PROOF IS THOROUGH INVESTIGATION

and that is what we are prepared to offer you. Send for rate card and sample copy

The Busy Man's Magazine, 10 Front Street East, Toronto, Ontario

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

September 18, 1908.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz	12-oz.	3 40
½-doz	2½lb.	10 50
½-doz	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
3 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 50
4 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz.	2 0
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

	Per doz.
Nelson's—	
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

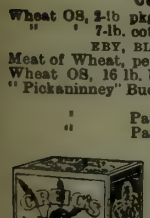
Cereals

Wheat OS, 2-lb pkgs., per pkg	0 03
" 7-lb. cotton bags, per bag	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

THE ROBERT GREIG CO., LIMITED



White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

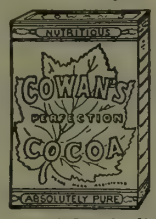
CHOCOLATES AND COCOAS

THE COWAN CO., LIMITED.

Cocoa—

Perfection 1-lb. tins per doz. $4 80

Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb.	0 22
Special quotations for Cocoa in bbls., kegs, etc	
Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—	
Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb.	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30
Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.	
Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " "	0 35
" nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

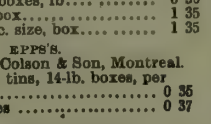
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, ½ doz. to case, per doz.	$ .90
¼ " " ½ " "	2.40
½ " " 1 " "	4.75
1 " " 1 " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ½s (for cooking), doz	0 90
Prepared cocoa, ½s	0 32
Prepared ½s	0 30



Mott's breakfast cocoa, ½s	0 42
" " " ¼s	0 42
" No. 1 chocolate, ½s	0 36
" Navy " ½s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes.	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes.	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes.	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins.	0 47
Soluble cocoa (hot or cold soda 1-lb. tins.	0 38
Cracked cocoa, ¼-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box.	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases	Per lb.
1 lb. packages	0 26
lb "	0 27
lb.	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	0 16	
Special Shred	0 17	0 15	
Ribbon	0 19	0 17	
Macaroon	0 17	0 15	
Desiccated	0 16	0 14	
White Moss in 5 and 10 lb. square tins, 21c.			

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$ 0 32
Damascus	0 28
Cairo	0 20
Birdar	0 17
Old Dutch Rio	0 12½

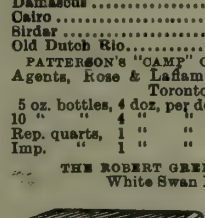
PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz, per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —Imperial

Large size jars, per doz.	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00
Imperial holder—	
Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00
Roquefort—	
Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o b. Toronto.

COUPON BOOKS—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montrea $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles				
2	2 oz.,	case of 2 doz		$3 20
4	"	"	1 "	3 00
20	"	"	½ "	4 50
20	"	"	¼ "	4 75
20	"	"	⅛ "	5 00

THOMAS J. LIPTON

Prices on application.

Assorted Case,	Contains 2 doz..$2.50
Chocolate (Straight)	Contains 2 doz..$2.50
Vanilla (Straight)	Contains 2 doz. $2.50
Strawberry (Straight)	Contains 2 doz..$2.50
Lemon (Straight)	Contains 2 doz..$2.50
Unfavored (Straight)	Contains 2 doz..$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

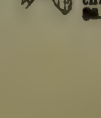
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.



Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides

MORSE BROS., Props. - Canton, Mass., U.S.A.

As Pure as Windsor Salt

$1.00 Sold $25 Worth of Groceries

It was a thirty mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

Windsor Salt

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.

Honest Value--Well Advertised

makes it very advisable for you to keep a good stock of

2 in 1

The World's Best

SHOE POLISH

The people want 2 in 1, and there's lots of profit for you in supplying them.

The F. F. DALLEY CO., Limited

HAMILTON, CANADA
BUFFALO, N.Y., U.S.A.

YOU ARE IN BUSINESS TO

MAKE MONEY

MAKE NEW CUSTOMERS

RETAIN YOUR OLD CUSTOMERS

3 MORE POINTS

GOODWILLIE'S FRUITS

WILL DO ALL THESE

Agents :
ROSE & LAFLAMME, LIMITED
MONTREAL AND TORONTO

Shelled Almonds

Valencias and Jordans

Table Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 80

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited

GENESEE PURE FOOD CO

Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

weight 8 lbs. per case; freight rate 2nd class

T. ROBE REIG CO.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price "Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 09½	
½-bbls. 0 10	
Tubs, 60 lbs. 0 10	
20-lb. Pails. 2 05	
20-lb. tins.. 1 95	
Cases 3-lb.. 0 10½	
" 5-lb.. 0 10⅝	
" 10-lb.. 0 10½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks.....	1 45
" " 100 sticks.....	0 73
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	3 50
5 cases or more	3 40

Marmalade.

W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb. glass jars.		
Pineapple	"	1	" "
Green Fig	"	1	" "
Green Fig and Ginger	"	1	" "
Lemon	"	1	" "
Grape Fruit	"	1	" "

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " ..	7 35
"Shredded"—	
1-lb. glass, doz.....	1 90
2-lb. "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

ST. CHARLES CONDENSING CO.

PRICES :

St. Charles Cream, family size, per case	$4.7
" " hotel.....	4.90
Silver Cow Milk.....	5.00
Purity Milk.....	4.70
Good Luck.....	4.30

Mustard

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins.....per doz.	$1 40
" ½-lb. tins ..... "	2 50
1-lb. tins ..... "	5 00
Durham ¼-lb. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F.D ½-lb. tins .....per doz.	0 25
1-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	3 50
" ½-pts. 24's.....	26

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND.

			Per case
No. 1, cases, 60 1-lb. packages.....			$ 3 75
No. 2, "	120 ½-lb.	"	3 75
No. 3, "	30 1-lb. / 60 ½-lb.	"	3 75
No. 5 Magic soda—cases 100—10-oz. pkgs.			
1 case			3 85
5 cases.....			3 75

WOOD'S PURE PACKAGE TEA

MAY QUEEN PRIMROSE
FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

First in Quality !
First in the Estimation of Countless Admirers !

A new era was inaugurated when these packages were first introduced.

They were first in the great tea trade "to assume such a shape."

Wood's Package Teas

are always young in the qualities that impart life to trade as well as the system of the consumer.

They are the pick of the Orient.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Magpie soap, colors	per gross	$10 20
" black.....	"	15 30
Oriole soap.....	"	10 20
Gl riola soap.....	"	12 00
[illegible]	"	10 20

3 doz. to box..... $3 45

6 doz. to box..... $6 90

30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

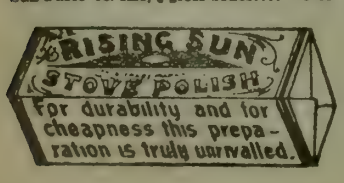
	per lb
Laundry Starches—	
No. 1 White or blue, 1 lb. cartons	
No. 1 " " 8-lb. "	
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to 3 00	
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps.....	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 7½
Kegs, 100 lb.....	0 07
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 60
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 07½
SAN TOY STARCH.	
pkgs, cases 5 doz., per case..	4 75

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints..	2 90
Quarts.....	5 40
½ gallons.....	5 10
Gallons.....	4 80
gallons.....	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¾ "
Kegs, 150 lbs.....	0 03¾ "
2-gal. pails 25 lbs.....	1 25 each
3 " " 38½ lbs.....	1 75 "

Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case.....	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs.....	0 03¾ per lb.
Kegs, 150 lbs.....	0 03¾ "
2-gal. pails 25 lb.....	1 25 each
" " 38½ lbs.....	1 75 "
2-lb. tins, 24 in case, per case....	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 36	0 50
Gold Label, ½'s.....	0 44	0 60

LIPTON'S TEA
Thomas J. Lipton
75 Front St. East, Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only.....	0 20	0 25
Blue " ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's.....	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's.....	$0 20	$0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—		
Victoria, hf-c, 90 lbs		0 25
Princess Louise, hf c, 80 lbs		0 19
Ceylon Green Teas—Japan style—		
Lady, cases 60 lbs		0 18
Duchess, cases 60 lbs.....		0 19

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's.....	0 20	0 25
" ½'s.....	0 21	0 25
Green Label, 1's and ½'s.....	0 24	0 30
Blue Label, 1's and ½'s.....	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ¼ s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

MELAGAMA TEA.

MINTO BROS., 55 Front St. East

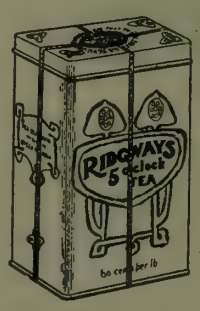
	Wholesale	Retail
Black, green, mixed, ½s.....	0 70	1 00
" " ¼s.....	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ½s. 0 38		0 50
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs,. ½s....	0 30	0 40
" " ½s....		0 32
" " ¼s.....	0 25	0 30
" " 1 lbs.....0 24		0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c.....		0 22
Green Label. " 40c.....		0 30
Red Label, " 50c.....		0 35
Orange Label, " 60c.....		0 42
Gold Label, " 80c.....		0 56

RIDGWAYS.
London, Vancouver, Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 39	0 40
Old Country, 1's and ½s.....	0 35	0 50
5 o'clock, 1's and ½s.....	0 43	0 60
H. M. B., 1's and ½s.....	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s....	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 15
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 43
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.....	0 56
" Stag, 10 oz.....	0 45
" Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos. 1-20.....	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6.....	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ½-lb "	0 70
" " 1-lb "	0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$12 00
Absorbine Jr., per dozen.....	3 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case ..	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

The Vinegar Problem

is easily solved if you just stock

WHITE, COTTELL & CO'S Pure Malt Vinegar

It is a perfect vinegar, of delicious flavor, guaranteed strength, and rich delicate aroma. Keeps well in bottle or wood and gives such satisfaction that you'll find it desirable to stick to this particular brew and hold your trade with a good article.

CANADIAN AGENTS—
Hudson's Bay Co., Vancouver, B.C.
W. L. MacKenzie & Co., Ross Ave., Winnipeg
Kenneth H. Munro, Coristine Bldg., Montreal.
Kyle & Hooper, Front St. E., Toronto
Royal Stores, St. John's, Nfld.

White, Cottell & Co.,

Camberwell Street, LONDON, ENG.

Your Fall stock of

SALT

Why not order it now, while weather and roads are good?

VERRET, STEWART & CO.
LIMITED

MONTREAL

Yellow Peaches

In 2's, 3's or Gallons. Light and Heavy Syrup, also Standards.

We are able to supply you this year with the best goods that have ever been packed.

We have just installed a most up-to-date system for peaches *solely*, which embodies the most approved Californian ideas. *Our quality will surprise you.*

What about Your Order?

Place it now. We will ship after a while if you wish.

J. H. WETHEY, LIMITED
ST. CATHARINES
PACKERS OF LAUREL CANNED GOODS

RANGOON BEANS

—Cheap—Get Prices—

Are you sending us mail or phone orders? You are often in a hurry for goods, you want to know prices, etc. Here we are waiting for you to call us up. If you have not, why not? Other merchants find it **PAYS,** so would you.

Empire Brand

4 Free Phones
USE THEM FREELY

GEO. E. BRISTOL & CO.
(Successors to Lucas, Steele & Bristol)

Hamilton, - - - - Ontario

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, SEPTEMBER 25, 1908. NO. 39.

You'll Be Asked for

Robinson's Patent Barley

This most healthy and nourishing food for children is having a steadily increasing sale among grocers. Druggists used to sell it exclusively, but as it is a **food,** it should be sold by grocers. The profit is a good one. Why not make it ?

Write for sample and particulars, or ask your jobber for it.

Frank Magor & Co., Agents for the Dominion, **403 St. Paul Street, Montreal**

Anything that tends to make your customers' housework a pleasure, deserves your consideration and support. Ordinarily the question of STARCH is a serious one with the housekeeper, but

Benson's "Prepared" Corn for cooking purposes

AND

Edwardsburg "Silver Gloss" Starch for the laundry, make it easy for all these labors.

It Pays to Sell Only the Best

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

St. James Street, MONTREAL, P.Q.

A Peerless Product Seville Orange Marmalade

We have never introduced to the Canadian grocery trade an article that commanded more attention or warranted more searching criticism than

Maconochie's Orange Marmalade

Maconochie's Marmalade is made at one of the most original, complete and scientific factories in the world from Seville Oranges and Sugar—and is undeniably pure.

The motto of the firm is to combine quality and price; to produce a standard article that will create business and pay a good profit.

Ask your jobber to show you the new stone jar to retail at 10 cents. It will be worth your while.

MacLaren Imperial Cheese Co.
Toronto Limited

General Agents for MACONOCHIE BROS., Limited, London.

"OLD MISSION"
BRAND CALIFORNIA
OLIVES

NEARLY a century and a half ago, a little band of Spanish soldiers and priests, under the leadership of Father Junipero Serra, sailed into the bay of San Diego, California, and landing, took possession in the name of King Carlos III. They established a "Mission" and planted out orchards of olive trees and fields of grain, and in a short time had a thriving colony.

RIPE OLIVES

are a delicious novelty which the Mission Fathers bequeathed to those who succeeded them. The olives are allowed to ripen, so that when picked they are of a brown to purplish color, and rich with the natural oil. They are "cured" and packed in cans in such manner that they retain the natural color of the ripe olive, and, like all ripe fruit, are rich and mellow. They are packed without the use of any coloring matter or preservative. These olives received the Highest Award at the great Expositions at St. Louis and Portland.

During recent years improved methods of packing have made it possible to ship the delicious, matured, ripe olives. No more healthful food can be conceived, no more delicious delicacy can be placed on your table than the

"OLD MISSION"
BRAND RIPE
CALIFORNIA OLIVES

Not to be nibbled, as are the green olives, at banquets, etc., one or two at a time, but to be eaten freely, alike by young and old, as a delicious, health-giving, wholesome food, delightful alike to the "gourmet" or the child. They are generally served covered with cracked ice, just as they come from the can, and are eaten as a relish with fish, flesh and fowl alike.

MAY BE OBTAINED FROM

CHAPUT, FILS & CIE. MATHEWSON'S SONS FORBES BROS.

MONTREAL

Arthur P. Tippet & Co., Sole Agents

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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

HOWARD BLIGH & SONS
HALIFAX N.S.
Importers, Exporters and General Commission Merchants.
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.
Domestic and Foreign Agencies Solicited.
Highest References.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

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T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

Dominion Storage & Forwarding Co., Ltd.
43 Colborne Street, TORONTO
Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.
TELEPHONE MAIN 5661

On the spot
EVAPORATED APPLES
WHITE BEANS
LOWEST PRICES
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

TORONTO.

TAPIOCA
We have both
Medium Pearl and Seed
ON SPOT and our prices are right!
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

W. G. Patrick & Co.
Manufacturers' Agents and Importers
29 Melinda St., Toronto

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Don Storage & Cartage Co. Limited
81 Front Street East
PHONE M. 2523
Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

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WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
Correspondence invited
25 ST. PETER STREET, - - QUEBEC

(Continued on page 4.)

Something a Little Better than Anything You Have Ever Seen in Canned Goods

"ANCHOR" Brand—

CHERRIES, RASPBERRIES and STRAWBERRIES

Packed in Gold Enamel Lined Sanitary Cans—As fine as glass goods at the price of ordinary goods.

ALSO "NIAGARA FALLS"

SOLID PACK TOMATOES

3s and Gallons

Both sizes packed in Gold Enamel Lined Sanitary Cans.

—ORDER NOW—

Only a limited quantity left.

EBY-BLAIN, LIMITED

Sole Wholesale Agents

TORONTO

FORGE AHEAD!

Are **YOU** forging ahead, or merely holding your own, or, worse still, going back?

THE WAY, in these days of fierce competition, is only **OPEN** to those who insist upon their **TEAS** being of undoubted **QUALITY** and **VALUE.** Our **TEAS** are the product of long experience, expert skill and knowledge, and the **PRICES,** too, are **RIGHT.**

YOU CANNOT GO WRONG with a full assortment of

Blue Ribbon Teas

to supply your customers with.

THE BLUE RIBBON TEA CO., Limited
266 St. Paul St. - Montreal

Manufacturers' Agents—Continued.

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STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

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Wholesale Commission Merchants and Brokers
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Grocery Brokers,
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Warehousemen and Distributers
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Carman Brokerage Co.
Wholesale Grocery Brokers
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141 Bannatyne Ave. WINNIPEG, MAN.

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CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

WINNIPEG.

GEO. ADAM & CO.
Wholesale Grocery Brokers and Manufacturers' Agents.
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Established 14 years. Correspondence solicited

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F. G. EVANS & CO.
Grocery Brokers and Commission Merchants
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Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

...ESTABLISHED 1849...

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Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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[illegible] G. EVERS, Gen. Man. Western Canada, Toronto.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MACLEAN PUBLISHING COMPANY
Technical Book Department
10 Front St. East, - TORONTO

A Safe Platform For The Merchant

Political platforms and policies are being much discussed this fall. The merchant is always interested in a "platform" or method that will help him to do more business. There is no retailer so big or so little that he can afford to overlook studying schemes for improvement.

Handle Canadian Canners' Fruits and Vegetables

and you will be standing on a progressive platform. There isn't a single unsound plank in it. Our Factories are located in the choicest districts. Sanitary and successful methods are a scientific study with us. The result is Canned Goods that would grace the King's table.

ORDER FROM YOUR JOBBER:

BRANDS:—"Canada First" (Aylmer), "Little Chief," "Log Cabin," "Horseshoe" (Bowlby), "Auto" (Canadian Canners), "Kent," "Lynnvalley" (Simcoe), "Maple Leaf" (Delhi), "Lion" (Boulter), "Thistle" (Brighton), "Grand River" (Lalor), "White Rose" (Lakeport).

Canadian Canners, Limited

Hamilton, Canada.

Quality Does Pay

in more ways than one—not only in the confidence it inspires in knowing that you are offering to the consumer a superior class of goods, but the fact that satisfied customers mean increased business. Business that comes and remains as a direct result of square-dealing methods. You cannot sell inferior goods and be successful. In order to establish a feeling of confidence with the retailer you must offer him the best. His business requires it and it is to **your** best interest to see that he gets it. There is nothing that the consumer is so particular about as canned goods—he demands quality in this line almost more than any other. You will make no mistake if the next time he asks for canned goods you offer him

OLD HOMESTEAD BRAND
Canned Fruits and Vegetables

They are made from rich, ripe, juicy fruits and vegetables—sound, wholesome and clean—prepared by up-to-date canning methods that preserve the natural flavor and nutritious qualities of the contents. Old Homestead Brand of goods are honestly prepared. Every possible method is employed to ensure their cleanliness and purity. We have made this feature the basis of our reputation, and the ever-increasing number of "repeat" orders we are receiving, offers a most convincing argument in favor of their quality. All the best jobbers carry Old Homestead Brand; all the best class of customers demand it.

The Old Homestead Canning Co.
Picton, Ontario

THE TEA THAT "QUALITY" MADE FAMOUS

No firm or corporation in the world ever gave such cup quality.

By far the largest tea trade in America. Highest Award and Gold Medal, St. Louis, 1904

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents :

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
HAMILTON MORTON CO., 1 Wellington St. E., Toronto
W. H. AHRENS, 396 Victoria St., Winnipeg
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., LIMITED

Purveyors to H.M. the King, Mayfair Works, Vauxhall, **LONDON - ENG.**

Criticism

is fatal to the grocer unless it is favorable. Years have established these high-class raisins securely—their quality above comparison. The dealer is sure of a steady and profitable business who stocks

F. W. ROWLEY
DENIA
Extra Fine Selected

&

S. BODI
DENIA
Finest Selected

Brands that mean RAISINS

Our 14-lb. and 28-lb. boxes of

Shelled Almonds

are winners.

UNDERDOWN & CRICHTON

London, England Valencia, Spain Denia, Spain

Canadian Agents: Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg; J. A. Kavanagh, Hamilton, Ont.

Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato,** not the **Tomato** to the size of the **Opening.**

Pack **Whole Tomatoes,** not Crushed Fruit.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Max Ams Patents

Advertising Cannot Make People Continue to Take Something They Don't Like

It is possible with good advertising to get the consumer to **TRY** a new article, but the best of advertising won't make people continue to buy it. Just stop and consider the remarkable growth of the Red Rose Tea business in so short a time. It has been well and consistently advertised, but could advertising alone do it? No; but

Unequalled and Strictly Uniform Quality Can

When Red Rose Tea was introduced on the Ontario market we were told that there was **no room for another package tea,** but Red Rose was not "another" one; it was a **better one,** and there is always room for the best. Will you try a package in your home and compare it with any other tea at the same price? When you do you will **KNOW** its value and recommend it with confidence to your trade, as

It Pays to Recommend the Best.

RED ROSE TEA

"Is Good Tea" and always good.

BRANCHES
3 Wellington E., Toronto
315 William St., Winnipeg

T. H. ESTABROOKS
ST. JOHN, N.B.

Canadian-made Licorice

Y. & S. Brand

All Druggists

MANUFACTURED by NATIONAL LICORICE CO. MONTREAL

ACME PELLETS

M. & R. WAFERS

and a complete line of **LOZENCES, ETC.**

Hard and **Soft Licorice Specialties**

Price Lists and Illustrated Catalogue on request.

Toronto Sales Agent—
R. S. McINDOE, 54 Wellington St. East.

Montreal Sales Agent—
J. M. BRAYLEY, 55 St. Paul Street.

Winnipeg Sales Agency—
E. W. Ashley, 123 Bannatyne Ave. E.

St. John Sales Agent—
H. S. Daly.

Vancouver Sales Agency—
J. F. Mowat & Company.

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis. - - Quebec.	W. H. Escott, - - - Winnipeg.
C. DeCarteret, - - Kingston.	R. G. Bedlington & Co., - Calgary
Jas. H. McIntosh, - - Ottawa	Tees & Pearse, - Edmonton.
Geo. Musson & Co., - Toronto.	Wilson & McIntosh, - Vancouver
J. W. Bickle & Greening, - Hamilton.	C. Leonard Grant, - P. E. Island
G. H. Gillespie, - - London	

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

AT

$7 A CASE, AND UP

you will find that you have one of the best propositions on the market in

Marsala Wine

As an after-dinner beverage it is unequalled. Order a trial case and see how your customers will appreciate it.

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent **Phone Main 2731**

STOCK THE BEST.
"KIT"

COFFEE
IS

BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St.; Ontario, A.E. Bowron 18 King William St., Hamilton; Winnipeg, Mason & Hickey 108 Princess St.

Lea's

Our Faith in the Canadian Consumer Confirmed

We have packed and shipped more pickles in the last 45 days than we sold last year, and we are still 4,000 cases behind.

Does this not prove to you that the Canadian consumer will support home industry, when the goods have quality? We are packing as fine goods as firms of international reputation, and at a price that will appeal to the pocket of your customer in every walk of life. Do not doubt this, but try a small quantity if you have not already done so, and be convinced, as hundreds of retailers have been in the last year. This is proven by our sales.

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Western Representatives: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

VINEGAR

THE DAVIDSON & HAY LIMITED

Wholesale Grocers

36 YONGE STREET - - - TORONTO

Quaker Salmon

JUST ARRIVED!

Finest Fish ever offered the Grocery Trade

FLATS, - - $2.15

TRADE MARK

M

SONS

ESTABLISHED 1834.

TALLS, - - $2.00

Order ***NOW,*** before stocks are exhausted

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

Ask Any Man

what is the best blacking to buy and he will say almost invariably "**2 in 1.**" Why? Simply because he has read more about it, heard more about it and got better satisfaction from it than any other blacking he ever used.

2 in 1

SHOE POLISH

Aren't you going to share in the profits that come from handling this staple article. Get in line to-day with the wide-awake dealers who are selling it. Our advertising will bring you trade, while the merits of **2 in 1** will hold it.

The F. F. Dalley Co., Ltd.

Hamilton, Canada Buffalo, N.Y., U.S.A.

Japan Teas

The close of the season is rapidly approaching, and we solicit the balance of Import Orders from Canadian Jobbers promptly. : : : :

S. T. Nishimura & Co.

Montreal and Japan

The Purest Goods are the Easiest to Sell

In these days of adulteration the consumer is constantly on the lookout for goods that are free from the taint of adulteration. Knowing this you may offer him

E. D. S. Brand Jams and Jellies

with every confidence, realizing that our personal guarantee is backed up by that of the Dominion Government. Government analysts have proved that E.D.S. Brand is one hundred per cent. pure.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, ONT.

FRUIT JARS

Wire your Orders

Wide Mouth Pints Imperial Quarts
Wine ½ Gallons

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

When selecting your supply of

BRUSHES and BROOMS

be sure to see that the **BRAND** or name of a first-class reliable maker is behind the goods as a guarantee of **quality** and **durability.**

In choosing the

Keystone Brand

you get the best value in the market besides securing this guarantee of quality.

Manufactured by

Stevens - Hepner Company
LIMITED
PORT ELGIN, ONT.

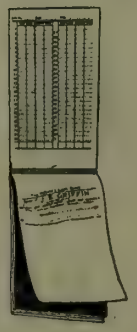
Fruit Jars
Jar Rings
Butter Tubs
Butter Paper
Brooms, Brushes
Baskets

Walter Woods & Co.
Hamilton and Winnipeg

The Question is

Can you afford to carry on business without a

"Duplex"
Counter Check Book



Most progressive grocers have decided that they can't. We would like to hear from you.

Many grocers have felt the need for a check book that had a white paper and a colored paper—one for originals, the other for duplicates.

The Carter-Crume Company Limited,
Toronto and Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.

Agents:
GREEN & CO.,
25 Front St., E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

IMPORTANT

Our Representative is visiting the Dominion establishing agencies for the sale of our renowned

"TEA PLANT"
PACKET TEAS

His address is, 303 Frank St., Ottawa. Write him.

For over half a century

Cooper Cooper & Co's Teas

stand on the highest rung of the British TEA TRADE.

OUR TEAS PAY YOU WELL

Cooper Cooper & Co. Ltd.

"The World's Most Famous Teamen"

Head Office: **71-73 Tooley Street**
LONDON, ENGLAND

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's
"Edinburgh"
Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

Grocers can safely sing the praises of—

STERLING BRAND PICKLES

and tell of their merits to their best customers.

Here's a Canadian-made pickle that wins the approval of Canada's most particular people.

Order from your jobber or direct.

THE T. A. LYTLE CO. LTD.
Sterling Road, Toronto, Canada
PHONE PARK 376

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

TODHUNTER'S COFFEE BLENDS, GOLD MEDAL

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER, MITCHELL & Co. COFFEE IMPORTERS, TORONTO

The Oldest, Best, Purest and Safest of all

Borden's Brands

Condensed Milk and Evaporated Cream

"Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream stand out superior in every way to all other similar products—They hold your trade.

Unsweetened

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. *Shallcross, Macauley & Co., Vancouver and Victoria, B.C.*

A GOOD LINE

There is a "want more" fascination in H.P. Sauce that is crowding English Grocery Stores, and the new Sauce is replacing the older ones on all the best tables.

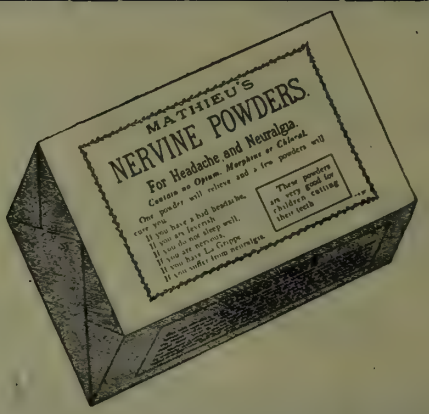
Judging from its reception the Canadian Grocer sees in H.P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers. Brisk sales—liberal profit—in H.P.

Postal to our Canadian agents secures full sized tasting sample and quotations. Try it for yourself. Then you'll get the reason for its success.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.



A Little Thing Multiplied Many Times Becomes a Big Thing.

If you were to put all the money you get selling Mathieu's Nervine Powders into one Till you would be surprised at the largeness of the profit. This headache cure sells awfully well—little profit, multiplied many times becomes a big profit. Your order now please.

Merely to remind you that Mathieu's Syrup of Tar and Cod Liver Oil is in demand all through summer.

J. L. Mathieu Co., Sherbrooke, P.Q.

Proprietors

L. Chaput, Fils & Cie, Wholesale Depot, Montreal

MOLASSINE MEAL
MOLASSINE DOG CAKES
MOLASSINE POULTRY MEAL

The Unique and Wonderful Foods for Horses, Cattle, Pigs, Dogs and Poultry

Ask for Particulars and Free Booklets

FROM

ANDREW WATSON

SOLE IMPORTER

91 Youville Square - - MONTREAL

CAPSTAN Brand
High-Grade Tomato Catsup

Put up in 10, 16 and 20 oz., bottles of a new design and is very attractive. This catsup is far superior to many others and is giving perfect satisfaction.

Sold By all Wholesale Dealers.
Once Sold Always Asked For.

THE CAPSTAN MFG. CO.
TORONTO, CANADA.

TO THE TRADE:

England consumes nearly
four times as much of

CEYLON TEA

as of all others, save India, although she has been getting it only one-eighth as long.

"WHY?"

Mainly because, of all Western peoples, the English best know tea.

For the Same Reason

England consumes about 6 lbs. and Canada 5 lbs. to the United States 1¼ lbs. of tea per capita. Every English Grocer knows tea; he has made it a study.

Facts Worth Noting

Our Four leading lines in Extracts and Jelly Powders are Sure Sellers. You are sure to please your customers. You are sure to please your salesmen. You are sure to satisfy yourself in having a good profit and quick sales.

No. 1 Prince of Wales Extract
No. 2 Club Extract
No. 3 Fleur de Lis Extract

These are the result of the latest, approved and most economical process for extracting the true flavors from their natural source.

Our Club jelly powders, with Club Cream in same packet, have proved a great success. They pay the storekeeper to buy them, and delight the customer who tries them.

S. H. EWING & SONS 98 King St. Montreal

"Salad, Edible and Cooking Oils'

WINTER PRESSED

"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

"SNAP" is a Snap

for wideawake grocers. Every trial tin you sell means a regular customer for Snap from that time on.

Snap

is a hand-cleaner — the best hand-cleaner ever made. No soap or other article can come near it for instantaneously cleansing hands from all kinds of dirt, grease or paint and leaving them soft and white.

Give It a Trial

Order a sample case from your jobber; and we are willing to abide by results.

Snap Company,

Limited

Montreal, - - Quebec

You May Fool a Customer once by selling her an inferior grade of flavoring extract; but she won't forget the spoiled pudding or special dish. A customer seldom does forgive an imposition. You needn't hesitate in offering

Shirriff's Flavoring Extracts

she will like them because of their strength and purity of flavor.

IMPERIAL EXTRACT CO., 18-22 Church St., Toronto

Tartan

BRAND

PIN YOUR FAITH TO LIST BELOW:

ALL TRADE WINNERS

Tartan Vegetables and Fruit } **Are the finest goods packed.**
" Salmon

" Tea, 25, 30, 40, and 50c., packed at the Gardens.

" Coffee, Spice and Extract—Absolutely pure and guaranteed high grade

Imperial Vinegar—Undisputed Quality. **Lea's Pickles**—With the home flavor.

Wagstaffe's Jams, Jellies, Marmalade, Mincemeat, and Plum Pudding.

Our travellers have full information.
Phone 596, Free to Buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

Quality Dwells in every can of

FARMER BRAND

Canned Fruits and Vegetables

We don't pack goods of poor quality—don't have to. Our three thousand acre garden provides us with all the really good garden stock we need. Besides that our ideas of what a canning factory should be like in point of method, manning and cleanliness, are right in line with modern scientific advancement. You run NO RISK of being over-stocked when you order FARMER BRAND, because quality makes FARMER BRAND a good seller all the time.

FARMERS' CANNING CO., Limited

BLOOMFIELD, - ONTARIO

MONEY-MAKING LINES

AROMA TEA
AND
AROMA COFFEE

The most satisfactory goods to the consumer.
The most profitable goods to the merchant.
Two good reasons to justify buying these well-known lines.

Our Traveller will tell you about them.

W. H. GILLARD & CO.
Wholesale Grocers
HAMILTON
Branch House—Sault Ste. Marie

The season is approaching when Granulated Sugar will be in active demand for preserving and canning purposes. When ordering supplies ask for

Redpath

the BRAND approved for over fifty years and to-day the STANDARD OF EXCELLENCE.

Made from PURE CANE Sugar by

The
Canada Sugar Refining Co.,
Limited
MONTREAL

VALENCIA RAISINS

It is just as easy for you, and infinitely more satisfactory to your customer, to secure the very finest quality Valencia Raisins. You are assured of this, and also of uniform packing, if, when ordering, you specify

"BEAVER" BRAND

SPECIAL FANCY QUALITY

This brand has the reputation of being the highest quality obtainable.

Packed by
Mahiques Domenech & Co
Denia, Spain

Canadian Agents:
Rose & Laflamme, Limited
Montreal and Toronto

WE WANT YOUR ORDERS FOR

"Balmoral" Scotch Marmalade

It's a Trade Winner.
It's absolutely Pure.
It's well made.
For Quality and Flavor it has no equal.
We ask no favors. "Balmoral" sells on its merit.

Write us for Samples and Prices.

J. W. WINDSOR
MONTREAL

DR TIBBLES' Vi-Cocoa

A leading British line well-known and largely advertised.

The World Renowned Food Beverage

THE PUBLIC SAY:

"THERE IS MERIT IN IT,"

And

THE TRADE SAY:

"THERE IS MONEY IN IT."

Agent for Montreal:

J. WALTER SNOWDON
23 Burton Ave.,
Westmount, Montreal

Ontario Agents:

GREEN & CO.
25 Front St. E., Toronto

WRITE OUR AGENTS FOR PRICES, Etc.

W. H. ESCOTT, 141 Bannatyne Avenue East, Winnipeg

Sample Cases Now Ready for Delivery

THE WORLD'S STANDARD **WHITTEMORE'S POLISHES** ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World

Dirty Canvas Shoes

made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust No rubbing off. A Sponge in every package, so always ready for use.

Large size, per gross,
10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

OIL PASTE

for ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Ola's.

Price per gross . . . . . .

Excellent for old rubbers.

"ELITE Combination"

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . . .

BOX CALF PASTE
FOR BOX CALF VICI KID PATENT AND ENAMEL LEATHERS
WHITTEMORE'S "ELITE" ELITE POLISH
BOX CALF
BLACK DRY LEATHERS

"BABY ELITE" Combination

10c. size per gross .

"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Largest quantity; finest quality. Its use saves time, labor and brushes, as it

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . .

"SUPERB" Patent Leather Paste

For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. ¼ lb. boxes
Per doz. ½ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . . . .

Also in Russet and Ox Blood

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross .

Star Russet Combination

10c. size per gross .

DANDY PASTE
Whittemore's DANDY Cleaning and Polishing RUSSET SHOES
DANDY DRESSING
RUSSIA CALF RUSSET BROWN LEATHER GOODS

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . .

Elite, Ox Blood and Brown Pastes same sizes and prices.

If interested write for CANADIAN PRICES. **WHITTEMORE BROS. & CO.,** 20-22-24-26 ALBANY STREET CAMBRIDGE, MASS., U. S. A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.

E NICHOLSON

D H BAIN

CODES.
ABC 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON

EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BA

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

Herewith please find Acreage and estimated yield in the Provinces of **Manitoba, Saskatchewan** and **Alberta:—**

WHEAT.	Acreage.	Estimated Yield per Acre	Total
Manitoba	2,710,000	15 bushels	40,650,000 bushels
Saskatchewan	3,170,000	18½ "	58,645,000 "
Alberta	410,000	21 "	8,610,000 "
Total			107,905,000 "
	Total acreage in the three provinces.	**Estimated Yield per acre**	
Oats	2,660,000 acres	34 bushels	90,440,000 bushels
Barley	860,000 "	21 "	18,060,000 "
Or a total in the three Cereals of			216,405,000 bushels

September wheat is quoted at Fort William at 98c. per bushel, October 95¼c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **$150,000,000.**

We are brokers and Commission Merchants exclusively. Can we not handle your goods in the Great West? Yours truly,

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise, also cars distributed at Winnipeg, Calgary and Edmonton.

JELL-O

FOR DESSERT

This is the famous preparation that is revolutionizing the grocer's trade in dessert goods as well as the housewife's dinner calculations.

It is being advertised so effectively that the people know about it and want it.

We hope you, friend Retail Grocer, will get a large share of the benefit.

JELL-O FLAVORS: Lemon, Orange, Raspberry, Strawberry, Chocolate, Peach and Cherry.

JELL-O ICE CREAM POWDER

for making ice cream is also being advertised by the distribution of booklets.

The Genesee Pure Food Co.

LE ROY, N.Y.

"WHITE SWAN GOODS ARE GOOD GOODS"

—ALWAYS—

CEREALS, SPICES, COFFEES, ETC.

THE ROBERT GREIG CO. LIMITED

WHITE SWAN MILLS - TORONTO

To ensure success when pickling order

PURNELL'S
PURE MALT VINEGAR

The best known brand on the market
Brewed from the finest English Malt

Since 1750 we have been perfecting our brewing plant and machinery, and now have the largest capacity. Contractors to the Admiralty and Government.

Supplied in casks and bottles. Celebrated for its fragrant aroma and pungency.

AGENTS EVERYWHERE

Purnell & Panter, Limited - Bristol
Sauce, Pickle and Vinegar Makers

I WONDER HOW ANY GROCER

could think of Baking Powder without thinking of ST. GEORGE'S.

I always feel safe when I sell a can of St. George's because I know it is going to make a customer for me.

ST. GEORGE'S BAKING POWDER

is an absolutely pure Cream of Tartar Baking Powder, that is everywhere recognized as one of Canada's choicest pure food products. A grocer, who wants to add to his reputation for handling goods of quality, ought to always have St. George's Baking Powder.

Write us if your wholesaler can't supply it.

NATIONAL DRUG & CHEMICAL CO. OF CANADA, Limited
MONTREAL

WHITE DOVE
COCOANUT and ALMOND PASTE

Here They Are!

The best that money can buy. If your wholesaler cannot supply you, write direct for prices and samples.

Geo. A. Stone, Vancouver, B.C.
Scott, Bathgate & Co., Winnipeg, Man.
Frank M. Hannum, Ottawa, Ont.
C. E. Macmichael, St. John, N.B.
J. W. Gorham & Co., Halifax N.S.

My Attractive Package:
¼, ½, 1 and 5 lb. tins.

Manufactured by

Packed in 5-lb. Tins, 12 to case
" 10-lb. " 6 "

W. P. DOWNEY,
24 and 26 St. Peter St., - - - MONTREAL

Canned Fruits from the Model Factory

The Niagara Falls Canning Co., with the finest, most modern and most sanitary Factory in Canada have placed on the market

THE
"Pride of Niagara Falls" brand

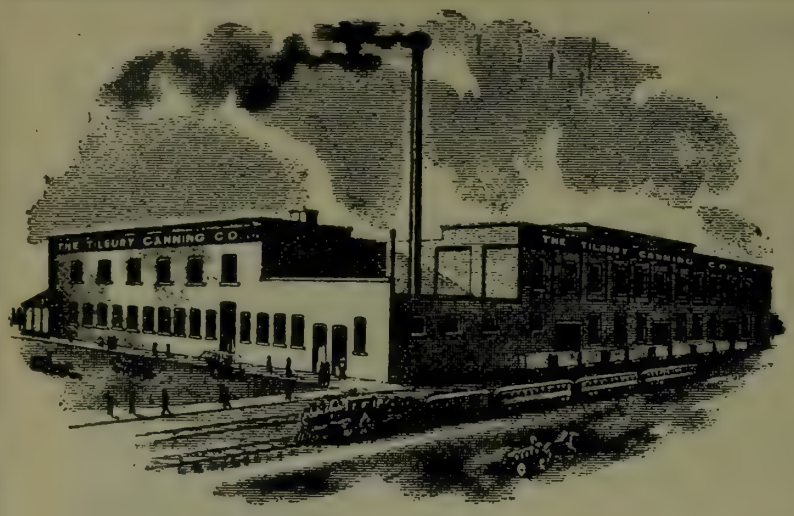
of Canned Goods. These are of the finest quality and are sure to bring customers for every grocer who stocks them. ALL FRUITS are packed in SANITARY ENAMEL LINED CANS which preserves the natural flavor and color of the fruit, also safe-guarding the consumer against ptomaine poisoning.

REFUGEE WAX BEANS, SELECT HAND PICKED TOMATOES, CHERRIES, PEACHES, PEARS, RASPBERRIES, STRAWBERRIES

Selling Agents—EBY-BLAIN CO., LIMITED

Our travellers will show you samples of the above.

TORONTO



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

Get our prices for immediate and future delivery.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

ESTABLISHED OVER 200 YEARS

CHAMPION'S IS THE BEST VINEGAR

MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.

ONTARIO AGENTS : The Lind Brokerage Co., 23 Scott St., Toronto
Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal
W. H. Escott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS — WRITE OUR AGENTS FOR PARTICULARS

Begin the day well with
Ridgways Tea
Largest sale of High Grade Tea
in the World!
Why?

CANADIAN OFFICE, - VANCOUVER, B.C.

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You Can't Cut Out
A BOG SPAVIN or THOROUGHPIN, but

ABSORBINE

will clean them off, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. $2.00 per bottle, delivered. Book 4-C free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands, Allays Pain. Genuine mfd. only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents, LYMAN SONS & CO., Montreal.

TRY A

Condensed Ad.

IN THE

Canadian Grocer

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Superior Quality — Canada First Brands

Evaporated Cream and Condensed Milk

Orders promptly attended to. — Every Can Absolutely Guaranteed.

PREPARED IN MODERN SANITARY FACTORY

AYLMER CONDENSED MILK CO., LIMITED

Factory : Aylmer, Ont. — Sales Office : 39 James St. South, Hamilton

W. H. ESCOTT

WHOLESALE

GROCERY BROKER

and Commission Merchant

Manufacturers' Lines Handled on Commission to the Wholesale Trade

TRACK WAREHOUSE ACCOMMODATION

BEST REFERENCES

141 BANNATYNE AVE. EAST

WINNIPEG, - CANADA

AND WEST TO THE ROCKIES

Wagstaffe's

Wagstaffe's fine old English Plum Puddings and Mince Meat now ready for delivery. Kindly get prices and see samples before buying elsewhere. To be had of all Wholesale Houses in Canada.

Wagstaffe Limited

THE PURE FRUIT PRESERVERS

Hamilton

MADE in the finest factory in Canada
FROM Purest Milk obtainable
BY Skilled Operators
FOR Grocers to Sell who
HAVE Particular Customers.

PRICES ON REQUEST

THE CANADIAN CONDENSING COMPANY

Chesterville - Ont.

Sales Agents— S. H. EWING & SONS, MONTREAL

Whenever you want

SOAP

When you want in quickly, no matter what kind, and at reasonable prices write to us.

SAVONS FRANCAIS

C. Pagnuelo, Manager.

Factory: 1653 Notre Dame St. E. Offices: 235 Coristine Building

The reputation of

Rowat's Pickles and Olives

is one based on

Quality, Purity, Cleanliness of pack, Uniformity and generally bright packing.

Canadian Grocers

find them the most ready and profitable sellers of any line of imported or domestic pickles.

Are you getting your customers interested? Your jobber can sell them.

ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal
HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet
VANCOUVER—Jarvis & Co.

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

Norton Manufacturing Co.

HAMILTON

You Can Stand Behind

an article that has the quality to back it up like

James Dome Black Lead

It's just Stove Polish, nothing else. All Shine, NO DIRT or DUST. Gives a lasting brilliant shine.

W. G. A. LAMBE & CO., Canadian Agents

THOS. McCREADY & SON, Ltd.
Bonded Vinegar and Pickle Manufacturers
Est. 1883. ST. JOHN, N.B.

Its Merit Brings Repeat Orders

White Moss Cocoanut

Sells Everywhere

Standard For Years

MADE BY

The Canadian Cocoanut Co., = Montreal

AT THE FAIRS

We have been demonstrating the superiority of our Pure Maple Syrup,

"PRIDE OF CANADA"

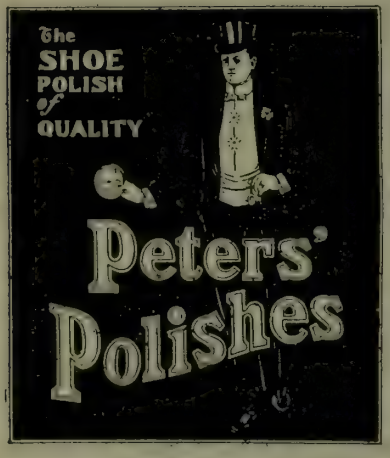
in this way assisting the grocer very materially. The people of Canada are using our goods more than ever before. Are you in on this ?

IT PAYS

The Maple Tree Producers' Association

WATERLOO, - QUE.

TORONTO BRANCH: 512 Dundas St., Phone Park 308



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A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St., West
Toronto

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

Re Valencia Raisins

In store Trenor's Blue Eagle Selected

VALENCIA RAISINS

PRICE RIGHT

James Turner & Co., Limited

Hamilton, Ontario

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News of the Canadian Grocery Trade

Western Province Notes

Excellent Fruit Prospects in British Columbia—New Zealand Canned Goods Coming Into Vancouver—Saskatoon is Receiving Large Fruit Shipments.

VANCOUVER.

September 19.—Advices from the interior are that the fruit crop will be much better than it was thought earlier in the season. The prune crop, in particular, which was reported very short, will be nearly a full crop, and of excellent quality. On the coast, the apple crop is not quite up to the average, but in the interior it is excellent. The pear crop is the only one that may be regarded as light, although in some districts, notably Kelowna, it is up to the usual standard. At Peachland and Summerland the peach crop is fine, while at Salmon Arm it is up to the standard, with grading and packing a great improvement over former years. Other main line points, such as Ashcroft, Lytton and Kamloops show their usual high quality. An expert, discussing the subject, stated to The Canadian Grocer that a great difficulty here is the lack of adequate arrangements for cooling fruit after picking. He points out that this should be done in the shortest time possible after the fruit is removed from the trees, and the low temperature maintained until it reaches its destination. No matter how well the cars may be iced, unless the fruit is thoroughly cooled before starting it will not carry in the same good condition as if these precautions were attended to.

Great expansion is noted in the fruit growing industry in the Province, and according to data furnished the Provincial Board of Horticulture, the investment now totals $15,000,000, as compared with $3,000,000 fourteen years ago. Thomas Cunningham, one of the members of the Board, says it is reasonable to expect that in five more years this will have increased 100 per cent., at the present rate of increase. That it pays to grow fruit free from insect pests is further demonstrated by the quest of a buyer from Australia who is after 75,000 boxes, but who will only take fruit absolutely clean. On one day 1,800 boxes of California fruit were condemned in Victoria, and the same amount in this city. The State of Washington, following in the steps of this Province, has adopted very stringent laws, with the result that the fruit coming from there is very much better than in former years. British Columbia imports considerable early fruit from the South, and the utmost vigilance is exerted to keep out any that may bring pests into the country.

Canned products from New Zealand are making their appearance on the market here and with good quality are quoted just a trifle under the same kind of Canadian goods.

An instance indicating the amount of fresh prunes shipped from British Columbia is the ten tons which were shipped from Victoria on Tuesday of this week, a whole carload being sent through in unbroken shipment to Regina. This fruit grows well on Vancouver Island. The Progress Fruit Packing Company, a new organization, shipped.

It looks as if butter will be higher than ever this Winter in Vancouver, and it is not improbable that it will climb over the 50c mark. It has not been very plentiful all Summer, and word comes from Australia that there is a famine in butter there. Much butter is brought from Australia in the latter part of the Winter, and it may be that, as it is Spring in Australia by that time, the market will be in better condition. Eggs, too, are climbing up. Select eastern are quoted as high as 35c this week, with other grades at 28c and 30c.

T. Booth, fruiterer and confectioner, of North Vancouver, has taken H. S. Aikens into partnership, and the business will be enlarged.

B. C. Rainsford, wholesale fruit dealer of this city, is building a handsome residence in North Vancouver.

S. R. Bailey, managing director of the Bailey Broom Company, of Kingston, Ont., is on a trip to the coast.

James Sargent, Secretary of the Commercial Travelers' Association, of Toronto, was in the city this week. He is here on a combined business and pleasure trip.

The death took place at Princeton of George W. Fish, manager of the A. E. Howse Company, general merchants. He was formerly with W. J. McMillan & Company, wholesale grocers, of Vancouver.

What might be called an avalanche of fate last week overtook C. Dynes, who was proprietor of a grocery store at Sapperton, near New Westminster. On the 9th instant his store was burned out, he and his family having a narrow escape, and on the 10th he was run down by a street car in New Westminster and instantly killed.

The Okanagan Fruit Union, with a capital of $250,000, has been organized at Vernon to handle the output of Okanagan orchards. C. G. Guy is provisional Secretary, while the committee to look after the details of incorporation is composed of W. C. Ricardo, J. Kidston, W. R. Pooley, R. H. Agur, R. M. Palmer, J. Barnett, B. McDonald, E. M. Carruthers, and W. T. Shatford.

A tobacco plant was on exhibition last week in Vernon that was eight feet in length and had made its growth from a seedling in six weeks. Another, a foot longer, will be exhibited at the Fall fair. The plants were grown under canvas, the plan advocated by Felix Charlan, tobacco expert of the Dominion Government.

CANADIAN STORE INTERIORS—VIEW OF STORE OF A. J. CLARK & CO., LONDON.

SASKATOON

September 21.—The grocery business of Young & Co., on Avenue C, has been purchased by J. F. Friesen, who was lately in business at Dalmeny, Sask.

J. F. Cairns has returned from a business trip to the east, where he has been in connection with the forming of a company of wholesale grocers to be established here at an early date.

A plentiful supply of fruit is on the market at the present time. Several grocers have received car lots and are making special displays in their windows. The Rogers Fruit Co. were in receipt of six cars of California fruit on Thursday.

The Canadian Northern Railway have announced the rate on which wheat will be handled from points on the Goose Lake line, just under construction. The rate will be 23 cents per 100 pounds to the lake front. The rate from Saskatoon to Port Arthur is 22 cents.

Asquith, some 30 miles west of here, on the C.P.R., has been incorporated as a town. Many new buildings have gone up lately, amongst which is an elevator for the G.T.P.

A. Creighton, of Saskatoon, has bought the store occupied by the branch of J. F. Cairns. He will run it in conjunction with his Saskatoon business.

Misses E. and H. Walker have recently built a restaurant, which is now in operation. They are also running a grocery business in the new building.

Residents of Warman are living in prospects of a new flour mill in the near future. E. C. Smith, an eastern capitalist, paid a visit to the town lately and was pleased with the location.

From the Maritime Provinces

Apple Prospects Good in Nova Scotia—Some Advice to Shippers—News From New Brunswick.

HALIFAX.

September 21.—The farmers are again busy through the Annapolis valley gathering the year's harvest of fruit. Taken altogether this has been one of the best fruit-growing seasons Nova Scotia has had for years. The continued dry weather of July did not harm the fruit, and the long continued warm weather of the early autumn has served to give the apples a larger form and finer color than last year. In Maine, New Hampshire and some other sections the crop of winter fruit has fallen considerably behind the usual output. This will greatly favor the market for the larger varieties of Nova Scotia apples in Great Britain. R. Starr, president of the Nova Scotia Fruit Growers' Association, says that this year our province will send out the finest apples in the world. As to the market, the Gravenstein and other early varieties have, and are still commanding a good price on the local market. Already the Furness steamers have begun to carry their share to the Old Country. Regarding apples shipped to England, Robert Starr has a word of warning for the shippers who are inclined to send fruit too early. He attributes the great loss sustained last year by the Nova Scotia shippers to the men who clogged the English market at the beginning of the season with ripe fruit, thus ruining the reputation of Nova Scotia apples. He says that if we are to regain our reputation this year we must leave the fruit on the trees until it is well colored and put up a good appearance. The shipping facilities were never better than this season. There are several new warehouses along the line and the railway has made additions to its rolling stock. There are also plenty of steamers to carry the fruit. As yet there are not many buyers through the valley. Advices from London state that prospects are good for winter fruit. Steamers sailing from this port carried away about thirty thousand barrels of apples for the English market this week.

Plums are coming in in fairly good supply, but the price is high, 70 cents being asked for a six-quart basket of the choicest quality. Some very fine Ontario plums arrived here this week.

Advices from Charlottetown, P.E.I., say that the potato market is dull at present, but the stock in Prince County is splendid, dry, sound and well grown. There will be a large crop in Prince County and the opinion of the best authorities is that all the potatoes will be wanted at a reasonable price. They have been bringing thirty cents and over all along. The market is somewhat off at present, on account of an overstock in the Montreal market. Eggs declined a half cent per dozen this week. The oat market is very firm. The crop in Prince County will not yield more than half the export surplus of last year. It is being harvested in remarkably good condition. Hay is in a moderate supply. Turnips, carrots, parsnips and beets are plentiful and the prices reasonable.

ST. JOHN.

September 21.—The rush of visitors incident to exhibition week is now over and business is back again to normal conditions. The wholesale and retail merchants report a good week's business as a result of the big crowds that were here to attend the fair. The Exhibition Association is now looking toward some action to secure the Dominion grant of $50,000 for an exhibition here next year, or in 1910. At a dinner given to the Press by the Exhibition Association on Saturday night last, Vice-President T. H. Estabrooks advocated strongly that immediate steps be taken to press St. John's claims.

There has been little change in market quotations during the past week. Sugar has advanced ten cents per hundredweight.

The quantity and quality of river produce which has arrived in St. John during this season has been, in most cases, equal to previous years and the crops have been equal to the average, The early apple crop has surpassed that of last year, but the prices received are lower. Last year was an "off year" in apples, but the crop this season doubles that of several years previous. The green crop is better in quality than last year and tomatoes have never been so good for years. Potatoes will be an average crop, although the late product has only started to come in. Dealers find that the red potato will not sell, but there is a great demand for white potatoes and the prices compared with last year are about the same.

Butter is scarce and is now higher than it was at this time last year. Very little is coming in and the farmers are holding what they have, believing that the price will go up.

John McMulkin, factory inspector, has retired from the grocery and provision business, having sold his stock and trade to Fred McMulkin and Harry G. Titus. Mr. McMulkin has been in active business life for forty years and has earned an honorable reputation throughout the province, both for ability and integrity. He gives up this work in order to devote his whole time to that of factory inspection.

Fredericton butchers have been importing beef cattle from Ontario, owing to the scarcity of domestic beef. The importations of western cattle to St. John continue to increase.

It is quite apparent that New Brunswisk farmers can make butter equal to any in Canada, if not better than most, when the prize-winner at the Toronto Fair had to take a back seat when competing with the butter-makers at the exhibition held here last week. Of the prizes awarded New Brunswick makers got first honors, with Nova Scotia and P.E.I. close behind. J. H. LeClerc, of Foster, Quebec, who captured the silver cup and sweepstakes for butter at Toronto, had an exhibit here, but failed to get prizes. The same judge, Geo. H. Barr, officiated at both exhibitions.

ATTRACTIVE ADVERTISING MATTER.

A couple of attractive hangers, which would aid materially in brightening up the store are just being issued by Bovril, Limited. One of these represents an attractive girl, whose beauty and happy style may presumably be attributed to the use of the beverage. The second is an exact reproduction of a member of the Northwest Mounted Police. A postal card sent to Bovril, Limited, 27 St. Peter St., Montreal, and mentioning The Grocer, will bring a parcel of attractive advertising matter prepaid.

From Ontario Correspondents

Chatham May Get a Sugar Refinery—Kingston Troubled With the Pedlar Nuisance—The Local Fair Brightens Guelph Business.

PETERBORO.

September 22.—W. H. Kline, who has been carrying on a grocery and cut-rate drug business on the corner of Water and Smith streets for the past year, has sold out to S. J. Guthrie. The latter has secured a lease of the premises. Mr. Kline was doing a successful business, but owing to ill-health was compelled to refrain from active work.

J. V. A. Coon, general merchant, of Havelock, has assigned to Osler Wade, Toronto. In a recent fire in Havelock Mr. Coon's buildings were completely destroyed. The loss together with book debts of $4,000 account for the $12,000 liabilities.

A new grocery and confectionery store has been opened on Park street by W. McCann, a former contractor.

It will be welcome news to commercial men to know that a new station is being constructed at Omemee in the village. The present station is about a mile from the business centre.

The window of White & Gillespie's grocery store was artistically decorated last week with a miniature fair grounds. The Peterboro Exhibition was held last week, and the window attracted the attention of many of the visitors. An exhibit building, race track, live stock sheds, etc., were among the features shown.

H. B. Collier, of the Canada Flakes Company, was in Toronto during the exhibition, superintending the company's display of Canada Flakes as well as the inventions of the Collier-Cunningham Company.

CHATHAM.

September 22.—The opening of the election campaign seems to have had no deterrent effect on the business revival. Many merchants report the last few weeks the best they have had in a long time.

The city market is flooded with fruit these days, peaches being particularly plentiful. These sell for from $2 to $2.50 a bushel. Eggs are scarce, but last Saturday there was evidence of a drop in the price of poultry, as chickens are now beeoming quite plentiful. Butter has sold all summer long for 25c a lb. for dairy, creamery butter ranging several cents higher.

The visit of a delegation of sugar beet magnates from Mount Clemens to this city last week has revived the talk of a beet sugar factory being established in Chatham. The men in question were all connected with the Mount Clemens factory, which draws largely from Chatham and vicinity for its beets. Chatham being directly in the centre of the beet-growing district, with ample connections by rail and water, is an ideal spot for a sugar factory, and from time to time during the past few years there have been rumors of the establishment of a factory here, either by the Wallaceburg Company or by Michigan capitalists. Supt. Widrig, of the Mount Clemens company, who looks after that concern's acreage here, states that beets sufficient to supply a factory could be grown within 50 miles of Chatham the soil being specially adapted to the crop. The Mount Clemens factory is buying about 1,300 acres, and will pay out about $75,000 in Canada this year for beets, in addition to $16,000 or thereabouts in wages. The harvesting of the crop commenced this week, the crop being good, though the tonnage will be lessened by the dry weather. The Wallaceburg factory resumed operations this week.

H. E. Trent, of the Fleishmann Yeast Co., Toronto, and Mr. Hilton, of the Hilton Baking Co., Toronto, were both in the city on business last week.

A. L. Cummings, who formerly conducted the West End grocery, at the corner of Gray and West Streets, but last July sold out to C. H. Seeley, has started in the grocery business again, this time at the corner of Raleigh St. and Lorne Ave., within a couple of blocks of his old place of business.

The threshing of the Kent bean crop is now well under way The crop is only a fair one, though the prices are good, $1.80 being paid in Blenheim last week.

The Highgate Monitor says: "One of our citizens last week spent 11 cents for postage and sent to a big department store for goods which cost him $7.65. The goods were not just as represented in the catalogue and could be purchased right here in our own town for $6.25—a saving of $1.51."

LONDON.

Sept. 22.—According to brokers' reports wholesale trade is very brisk, although the volume of business is scarcely equal to that of this time last year. Both wholesalers and retailers are buying sparingly. Prospects are very bright.

Fair week was a busy one for the retailers. The vast influx of visitors to the city meant a great many more mouths to feed, and it was the grocer, the baker and the butcher, who had to do it. The farmers who came in had plenty of money with them, and spent it freely—for farmers. Stores were kept open until late at night and the clerks were kept busy until closing time. Judging from appearances, hard times do not exist in the agricultural district surrounding London.

Ben. Sloan has disposed of his grocery business in West London in which is located the post office, to a party from the country.

Two grocery rigs came into collision in the street a couple of days ago and it is not a little singular that the owner of one, Percy Brown, was formerly a clerk in the employ of the proprietor of the other, W. Richards. Neither driver was injured but the rigs were damaged.

KINGSTON.

Sept. 22—R. J. Carson, wholesale grocer, may feel pretty proud of his eldest son, who has just completed a brilliant course at the military college, coming out first in nearly all the subjects.

George Gibson has bought out the stock of P. G. Wilmot, corner of Princess and King streets, and intends going into groceries, hay, feed, etc.

Hello! have you got any gem jars? No, where can I get em? Don't know, everybody sold out. Big demand ain't there? Guess it's the low price of tomatoes; 25 cents a bushel.

The big honey man on the island sold his output to a Toronto firm for a good price.

Bower Campbell, once owner of a flour mill here, is renewing acquaintances after an absence of five years. He saw the great possibilities of the flour industry in the far west and took Horace Greeley's advice. He is now part owner of one of Edmonton's largest mills.

Kingston has not had so many buildings in course of erection for many years. Looks as if times would be good this winter nothwithstanding prophecies of the blue ruin society.

Fruit shipped by freight comes to Kingston in an awful shape, baskets broken and some nearly empty. Grapes sold as low as 15c. a basket last week. Every store had them piled up like cord wood.

Our city is overrun with peddlers, owing to the fact that 90 per cent. escape paying licence. Our officials are too philanthropic to look after them, but our merchants pay taxes for the privilege of selling in their stores. Stores make a city beautiful, what do peddlers do in that line?

GUELPH.

Sept. 22.—Many friends in the trade will regret to hear of the death of Thos. Hewer, who early in the year took over the grocery business on the corner of Dublin and Nottingham Sts. from his brother, James.

Does a clerk need holidays? Well, I know he does. Not so much as a rest but the change does him good. Take a day off and see how the other fellows do and you will not regret your time spent. Each clerk should at least have a week once a year just as well as the boss. Clerks, or the majority of them don't. For one reason, they are afraid to ask. The boss will never mention it if the clerk doesn't. Get in touch with your boss, don't be afraid to ask for what you want and talk it over with him. Don't mind what other people say, but be with him and you will find you have a good boss.

C. T. Hicks and his driver, H. Sibbley, deserve credit for carrying off the 2nd prize in the delivery rig class at the Guelph Central Exhibition. There were some good outfits and a lot of argument after, but the judge did not decide with the public. However, the

same rigs will come in competition at Fergus and then there will be doings.

The market on Saturday was not up to the usual standard so far as the produce offered was concerned, but the plentiful supply of buyers made it interesting for an hour or so. The scarcity of butter and eggs was quite noticeable, the prices of both going up a notch or so. Tomatoes were a good seller at from 10c to 15c a basket. The other varieties of fruit were quite in evidence but there was no change in prices.

The new mail boxes and also the paper boxes have been distributed throughout the city and are giving good satisfaction except in one very important particular and that is, the time the mail will be collected.

It is a good idea for any exhibition committee to offer a special prize for delivery rigs. Some rigs would never get a coat of paint nor some horses get properly cleaned as well as numerous other little attentions but for this special prize at show time.

Wm. Stevens has bought and taken possession of the store on the Brock Road formerly owned by A. Mathews. Mr. Stevens has had some experience at the grocery business and ought to do well.

BRANTFORD.

September 22.—The death occurred on Monday, Sept. 14, of John B. Harp, at the age of 61. The four sons, Fred C., George, Jasper and Arthur, are all prominently connected with the grocery business in this city.

Geo. S. Winter has returned from a two months' vacation at Bala, Muskoka.

Business has been brisk the past two weeks. The demand for fruit jars was exceptionally heavy, and stocks were very light, but the timely arrival of second shipments (badly broken) saved us from a jar famine No doubt the large tomato crop was responsible for the increased demand They were selling on Saturday three baskets for 25c. Butter 27c. eggs 25c dozen.

A new brick grocery is in course of erection at the corner of Terrace Hill and High Street.

Frank Lake who had an operation for appendicitis about three months ago, was able to resume work this week.

Fred McArthur charged with breaking into Geo. J. Harp's grocery, West Brantford, recently, was given the benefit of the doubt and allowed to go last week.

ST. THOMAS.

September 22.—Saturday's market was a large one and the fee collector succeeded in collecting about ten dollars on the east end or Norton market. Very little difficulty, except in one or two instances, was met with, this being the first Saturday under fee system. The grocers were conspicuous by their absence until after nine o'clock, as the new by-law enacts.

The continued dry weather has had its effect on the crop of potatoes, and they sold readily at 25c per peck, and the supply was not equal to the demand. Tomatoes were quite plentiful and sold for 40s per bushel. Butter was also a scarce article and the drought has caused the make to fall off more than a third. Twenty-eight cents per pound was the ruling figure. Eggs were in light supply and 22c per dozen was the price readily paid.

About 500 baskets of peaches were expressed into the city on Saturday, and it is surprising the demand that continues for them. Eleven-quart baskets sold from 40c to 75c each.

The scarcity of fruit jars is being felt and most grocers are sold out of them. W. D. Boyce had a consignment, but most of them arrived smashed.

The grangers of Middlemarch held an indignation meeting as the result of the city's action in making the farmers attending the market pay market fees, and threaten to attack the legality of the by-law. A committee was appointed to report at next meeting to confer with some merchant as to taking their produce on commission.

Fergy Ferguson's store, on Wilson Avenue, has been sold, and he has not yet secured another building in which to place his stock. It is reported Mr. Vansyckle, the butcher, moves in shortly. Mr. Ferguson has the sympathy of his brother grocers in his trouble.

One or two grocers have been cutting the price of sugar lately, but the good business sense of the majority, and the experience in the past of the folly of such work, has prevented them from taking any notice of it and they are not following suit so far and it is to be hoped the offenders will shortly see the error of their ways.

J. Smale, grocer, Yarmouth Heights, has sold his store and stock to Joseph Hatch, dairyman. Mr. Hatch takes possession on Sept. 28. Mr. Smale did a good business and had to sell owing to ill health in the family.

Jas. Tremblay, owing to his increasing business, has had to put on another delivery wagon.

OTTAWA.

September 22—The Central Canada Exhibition opened on Friday, the 18th inst., together with the Pure Food Show, but they only got down to real business on Monday the 21st., which was children's day. The show is now in full swing, and promises to be a huge success. The show looks very pretty at night when all the lights are on, making it as clear as day, as it is to be remembered there are six hundred lights in the building, put in especially for the show. Any amount of space is in evidence, so that there are no chances of congestion of traffic.

R. J. MacDonald, of the Quaker Oats Company, is in town looking after their exhibit, and calling on the trade.

The Canadian Shredded Wheat Company, are giving a complimentary banquet in St. John's Hall, on Thursday night, and have requested the Ottawa Retail Grocers' Association to send invitations to their members and friends.

Because the Ontario bees have not maintained their proverbial reputation for business, some of the fruit crops will suffer. One is apt to forget sometimes how much in agriculture depends upon such a simple thing as fertilization.

GALT.

September 22.—The grocery business in Galt has brightened up considerably during the past two weeks. Not that it has been at all depressed, but the arrival of the preserving season with the consequent large demand for sugar, vinegar, spices and such like has added a bustle and confusion to the everyday business.

A merchant, in discussing trade affairs with your correspondent the other day, made the statement that it has been more than three years since a grocery firm in Galt has become insolvent. This is a remarkable showing when it is considered that fully a dozen new groceries have been started in that time.

The peach season is at its height in Galt and prices range from 60 to 90 cents per basket. The merchants are not at all pleased with the results of the fruit trade this season, stating that with the low prices and great risk owing to fruit spoiling, the profits will be exceptionally small.

Tomatoes have been the banner crop this year in Western Ontario, and incidentally they have been gladly received by the grocers. Allan Deans, of the Red Front, stated to your correspondent that never before had the crop of tomatoes been so large or the quality so high. "Every basket of tomatoes we received was perfect. The crop was so large that many growers have found it cheaper not to pick the tomatoes. I know of one man who turned under more than five hundred baskets rather than pick them. The price has been as low as ten cents per basket."

This season's demand for preserving jars has been the largest in the history of Galt grocers. The cheap price of fruits of all varieties, particularly tomatoes, is responsible for the increased demand. The housewives find that it is cheaper to can tomatoes than to buy them during the Winter.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

W. B. Stringer, Toronto, is giving his attention to filling orders from retail grocers and fruit dealers who look to Toronto for their supplies.

Chr. Bjelland & Co., packers of King Oscar brand sardines, have erected a new factory for the exclusive packing of sardines at Skaanedick, near Stavanger, Norway. Of late years the fishing has moved farther north, and the fact that the new factory is in the centre of the new fishing grounds will facilitate the immediate packing of the sardines, a most important feature. The same firm has been successful in procuring an olive oil of exceptional quality, all of which goes to keep up the excellence of the brand. John W. Bickle & Greening, of Hamilton, Canadian agents, advise that delivery from the new pack are arriving and are obtainable from all wholesale grocers.

THE JOBBER AND THE RETAILER

Relations of the Two Classes Discussed From Several Standpoints by United States Journals—A Question of Interest in Canada.

The following article from a recent issue of the New York Journal of Commerce, dealing with relations between the jobber and the retailer, will be of general interest to the trade in Canada. The question is one that is receiving a great deal of discussion across the border, and while so much attention has not as yet been paid to it in Canada, this will come in a short time.

"Ain't It Awful, Mabel?"

"Retailers are you to be used like cattle and forced to take what you can get and not murmur? There are about 350,000 of you engaged as retail distributors of food, of which the bulk are in the cities. You are a disorganized mass and therefore your power of resistance is slight, and such as you have centres in the comparatively few existing retail grocers' organizations. Just now there is a combined onslaught on the rights of the retailers which seeks to 'treat every retailer exactly alike,' as if they were so many bits of metal, cut from one die. Brains, experience, capital, capacity for work, and all other qualifications are no longer to have sway. 'The race is not to be to the swift, nor the battle to the strong.' Individuality, as well as the measure of integrity and morality, are to be placed on a dead level and the hard-working, intelligent grocers of the United States treated exactly as the ignorant, inexperienced, slovenly, incompetent retailers of food products.

The above strange mixture of lachrymose wail and heroic clarion blast is from a recent issue of the "American Grocer," and represents that paper's view of the recent tendency of large national manufacturers to conduct their business on strictly consistent and logical lines—lines that treat everyone alike and eliminate preferred classes and favored buyers. In a diatribe that teems with most glaring inconsistencies the esteemed weekly chooses to characterize it as the creation of an iniquitous "dead level line."

The one great fundamental need of the grocery, as well as every other trade, is "a fair field and an open market." They can never be attained so long as there are preferred customers and unequal prices—when this merchant can buy at one price and the next at a better price, just because he happens to be able to sell a little more in a given time than his neighbor. Followed to its sequence and ultimate end, it would mean nothing short of allowing the great to become greater and pushing the small dealer to the wall and out of the porthole of oblivion. And because the manufacturer has recognized that very fact he is fast changing his policy to that of consistency and the "dead level line." The "American Grocer" raises his voice in lamentation, a pitiful tale, when it says:

Some More Selections.

"The representative retailers of this country, the great traders who have built up huge distributing plants, doing a trade into the millions, are to be "treated exactly" the same as those foreigners, inexperienced in American life, unable to speak English, with little knowledge of weights and measures. The unthrifty mass are to be placed on a level with the men who have lifted the modern grocery store to the front rank, the peer of the dry goods or jewelry shop.

"You are to be denied your rights as buyers, so that the retailer that sells five, ten or twenty cases of a protected article in a year is to have every advantage of the purchaser who buys in carload lots, and whose channels of distribution are multitudinous and widespread.

"Such firms as Park & Tilford, Acker, Merrall & Condit, S. S. Pierce Company, and all other firms, greater buyers than seven-eighths of the jobbers, but sellers at retail, have been denied the right to buy certain proprietary articles on the most favorable terms, no matter how great the quantity taken."

Now if the "American Grocer" held a retainer as the faithful defender of the 350,000 retail grocers in this country, to whom its tearful plea is addressed, it would really talk very differently. Its logic rather suggests that it is really the special pleader for those others whom it mentions, "who have built up huge distributing plants"—the "Park & Tilford, Acker, Merrall & Condit and S. S. Pierce Co." type. If this be true, why not frankly say so and not beat out their weapon on the anvil of the rest of the retail multitude? As a matter of fact, it is just such big factors and their claims for preferred treatment that jeopardizes the general retail trade. Instead of antagonizing the "dead level" policy, the great mass of grocers will applaud it as the hope of their salvation.

Ethics or Economics.

But there is altogether too much of a tendency in certain circles to regard the evolution of the grocery trade, now in progress, as an ethical rather than a commercial question—to forget that the manufacturer is shaping his policies not from academic theories but in a way to conserve his own business prosperity right. It is a happy reflection of his righteousness, however, that he also discerns that that end is best attained by the preservation of "a fair field and an open market." No manufacturer would undertake to market his wares directly through 350,000 retail channels—each with its uncertainties and expense—if he could accomplish the same end through 3,000 jobbers. It is the acceptance of this fact that has brought about the fact that 85 to 90 per cent. of the grocer's manufactured wares are to-day distributed through jobbers, and only 10 to 15 per cent. through direct buyers. The chain and department stores—and it is they who are now wailing most loudly—buy not 1 per cent. of the whole. In other words, 35,000 retailers sell—on the basis of the latest official estimates of the grocery trade traffic of the country at three billion dollars—300 million dollars worth, while the other $2,700,000,000 worth is sold by 315,000 retailers. In looking after his own best welfare, in reaching every corner of the country, which side of this problem appeals most sensibly to the sane manufacturer—as a pure question of economics? Or, as an ethical question, if you choose, which is fairer in a mercantile sense, to use ten customers and agents all alike and on a fair basis of a living chance to make a living profit, or to select one for special benefits and special profits at the cost of the other nine, particularly when that one may use his very advantage as a weapon to eliminate the other nine and "hog" the whole trade for himself? This is the viewpoint from which the manufacturer has discerned which is his best and most equitable course. It is also the viewpoint of nine-tenths of the 350,000 retailers. Wherefore the occasion for shedding crocodile tears?

Again, take the view of the consumer. It is for his welfare that the 315,000 retailers flourish and thrive rather than that 35,000 may swallow them up. The man next to the housekeeper is the retailer, and the nearer he comes to the housekeeper the better everyone is pleased. The civic welfare is promoted by the thrift of the small dealer and retarded by the growth of monopoly. Popular prosperity expands from the leaven of the corner grocer, and it is manifest that if the 10 per cent. displaced the 90 per cent. the corner grocer would be eliminated—with reasonable reductions, of course, for the inevitable drift toward centralization, which cannot be entirely stayed.

Developing "Big Fellows."

There is something else in this growth of "the big fellow" that is a growing menace to the manufacturer. Experience shows conclusively that when a retailer—or a jobber, for that matter—gets big enough to swing the proposition, he invariably seeks to further eliminate everything in sight by eliminating the manufacturer. First come the big contracts under "buyer's label," followed by the retailer's own packing from bulk, and, eventually, by "our own manufacture." With this staring him in the face, what incentive is there for a manufacturer to "help make a rope with which to hang himself?"

It is not to be said that the retailer who seeks to grow into a "Park & Tilford," etc., is doing other than perfectly right. Nor is he wrong in trying to buy direct or in becoming his own manufacturer. It is entirely legitimate from his standpoint. But the mind which can reach that conclusion ought, in common fairness, to admit that the manufacturer has an equal right to look out for himself and his welfare, present and future. The whole trouble to-day is—and it always has been in the process of evolution—that two conflicting rights have met in the narrow path of expedi-

ency. Because one has been pushed aside in the interests of several others —manufacturer, jobber, the majority of the retailers and the most of the consumers—is no occasion for the onlooker to put on sackcloth and ashes and weep great salty tears. The majority are disposed to smile at the adjustment of one more knotty complication.

THE GREEK CURRANT CROP.

Output Restricted Owing to Prolonged Drought.

Vice-Consul Haworth J. Woodley, of Patras, has prepared the following forecast of the currant crop in Greece for this season:

The weather conditions which prevailed during the spring and early summer of 1908 have been generally favorable for the regular development of the season's crop. Provided that the weather continues fine for another three weeks until the currants have been sun-dried and stored, the fruit will be of excellent quality, but probably slightly smaller in size, owing to the prolonged drought that has prevailed. Although no accurate estimate can be made until the currants have been gathered from the drying floors, the new crop is generally estimated at between 165,000 and 170,000 tons. From this quantity the retention or export duty of 35 per cent. in kind on the total shipments must be deducted in order to arrive at the quantity actually available for export. The total shipments during the past season of 1907-8 in round figures amounted to about 125,000 tons, which, plus the 44,000 tons retained as 35 per cent. retention duty, made a total covering actual requirements of 169,000 tons. Owing to the comparatively small stocks in foreign markets there appears good reason to anticipate that shipments will exceed those of the past season, while the present statistical position shows that given normal requirements, there will be just about sufficient currants available for export to supply the average world demand.

In marked contrast to the heavy forward buying of last year it is noteworthy that this season only a very limited quantity of fruit has been sold for future delivery, and it is therefore not improbable that when all consuming markets simultaneously commence covering their requirements spot market prices will advance in response to the universal demand.

WANT NEW FRUIT MARKET.

Toronto Wholesale Dealers Discussing Several Propositions for Improving Conditions.

Again there is talk among Toronto wholesale fruit men, regarding a new central fruit market. Ever since the days when the dealers began selling Niagara fruit on the Yonge street dock as it was taken off the boats, this has been a live question. The first wholesale market was the old warehouse on the dock, but some time ago that building became too small. The boats, too, soon were unable to handle all the fruit-carrying business and the railways took a hand in the game. After some agitation, the Grand Trunk Railway set apart half of the old Great Western depot, which had degenerated to the uses of a freight shed, as a better location for the market, and it was certainly a lift.

Last winter and during the early spring months, a number of fruit dealers pressed the matter on the city council to take some action in regard to securing a new central site and erecting a suitable building. After some discussion between the council, a committee representing the fruitmen, and the railway authorities, an agreement was come to by which the G.T.R. promised to devote the whole railway building at the foot of Yonge street to the purposes of a wholesale fruit market during the summer months. They have done so, and on the whole, have brightened up the building and given a good train service as well. There still remains a part of the market unoccupied, and from present indications the structure would be suitable for several years to come—that is providing all necessary repairs are made. But the dealers are not all satisfied.

Last week a proposition was made to the city council suggesting that eight or ten fruit dealers were willing to pay $40 or $50 a month rent for the use of a part of the north section of St. Lawrence Market, and a sub-committee was appointed to look into the matter. Some of the fruit men wish to go to St. Lawrence Market during the winter months; others say that the lower floor of the south section would be preferable, as the railway would pass right by the door. It might in time, too, become a permanent wholesale fruit market.

The most ambitious project launched is that the city erect a new building on what is known as Bayside Park, on the harbor front, between Bay and Yonge streets, the building to contain a cold storage plant for summer use and a steam-heating plant for winter, the market to be used all the year round. The city could have the control of the tracks entering the building, and wharfage accommodation for boats could be made on the south side. Fruit dealers aver that they would be willing to recoup the city in rental for any outlay, and that in time it would be a paying proposition.

Some of the larger dealers say this proposition comes from men who have no regular warehouse accommodation, and that they are content with things as they are, as endless confusion would result and men who had invested their all in the business would stand to lose by any sudden radical change. The discussion may help in the long run by improving conditions at the present market, and, at any rate, healthy discussion can do no harm.

Grocery travelers doing Galt report that business all along the line shows a decided improvement, and that once more the populace is forsaking the meagre fare for the more expensive articles, a sure sign that public confidence in the future is being restored.

SCHEMES FOR BOOMING BUSINESS

Plans Other Merchants Have Adopted for Keeping Things Moving.

A Michigan merchant sent out a thousand self-addressed return post cards with a list of the principal goods he handled and suggested that the farmer mark any article that he wanted to buy during the season. It was explained that the checking in no way obligated the farmer to purchase. Replies were satisfactory and a great number of sales were closed.

"29c each for first 20, thereafter 50c," is an example of the general marking of cards for an introductory sale of a California merchant. This idea, carried out in pricing all his offerings, made the morning of his introduction sale busier than the afternoon. Such a plan is a fair one to use on the arrival of new goods and for the introduction of new departments.

On the back of his show window in a general store an Iowa merchant has a large sign reading "Just In." His display of fresh seasonable goods is completely changed each week. This man also believes in plenty of plain price marks and generally has an attractive display of 5 and 10-cent leaders in his window. He finds that the biggest looking values can be offered at these prices.

An ingenious Arizona merchant who had just enlarged his store left one show window unfinished and stated on a card in the window that as soon as trade let up a little bit he would get a chance to complete his window.

If all your wall space is already in use, how about conspicuous signs for the ceiling? Also hangers extending from pillars, fixtures, etc., marking locations as well as specials—such signs as may be read both coming and going. Supply the churches of your town with strong Japanese fans bearing your advertisement.

Keep your store front as clean and cool as possible. If your store fronts south, east or west an awning is well nigh indispensable. One merchant made a hit with his town's people by supplying a big sprinkling cart bearing his advertisement. He employed a man all Summer to keep the more important residence streets of his town well sprinkled. At least, be sure to keep the dust laid in front of your store.

Plan a gigantic 9c sale. Price everything in your store at a multiple of 9. Sell a few leader 15c goods at 9 cents; some 25c goods at 18c, others will go at 27c; dollar goods in general should sell at 84c or 80c, etc. Open and close your store at 9 o'clock. To the purchasers of each ninth sale give one chance in a good guessing contest with each 9c of any purchase. Or, refund each ninth purchase, not exceeding a certain sum. One merchant displayed a mammoth 9 as a background to his attractive 9c window. A lot of small squares were ruled on this figure and a good prize was given to the one guessing nearest to the number of squares. The best 10c values in his store were hung up in and around this figure.

To keep trade at home, place a large, handsome card in a prominent place reading, "if we haven't got it, we'll get it."

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OUR CHICAGO MANAGER.

J. P. Sharpe has been appointed manager of the Chicago branch of the MacLean Publishing Co., with offices at 933 to 935 Monadnock Block. He will have charge of all the company's business in that city and surrounding territory, and will give it his undivided attention.

The MacLean Company's complete list of papers are:—Canadian Grocer, Hardware and Metal, The Dry Goods Review, Canadian Machinery, The Power House, Plumber and Steamfitter, Bookseller and Stationer, Printer and Publisher, The Financial Post, Busy Man's Magazine.

Mr. Sharpe knows Canada thoroughly, having traveled in every part of the Dominion. For some years he has been a resident of Winnipeg, and has covered the West from Port Arthur to Victoria in the interests of the MacLean Publications. This, with his previous business experience in Chicago, fits him to look after the interests of this company in the Western States.

This makes our second branch office in the United States, the other being in New York, at 544 West 145th Street, with R. B. Huestis as manager.

FREIGHT CARRYING BY STREET RAILWAY.

Again the Montreal City Council has been memorialized by the business men of the city, regarding the movement of freight by the Street Car Company. This question has been on the tapis for thirteen months, and the promotors are becoming impatient as may be gathered by the text of the petition. This petition savours somewhat of a demand, and certainly does not possess the usual hat-in-hand commonplaces of such documents. It is from business men who obviously mean business and the fact is patent that they are tired of the dilatory manner which the council has displayed toward them and their prayer. All this is significant, as the petition contains the names of some of the most powerful business men in the city. Ald. Sadler in commenting upon the petition said, that there was no objection to the Street Railway carrying freight, but that the city's interests must be protected. He also stated that several meetings had taken place between the city authorities and the Street Railway Company, but as yet no definite arrangement had been arrived at. The franchise to be given was a valuable one and the city must get proper compensation for it. The following is the text of the petition :

"To the Mayor and Aldermen :

"Gentlemen :—On July 3, 1907, a largely signed petition was sent by the undersigned and many others of the large and important business houses, asking that arrangements be made at once with the Montreal Street Railway Company to carry freight in the city. Apparently nothing has been done, although some thirteen months have elapsed. In view of the fact that this question is of paramount importance, directly to the business interests of the city, and indirectly to the public generally, we cannot understand why an arrangement has not been arrived at long ago. The undersigned would strongly urge upon your Council that the matter be dealt with without further delay ; and while not desiring to take any active steps in the matter, must inform you that unless something is done shortly, they do not intend to let the matter rest."

TOURIST-TRAVEL IN MARITIME PROVINCES.

At the annual meeting of the Maritime Board of Trade in Halifax the other day, a good deal of attention was given to the attractiveness of the Maritime Provinces as a Summer resort.

President Bell, in his address, declared that "one important asset of these Maritime Provinces is the cool and invigorating climate in the Summer time." A resolution subsequently carried by the convention recommended a scheme of advertising, and urged subordinate boards of trade to furnish information regarding the peculiar advantages offered tourists by their respective localities.

Resolutions alone will not bring tourists. There must be an active and continuous campaign. And to ensure active and continuous campaigns there must be organization among the business men in the respective localities. The possibilities make the venture well worth while.

Tourist travel is estimated to be worth $15,000,000 to $20,000,000 a year to Maine. It should be made worth a great deal more to the Maritime Provinces. Their scenic and climatic conditions are certainly as attractive to Summer tourists, while in historic interest they transcend anything that the neighboring States of the American Union can produce.

Now is the time to make preparations for next year's campaign. Possibly the Provincial Governments might be induced to financially aid the enterprise. But the success of the movement will depend more upon the organized effort of the business men than any other factor.

THE EGG SITUATION.

The egg situation is at last developing a little interest. With the cooler weather eggs of better quality are arriving on the markets, and the shrinkage is not at all so great as during July and August. This has caused an upward tendency in price. In fact, this past week the quotations have advanced one cent, and from present indications the price may go higher.

There is not now the export business in eggs there was some years ago, local demand having increased very rapidly. There are, however, sections of the country where supplies are freer than in others. Take around Toronto, for instance. During the spring months there are not sufficient eggs to fully meet all demands. Then when September comes round, other parts of the country feel the pinch, while Toronto has a few eggs to spare. Buyers at distant points, say west of the Great Lakes, must, however, pay more than local consumers, because the price of the case is added. This will run up to almost a half cent a dozen more than the local quotations given. Local buyers are not charged for the cases because they are returned; but buyers in distant places must pay for cases because they are not returned.

THE SITUATION IN THE WEST.

The Western Viewpoint, by our Special Correspondent.

Winnipeg, September 23.—After a whole month of the most gloriously fine weather, many of the days running 90 in the shade, the West is having a little rain and the hearts of all the railway men are rejoicing, for the question of car shortage has already become acute in many districts, particularly in the South and West, where the harvest was early and there has been nothing to delay threshing. Anything that will delay the separators for a few weeks would be acceptable to the C.P.R. There passed inspection at Winnipeg between Sunday morning, 13th, and Saturday night, 19th, 3,898 cars, or 4,170,800 bushels of wheat. Oddly enough, the first new wheat noted in the inspection of 1907 was posted on the 20th September, so that the contrast between last year and this is very striking. Up to the last few days the grade has been holding up well and things generally were so favorable that there was a tendency to place the grade of the whole crop and the average of yield on the best then being received, but Thursday, Friday and Saturday the proportion of No. 3 Northern began to increase and dealers and farmers were alike reminded that though the ideal weather of the past four weeks had done much to bring the harvest off without bleaching or damage of that kind, it could do nothing to fill the wheat frozen to a greater or less extent while it was yet green, and there were many thousands of acres that were more or less touched. The wise farmers, who are in a position to hold their wheat, are doing so, but apparently the bulk are obliged to sell, judging from the rush that is coming forward. Prices have held remarkably firm in the face of receipts, most unusually firm on an incoming crop, and indicate the world's need of wheat. Indeed, there is every indication that they will continue good throughout the year. There has seldom been a year when the world had so thoroughly cleaned up an old wheat crop before it got a chance at the new, and though the crops of the present year are good the world's wheat crop as a whole is not a bumper one. The crop of the United States is estimated at 627,000,000, with an exportable surplus of 128,000,000. This is 7,000,000 less than in 1907, and 108,000,000 less than in 1906. Canada's exportable surplus out of a crop of 102,000,000 will be from 80,000,000 to 85,000,000. Russia's exportable surplus may be 88,000,000, but it is doubtful. The total exportable surplus of exporting countries is estimated at 561,000,000, and in this is included the possible surpluses of Argentina and Australia, where the crops are yet to be made. The world's requirements are placed at 484,000,000, so that the amount of wheat in sight above requirements is only 77,000,000 bushels, a very narrow margin indeed. These figures all point to good markets and good prices, though there is no suggestion of world shortage and phenomenal prices.

In Winnipeg it is claimed that not since 1896 has there been so good a demand for cash wheat at this season of the year. Representatives of American houses have been big buyers all week, running about half a million a day of cash and future delivery, and it is rumored that some at least of this wheat is to be accumulated by Armour as a hedge against his shortages in American wheat. This wheat is mainly going out through Buffalo, though there is some trade all the time through Montreal for export, and eastern millers are endeavoring to get their share. There is difficulty in getting cars forward after inspection at Winnipeg, owing, it is claimed, to shortage of motive power, due to the strike. On Saturday there were 50 trains of wheat, averaging 50 cars each, on sidings waiting to be moved to Fort William. This condition of things is leading to the paying of high premiums for individual cars that are past Winnipeg, in order to fill boats that are chartered and waiting for cargo. Considering that a strike is in progress the C.P.R. have done wonders, but it is not possible to replace the number of men who went out and maintain the standard of efficiency of motive power at a time when there are such heavy demands upon it.

The Railway Commission has been sitting all week in Winnipeg, and one of the matters that has come before them was the old one of the commodity rates to the Kootenay, in which connection the Winnipeg merchants did not get their request, Judge Maybee declaring that the commission would have to take the matter up again with the Vancouver people before they could reverse the decision previously made in favor of that city.

Cattle trade is active, but it, too, is beginning to feel the shortage of cars. The shortage in this connection is actually cars and not motive power, and the railway claims that it is due to the large number of cattle cars which were detained west of the burned bridges and which had to make the trip to Montreal and return after the bridges were repaired, making a delay of over a week.

Although 60 per cent. of the export stuff was out a week ago, the other 40 per cent. will take some hauling, and cattle men are anxious to get them forward while the present fine weather continues.—H.

A NAW BANANA.

A new variety of banana is being offered on the Toronto market. It is called "Suriname," and comes from South America. The United Fruit Co. invested $1,000,000 in plantations in Dutch Guiana, and the "Suriname" is the product of these plantations. The banana itself is a cross between a Jamaica and a Port Limon, and has qualities possessed by both. The fruit is large and clean and the bunches are of good size and attractive looking.

SHABBY BUSINESS LITERATURE.

When you send out literature to your customers, or probable customers, see that it is not shabby.

Literature that is shabby, like a man in rags, does not create a good impression, and the office of business literature whether in the form of an ordinary letter or advertising matter, is to create a good impression.

CHEAP FRUIT AND CANNED GOODS

The question as to what effect the enormous sales of fruit of all kinds this season will have on the canned goods business during the winter and spring is an interesting one just now. Reports from all over the country indicate that more fruit and vegetables are being canned at home this year than ever before. This is borne out, too, by the enormous business which is being done in fruit jars, the demand for these being almost unprecedented during the past week or so.

A good deal of this undoubtedly is due to the plentiful supply of tomatoes. Tomatoes at 10c and 15c a basket offers a big inducement to the housewife and thousands of quarts of these goods are being put up at home, which will take the place of canned goods formerly purchased from the grocers. The same thing is evident, though to a lesser extent with several lines of fruit.

The matter is one that may be reasonably expected to have some effect on the price of canned goods before next season. The pack of the same lines put away by the housewives is at least comparatively large and when the home product is used in preference to the factory goods there seems certain to be some results felt somewhere.

ONTARIO SUGAR CASE ENLARGED.

The application for the appointment of a receiver for the Ontario Sugar Co., of Berlin, which came before Justice Falconbridge on Saturday was not granted, the case being enlarged indefinitely. It was felt that the company could be carried on satisfactorily under new management, and the fact that the factory has resumed operations this week seems to be an evidence that the matter will be settled satisfactorily outside the courts.

A HOUSECLEANING WINDOW

Timely Suggestion for Grocer's Display—Further Hints for Effective Window-Dressing.

September—house-cleaning time—the season when the housewives are in search for dirt removers, and the time when a window full of suggestions would bring in considerable extra business. With this in view the window display shown in the accompanying engraving, the idea for which appeared originally in the Grocery World, should be of considerable help.

This window does not need much explanation, unless it be the background. The brooms are fastened to a half-circle, made of boards, by either nailing or tying with twine or wire. To do this bore two holes in the board of a trifle less than the width of the broom handle apart, then put your wire or twine through the holes, around the broom and tie in back.

Between the broom handles on the board are scrub brushes and around the edges are clothes pins. A clothes line is run from broom to broom, on which are clothes pins. The sign, "Enemies of Dirt," is on cardboard and tacked outside of the brooms.

The soaps, soap powders, ammonia, blue, etc., are arranged irregularly. Do not overcrowd this section of the window.

AN ARGUMENT HELPS.

The problem of making displays a drawing card is one which all tradesmen are trying to solve. Weekly visits to the trade are always productive of new ideas and as no two men think precisely alike the result is a large variety of opinions which invariably produce new points. Questioning a grocer about the value of his window displays he stated that they were comparatively valueless unless they carried with them some convincing argument or information regarding the stock displayed. By this he meant to convey that while a solely artistic window might attract attention by the character of its make-up, but this did not accomplish so much as a more simply-arranged window with nicely printed cards setting forth the salient features of the product.

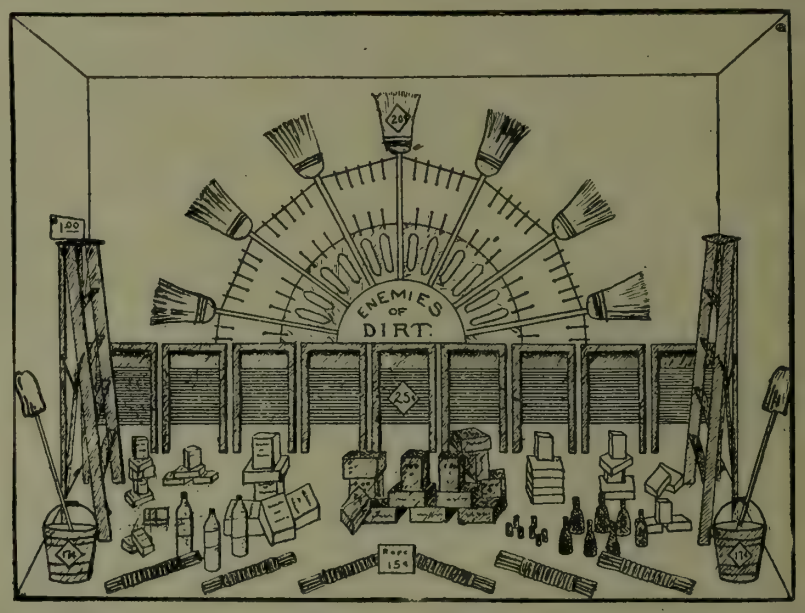
Take, for instance, coffee. This one product may be arranged in various shapes on the floor of the window as the brands will afford variety, or glass jars may be employed. In any case simplicity should be aimed at so as to avoid confusion. Now, a fine placard telling something about coffee and last of all, but most important, a good recipe for making coffee. It is a fact that not one woman in a hundred can make good coffee and the most of them know it and when they see this tip the chances are they will buy and commence to experiment. If successful they will think perhaps it may be due to your good coffee as well as the recipe and consequently they are predisposed in your favor. This idea of giving recipes opens up a new field which this grocer has been using to good advantage. He believes if a woman gets poor results due to herself, she is prone to blame the grocer and not herself, therefore, he tries to direct his customers as much as possible.

BRIEF HINTS FOR THE WINDOW.

Don't let your window display be confined to the holiday trade. Keep at it every day in the year.

Don't forget that the best printers' ink for the retail grocers, is the show window.

A well displayed window gives the best returns of any kind of advertising and at a nominal cost.



SUGGESTION FOR A GROCER'S WINDOW IN HOUSECLEANING SEASON.

It is not always the elaborately dressed window that brings the most results. It is the window that "tells the story" of what you have to sell, that brings returns every day in the year.

Give the grocer clerk a chance to show his skill in dressing the show window. There are many clerks who would be glad to have the opportunity. Many of the grocers' windows (and they are among the finest) in the city are the handiwork of the clerk.

Don't display goods you cannot duplicate from your stock. It hurts your trade when your customers learn that only samples are shown.

CONDITIONS IN JAPAN TEA TRADE

W. H. Halford, of S. T. Nishimura & Co., Montreal, called at The Grocer office last week. Mr. Halford is making a call upon the trade in Canadian and U. S. cities in interests of the Japan Central Tea Trading Asociation. Interviewed on the question of condition of the Japan tea trade, Mr. Halford stated that although the first and second crops this year had fallen short, business this year, taken all through, was very satisfactory and orders were complete and to the satisfaction of merchants. The somewhat higher price prevailing on Japans had, in a measure, permitted Ceylon greens to be imported, but it was very evident that users of Japan were supporting their favorite tea. The conditions, taken generally, were most satisfactory and he looks for stronger support in the future.

SAVING ON ICE.

Any device which will save money for a business man is always welcome, and sometimes in the most remote corners such things are found. The matter of ice, comes to quite a considerable figure every year, and if no ice was required, this would be a saving, to say nothing of the trouble of keeping the refrigerators full. A grocer near Montreal has hit upon a plan which is proving an admirable one. He has a small elevator shaft in the rear of the store, and in this a small car into which he places his butter and various other things, which he wishes to preserve. By moving a lever, this car can be sent down five feet below the cellar floor into the cool ground. The temperature of the ground remains the same winter and summer at this depth. The best way to operate the car is with a lever acting upon two wheels, around which is wound the rope that operates the car; an arrangement can be made by any ordinary mechanic. It will be observed that it is necessary for the drum to wind up sufficient rope by moving the lever a quarter turn.

Markets and Market Notes

QUEBEC MARKETS

Montreal, Sept. 24, 1908.

POINTERS—
Fish—Declined.
Sugar—Steady.
Butter—Advanced.
Vegetables—Advanced.
Spices—Steady.

The week has been a fairly good one among the trade and collections have been reported as showing an improvement. Butter and cheese have been hard hit by the continued dry weather in the country, which is burning the feed in the pastures. Spices and sugar have been under a steady demand. This is the result of the pickling and preserving season now being in full swing, Teas have been somewhat quiet, whilst coffee has preserved the even course which has characterized this market for a long time. New crop dried fruits are beginning to make their appearance on the market, and from now out new arrivals may be expected almost daily for some considerable length of time. Reports arriving from the east, nearly all state good quality in the crops. Evaporated apples are practically a thing of the past and no interest will be taken in this market until the new stock puts in its apearance. Syrups and molasses are in good demand. Maple products are slow, comparatively no interest being taken in this line. New beans are being quoted by dealers and this is looked upon by buyers as a welcome release from the thralldom of Hindoos and Austrians. Eggs are coming in in good quantity and are improving in quality. The honey market is very active and supplies are large in quantity, consequently there is a large volume of business passing. Vegetables are a little stiffer this week, whilst fruits in some lines are cheaper. Fish has weakened slightly this week. Other lines remain the same.

SUGAR—The past week has been an active one in the sugar market. The unseasonable dullness which the market experienced for some time is now being more than made up for. Ships now in port are unloading foreign sugar and it is stated that importations will be heavy this fall. Prices unchanged.

Granulated, bbls	$4 70
" ½-bbls	4 85
" bags	4 65
Paris lump, boxes, 100 lbs	5 70
" " 50 lbs	5 80
" 25 lbs	5 80
Extra ground, bbls	5 05
" " 50-lb. boxes	5 25
" " 25-lb. boxes	5 45
Powdered, bbls	4 85
50-lb. boxes	5 05
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 " bbls	4 30
No. 1 " bags	4 25

SYRUPS AND MOLASSES — There has been a good demand for molasses during the week for grocers requirements but the buying has been for immediate wants. Stocks are pretty low and this fact has kept the market firm. No large sales have been reported. Syrups are in fair demand also, and prices have not altered since last reported.

Barbadoes, in puncheons	0 37 0 39
" in barrels	0 39½ 0 41½
" in half-barrels	0 40½ 0 42½
" fancy	0 34
" extra fancy	0 36½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03½
" ¼-bbls	0 03½
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—Trade in this line is very quiet. Nothing new to report and prices are unchanged.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 06 0 07
Pure syrup, 8½lb. tin	0 60 0 65

TEA—Locally the Japan market is somewhat quiet this week, only changing hands for smaller quantities for immediate requirements. The home market is reported unchanged and firm. Reports from the primary markets state an improvement in the quality of Assam-grown teas and Darjeelings. This condition exists in other high grade teas. Imports of Indians up to the present are not appreciably heavier than they were a year ago, but cabled shipments from Calcutta to London to the end of August are three and a half million pounds more than in 1907; whether the total may be disarranged later ion or not by optional bills of lading, is not yet known. There is no improvement in the quality of teas arriving from Cacher, Sylhet and Dooars, but Assams and Darjeelings have been specially good. The Assams are considerably better than last year's, and whilst they may hardly be said to be up to the 1905 crop, they are on the whole very satisfactory at present. As to prices there has been a fall of about ¾d per pound on the lowest grades of Cacher and Dooars teas up to the end of August owing to their generally poor quality in cup, and because buyers deem it unlikely that there will be any immediate shortage in supply, and have therefore no inducement to add stock. But on the other hand, the keenness of the competition for good to finest teas shows that buyers were very short of them, and were anxious to secure working stocks, lest in a month or two following the precedent of previous seasons, the supply should again become indifferent in quality. Advices from Calcutta also state that the outturn as far as they have been able to ascertain in the producing districts, was about on a par with last year. They also report a hardening tendency in the values of better liquoring teas and this rather supports the views of the London market in regard to buying finest sorts freely now.

In Ceylons the quality has been steadily improving for some time, and given buyers increased confidence, as the improvement has extended to almost all growths of low country tea, as well as to the hill-grown sorts. Prices of low grades, however, have fallen about ½d per pound on the month, but they are still ½d above the average price of similar tea for the same month in the last four years. The grades above common are all dearer than they were a month ago, and the fine to finest sorts in consequence of the improved quality are bringing much better prices, so that notwithstanding the decline in common tea, the average for the month for all kinds sold on garden account is 1-5d higher than in July, consequently whilst the relief to the trade in a lower quotation, for common tea is much appreciated, it is at the same time satisfactory to note that the return to the produce on the whole is better.

Chinas are somewhat dull, having suffered in sympathy with lower quotations ruling for Indians and Ceylons.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 30
Medium	0 22 0 23
Good common	0 21 0 22
Common	0 20 0 21
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 19 0 20
Pekoe Souchongs	0 19 0 20
India—Pekoe Souchongs	0 17½ 0 18
Ceylon greens—Young Hysons	0 19 0 25½
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 13½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEE—A good steady trade is being done in coffees, with a little preference in the direction of some of the higher grades. All dealers report a steady growth in this business. Reports from the primary markets say that the visible supply on June 30, 1908, was 14,000,000 bags. Total visible supply on June 30, 1908, and estimated production for the year ending June 30, 1908, and estimated production for the year ending June 30, 1909, 29,197,000 bags, less the consumption for the fiscal year 1909—17,197,000 bags—which leaves the visible supply at the close of 1909, 12,000,000 bags.

Jamaica	0 16 0 20
Java	0 20 0 35
Mocha	0 18½ 0 25
Rio, No. 7	0 09 0 11
Santos	0 12 0 15
Maracaibo	0 15 0 20

Roasted and ground 20 per cent. additional.

DRIED FRUITS—The first steamer with dates left Bussorah on Tuesday and arrived at Muscat to-day (Friday) where she will complete loading with Fards, and from thence she will sail direct to New York, where she is due the latter part of October. Consignments for Canada will arrive a few days later. Dates are selling freely and the market is easy on recently revised quotations. Reports from Bussarah say that the quality of those packing is all that could be desired. The

Fard crop is not as late as it was at first thought it would be owing to adverse weather conditions. The first figs to arrive were opened Tuesday. Reports from Smyrna indicate an active and advancing market. For the first half of September shipment prices ruled around 7c for 3-crown, 7½c, for 4-crown, 8c for 5-crown and 10½c for fancy 6-crown, 1-lb. glove boxes 6½c.

The currant market is fairly active and stocks of old fruit are light. Advices from Greece state a strong market. The first arrivals are expected to-day (Friday) or to-morrow (Saturday). Prices will rule around 6c for barrels and 6c to 7c for package goods. The old difficulty of properly housing the output to prevent any destruction by rains has been satisfactorily obviated this year. This condition will render the quality of a higher standard.

New crop Sultanas are being offered for September shipment at the following prices: 3-crown 7½c, 4crown 8c, 5-crown 9c, 6-crown 9½c, 7-crown 10c. Locally there is not much interest being manifested in the market.

Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb	0 03½	0 04
Packages "	0 06½	0 06½
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" " ½-box		1 00
" Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		
"Excelsior Windsor Clusters "		5 50
" " ¼s		1 50
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb		0 32
Peaches, "		0 18
Pears, "		0 18
Prunes—		per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08½	0 09½
" " " 50-60s	0 08	0 08½
" " " 60-70s		0 09
" " " 70-80s	0 07½	0 08
" " " 90-100s	0 06½	0 07

RICE AND TAPIOCA — The rice market is fairly active this week, but there is still room for much improvement. Tapioca is in fair demand also, The primary markets are firm. Prices remain unchanged.

Rice, grade B, bags 250 pounds	3 15
" " " 100 "	3 15
" " " 50 "	3 25
" " pockets 25 pounds	3 25
" " ½ pockets, 12½ pounds	3 35
" grade c.c., 250 pounds	3 05
" " 100 "	3 5
" " 50 "	3 15
" " pockets 25 pounds	3 15
" " ½ pockets, 12½ pounds	3 25
Tapioca, medium pearl	0 05

SPICES—Demand is good all around, peppers and cinnamon perhaps being a little in advance of other lines in demand. There has been no change in quotations.

	Per	lb.
Peppers, black	0 14	0 20
" white	0 18	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

BEANS—The new crop beans Ontario 3-lb. pickers are being quoted at $2.05. There is considerable business being done on this basis, buyers welcoming the new Canadian stock. Austrian and Rangoon are attractive owing to the lower prices but native stock even at advanced prices is preferred. Quotations on the Hindoo and Austrian products remain the same.

Ontario, pickers, new		2 05
Austrian	1 95	2 00
Indian	1 65	1 75

EVAPORATED APPLES — There is very little passing in this market. Stocks are almost completely exhausted and no interest is manifested in this line.

Evaporated apples	0 07½

CANNED GOODS

No particularly new developments are noticed during the week, though canners report sales as very good. Jobbers, too, are doing a nice business in vegetables and fruits.

With the exceedingly cheap tomatoes of the past week or so, it is rather problematical as to how the price of canned tomatoes will be affected. Undoubtedly there will be a large pack and in the face of this arises the fact that all over the country more tomatoes are being put up at home than ever before. This may have some effect on prices next Spring.

ONTARIO MARKETS.

Toronto, Sept. 24.

POINTERS—
Sugar—Firm.
Dried Fruits—New apricots in.
Teas—Firmer in primary markets.
Collections—Better.

Without doubt there is generally a better feeling in the grocery markets this week. Jobbers are less conservative in speaking of business conditions and more activity is noticeable around the warehouses. The past week has been somewhat improved over the week before, and things seem to be approaching the old basis. Collections, too, are reported better this week and the purse strings seem to be opening up in all directions.

Glass jars, sugar and spices seem to be in special demand during the week. There has been an almost unprecedented demand for jars as a result of the large supply of cheap fruit and both jobbers and retailers have been kept busy. Sugar, too, has gone out well, the demand at last coming to be something like what has been expected all summer. The new dried fruits, also, are passing out fairly well. Demand in other lines is fair with no special features.

SUGAR—The market is steady with no particularly new features.

Willett & Gray, in reviewing the situation in raws say: "The week under review developed no specially new features, although on the whole the details are favorable to the markets here. Beet sugar which was 9s. 6d. at last report is now 9s. 9d. for present month, and is ¾d. higher for October and May new crop deliveries at 9s. 6¾d. and 9s. 10½d. respectively. Canada entered the market and took some San Domingo Centrifugals that are coming here at basis of 3.95c., 96 degrees test say 5c per 100 lbs. above current quotations for use here, but a later sale from warehouse of 27,000 bags Centrifugals to the Arbuckle refinery at 3.95c., 96 degrees test, established the quotations here to this basis. The stock remaining in Cuba is but 44,000 tons, against 50,000 last week and 79,000 tons last year. Under present and prospective conditions of the raw and refined markets, it ought not to prove difficult to find buyers for all the Javas that may not be diverted to the United Kingdom.

"A continued firm and steady market here seems to be assured so long as Europe holds to its present firm position. The smaller receipts of Russian sugars than was looked for in the United Kingdom is having a very healthy effect upon that market. Free arrivals of Java cargoes previously sold are noted at different ports of the United States, but total receipts are but 38,386 tons, against 56,251 tons previous week, which, with meltings increased to 40,000 tons, reduces stocks to 256,212 tons, against 257,826 tons last week. The tone and tendency at the close is to continued steadiness in values at the advance noted."

Paris lumps, in 25-lb. boxes	6 05
Paris lumps, in 50-lb. boxes	5 85
" in 100-lb. "	5 75
Paris lumps, in 20, 5-lb. boxes	7 10
St. Lawrence granulated, barrels	4 80
St. Lawrence Beaver	4 55
Standard granulated	4 80
Imperial	4 55
Acadia granulated, (bags and barrels)	4 70
Berlin granulated	4 70
Phœnix	4 75
Bright coffee	4 70
No. 3 yellow	4 60
No. 2 "	4 50
No. 1 "	4 40
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES—Practically nothing is doing in these goods and prices are steady.

Syrups—		
Medium	0 30	0 35
Bright	0 36	0 40
		Per case.
2 lb. Tins, 2 doz. in case		2 40
5 " " " "		2 75
10 " " ½		2 65
20 " " ¼ "		2 60½
Barrels		0 02½
Half Barrels		0 03½
Quarter "		0 03
Pails, 38½ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 12		4 80
Quarts, 24 "		4 80
Pints, 24 "		2 50
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 35

TEAS—A slightly firmer tendency all round is noticeable this week and while this has not affected local prices to any extent still it is tending to a better feeling.

Gow, Wilson & Stanton, in reviewing the situation, say: "With considerably more enquiry from the country, and combined offerings of Indian and Ceylon tea on a moderate scale, a distinctly better tone has now set in, and a further advance on last week has been made in quotations for nearly all descriptions. It is to be hoped that importers will not unduly press forward supplies during the next few weeks, which might minimize the appreciation in prices which has recently taken place."

COFFEE—Demand locally continues good with no change in prices.

DRIED FRUITS—Business is very fair with emphasis on the new crop goods. New apricots arrived this week and are priced considerably below last year's high figures. New crop currants are also in, and prices are about the same as on old crop goods. Some demand is being felt for the new crop valencias, which are going at 7½. Prunes are reported advanced in the primary market, but there are as yet none in stock here. Prices generally are unchanged.

Prunes, Santa Clara—	Per lb			Per lb.	
100-120s		0 06			
90-100s,50-lb boxes	0 06	0 07	70-80s,50 lb. boxes	....	0 08
80-90s "	0 07½	0 08	60-70s, 50-lb boxes	0 08½	0 09
			40-50 "	....	0 09
Note—25 lb. boxes ½c. higher than 50 lb.					
Candied and Drained Peels—					
Lemon	0 11	0 11½	Citron	0 21	0 22
Orange	0 11	0 12			
Peaches, "				0 18	0 20
Figs—					
Elemes, per lb				0 08	0 15
Tapnets, "				0 03½	0 04
Bag Figs				0 02½	0 04
Currants—					
Fine Filiatras	0 06½	0 07	Vostizzas	0 09	0 09½
Patras	0 08	0 08½			
Uncleaned, ½c less.					
Raisins—					
Sultana				0 09½	0 13
" Fancy				0 11	0 12½
" Extra fancy				0 14	0 15
Valencias, old crop				0 05	0 06½
Seeded, 1-lb packets, fancy				0 10	0 10½
" 16 oz. packets, choice				....	0 09½
" 12 oz. " "				....	0 08
Dates—					
Hallowees	0 05½	0 05½	Fards choicest	0 08	0 09
Sairs	0 04½	....	" choice	....	0 08½

SPICES—Demand is unusually good this week on account of the large amount of pickling being done. Prices locally are unchanged, though there is a stronger feeling in cloves on the primary markets.

Peppers, blk pure	0 16	0 20
" white pure	0 25	0 30
" whole, black	....	0 18
" whole, white	....	0 28
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 45	0 90
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	....	0 19
" whole	0 17	0 20
Mace ground	0 80	0 90
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25

RICE AND TAPIOCA—Business passing is small with no new features.

		lb.
Rice, grand. B	0 03½	0 03¾
B rice, 5 bag lots, delivered	....	3 05
Rangoon	0 03½	0 03¾
Patna	0 05½	0 05¾
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 05½	0 06½
Seed tapioca	....	0 06
Tapioca, medium pearl	0 05	0 05½

BEANS—There is some demand, and this, with the small supply keeps prices up. The new crop will shortly be harvested.

Beans, hand picked, per bush	2 00	2 10
" prime No. 1, "	1 90	2 00
" Lima, per lb	....	0 07

EVAPORATED APPLES—Little interest is manifested and the price is unchanged.

Evaporated apples	0 7½	0 08

A NIBBLE AT THE GUILD CASE.

Long-delayed Case Taken up on Monday .—Adjourned Till October 19th.

It looked like business at last on Monday morning, Sept. 21, when the long-standing Guild case was brought before Justice Falconbridge in Judge Morson's court room at the city hall in Toronto. S. F. Washington, K.C., of Hamilton, and George T. Blackstock, K.C. appeared for the crown, while E. F. B. Johnston, K.C., E. H. Ambrose and Eric Armour represented the defendants. Several of the wholesalers interested from Toronto, Hamilton and London were also present.

The indictment officially pronounced reads as follows.

"That Henry C. Beckett, George E, Bristol, John I. Davidson, T. B. Escott, W. C. Craig, J. F. Eby, T. Kinnear, Dominion Wholesale Grocers' Guild, did during the years 1898—1905 at the City of Hamilton and elsewhere—combine and agree—with the Cordova Sugar Refining Company, Acadia Sugar Refining Company, and about one hundred wholesale grocers in Canada to limit the facilities in producing, manufacturing and dealing in sugar, tobacco, starch, canned goods, salt, cereal and other articles to restrain and injure trade, to unreasonably enhance the price of these goods, to lessen competition and in a word to form what is commonly known as a combine."

The first witness called was J. Stanley Cook, of Montreal, the secretary of the Guild, now the Wholesale Grocers' Exchange. He was questioned regarding the composition of the Guild, and said that it included nearly all the wholesale grocers from one end of the country to the other. There was also a Provincial Guild and a Local Guild in nearly every city of importance.

Most of the morning was taken up by Mr. Washington reading extracts from a book containing the constitution and by-laws of the Guild, and also the minutes of various meetings since 1903, with the ostensible purpose of showing that illegal arrangements had been made to restrict prices. Nothing of much importance, however, was uncovered.

After a morning of tedious reading, His Honor Justice Falconbridge stated that he would be unable at present to devote more than the one day to the case as previous arrangements interfered. With this in view, after some consultation, the case was adjourned till Oct. 19th, when it is understood it will be finally gone through with. In the discussion, Mr. Johnston for the members of the Guild, stated that they were anxious to have the case carried on and to have the matter finally settled.

WILL HAVE TRIP TO OTTAWA.

Committee of Toronto Grocers' Association Arranging for Week-End Outing.

There will be something doing down in Ottawa on Saturday and Sunday of this week or something will be the matter. Why? Well, eight or ten of the heartiest and liveliest members of the Toronto Retail Grocers' Association are going down to take in the tail end of the big Fair and the Pure Food Show, and incidentally to have a friendly outing together. The excursion was arranged at the association's regular monthly meeting, in their rooms in the Temple Building, on Monday evening, Sept. 21, the first meeting, by the way, for some time.

Not a great deal of business was transacted, the minds of the members being occupied with other things. A report was given, however, of the results of the big excursion conducted by the association so successfully last Summer, and a nice little balance was favorably received. Then came the discussion regarding the outing. Several members felt that the committee which had worked so hard for the success of the excursion deserved a little appreciation shown them and it was suggested that a little trip be given them. Several points were suggested, including Markham Fair and Detroit, but the general opinion went in favor of the Ottawa trip, and as many of the committee as can be persuaded to leave their business over Saturday will be sent down to enjoy themselves in the Capital City. These members of the Toronto association are great fraternizers, and all of them jolly good fellows, and it is safe to say they'll have a trip that will be remembered for all time.

EGG-O-SEE CO. IN TROUBLE.

Advices from Chicago on Wednesday stated that the Egg-o-See Cereal Company, with headquarters in Chicago and factories in Buffalo and Quincy, Ill., has been placed in the hands of a committee of creditors. The assets are valued by the company at $1,500,000, but the creditors are said to regard them as about equal to the indebtedness. An auditing committee now at work on the company's books is expected to make a detailed report by Saturday.

In turning over the assets and liabilities of the company to the committee of creditors President Cassidy also gave unissued bonds of the company, whose par value is $220,000. These bonds are a leaving from an issue of $400,000 made about a year ago. The factories of the company are valued at $1,000,000, and the good will is estimated at $300,000. The receivership appointed for A. Booth and Company, recently, is said to have precipitated the appointment of the committee.

CANNING FACTORY BURNED.

The South Bay Canning Co.'s plant, near Kingston, was burned on Friday morning, September 18. Everything was destroyed but the office. Fortunately the loss of $50,000 was well covered by insurance, $10,000 having been added just the day preceding the fire, on account of the large stock carried.

The fire, however, comes at a particularly unfortunate time, in the midst of the canning season, with contracts of various kinds made and a large stock of goods already packed.

CONGRATULATIONS, MR. VEREY.

There is joy evident in the Toronto office of the Edwardsburg Starch Co. this week, and justly so. A little son was introduced in the home of Manager Fred. A. Verey, on Tuesday, hence the happiness. May he grow and prosper, is The Grocer's wish.

The Don Storage and Cartage Co., 81 Front St. E., Toronto, offers special facilities for the transferring of incoming and outgoing goods. Their outfit is large and of the best. Special attention is given to handling carlots.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, September 24, 1908.)

The canned goods situation is still the most interesting feature of the local wholesale grocery market. Sales of corn, peas, and tomatoes are heavy at the low prices quoted since the war of prices started. Dealers expect that the present low prices will not be maintained very long as they entail actual loss on the part of the wholesale houses and consequently purchases during the last fortnight have been heavy.

Business is showing considerable improvement. From the former's standpoint, September has been an ideal month, as there has been nothing to interfere with harvesting and threshing. Crop money is getting into circulation as wheat is being rushed to the lake front and all classes of business will benefit thereby.

CANNED GOODS—The price war in corn, peas and tomatoes is still on and the low figures quoted last week still obtain. We quote:

FRUITS.

	Group No. 1.	Groups No. 2. & 3
Apples—3's standard per case	2.44	2.34
" Gallons, standard "	1.55	1.52½
Cherries—Red pitted 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	9.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie unpeeled gallons	2.42½	2.40
" pie peeled gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe l. s. 2's		2.78
" Globe l. s. 3's		4.14
Plums—Damson l. s. 2's	2.28	2.18
" Lombard l. s. 2's	2.28	2.18
" Greengage l. s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red gallons	3.80	3.77½
" black 2's	4.18	4.08
" black gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards 2's	1.88	1.55
Early June 2's	1.98	1.65
Sweet Wrinkle 2's	2.18	1.85
Extra fine sifted 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes—2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" ½ " " " " "	1 90
" ½ " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" ½ " " "	1 90
" ½ " " "	2 50
" 1 " Chili "	2 50
" ½ " " "	1 90
" ½ " " "	2 50
Soups, per doz	1 25
Corned beef 2's per doz.	3 10
" " 1's "	1 65
Roast beef	
" 1's, per doz	1 65
" 2's, "	3 10
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

SUGAR—No change in price. We quote:

Montreal and B.C. granulated, in bbls	5 20
" " in sacks	5 15
" yellow, in bbls	4 80
" " in sacks	4 75
Wallaceburg, in bbls	5 10
" " in sacks	5 15
Berlin, granulated in bbls	5 00
" " " sacks	5 05
B.C. gunnies granulated, 5-18's to bale, per cwt	5 15
" " 5-2's " "	5 15
" hard pressed lump, 25's, per cwt	6 35
" " " half bbls., per cwt	6 70
" icing	6 00
" bar sugar	5 80
Icing sugar in bbls	5 80
" " in boxes	6 00
" " in small quantities	6 30
Powdered sugar, in bbls	5 50
" " in boxes	5 80
" " in small quantities	5 85
Lump, hard, in bbls	6 15
" " in ½-bbls	6 15
" " in 100-lb cases	6 15

SYRUPS AND MOLASSES—The tendency is towards higher prices, and an early advance is expected. We quote.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 80
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 70
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 02½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. kgs., each	2 25

ROLLED OATS—There has been no change in price since the decline noted last week. Quotations are as follows:

Rolled oats, 80 lb sacks, per 80 lbs	2 50
" 40 " " 80	2 60
" 20 " " 80	2 60
" 8 " " 80	2 85

CORNMEAL—Since the recent advance prices are quoted as follows:

Cornmeal, per sack	2 35
" per ½ sack	1 20
" per tackle (10, 10's)	2 65

BEANS—White beans are advancing in price and some houses are now asking $2.50 per bushel for hand-picked, and $2.35 for 3-lb. pickers.

POT AND PEARL BARLEY—Pot barley, $2.80 per sack. Pearl barley has declined and quotations now are $4,05 per sack and $2.10 per half sack.

MAPLE PRODUCTS—

Sugar, 2 lb. boxes ¼s. and ½s	3 00
Syrup gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ½ " 2 doz. to case "	6 50

FOREIGN DRIED FRUITS—The first shipment of Valencia raisins is on the market at prices quoted below. The next shipment will probably be cheaper. We quote:

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 00
Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 80
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 10
" " 14's	1 05
" " selects " 28's	2 30
" " " 14's	1 20
" " layers " 28's	2 40
" " " 14's	1 30
California raisins, choice seeded in ½-lb. packages per package	0 07
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 08
" ¼ " " "	0 08½
Prunes 90-100 per lb	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 08½
" 40-50 "	0 08½
" 30-40 "	0 09½
Silver prunes	0 10
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 12½
Peaches, per lb	0 10
Apricots, standard, per lb	0 09½
" choice, per lb	0 10½

LARD—The market continues very firm at prices quoted:

Pails, 20's, per pail	2 25
3's, per case of 24	8 10
5's, " 12	7 90
10's, " 6	7 85

MAY BUY BOOTH COMPANY.

Canadian Interests to Take Over Business of the Concern in This Country.

It is announced that the Canadian shareholders in the Booth Fish Company, the large United States concern, which was recently forced into the receiver's hands and which has been doing a large business in Canada, will buy out the entire Canadian rights of the company and in future will run it on exclusively independent lines. Negotiations are being carried on through the Northern Crown Bank, the vice-president of which, Capt. William Robinson, is managing-director of the company.

The failure of the company has brought out some interesting features. Stories of combinations and uniform advances in prices; alleged double dealing and account juggling that have come to the surface and are now being sifted by the district attorney's office.

The company has been in existence over forty years, having been started by A. Booth in a small way and growing into an enormous business. The assets, which cannot be immediately realized on are said to be larger than the liabilities and it is stated that the company will in time be able to again get on its feet. Recent developments, however, may present a resumption of business on the old basis.

PERSONAL NOTES.

Geo. McFarlane, assistant general manager of E. W. Gillett Co., Ltd., Toronto, is making an extended business and pleasure trip to the Pacific coast. Just at present Mr. McFarlane is in Vancouver, where a married daughter resides. Mr. McFarlane reports that business on the coast is all right.

A Busy Saskatchewan Store

Successful Business Done Under Novel Conditions With the Ranchers in the West—Argue & Cooper, Ontario Men, Have Made a Success in the Grocery and Supply Business—A Merchant Mayor.

Argue & Cooper, whose store is shown in the accompanying illustration, have built up a splendid business in Swift Current, Sask. Situated in the ranching country, they are confronted with conditions quite different from those with which the merchant farther east has to contend and necessarily their business has to adapt itself to the peculiar conditions of the country.

Those conditions render necessary the carrying of a large and varied stock of miscellaneous goods and they also make for large sales and resulting prosperity. This part of the country is not cut up by railroad to the north and south of the C.P.R. main line and consequently it is nothing unusual for ranchers to travel 100 to 200 miles to lay in supplies. Naturally they buy in large quantities and demand guaranteed goods. They want to deal with a firm whose reputation for the strictest honesty is well established, a firm that handles only goods that it is prepared to guarantee. The ranchers' trade and goodwill are worth cultivating. The writer knows of one rancher giving a merchant an order for $216 worth of miscellaneous supplies, allowing him only two hours to have the goods packed for the return trip to the ranch and paying for them in spot cash.

Argue & Cooper cater to the ranching trade and also to the best town customers. They have been in business in Swift Current for five years and they have made a good success of their enterprise.

D. E. Argue is Mayor of Swift Current. He and his partner, W. W. Cooper, are each Ontario men who received their business training in Toronto. Before opening in Swift Current Mr. Argue was connected with the Medicine Hat Trading Co., Medicine Hat, and Mr. Cooper followed ranching.

ARGUE & COOPER'S STORE, SWIFT CURRENT, SASK.

W. W. COOPER.

J. S. DONALDSON INJURED.

Toronto Broker Knocked Down on the Street on Saturday.

An unfortunate accident occurred on Saturday morning, September 19, at the corner of Front and Scott Streets, Toronto, by which J. S. Donaldson, one of the city's best known brokers, was seriously injured. Mr. Donaldson was crossing the street to enter one of the wholesale houses when a heavy lorry going down Scott St. passed rather closely. In passing one of the horses either swerved or shied and struck Mr. Donaldson, the blow knocking him to the pavement where he fell on his face, striking his head severely.

Mr. Donaldson was at once aided by members of the trade in the vicinity but the shock and fall caused a lapse of unconsciousness from which he did not recover until Monday. At the time of writing he was progressing as favorably as could be expected, having enjoyed a good night's rest on Tuesday and hopes are held out for his recovery, though his advanced age, 78, makes the injury a very serious one.

Mr. Donaldson is one of the oldest brokers in Toronto and has been a familiar figure on the street here for many years. Members of the Toronto trade generally are expressing regret at the accident and hoping for a speedy recovery.

J. E. ARGUE.

QUALITY IN THE GROCERY BUSINESS

A great deal has been said about the value to a merchant of having a reputation for always giving good quality upon everything he handles. There is absolutely no doubt that a reputation of this kind is one of the best assets which a man, particularly in the retail grocery business, could have, for it insures him of the patronage of the class of people which is satisfied to pay good prices for what they buy.

Since the passage of the national pure food law, the consumers of the country have been awakened to the necessity of demanding quality in the food they buy, and the old bait of cut prices has been weakened to a considerable extent, says The Retail Grocer Magazine. The number of quality merchants has increased, while the number of bargain counter merchants has decreased. Consumers are more critical than they have ever been before, and the grocers who have preached quality and value rather than cheapness, have been well repaid. A quality customer is worth as much as two bargain hunting customers any time simply because a quality customer stays with you as long as you give him quality, while the bargain hunting customer goes to the other fellow who may happen to beat your price a few cents.

There is no longer the demand for the cheaper class of goods, and perhaps that is the reason why some who are overstocked on their cheap goods are so willing to advertise them now in order to get rid of them. Such advertising, however, teaches the public that the advertisers do not run quality stores, and these stores soon have to depend upon the bargain hunters' trade to support them. This trade is elusive, however, and it may be their trade to-day and some other cheap merchant's trade to-morrow. We do not believe that any man can build up a profitable trade by advertising goods at cheap prices. When a man gets a reputation for being an advertiser of cheap goods, and a dealer in goods that can be sold cheap, he should not kick if the high-class customers go to a high-class store, but the chances are that he will kick and he will blame some one for losing this trade.

He always blames some one else, be it the association or others who preach quality. He does not stop to consider that he is telling to the world his reputation as a dealer in cheap lines of goods. The moment he advertises standard goods at cheap prices he confesses his failure as a merchant. A man who is a merchant can sell quality goods, but a man who is not a merchant has to resort to cut prices, a plan that has been used as a bait by men who lack the qualities of a merchant in all times and in all climes. If you are going to pay money for advertising, pay it to build up your reputation, and not tear it down. The cut rate grocer is in a worse position than ever before since the passage of the pure food law. The wise consumer is skeptical of cut prices, and the wise merchant helps to make him skeptical. Anybody can sell goods at cut prices, but it takes a merchant to sell goods at a profit.

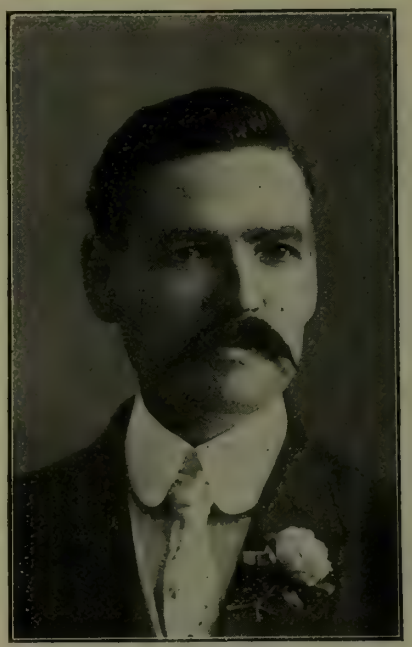
If there are any of our readers who have the false idea that cut prices is the only and true panacea for business ills let them look at the example of price cutters in this city, or in any city, and see what their career has been. We do not speak of every case, nor of isolated cases; there are exceptions to every rule, but we speak in general. Of course, we refer to the dealer who deals exclusively in groceries. He is the man that cannot afford it. The man who sells groceries at cut rates to attract trade to his other departments does not care for his reputation as a grocer, but the man who does deal in groceries exclusively should care. Do you care? — Trade.

A VISITOR FROM B. C.

President of Vancouver Grocers' Association Tells of Work Done on the Coast.

W. J. Andrews, President of the Vancouver Retail Grocers' Association, who has been on a trip east on a visit to his mother in Renfrew for a couple of weeks, was a caller at The Grocer office this week and spoke enthusiastically of the work of the association in his city.

"We have a collection and dead beat system," he says, which works like a charm. The secretary of the association devotes his whole time to this, and to him is due a good deal of its success. The system includes an index, in which 30,000 names practically all the customers in the city are listed. These are arranged so that they can be referred to instantly and information as to their habits of payment is furnished to any member of the association by the secretary in a few moments. "Why yes, the system works admirably." Mr. Andrews says, "and about its immediate advantages, it is leading gradually to the adoption of the cash system.'j "I'm adopting a straight cash system myself, when I get home," said Mr. Andrews, "and I'm going to make it go, or know what's the matter."



W. J. ANDREWS.

President Vancouver Retail Grocers' Association.

"Yes, the association is pretty well organized," he says. "We have 90 out of perhaps 150 grocers, and they are all good fellows. We have a plan to prevent cutting on sugar, which might be interesting to some of you people in the east. By arrangement with the refiners and wholesalers, sugar is charged to the grocer at retail prices. If any member of the association cuts, he loses the rebate, which is paid to the other members. This scheme has been found to work admirably."

Mr. Andrews is full of enthusiasm regarding the future of British Columbia, and is well versed in trade conditions generally on the coast.

KEEPING IN TOUCH.

One of the essentials of success in running a store, wholesale or retail, is keeping in touch with the merchandise.

To be in touch with one's trade, important as it is, is but half. To be in touch with the goods is equally necessary.

Therefore, the wholesaler who plays his part in the modern way sends his buyers into every country and every district where the wares he handles are produced.

They are required to go to the factories where goods are made, to acquaint themselves with processes of production, to know the goods from the raw material to the finished article.

No matter where else he may economize the wholesaler must at all costs keep in touch with the sources where new goods and fresh styles originate.

If he fails in this regard, no effort in other ways will avail to keep him from falling behind in the race.

And every year, to an ever increasing degree, retailers are finding that the store which keeps in touch with the merchandise is getting the cream of the trade.

Only a little handful of big stores in large cities are able to send their representatives to original markets. Yet the retailer in smaller places also must find a way to keep in touch or his share will grow less from year to year.

He must keep in advance of his trade, anticipating their demands. Must learn of new goods while they are new. Shifting fashions must not find him unprepared, with shelves loaded with goods which have gone out of favor. He must lead, not follow.

He cannot live in the same narrow groove all the time, doing the same old thing in the same old way, and not grow into a narrower man.

It pays the retailer, too, to keep in touch.

And the only way to keep in touch with the goods is to go to market at least several times a year.

Drummers and satalogues both are good as far as they go, and both are indispensable to keep one in touch between trips to market. But both fall short in that they do not show the actual goods. —Butler Brothers' Drummer.

John Diprose, one of London's leading grocers, was in Toronto on Tuesday and made a pleasant call at The Grocer office.

"Men Who Sell Things"

Hints and Advice for the Benefit of the Retail Clerk and Salesman—The Secret of Success and Advancement—Sunshiny Methods are Invaluable Aid in Meeting all Classes of Customers—The Place of Enthusiasm in Retail Business.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER XVIII.
RETAIL SALESMEN.

Sunshiny salesmanship softens the frostiest buyer.

"Not yet, but soon"—the "near-salesman's" motto—explains the reason why more salesmen measuring calico at eight dollars per week are not earning eighteen hundred dollars a year or more at the silk or dress goods counter. Yet there is room for real salesmanship even behind the calico counter, and the essentials are the same there as anywhere else.

It is an honorable occupation, to be sure; but when a young salesman is content to remain at it longer than a year, his gumption is several degrees below ambition. If he cannot in some manner raise it up a few degrees at a time, until it reaches an ordinary man's thinking and working capacity, he will be rooted there for the remainder of his days.

Many retail salesmen drudge along, satisfied with a mere treadmill existence. "Oh, what's the use?" they argue, "there's no chance in a retail store, anyway."

If there is no chance for you where you are, it is a dead certainty that you are not suited for the work you are doing, and the sooner you get out and give some one else a chance, the sooner will you be giving both yourself and your employer a square deal. As a rule, the salesman's position behind the counter is a pretty fair measure of his capabilities.

Capacity for Managing.

Some salesmen have the capacity to draw molasses from the bung-hole in a barrel without smearing it over the measure and on the floor; they can weigh out a dollar's worth of sugar, and do it so well that the balance is a hair's weight in favor of the customer; but if they were put in charge of the general order-filling department, with several salesmen under them, they would fizzle out completely. They have not the breadth of mind to grasp the requirements of a large position, and they attempt to apply their small conception of trotting from the molasses-barrel to the sugar-box to the more important matter of mastering many details. It can't be done; and naturally they fail.

As the retail salesman broadens his position, he asumes new responsibilities, and he must change his viewpoint to fit the expanding scope of his greater undertaking. Floaters, life-buoys, and danger-ropes are all right for timid surf-bathers, but to swim out into broad, deep water requires physical courage and well-seasoned powers of endurance. Inability to leave the shore line marks the man who would better stay in close to shore, where little boats are safe.

There is, oh, so much for a salesman to be, to do, to get, to earn, to try, in every retail establishment, that there is little excuse and less hope for the man who says there is no chance.

I have no desire in my heart to say one thing derogatory to your position, no matter how humble it may be.

The "Near" Salesman.

The man whom I am after, whether he is at the five-cent counter or taking orders that run up into the hundreds, is that self-important, small-calibre "near-salesman" who so thoroughly neglects his customers that they grow chilly in his presence, even though the day is hot. Few retail shoppers escape frequent experiences of that kind, and it is safe to say that no one ever becomes a better customer of the house where salespeople of that stamp are tolerated. The house may be a good one, but one goes away feeling that they do not appreciate his trade.

Now, if you "near-salesmen" don't like what I am writing about you and to you, don't look at me. Get your eyes open so that you can see yourself—that is the first sight to look at.

What are you cutting up about? Putting on airs with a twelve-dollar-a-week position! That's what every one who patronizes your counter is trying to figure out.

Your house does not pay you to strut around like a farm-yard bantam rooster. All that your customers want from you, and have a right to expect, is courteous, business-like attention, without frills of any kind.

I want to get you mad. That's why I'm using unceremonious language in developing your picture. When a man gets good and angry because some one has told him the truth about himself, he can generally be depended upon to go out and "clean-up" in a thorough, wholesome manner. If he makes a good job of it, it won't be long before you hear of him doing something of real account.

I never saw an uppish salesman in my life in whose salesmanship I had any confidence. A "smart" salesman is a man whom no one cares to have much to do with.

Getting Inoculated.

When a man becomes inoculated with the germs of true salesmanship, he gets it in his blood, muscles, head, and soul, all over from head to foot, and it makes a sensible, industrious man of him,

Carry a smile through your work. Whenever a salesman cannot be sunshiny with his customers he is in need of a liver tonic.

"Blessed is he who, having found his own work, clutches it, clings to it, directly, consecutively, and always."

Therein lies the secret of accomplishment. When a salesman has little or no conception of the obligations his position imposes upon him, to say nothing of lack of desire for advancement, then it is that soft platitudes and high-sounding phrases are of no avail.

This book is for negative salesmen, not positive ones. The man who is surrounded and choked up with weeds of indolence, neglect, and carelessness is the one I want to reach.

Pulling weeds loosens the roots and injures the growing plant for the moment; but soon it lifts its head and takes on new growth in the free soil, becoming sturdy and eventually fruitful, instead of a weak, withered, inanimate thing almost crushed out by the weeds that were gradually sapping its life.

The Secret of Advancement.

The safest and surest way for the retail salesman to advance from a lowly position to a better one is by performing his daily work in a thoroughly satisfactory manner. His present surroundings may not be congenial, but all that can be changed if he will set his mind on something better and strive hard to reach it. Wishing will not do it. He must work and be patient.

Begin by being polite and obliging to every customer that visits your counter, whether you think there is a chance for a sale or not. Make it plain that it is not only no trouble for you to show goods, but a pleasure. Make your customers feel at home with you on the instant by an immediate willingness to serve them intelligently. Create desire by making tactful, helpful suggestions.

There is considerable difference between the salesman that attempts to force facts down the buyer's throat and the one that offers information in reasonable, smooth, and pleasing doses. Do not thrust your ideas upon your customers, but in an easy, natural and pleasing way attract their sympathy and secure their confidence. You will then experience little trouble in making sales, even where desire is totally lacking, as indicated on the surface.

Inspiring Confidence.

Get over the idea that where there is no desire there is no chance to make a

sale, and that almost everyone entering a retail store has his mind fully made up on what he intends to purchase. Nothing could be farther from the real facts. The average shopper is glad to have suggestions when he knows they are honestly and intelligently given. But the whole matter rests on confidence. You can do nothing to aid a customer in making selections until you have first secured his good-will by that indefinable something in your manner that leads him to believe that you are to be trusted, and that you really wish to be of service to him.

It is important also that you do not fool yourself into believing that your employers are unmindful of your presence in their establishment, and that whether you are serving them ill or well makes no difference, because either way it escapes their notice.

That mistaken idea is at the foundation of many a clerk's failure. Depend upon it, your weekly sales are closely scanned, and your general deportment keenly observed. That you do not receive periodical lectures from your superiors, or that you are not discharged, as you might have expected, is not good evidence that you are not being watched. On the contrary, every move you make is mentally or otherwise recorded.

If you are a half-hearted, go-as-you-please salesman, the chances are that you would have been discharged long ago, but for the fact that your employers know from experience how hard it is to get capable, trustworthy salespeople, and that the best they can hope for is a fair average.

Above or Below the Average.

Where are you, Mr. Salesman? Above or below the average.?

It matters not so much to your employers to which class you belong, so long as the average remains good, but it is of the utmost importance to yourself. If you are below the average, the responsibility rests solely with you to get on the other side of the dead-line. That there is plenty of room goes without saying; it only remains for you to show your real worth, and the transfer will take place without your giving notice that you are ready to move up.

There are as many opportunities for advancement in the retail as in the wholesale branch of any business; but if the wholesale salesman conducted himself as thousands of retail salesmen are doing every day all over the land, he would last just about one trip, and that would end his career on the road.

Selling at Home and Abroad.

The traveling salesman goes out and digs up business, while his retail brother stays at home to receive it. In either case the chances for advancement are about even.

The average traveling salesman does not miss many towns without making sales of some sort; but hundreds of prospective buyers are turned away from retail stores every day without being properly waited upon, and this results in a serious loss of business to the house where indifferent salesmen are employed.

How many customers visit your counter or department every month and go away without buying anything, is a question for you to decide. One thing is certain to the man who is familiar with both branches of the trade, and that is that many sales are lost at retail in large establishments every day from lack of attention and proper selling ability, such as is absolutely necessary on the part of the traveling salesman.

If every retail salesman could take a trip on the road for a few weeks, he would return to his counter and increase his sales fifty per cent. the first month thereafter.

Hints for Clerks.

The best way for a retail salesman to decide on how to treat his customers is to pay an occasional visit to other retail houses for purchases, and to take particular notice of the treatment accorded him by the salesmen in each place, and the effect it has upon him. Then he should remember to put himself in the place of the salesman who made the best impression on him, whenever his customers come to buy.

When a prospective buyer approaches you, who has just been treated in a cold-blooded manner by an inefficient, neglected clerk in a competitor's store, and you greet him with a pleasant smile and obligingly show him everything he wants to see, and especially something

"Keep up with the Twins"

"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

"Canada's Pride" CANNED GOODS

This brand represents the highest class of goods possible to pack.

ASK FOR THEM
BUY THEM
SELL NO OTHER

They are packed at one of the best growing points of the Bay of Quinte district in a most modern and sanitary factory where every precaution as to cleanliness is taken and only expert and local help is employed, therefore insuring the highest state of perfection in canned goods.

TO BE HAD OF

W. GALBRAITH & SON, who control our goods for **Montreal and East**
R. CARSON & FENWICK, HENDRY & CO., Kingston
MEDLAND BROS., Toronto
E. W. ASHLEY, Winnipeg, Western Broker

The Napanee Canning Co., Limited

Napanee, - Ontario

that he will be much interested in, you will generally succeed in making a sale, and your new-found customer will go aawy feeling that he has done well to change his trade from the cold-blooded house.

Now, Mr. Retail Salesman, stop and give this matter some thought. Remember that while behind the counter in your employer's store, you take the place of your employer to every customer with whom you come in contact. Also remember that in other stores, and perhaps at other counters in the one in which you are employed, there are plenty of salesmen who are cold and "chesty" to their customers, and that if you can manage to be never out of sorts with any customer, you gain a signal advantage over your grouchy neighbors.

Which salesman do you think it will best pay you to copy—the one who made the best impression on you on your own purchasing tour, or the one who, with a cold look and an impudent sneer, freezes the very buying instinct out of every possible customer that comes within his reach?

Do not think that because your neighboring salesman is discourteous and neglectful of his trade without losing his position, you can afford to be that way whenever you feel like it. Your worst competitor is yourself. The most important battles to fight are from within, and not without.

Incidents in the Fight.

By always being pleasant to your customers, great and small, by showing your appreciation of their trade, and by interesting yourself in the things you know will interest them, you can soon out-distance your ill-natured neighbor in the race for success. A continuation of the same kind of treatment which puts him out of the race will, also, soon show results in the fight you are making for promotion.

You can be sure of one thing—if you try your best to be friendly and accommodating to all customers and show them you appreciate them, you will be doing all that any one could possibly do to get and hold their trade, all that was ever done by those who were once struggling as you are for a foothold, but who now enjoy high-salaried positions and a share in the profits in the house where you are employed.

Every successful retail merchant started where you are and won out by being faithful to his trust.

Your very biggest club with which to despatch all doubt as to your advancement is the good-will and confidence of those above you in authority, and the friendly feeling of every one with whom you have dealings of any sort. With this, a thorough knowledge of your particular line of goods, and a careful study of the duties of the man just ahead of you in a more responsible position, you will find you are in mighty good shape to hold your own against all newcomers, and to be a candidate for promotion on the first opportunity that arises. There is no such thing as good salesmanship without enthusiasm. I know we have what we call "near-salesmen," but they do not possess that precious quality.

The Place of Enthusiasm.

I do not believe you can separate enthusiasm and true salesmanship. In fact, enthusiasm is the life of salesmanship.

The salesman who is enthusiastic in the sense that he pays more attention to the sporting edition of the daily papers than to his customers, who hands out a yard and a half of unbleached cotton and a mile and a half of self-importance for twelve cents, does not know the meaning of enthusiasm.

And I want to say to you men who profess to be salesmen, but who are just plain every-day shams, that I do not intend to lose a single chance to pour hot shot and grape and canister into your ranks. You are the gentlemen I am after.

Now, if the sham salesmen who happen to encounter these lines want to continue to be shams in the open, I say, "Go it, go it, boys"; but if you members of the profession who are only "near-salesmen" posing as the genuine article want to continue so to pose, I will brand you as no-accounts until you either reform or renounce your faith in the profession of salesmanship, and start to look for some other kind of employment.

Having it Out.

Somebody has a right to say a few things along these lines, and I propose to have it out with your class before I get through with you, whether you interpose any objections or not. I want to talk to you men who have made your sham pretences in the world of salesmanship and drawn pay for work wretchedly done, keeping a real salesman out of the game that you are trying to play. You have been at it long enough to be a stumbling-block and a disgrace to the science of the greatest of all professions.

I can stand anything better than I can stand a sham or shirking salesman. I always did have a hatred for near-things, humbugs, and cheats, and of all the humbugs that ever plied a profession, the "near-salesman" is the "humbuggest."

When a man who thinks he is a salesman gets a little swell-headedness, a little "I'm-it-ness," and a little of almost everything, and is made up out of a hundred different sorts of negative things, and attains a little twelve-dollar-a-week position, then he is a first-class humbug in every sense of the word.

With your salesmanship right, with the fountain clear, the stream will be clear. With a good tree the fruit will be good. And I declare to you, "near-salesmen," that the hardest work a man ever tried to do is to be a salesman without salesmanship; to be a good salesman with a shallow nature and a sham heart.

Softening Sunshine.

There's no denying the fact that every retail salesman is at times sorely tried with people who look at the world through blue glasses, but the professional salesman knows that sunshiny salesmanship softens the frostiest buyer. It is difficult to keep patient while waiting on a grumpy customer, but it pays in the end to keep your temper, even with the most obstinate and surly.

The salesman who is intent on achieving the greatest selling results literally burrows into the business of selling goods. He must have a nose for sales-making as true and keen as the scent of the bloodhound. That is enthusiasm. It can be developed. Fall in love with your work, and you cannot help becoming enthusiastic.

Fall in Love With the Work.

Enthusiasm is a soul quality springing from knowledge and confidence. The more knowledge you have, the greater becomes your confidence, and your enthusiasm increases in the same proportion.

Look on the bright side of things. Nothing so paralyzes enthusiasm as pessimism.

Next to honesty, enthusiasm is the most essential quality in successful retail salesmanship.

Arguments are of no avail, and tact is worse than wasted, if you do not present your subject with all the enthusiasm you can muster.

The listless answers and hesitating manner of "near-salesmen" cause all shoppers to wonder why these men are not displayed in the show-cases in front of them in place of the goods they represent.

Put the goods on top of the case and crawl inside, Mr. Near Salesman. Almost any article of merchandise in your department is able to plead its own case much more eloquently and effectively than can you, if you will give it half a chance.

Who has not been angered and driven away in disgust by having their goods banged down in front of him and the price hurled in his teeth by a dyspeptic salesman with a makes-little-difference-to-me-whether-you-take-it-or-leave-it expression, who, believing his whole mission is performed, stands glaring at him, waiting for his decision?

(To be continued.)

THE NAME SINKS IN.

Perhaps no fact has been more thoroughly proven than the fact that the name of a well-advertised article records itself on the mind unconsciously, whether the reader will or no. When an advertiser talks up his goods to an audience composed of the people who are destined to handle them, his name becomes as familiar to the trade as are the names of certain soaps and pills to the public generally. The traveler carrying samples of goods well advertised in the trade press has an easier and more profitable time than the man selling unknown goods.

The Original Package

Ingersoll Cream Cheese

"IN BLOCKS"

Spreads Like Butter

KEEP IN A COOL PLACE
INGERSOLL CREAM CHEESE
IS ALWAYS SOFT IN TEXTURE DISTINCT IN FLAVOR AND EVERY PARTICLE CAN BE CONSUMED
AVOID IMITATIONS
INGERSOLL
REGISTERED
TRADE
MARK
CREAM CHEESE
IS OF THAT CREAMY CONSISTENCY WHICH IS SO PLEASING TO THE TASTE.
ASK FOR AND INSIST ON GETTING THE ORIGINAL
INGERSOLL CREAM CHEESE

FOR SALE EVERYWHERE

There is only one **INGERSOLL CREAM CHEESE** in blocks. It is known favorably **EVERYWHERE** for the quality never changes. It is constantly in demand by **EVERYONE** for its distinct flavor, soft texture and creamy consistency. **"IT REALLY SPREADS LIKE BUTTER."** To the trade it carries a guaranteed profit and an active and increasing sale.

BEWARE OF THE IMITATOR

AGENTS:

Mason & Hickey, Winnipeg, Man.
W. J. Youell, Toronto, Tel. College 5032
The J. A. McLean Produce Co., Ltd., Toronto
W. H. Dunn, Esq., Montreal
Robt. Colwell, Halifax, N.S.
Wm. Forbes, Ottawa
Cyrus King, Hamilton
J. A. Wilson, London
J. B. Renaud & Co., Quebec
R. R. Rankin, St. John, N.B.
Baird & Peters, St. John, N.B.
The Riley Ramsay Co., Port Arthur.

Order from any wholesale grocer, our agents, travellers or from Ingersoll.

STOCK ONLY THE ORIGINAL PACKAGE

MANUFACTURED BY

The INGERSOLL PACKING COMPANY, Limited

INGERSOLL ONTARIO CANADA

Royal Salad Dressing

has many imitators and imitations. There are plenty of people trying in one way or another to sell these imitations on the strength of the value, merit and popularity of **ROYAL SALAD DRESSING** by saying its just as good.

Royal Salad Dressing is made only by

The Horton-Cato Mfg. Co.
Windsor, Ont.
Detroit, Mich.

LARD

is scarce and has advanced in price. We can supply you and we can also give you excellent Lard Compounds and Cooking Oils.

F. W. Fearman Co.
Pork Packers and Lard Refiners
Phones 674 and 675. 17 MacNab North
Hamilton, Ont.

Careful selection of Hogs suitable for Canadian trade.

Strict attention to all details in curing.

Only the best quality of meats in stock.

ASK FOR

O'MARA'S BACON
HAMS, LARD and SAUSAGES

Prices gladly quoted, delivered your station, for large lots.

JOSEPH O'MARA
PORK PACKER
PALMERSTON, - ONTARIO

Breakfast Bacon
Skinned Backs
Hams and Rolls

Finest Quality. Made from Selected Hogs.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, Sept. 24.

At the time of our last report, the condition of the pastures throughout the country was very bad indeed, but now, owing to the continuance of the dry weather, it has reached an acute stage.

The situation is a very serious one and farmers are hard pressed to supply water for their stock, to say nothing of the needs of pastures. Cattle are running about bellowing in a wild endeavor to find a drinking hole. This deplorable condition and the forest fires, which are jeopardizing life and property, have placed the farmers in a very serious position. Considerable discussion has arisen of late, regarding the status of Canadian cheese, in the English markets. The statement was made by a Canadian newspaper, that our cheese was a necessary factor in the markets on the other side, judging from certain indications which pointed in that direction. This statement, however, did not seem to find favor in England, and one gentleman who evidently does not want us to entertain a too lofty opinion of ourselves, took exception to it.

It might be pointed out, before going farther, that the reason for making the statement was based upon the fact, that the English buyers have been taking our cheese at fancy prices when they could have obtained the amount required in other quarters. From this, it was naturally conjectured, that our cheese was so much preferable to other makes that they were willing to pay better prices than they were obliged to pay for the products of other countries. This seemed a logical conclusion, but obviously has not been received with grace by the buyers on the other side. When prices were high here the British buyers made them higher by buying, to be held for their account. At the same time the availability of New Zealand and Cheshire cheese was suggested in no unmistakable way, to the Canadian exporters. This overt, but gentle threat failed to accomplish its purpose, and prices continued to soar. The whole thing seems to be in the superior keeping quality of Canadian early fall make. This fact predisposed the English buyer in our favor, and seems to be the reason why he is willing to pay a better price for our cheese, when he can get apparently as good cheese at a more advantageous price.

Receipts of cheese for the week ending Sept. 19 were 82,349 boxes against 67,641 boxes for the same period last year. This is very creditable in view of the depleted condition of the pastures. For the season up to Sept. 19 the receipts were 1,402,804 boxes against 1,564,551 boxes for the corresponding length of time last year. These figures show that the production up to the present time is 161,747 boxes less than last year. With favorable weather and a continuance of the gains which were being made it is safe to conjecture the yield would have been ahead of last year's. Westerns are quoted at 12⅞c to 13c and Eastern at 12⅝c to 12¾c. Exports of cheese from Montreal last week amounted to 69,580 boxes as against 60,675 boxes for the previous week and 59,520 boxes for the corresponding week of last year. There were also shipped from Quebec 1,653 boxes, making total exports for the week of 71,239 boxes. Total shipments from Montreal since May 1, 1,217,846 boxes, as against 1,373,370 boxes for the corresponding period of last year. Total shipments exports since May 1, 1,264,177 boxes as compared with 45,830 boxes for the corresponding period of last year. Total exports since May 1, 1,246,177 boxes as compared with 1,419,200 boxes for the corresponding period of last year.

There is a considerable amount of uncertainty about the butter market, just at the present time, owing to the new complexion affairs have assumed, due to the much reduced make. This condition of affairs also exists in England, and has resulted in a lull in the export business. At the present moment, the stocks of butter held in the city are large but as much of this is held on English account, the residue will in all probability be only sufficient to supply home requirements. There is a possibility of the English requirements falling below the expected demand and then someone is going to be left with top heavy supplies. This possibility becomes all the more menacing owing to the favorable reports arriving from Australia and New Zealand. At the present time, there is not much taking place in the English markets with Australian and New Zealand products, owing to poor supplies arriving.

Receipts of butter for the week ending Sept. 19 were 10,481 packages against 10,022 packages for the corresponding week. This is an exceptionally good record in the face of the prevailing weather conditions. The receipts for the season up to Sept. 19 were 318,692 packages against 316,088 packages for the same period of last year. Prices rule at 25½c for finest creamery in round lots and 26c in a jobbing way.

Exports of butter last week amounted to 2,365 packages, as compared with 1,612 packages for the previous week and 2,579 packages for the corresponding date last year. Total exports since May 1, 76,647 packages as compared with 65,261 packages for the corresponding period of last year.

THE PROVISION SITUATION

Toronto, Sept. 24.

The need of some action being taken to bring the interest of Canadian farmers back to the matter of hog raising has not been more evident from the packers' standpoint for a long time than at present.

This week everything is favorable for large business at good prices both at home and abroad. The English market is reported short of bacon and the price has advanced materially, ruling from 66 to 68 shillings. The Danes have not kept up their usual large shipments for several weeks, and with little going forward from the United States and practically nothing from Canada supplies have been eaten up and the market is short. This has shoved the price up a couple of notches and at present there is every opening for good business for Canadian packers. The packers are willing enough to do the business all right, but the old trouble, no hogs, handicaps them and thus a golden opportunity is lost.

Packers seem to be doing their part to bring out the hogs. $6.75 continues to be offered generally for f.o.b. shipments and this should do the work if there were any hogs to come. The fact that they are not forthcoming at this price is surely an evidence that there are very few in the country. The few that are being shipped are of very light quality and not at all satisfactory. As a result the packing houses are running at half time or less. Some factories are not killing at all, and are disposing of their stock of the less choice cuts to parties, who would not look at these for a moment earlier in the summer.

If present conditions continue, pork products will be dear food this winter.

Advices from Denmark state that shipments will probably be light from that market for two or three weeks. This will tend to keep the British market stiff and receptive for Canadian bacon. If a supply of hogs could be secured there would still be a chance for a term of good business but chances are not at all encouraging.

Conditions in the U. S. markets have been rather more quiet the past week, as is evidenced in the following summary from the New York Journal of Commerce.

"There has been a sort of bull market on provisions the past week without activity or much advance. The bullishness has been on the near deliveries,

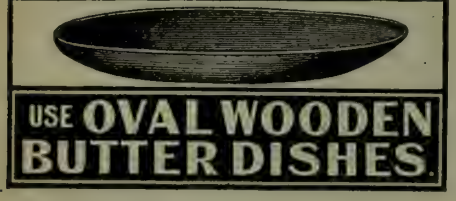
GEO. W. PROUT
WINNIPEG and BRANDON, MAN.
Wholesale Produce
Always a Buyer and Seller
WRITE ME

Saskatchewan Merchants!!
Get highest **CASH** prices on the
REGINA MARKET
(and prompt returns) for your
BUTTER, EGGS and POULTRY
by shipping direct to
THE REGINA FRUIT AND PRODUCE CO.,
ROSE ST. REGINA, SASK.
Trial orders and correspondence solicited

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

We Want Butter!
Dairy Tubs, Creamery Solids
We will buy f.o.b. your station, in large or small quantities.
Write or phone us with best quotations.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.


USE OVAL WOODEN BUTTER DISHES
THOMAS BROS., St. Thomas, Ont.

When writing advertisers kindly mention having seen the advertisement in this paper.

which the packers have held up in order to work off their high-priced stocks without loss, and at the same time induce the speculators to buy the late options, because they were at a discount. At the same time packers were talking bullish on January products because of the corn crop shortage and prospective higher prices until mid-week, when improvement in this prospect was so great that it proved a bear argument rather than a bull one in sympathy with the sharp and continued decline in corn. At the same time the packers withdrew the support of active operation in the near months and let the market fall back until near the close, when they rallied it again and ran in the shorts made on the decline, but the cash market has shown very little improvement, here at least, in any branch of the trade, though Chicago has kept shouting about the good cash demand which was confined chiefly to the Cotton States' demand for bacon and to the interior demand for lard, which it is drawing from Chicago in many sections because of the unusually light yield of lard, owing to the fact that few hogs have been fed with corn at ruling high prices this season."

PROVISION MARKETS

MONTREAL.

PROVISIONS—There is a strong undertone to this market. Prices remain the same, with probability of an advance shortly.

Heavy Canada short cut mess pork, in tierces	34 00	35 00
" " " " bbls	23 50	24 00
Selected heavy Canada short-cut clear boneless pork	24 00	24 50
Heavy Canada short cut clear pork	....	23 00
Very heavy clear pork	24 00	24 50
Plate beef, 100-lb bbls	....	08 00
" 200 "	....	15·50
" 300 "	....	23 00
Pure Lard—		
Tierces, 375 lbs	....	0 12½
Boxes, 50 lbs., grained	....	0 12¾
Tubs, 50 lbs., "	....	0 12¾
Pails, wood, 20 lbs., parchment lined	....	0 13
Tin pails, 20 lbs., gross	....	" 12½
Cases, tins, 10 lbs. each	....	0 13
" " 5 "	....	0 13½
" " 3 "	....	0 13¾
Compound Lard—		
Tierces, 375 lbs	....	0 08½
Parchment lined boxes, 50 lbs	....	0 08¾
Tubs, 50 lbs	....	0 08¾
Wood pails, 20 lbs. net	....	0 09
Tin pails, in cases	0 09	0 09½

CHEESE—In some districts, especially Brockville and parts of the Eastern Townships, the make has diminished to one half the normal volume. This is due to the continued drought. Prices remain the same.

Cheese, Easterns	0 12½	0 12½
" Westerns	0 12¾	0 13
" old	0 15	0 15½

BUTTER—Locally, there is a fair trade passing. There is no export demand just now. Supplies continue good in consideration of the burned condition of pastures generally in the country. Prices are slightly firmer this week for prints.

Fresh Creamery, solids, lb	0 25	0 25½
" " prints, lb	0 25½	0 25¾
Dairy, tubs, lb	0 20	0 22½

EGGS—Receipts are continuing to be good. The quality is improving and the local demand is good, especially for the best grades. Prices remain the same as at the last quotations.

New laids	....	0 24
No. 1 Eggs	0 19	0 20
No. 2 Eggs	0 15	0 18

HONEY—Various reports from the honey producing centres indicate a large production of buckwheat honey. Ample supplies of all varieties are arriving and the demand is good. So volume of trade passing is large. No change in prices.

White clover comb honey	0 13	0 14
Buckwheat, extracted	0 10	0 12
Clover, strained, bulk, 30 lb. tins	0 09	0 10

TORONTO.

PROVISIONS—Not much change has come over the complexion of the market during the week. The continued warm weather has kept to the front the lines prominent during the summer. Price quotations remain unchanged and pretty much the same conditions prevail. Packing houses are running short. Hogs are very slow in coming in, and supplies are in consequence rather scarce. Inquiries are frequent enough, but some orders going out are short on certain lines.

Long clear bacon, per lb	0 12	0 12½
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11½	0 11½
Light hams, per lb	0 14½	0 15
Medium hams, per lb	0 14½	0 15
Large hams, per lb	0 12	0 12½
Shoulder hams, per lb	0 10½	0 10½
Backs, plain, per lb	0 17½	0 18
" pea meal	....	0 18
Heavy mess pork, per bbl	18 50	19 00
Short cut, per bbl	....	23 50
Lard, tierces, per lb	....	0 13
" tubs "	....	0 13½
" pails "	....	0 13½
" compounds, per lb	0 8½	0 09½
Plate beef, per 200-lb. bbl	15 50	16 00
Dressed hogs	0 09½	0 09½

HONEY—Unchanged from last week's prices and with fair business being done, honey is still to the front. The demand is by no means brisk, but sufficient trading is passing to make it well worth while carrying this line.

60-lb. tins	0 0 ½	0 09½
Smaller sizes	0 09	0 10
Comb, doz	1 60	1 75

BUTTER—The drought has interfered to quite an extent with the freedom of supplies. Demand has continued good, and will remain so for the winter. Prices while not advancing, show some indications of firming up. There is not much butter for export, and local demand seems well able to take care of whatever is offered.

	Per lb.	
Creamery prints	0 25½	0 26½
Creamery solids	....	0 24½
Farmers' separator butter	0 23	0 24
Dairy prints, choice	0 22	0 23
" " ordinary	0 18	0 20
" tubs, choice	0 21	0 22
Bakers' butter	0 18	0 19

EGGS—A little better in supply than butter, is this line. Prices advanced from 21c. to 22c. There could be improvement in the number of eggs arriving, but those offered at present are much superior to those sold during the hot months.

CHEESE — Still quiet, but with a prospect of opening up. While quoting last year's September cheese there is hardly a pound of it to be obtained locally.

Cheese, large, prime old	0 14½	0 15½
" " new	0 13	0 13½
" twins, new	0 13½	0 13½

POULTRY—The market is opening up briskly, and while the demand during exhibition has not been reached by local inquiries, there is a steadily advancing trade being done. Prices are still at last week's figures.

Spring chickens, per lb, live	....	0 10
Hens, per lb., live	....	0 07
Young ducks, per lb.	....	0 09
Turkeys, per lb	....	0 13

A Good Storekeeper

studies his stock and sells only those goods he knows will please his customers, leaving the inexperienced dealer to experiment with the various "just as good" brands and imitations of standard articles.

MAGIC BAKING POWDER

is the kind that pleases the people.

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

ESTABLISHED 1852.

☞ Merchants should recommend food-products that are produced in **clean** factories.

Clark's Corned Beef

This and the following weeks housekeepers from Coast to Coast will read, in the daily press, about the excellence, goodness and economy of CLARK'S CORNED BEEF, OX TONGUE, PORK and BEANS and POTTED MEATS.

Your co-operation with this extensive publicity campaign will result in profits to you. Remember every tin sold is extra trade which might otherwise go to the dealers in fresh meats.

Let us help you in making your stock complete.

WM. CLARK

Manufacturer

MONTREAL

The Demand For BOVRIL

is increasing. See that your stocks are complete so that you lose no sales in the best season.

We have now ready two new hangers, one an exact representation of a member of the N.W. Mounted Police.

A post card addressed to

BOVRIL Ltd.

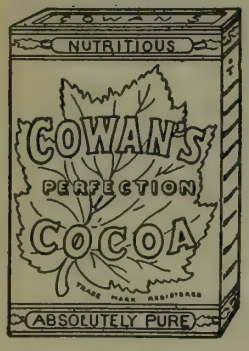
27 St. Peter St. **MONTREAL**

will bring you, Express prepaid, a supply of attractive show cards for your store.

Pure Fresh Delicious

COWAN'S

Cocoa and Chocolate



The name "Cowan's" stands for the highest grade of quality in Cocoa and Chocolate. It is the choice of particular people—people who are always on the lookout for a good article and appreciate it when they find it. If you wish to gain the trade of this class of people you will handle the goods they require.

The Cowan Co., Ltd.

Toronto, Canada

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice **Lozenges**

NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Chocolate Season

The weather is getting cooler, the nights longer, and more refreshing, cheering drinks longed for. To prepare the drink of all drinks, get your customers to use

Mott's Chocolate

There are two brands to remember, for drinking and eating, and cooking purposes——

"Diamond" and "Elite"

brands. Your Jobbers carry both.

John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

"MAKING BOTH ENDS MEET"

is a problem for most housewives in these times of pinched purses.

You can help "the woman behind the pocket-book" by telling her about

SHREDDED WHEAT

It contains more real nutriment than beefsteak or eggs, is more easily digested and costs much less. Two Biscuits (heated in the oven) with milk and a little fruit and a cup of coffee will supply all the nourishment needed for a half day's work at a cost of five or six cents.

Try it yourself and then tell your customers about it.

No other grocer makes a larger profit on Shredded Wheat than YOU do — no "deals," no premiums, no "sugar," no bribes. The same old policy — A Square Deal for a Square Dealer.

The Canadian Shredded Wheat Co. Ltd.

Niagara Falls, Ont.

THE FLOUR AND CEREAL MARKETS

Strong Outlook in Both Markets—Flour Exceedingly Strong With Good Export Demand and Business.

The feature of these markets this week is the strong outlook in both flour and cereals. In Ontario, business in flour is exceedingly good and prices on winter wheat grades have advanced in consequence. In Quebec and the east, the situation continues strong, though so much activity is not in evidence.

Export demand also is more in evidence this week and considerable business is being done. Indeed the whole situation is very encouraging, with good outlook for a splendid winter's business both local and export.

MONTREAL.

FLOUR—The flour situation remains practically unchanged since our last report. There is, however, a small but steady improvement to nate. Stocks are not large and prices remain firm. There continues to be some inquiry from foreign points, but this has not culminated in any buying yet.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household,		6 00
Glenora		5 50
Manitoba spring wheat patents		6 00
" strong bakers		5 50
Five Roses		6 00
Harvest Queen		5 50

ROLLED OATS—The advance continues to be maintained, and the demand is showing some improvement, although sales are not large. Prices remain the same.

Fine oatmeal, bags	3 05
Standard oatmeal, bags	3 05
Granulated "	3 05
Golddust cornmeal, 98-lb bags	2 25
White cornmeal	1 95 2 00
Rolled oats bags	2 55
" bbls	5 35

FEED—Demand for bran is good, and supplies available are very limited, so dealers are not pushing business. Sources of supply which have been cut off are now becoming productive, so the tension will soon be removed. Shorts and middlings are also in good demand and prices are unchanged.

Ontario bran	21 00 23 00
Ontario shorts	25 00 27 00
Manitoba shorts	25 00 26 00
" bran	00 22 23 00
Moullie, milled	27 00 31 00
" straight grained	27 00 33 00
Feed flour	1 60 1 70

TORONTO.

FLOUR—The market is strong and booming with good demand both locally and for export. Shipments have been made during the week to South Africa, Bristol, London and elsewhere. The strong all-round demand has caused a firming up in winter wheat, which has advanced 20 to 30 cents.

Manitoba Wheat.

90 per cent. patents	5 20
" "	5 00
Strong bakers	4 80

Winter Wheat.

Straight roller	4 00 4 20
Patents	4 40
Blended	4 60

CEREALS—Though the outlook continues strong, the local demand has flattened off somewhat the past week. This however, is looked on as only a temporary dullness. Manufacturers are experiencing difficulty in getting supplies of Ontario winter wheat. Prices are steady.

Rolled wheat in barrels, 100 lbs	2 65
" oats in bags, per bag 90 lbs	2 80
Oatmeal, standard and granulated, in bags 98 lbs	3 10

CEREAL AND CONFECTIONERY NOTES.

E. S. Meers, confectioner, Balcarres, Sask., is succeeded by C. H. Barnes.

Carlo Casci, fruit and confectionery dealer, Halifax, has been registered.

Higham & Ramsey, millers, Stonewall, Man., are succeeded by Weston Montgomery.

J. R. Choquette, Trail, B.C., has sold his confectionery and tobacco business to Gaudin Bros.

James Wallace & Co.'s confectionery and fruit store, Belleville, was damaged by fire last week.

D. J. Cullen, Deloraine, Man., has sold his confectionery business to C. E. Stevens & Sons.

T. S. Blues, Granton, has sold his bakery and confectionery business to Mrs. Sarah J. McIlveen.

Miss Mabel L. Glenny's confectionery store, 338 Queen Street West, Toronto, was damaged by fire last week.

A SUCCESSFUL AD.

A story now traveling the rounds of the press is credited to Lillian B. Hill, the well-known writer of humorous advertisements, who said at a dinner a short time ago:

"Advertising lends itself to almost any imaginable purpose. For instance, at Sea Beach, the other week, a confectioner found himself with a great number of stale tarts on hand. He rid himself of these tarts, and of all his fresh ones besides, by inserting the following advertisement in the local press:

"'Personal—A young man of agreeable exterior and ample means desires to form the acquaintance of a lady. Object matrimony. Beauty and wealth are not so much in requisition as a good character and an amiable disposition. Young ladies who may feel inclined to look with favor upon this young man are hereby asked to call at Dough's confectionery on Atlantic Avenue at three o'clock this afternoon and, as a means of identification, to purchase and eat a tart.'

"A few minutes after three that day Dough's tart shelves were quite bare."

E. J. Cahill, general merchant, Jersey Mills, Que., is dead.

G. S. Potts, general merchant, Duncans, B.C., died last week.

FIGURE IT OUT

How often have you sold soda biscuits to a customer only to have her come back and complain that they weren't fresh? It was not your fault, of course, but that didn't seem to help matters much, did it? There was just a little slackening of confidence noticeable that made you feel rather unpleasant. Why not try and avoid such risks by stocking with goods you can positively recommend? You can always rely on

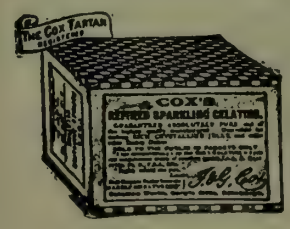
MOONEY'S PERFECTION SODAS

being fresh, crisp and pure. Our method of baking is perfect and so is our packing. A trial order would be appreciated by your customers.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



COX'S INSTANT POWDERED GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs COX who themselves both MANUFACTURE and PACK their brand under scientific supervision.

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A.P. Tippet & Co., "

J. & G. COX, Ltd
Gorgie Mills
EDINBURGH.

Mr. Groceryman

¶ You are in a favorable position to take advantage of the offer of the Orange Meat people.

¶ They are advertising a series of Cash Prizes to the parties sending in the largest number of Carton bottoms taken from their Orange Meat packages.

¶ These prizes range from one dollar each up to a single Cash Prize of Seven Hundred Dollars, or an annuity of Fifty-two dollars every year during the life time of the Winner. Begin immediately. Full particulars on Card found in every package.

MANUFACTURERS' MEETING IN MONTREAL.

Questions of Importance Discussed—First Meeting of Biscuit and Confectioners' Section.

The Canadian Manufacturers' Association met for the 37th time at the Windsor Hotel, Montreal, last week. Many questions of paramount importance to the manufacturers of Canada were discussed. The meetings were largely attended and every section of trade in Canada was represented.

The meeting was presided over by Hon. J. D. Rolland, president of the Association. He was assisted by John Hendry, of Vancouver, vice-president, and G. M. Murray, Toronto. The magnificent growth of the Association was pointed out and it was also shown that there were yet some 500 manufacturers available for membership. The treasurer, George Booth, presented the financial sheet of the Association, showing a favorable balance.

The president in his address referred to the general revival of business as evidenced by returning confidence. Throughout the troubled period Canada had perhaps suffered the least on account of the activity in railway building in the West and the tide of immigration which is flowing into that country. The president drew attention to the enormous amount of money being expended in the development of transportation lines. A menace to Canada's control of her own freight carriage was shown in the way of construction of railroads leading to the American boundary which acted as feeders for the great American railroads. The preservation of the forests next came in for some attention. The vastness of Canada's wealth in her forests was pointed out as a great national asset and it was urged that measures be adopted to save for Canadians this great possession.

The question of pulpwood was involved in the last discussion and the president pronounced in favor of the total prohibition of its exportation to the United States. The value of a cord of pulpwood increased many fold when manufactured into pulp here.

The tobacco industry was next touched upon and various methods of enlarging it were suggested. The precarious condition of the woolen trade was alluded to and a higher protective tariff was considered essential to its rejuvenation.

Following this there was a strong appeal for a greater and more comprehensive system of technical education. The value of this in a young country like Canada was shown. The discussion of this subject culminated in the voting of a grant of $5,000 for the furtherance of the work.

Reports regarding the tariff were read and much talk ensued regarding abuses of the dumping clause, showing how American manufacturers had succeeded in evading it. The appointment of additional trade commissioners was urged in Great Britain.

Several sectional meetings were held, the one perhaps of most interest to the grocery trade being the confectionery and biscuit manufacturers' section, which has been recently organized and met for the first time. The meeting was not important from a business aspect, as it was of a social nature and provided an opportunity for those engaged in this line of manufacturing to meet one another in an informal way.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

Freight is no more on full strength MAPLE SYRUP containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.

Canada Maple Exchange, Limited, Montreal

TRADE MARK. Smalls

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00

EASY TERMS.

Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

Try a business card in The Canadian Grocer.

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

BUSINESS CHANGES IN CANADA

Brief Items Summarizing the Changes in the Grocery Trade During the Week —Assignments and Sales, New Companies Organized.

B. Hogue, grocer, Montreal, has assigned.

O. Poitras, grocer, Lachine, Que., has assigned.

Harrison Bros., grocers, Winnipeg, have assigned.

Hazlett & Morris, grocers, Vancouver, have dissolved.

Wright Bros., grocers, Vancouver, have dissolved.

Duff & Paine, grocers, Vancouver, have dissolved.

A. G. Vandandaigne, grocer, Montreal, has assigned.

J. Leavitt is opening a grocery store in Georgetown, Ont.

The Sterling Tea Co., Ottawa, is retiring from business.

Mrs. Margaret Sloan, grocer, London, has sold her business.

The assets of A. Charron, grocer, Montreal, have been sold.

Wentzell's Limited are opening a large grocery store in Halifax.

J. M. Laurence & Co., grocers, Montreal, have been registered.

The W. B. Reid Co., cigar manufacturers, Toronto, have assigned.

The Graves Vinegar Co., Bridgetown, N.S., is erecting a cider plant.

Frank G. Woolnough has opened a grocery store at Niagara Falls.

The assets of J. Chabelle, grocer, Chicoutimi, Que., have been sold.

J. W. Roe, Toronto, has sold his grocery business to S. W. Sanders.

R. S. Leroux, general merchant, Roxton Falls, Que., has compromised.

Andre Nault, sr., general merchant, Riviere Desert, Que., has assigned.

J. J. Burton, grocer, 1156 Queen St. west, Toronto, has sold his stock.

F. Trepanier, grocer, Montreal, is contesting a demand for assignment.

D. Pelletier, general merchant, Cedar Hall, Que., is offering to compromise.

J. A. Doyle's grocery business was sold by auction at Halifax last week.

W. H. Clapperton, general merchant, Maria Capes, Que., has compromised.

Fire at Belleville last week damaged the grocery store of H. E. Fairfield.

James Lawton, grocer, 135 Argyle Street, Toronto, is giving up business.

P. Richer, general merchant, St. Samuel de Horton, Que., has assigned.

The assets of L. P. Choquette, grocer and liquor dealer, Montreal, have been sold.

Hoyt Bros., grocers and bakers, Lequille, N.S., have dissolved partnership.

The assets of J. E. Paquin, general merchant, Normandin, Que., have been sold.

Andrew Foster & Co., grocers, Hamilton, will vacate their present premises shortly.

Wolfe & Moltzer intend opening a grocery store at Port Colborne, on October 1.

F. Ferguson, St. Thomas, contemplates extensive improvements in his grocery store.

Wm. A. Meldrum, grocer and baker, West Lorne, Ont., is succeeded by N. Vansyckle.

A. L. Pomeroy, general merchant, Compton, Que., is asking for an extension of time.

Geo. La Motte's grocery and crockery store, Strathroy, was damaged by fire last week.

Addison M. Morton, general merchant and lobster packer, Lower Argyle, N.S., has assigned.

The assets of Walter Erratt & Co., general merchants, Englehart, Ont., have been sold.

F. Burke, 234 Sumach Street, Toronto, is succeeded in the grocery business by John Schmidt.

The assets of Nap. Arbour, general merchant, Little Bonaventure, Que., are advertised to be sold.

The assets of J. F. Bugeand, general merchant, Bonaventure River, Que., are advertised to be sold.

The general store of W. Y. Spencen, Earlton, Ont., was burned last week. There was no insurance.

A. Jamieson will, on October 1 take over the grocery business of H. Humphries, Port Franks, Ont.

Dove & Manly, grocers, Toronto, have dissolved partnership. The business will be continued by V. P. Manly.

J. E. Cowan's grocery store, St. John, was burglarized last week and $6 was taken from the cash register.

Broadfoot Bros., general merchants, Gladstone, Man., have sold their business to T. R. Vardon & MacGregor.

Geo. Thompson, general merchant, Grenfell, Sask., has sold his business to M. J. Armington, lately of Winnipeg.

G. R. Ramey & Co.'s wholesale aerated waters business at Halifax was seized and the stock sold by the sheriff last week.

The general store of John Le Brun, Arichat, was burned last week. The loss amounts to $25,000, with no insurance.

Ewart & Barnes, general merchants, Mandaumin, Ont., have dissolved partnership. The business will be continued by Mr. Ewart.

Grace & Perras, general merchants, Gracefield, Que., have dissolved partnership. The business will be continued by F. W. Perras.

Burglars broke into Michael Hughes' grocery store, 50 Alexander Street, Montreal, one night last week and made off with about $50 worth of goods.

John McMulkin, St. John, is retiring after 40 years in the grocery and provision business. His son, Fred. McMulkin, and Harry G. Titus, will continue the business.

Gould Bros., grocers and millers, Uxbridge and Midland, have dissolved partnership. Harvey J. Gould will continue the grocery business, and Chas. Gould will look after the milling business.

New Companies.

The Standard Milling Co., capitalized at $40,000, has been granted a charter to carry on a milling business at Listowel. The provisional directors are R. H. Stewart, J. M. Schinbein, W. E. Dingman and Geo. Bray.

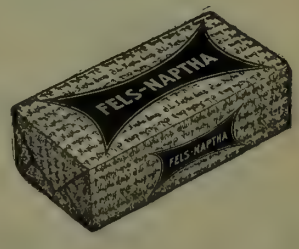
The Dominion Fruit Exchange, Limited, Ottawa, capitalized at $40,000, has been granted a charter to take over the business of the Dominion Fruit Exchange. The provisional directors are R. J. Graham, K. B. Conger and G. A. Booth.

The W. J. Quesnel Co., Sudbury, Ont., capitalized at $10,000, has been granted a charter by the Ontario Government to carry on a general merchandise business. The provisional directors are Mary Clemow, Emma Laforest and Arthur J. Manley.

Why is it

so many different classes of consumers demand Fels-Naptha, a laundry soap sold by grocers? Because **Fels-Naptha** soap is "just right" for so many different special uses, in addition to general wash.

¶ Keep it well stocked and well displayed.



FELS & CO., PHILADELPHIA

First Arrivals

Cape Cod Cranberries
Stock extra fancy.

Almeria Grapes
Due this week. Heavy weights, fancy stock.

LET US HAVE YOUR ORDERS

Jamaica Oranges
Verdilli Lemons
Late Valencia Oranges

Valencia Onions
Large cases.

Canadian Onions
Yellow.

Canadian Apples
Fall and winter.

Write us for Close Quotations

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church Street, Toronto

B. L. O. E.
Best Lemons on Earth

It's the finest quality, honestly packed that makes

"ST. NICHOLAS"
"HOMEGUARD"
"KICKING"
"PUCK"
"LEAF" brands

The
B. L. O. E.

J. J. McCabe
Sole Agent
32 Church Street, Toronto

FRUITS, VEGETABLES AND FISH

Peaches and Grapes the Centre of Fruit Lines—Cranberries Have Made Their Appearance—Idaho Prunes a New Line—Excellent Sweet Potatoes—Plenty of Tomatoes—Whitefish Scarce.

If there is one line that is more than free in supply that line is grapes. Green and blue grapes in car lots are going out daily from the Niagara Peninsula to the nearby Canadian markets, and even Montreal is displaying this line. Prices, too, are less than reasonable. One packer, at least, is showing his business acumen in looking ahead for future business by putting up choice bunches of assorted varieties in convenient and neat packages ready for the table. California fruit has been arriving in choice packages right along, and this fact, no doubt, has much to do with the better price obtained for imported fruit.

Peaches are much in demand at present and though supplies are free prices keep up. The Niagara district appears to supply the whole of Canada with fruit outside of portions of the Northwest, but with the demand growing larger every year the limit of what the fruit belt can produce will be reached very soon. Take London alone, about six cars a day are sent to that city to be distributed to nearby points. Toronto takes eight and ten cars daily and if the cars of bananas, watermelons, oranges and lemons, which are unable to get into the market there, be added there must be a daily average of fifteen cars of fruit disposed of in that city. Montreal, of course, takes a great deal of all kinds of fruit and being a shipping port the amount of business handled could not so easily be reckoned. Winnipeg and the West are beginning to dip deeply into the Niagara fruit basket and the Government recently appointed inspectors at Fort William to examine all fruit going through to the West.

Some splendid apples of the "Wealthy" variety are seen on the various markets. Pears and plums are getting scarce. Bananas have declined 25 cents both in Montreal and Toronto.

New celery and lettuce are offered in the vegetable line and the potato season is opening to good business. Pickling lines are in demand.

Oysters are being asked for all over the country and the fresh water fish are in much demand, but are very scarce. Sea lines are freer in supply and smoked and dried lines are exhibited everywhere.

MONTREAL.

GREEN FRUITS—Peaches are somewhat lower, now ruling at $1.25 to $1.50. Verdelli lemons are also lower, having declined $1.75 and are now offered at $3.25. Bananas are cheaper for best grades by 25c. Blueberries are practically off the market, none being offered. The best grades of canning peaches are a little firmer. There are no blackberries being offered this week, the season being over. Grapes are in good supply at low figures. The demand for fruit during the week has not been very brisk. Other prices are the same as last quotations.

California oranges, late Valencia	4 00	5 00
Peaches, boxes	1 25	1 50
Plums, 1 basket rate	1 50	2 00
Pears, boxes	2 75	3 25
Verdelli lemons		3 25
Bananas, per bunch	1 25	1 50
Watermelons, each	0 30	0 40
Pineapples	4 75	5 50
New Apples, per bbl	1 75	3 25
Montreal melons, per basket of 3-14 melons	3 00	5 00
Can Peaches, basket	0 75	1 25
" Plums, basket	0 50	0 75
" Pears, basket	0 40	0 60
Concord grapes, blue	0 17	0 18
Niagara " green		0 18
Roger " red		0 23
Delaware		0 35

VEGETABLES—There is a fairly general advance to be noted in the vegetable market this week. The tomato season is coming to a close and supplies are not arriving in such quantities as for some time past. Celery is stronger now, being quoted for the best grades at 75c. Lettuce is quoted at 50c and is rather scarce at that. Beets have gone forward 5c. Pumpkins are cheaper at $1 a dozen instead of 16c to 20c apiece. Locally, trade is very dull. Other prices rule the same as last week. Bonsecours market has not seen the same volume of trade as formerly and a dealer there said, "The class of people who frequent the place are different than in the old days. Those who come now are not so profitable as they might be," and continuing he said "The scarcity of ships in the harbor is also a source of great loss to the dealers in this part of the town."

Parsley, per doz. bunches		0 25
Sage, per doz		0 50
Savory, per doz		0 25
Celery, doz	0 35	0 75
Water cress, large bunches, per doz	0 25	0 50
Spinach, box		0 50
Green peppers, doz	0 15	0 20
Montreal cucumbers, doz		0 15
Beets doz bunch		0 15
Carrots, doz. bunch		0 10
Montreal tomatoes, gin box		0 60
Spanish onions, large crates		2 75
Lettuce, per doz		0 50
Radishes, doz	0 10	0 25
Horse radish, per lb		0 10
Beans, green, bag		0 75
Egg plant, doz		0 40
Cabbage, doz	0 30	0 50
Montreal new potatoes, bag	0 90	1 10
Onions large bunch,	0 15	0 20
Fresh corn, per doz	0 07	0 12
Turnips, bag		0 75
Pumpkins, doz		1 00
Squash		0 15

FISH—Haddock and cod are scarce this week, especially the former. This condition is the result of the appearance of the dogfish along the coast. Lake trout are in good supply and fine quality. Dore and pike are beginning to come in more freely and prices are a little lower. Halibut is in good supply, also haddies, kippers and bloaters. New Labrador herring is arriving and is of good quality. Bulk oysters are

in good demand and supply. Trade has been very good during the week.

Fresh and Frozen Fish.

B.C salmon, frozen		0 14
Brook trout, lb	0 22	0 24
Haddock, per lb		0 05
Fresh halibut		0 10
Mackerel, "		0 10
Dore, "		0 10
Steak cod	0 06	0 07
Market cod, lb	0 04	0 04½
Pike, lb brochet		0 08
Whitefish, lb		0 10
Lake trout		0 09
Sea trout, lb		0 18
Flounders, lb		0 10
American live lobsters		0 22
Bullheads (dressed)		0 10
Smoked—		
Haddies (exp) 15 lb. bxs., per lb		0 08
Kippered Herring, new, per box		1 25
Bloaters, per box		1 25
Smoked herring, per box		0 .8
Prepared—		
Skinless cod, new 100 lb. cases		5 50
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box		1 80
Dry cod, in bundles 112 lb.		6 75
Boneless cod, 1 & 2 lb. bricks, "Favorite" brand, 20 lb. boxes		0 06½
Boneless cod, 20-lb. boxes, 'Golden" brand		0 08
Boneless cod, 20-lb. boxes, 'Winter Port" brand		0 09
Boneless fish, 20 lb. bxs, 2 lb. blocks		0 05½
Boneless fish, 25 lb. bxs., loose		0 0 ½
Salted and Pickled —		
No. 1 Labrador herring, brls		5 75
" " ½ brls		3 25
No. 1 Mackerel, in pails		1 75
Medium green cod, per 200 lbs		6 50
Large green cod, per 200 lbs		7 50
No. 1 mackerel, half brls		7 50
" " brls		13 00
No. 1 salt eels, per lb		0 07½
Frozen—		
Salmon, Gaspe, per lb		0 18
" B.C. spring, per lb		0 14
Pickerel or Dore, per lb		0 10
Pike Brochet round, per lb		0 05
" dressed, per lb		0 06
Whitefish, small round, per lb		0 06
" large, " "		0 08
Oysters—		
Standards, bulk, per gal		1 50
Standards, quart tins, sealed		0 40
Paper pails, per 100 qt. size		1 50
" pt. "		1 10

TORONTO.

GREEN FRUITS—Peaches and grapes have the call and are still very plentiful. The former line hold their price well, it being almost impossible to get choice peaches below the dollar mark. Grapes, however, are easier in price, and may be had from 15c a basket. Some choice varieties of table grapes are now put up by fruit men in the Niagara district in neat wood and cardboard boxes. This shows that there are some live men about. No doubt the experiment will pay. California Tokay grapes are coming in and are in a class by themselves. Plums and pears are scarcer and are firming up in price. Some choice plums from Idaho have arrived, and from the bloom on the fruit must have been packed by experts. They certainly give pointers to packers in these parts. California prunes are expected before the week is out. Cape Cod cranberries are here and are sound and firm. All other berries are off the market. The past season was a good one for blackberries and huckleberries. Apples of better quality are beginning to come in.

Peaches, Canadian, fancy	1 00	1 50
" " medium	0 60	0 85
" " Freestone	0 30	0 60
Plums, Canadian greengage	0 50	0 75
" " large blue basket	0 50	0 75
" Idaho blue, crate		1 25
Pears, Canadian Bartlett	0 60	0 65
" " preserving	0 30	0 40
Grapes, Canadian, blue, basket	0 16	0 25
" " green	0 16	0 25
" California, green, crate	1 75	2 50
Apples, Canadian,	0 25	0 30
" early fall, bbl	1 60	2 25
Crab Apples, basket	0 20	0 25
Musk Melons, Canadian, basket	0 40	0 50

POULTRY AND PRODUCE SHIPPERS

Try us with your Shipments to Toronto

Hosts of satisfied shippers are shipping regularly.
If you have never tried us, ***start now.***

We are licensed dealers for handling ***Wild Game, Deer, etc.***

PROMPT SALES ***PROMPT SETTLEMENTS***
and Top Market Prices realized

WHITE & CO., Limited

Phone Main 6565 ***Commission Merchants***

W.B.
Wholesale Fruit Broker

It is **WORTH SOMETHING** to you.
Will give your orders close personal attention, **select** the fruit—look after shipment as **you** would if here yourself. Nominal charge. Send your orders to me.
Experience, Knowledge, Facilities.
W. B. STRINGER
35 Church St. Toronto

FRESH ARRIVALS

Extra Fancy New Verdelli Lemons

California Late Valencia Oranges
All Sizes.
(Extra Fancy "Golden Orange" brand.)

Water Melons and Bananas
All Kinds Canadian Fruits and Vegetables
Also
California PLUMS PEARS PEACHES *Prices. Reasonable*

HUGH WALKER & SON
GUELPH, ONT.

Better secure your Peaches and Pears now. Grapes in any quantity, also a full line of Jamaica and late Val. Oranges, Lemons, Spanish Onions in large and small crates. Your patronage solicited.
THE DAWSON COMMISSION CO., TORONTO

Cantaloups Canadian, salmon flesh, case	0 60	1 00
Oranges, late Valencias, California, box	4 25	4 75
" Jamaicas, bbl		5 00
Lemons, Messina	3 00	4 50
Limes, per case		1 00
Bananas Jamaicas, firsts	1 50	2 00
" Jamaica eights	1 00	1 25
" jumbos	1 40	1 65
Watermelons	0 15	0 30
Cranberries, Cape Cod bbl		9 00
" " crate		3 25

VEGETABLES—The warm weather of the past several weeks has brought along a great quantity of tomatoes and they are easy at about 15c a basket. Some choice late second growth celery and lettuce is being offered and other lines are free in supply. The preserving and pickling season is in full swing and the popular lines of vegetables for this purpose are much in demand.

Sweet potatoes are improving in quality and Jerseys have the biggest call. Virginia sweets can be had for less money, but the stock is inferior to the Jerseys. Canadian onions are now being offered in bag lots. The potato season is again becoming active and St. Lawrence market and Colborne St. present a much busier appearance than during the summer months.

Gherkins, basket		1 25
Tomatoes, Canadian, red, per basket	0 15	0 20
" " green		0 15
Beets, Canadian, basket	0 25	0 35
Egg plant, basket	0 20	0 30
Beans, wax, per basket		0 40
Potatoes, Ontario, per bag	0 85	1 00
" New Brunswick, per bag		0 85
" sweet, barrel	3 25	4 00
" " hamper		1 50
Onions, Spanish, per 50 lb. crate		0 90
" white, pickling, basket	0 60	1 25
" Canadian, dried, basket		0 30
" Valencia extra, cases	2 75	3 00
Carrots, new, per bush 1	0 40	0 50
Green Peppers, basket		0 25
Red Peppers, basket	0 25	0 35
Cabbage, Canadian, doz	0 40	0 60
Green corn, doz	0 08	0 12½
Vegetable marrow, basket		0 25
Squash, basket doz		0 30
White turnips bush		0 50
Cauliflower doz	0 75	1 00
Celery, native, doz	0 35	0 60
Lettuce, doz		0 25

FISH—There is not enough fresh water whitefish arriving to meet the demand for this line. The sea lines however, are coming in freely and are bought up, too. Other fresh lines are sound and of splendid quality, though not so plentiful as one might wish. Sturgeon is actually very scarce. Perch and trout among the fresh water lines, are easier in price, and so are bluefins and mackerel. Sturgeon, sea salmon and pike are firmer. The dried and smoked lines are being inquired about, but are not yet in brisk demand.

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07
White fish, Georgian Bay, per lb		0 11
Herring, medium, per lb	0 05	0 07
Whitefish, Lake Erie		0 11
Cod, fresh	0 08	0 09
Trout, fresh, per lb	0 10	0 11
Halibut, fresh caught		0 10
Shredded cod, per doz		0 20
Bluefins, small white, per lb	0 06½	0 07
Haddock, fresh		0 07
Sturgeon, per lb		0 13
Sea salmon	0 18	0 22
Pike	0 06½	0 07
Pickerel, yellow	0 08½	0 09
Herring, Digby, smoked, bundle 5 boxes		0 85
" kippered, 1£-lb. box	1 30	1 40
Mackerel, each	0 18	0 20
Smelts, per pound		0 20
Pollock		0 05
Oysters, Long Island, standard gal		1 50
" " medium selects		1 75
" " extra		1 85
Sole, Nova Scotia		0 15
Ciscoes, basket, 15 lb		1 25
Finnan Haddie, smoked, 15-lb package	0 08½	0 9
Boneless cod, quail on toast		0 06
" " imperial		0 07
" " steak		0 08½

WATCHING WESTERN FRUIT SHIPMENTS.

The staff of Dominion fruit inspectors has been increased for this season by new appointments. An inspector will be stationed at Port Arthur and Fort William to watch shipments to points between the Soo and Winnipeg. It is intended to give particular attention to shipments in bond, via the Niagara river. Shippers using this route are warned by the Department of Agriculture that it may be necessary to detain cars at the frontier in order to make a proper inspection.

HOW A TRAVELER SAVES "QUARTERS."

The season when Fall Fairs abound is not a pleasant one for the commercial traveler. Not only are the hotels crowded and accommodation inadequate, but it is always a source of annoyance to the knight of the grip when he is lining up to pay for his meal at the small country hotel and has to pay 40c or 50c while the farmers in front of him and behind him are only taxed 25c. There is one traveler, however, for a well-known Toronto oil firm who has recently adopted the plan of passing to the hotel clerk as he comes out of the dining room the sum of 25c. One day last week in an eastern country hotel as he put his quarter down the proprietor remarked:

"Here, you're a traveler aren't you?"

"No, I'm a farmer," he replied, "just for times like these. I am not going to pay 50c when the man beside me, who ate twice as much as I did, is only charged a quarter."

The proprietor smiled and the traveler passed on.

NOTES.

Leon Leclerc, grocer, St. Charles, Que., is dead.

Edward Morrison, of N. E. Morrison & Co., commission and produce merchants, Halifax, is dead.

C. E. Box, grocer, 4846 Sherbrooke St. W., Montreal, has returned from a visit to Port Hope, Ont.

J. G. Gordon, local manager of McClure & Langley, has returned from a short business trip to Quebec.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1860

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

HOLBROOK'S

WORCESTERSHIRE SAUCE

HOLBROOKS LIMITED

CANADIAN BRANCH
40 Scott Street, Toronto
Canadian Manager, H. Gilbert Nobbs

MADE AND BOTTLED IN ENGLAND.

The Sardine Fishery

of France is reported a failure this year. Portugal only fair.

Some years ago this fact would have been serious. Now that Norwegian Sardines have taken a foremost place and through quality of catch and superior government inspected pack are considered more desirable, grocers are not disturbed.

The leading brand is

"King Oscar"

Ask your Jobber for them.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S

Sealshipt Oysters

arriving daily

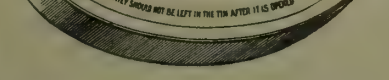
PHONE US FOR SAMPLE ORDER

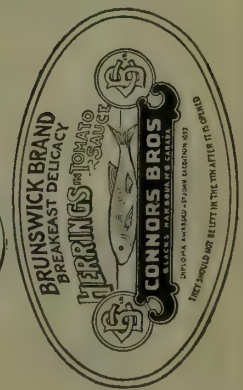
O'Connor's Fish Market

Montreal

PHONES, UP 4512-4513

THE THREE LEADERS





Connors Bros., Limited

Black's Harbor, N.B.

Australian Storekeepers

handle

"OXOL"

FOR CATTLE

in immense quantities.

Canadian Storekeepers
will shortly do the same.

"OXOL" FOR CATTLE

No. 1, "Oxol" Pulverised Doses; No. 2, "Oxol" Drench for Calves; No. 3, "Oxol" Horse Balls; No. 4, "Oxol" Salve; No. 5, "Oxol" Easy Milking Pomadium; No. 6, "Oxol" Swine Powders.

These six very scientific preparations are compounds of the purest and highest quality. They **Feed, Fatten and Cure** Horses, Cattle, Sheep and Swine. **One Agent Only** will be established in each district, and will be advertised as Sole Superintendent of our trade in his particular territory. Applications for district agencies are invited to be sent in at once to

S. K. & T. C. WINDSOR, 253 St. Paul and 2 St. Vincent Sts, MONTREAL

and in England, Australia and New Zealand

Tuckett's
Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B."
Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

FACTS ABOUT GROCERIES

Information of Interest to Grocers and Clerks—How Ginger is Raised and Prepared.

Ginger in the quantity produced and consumed probably ranks next in importance to pepper among spices used by man. It is a pungent, aromatic spice, largely used in confectionery, as a dessert dish by itself, and in medicines. This plant, indigenous to Asia, has been introduced into many tropical countries, where it flourishes under cultivation. A large amount is grown in India, but Jamaica now ranks high as a producing country, and Jamaica ginger is a regular trade term. Besides the East and West Indies, British West Africa, Queensland, Siam, China and Brazil are producing countries. Siamese and Chinese ginger are identical, but are from another plant, reaching a height of four or five feet. It is quite possible that zingiber is grown to some extent as well, as some of the so-called Chinese ginger, preserved in jars, is reported to be the preserved young shoots of an edible bamboo, though this seems doubtful, as the ginger plant is so common.

Heat, moisture, and a good soil are the plant's main requirements, or it is quite a tropical subject. It needs a rainfall of 800 to 1,000 inches per annum, although it is grown in some districts where the fall is as low as 150 to 200 inches a year; but where the rainfall is not sufficiently well distributed, irrigation answered well. The soil cannot be too good for ginger, which is rather an exhausting crop.

Like Potato Planting.

Ginger planting is much like potato planting. In March or April the divided tubers or fingers, each containing an "eye," are planted in trenches in the prepared soil about a foot apart. Cultivating the soil is carried on, and its needs must be supplied regularly while the plant is in growth. It is a grass or reed-like plant, reaching a height of four or five feet, and the plantation when in full blossom is an attractive sight. The blossoming takes place in September, and in the following December-January the crop is ready for digging. The flowers wither and die, and then the foliage and stems follow suit. This is the time when the root is fully developed and fit for lifting.

The swollen roots, or rather rhizomes, as they really are, are dug up with a fork; this must be done with care so as not to break or bruise the "hands." The tubers are piled in heaps, the small, fibrous roots are taken off, and the soil is removed. This must be done speedily before the soil dries, or the ginger will not preserve its white color. It is then thrown into a tank of water preparatory to peeling.

Peeling and Curing.

Peeling ginger is a process requiring practice on the part of the laborers. The "hands" are carefully peeled with a narrow-bladed knife, and special care is required to do the portions between the "fingers." The importance of proper peeling will be seen from the following quotation:—

"Examination of a transverse section of ginger will show that there is an outer striated skin, under which there are numerous oil cells, the oil cells being numerous at the bud points. The oil obtained from these cells in specimens obtained fresh from the ground is almost colorless, very pungent, and exceedingly aromatic. It becomes yellow very quickly, on exposure to the air, and even upon drying, without removal of the epidermis, its delicate aroma is found to be fleeting. On drying the ginger, the contents of these cells appear as a yellow, pitchy mass. As this dark layer is the seat of the greatest amount of oil and resin cells, it will readily be seen that the deeper the peeling so much more of these substances will be carried away with the epidermis and more cells opened from which these principles may exude."

After peeling, the ginger is again placed in clean water and very thoroughly washed. If the roots are left to soak in water they lose some of their aroma, and if washed in running water they are cured lighter in color.

Fats and Oils Defined.

Few consumers and a considerable number of handlers know but little of what the different oils and fats in ordinary use are made from. The following definitions will be of interest to those who have not given the matter thought.

Oleo oil is the oil pressed out of the choicest fats in the beef, after having been rendered.

Oleo stearine is rendered beef fat from which the oil has been pressed.

Lard stearine is the solid portion of prime steam lard from which the oil has been pressed.

Extra winter strained lard oil is pressed from choice prime steam lard.

Extra lard oil is pressed from steam lard of an inferior quality, and is used in the manufacture of lubricants.

No. 1 lard oil is pressed from choice yellow hog grease, and is used in keeping dies cool.

Handle
OLD CHUM
Cut Plug Smoking Tobacco
It's a Trade Bringer

McDOUGALL
Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scotland.
CLAY PIPES

To Increase the Volume of Your Business
it pays to always carry in stock these famous brands of cigars:
Champlain St. Louis (5c. retailer)
Havana Second El Sergeant (10c. retailer)
The last named received the Gold Medal of Merit at the Paris Exposition, 1900.
If your jobber refuses to procure these brands for you write direct to
JOS. COTE
The Largest Importer of Smokers' Articles and Wholesale Tobacco Merchant in the Dominion.
Office, 186-188 Rue St. Paul. Phone 1272
Warehouse - - 119 Rue St. Andre
Branch - 179 Rue St. Joseph. Phone 2097
QUEBEC

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Buidlng, MONTREAL.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

THE IDEAL STORE FIXTURE

"WALKER BINS"

There is a personal satisfaction in having a store equipped with Walker Bin Fixtures.

The beauty of their design and their elegant appearance are unsurpassed, and for this, as well as for the peculiar attractiveness of their display, they impress the customer and offer a continued and irresistible temptation to buy. Their compactness and convenience are appreciated by the clerk, who finds everything he wants, when and where he wants it. They are a joy forever to the proprietor, for he sees his sales increasing, his losses, from waste, dirt, insects and samplers, diminishing and his store service prompt and effective.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,

BERLIN, ONT. Limited

Representatives

Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

Montreal; Kenneth H. Munro, Coristine Bldg.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case

The Elgin National Coffee Mills

40 Sizes and Styles

They are the

Fastest Grinders

Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.

TALKING POINTS FOR DEALERS

ON

BANNER, CANADA, ONTARIO and HICONE

LAMP BURNERS

The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect, thus becoming saturated with oil and liable to catch fire. OUR'S DON'T.

Manufactured by

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

We make a specialty of

COUNTER CHECK BOOKS

for all kinds and makes of LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL

Canada

We Distribute Cars

Ship your goods in car lots in our care, Mr. Manufacturer, and we will distribute them among your customers. We have a large warehouse with excellent track facilities and we make a specialty of this class of work.

Correspondence Invited.

R. B. Wiseman & Co.,

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Manufacturers' Agents and Brokers.

Open to handle one or two more lines of groceries or fruit.

TWO IMPORTANT REASONS

Cut 10.—Outdoor Cabinet

There are two essential reasons why you should store your gasolene in a Bowser Tank:

1st—Because you are in danger without one.
2nd—Because you are losing money without one.

There are still more reasons in Catalogue B. Send for it.

S. F. BOWSER & CO., Limited
66-68 Fraser Ave. - Toronto, Ont.

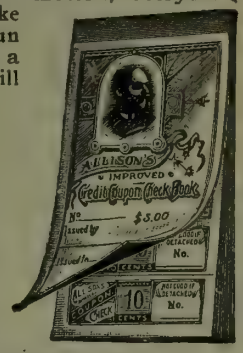
If you have an old Self-Measuring Tank and want a new one, write for our liberal exchange offer.

When the Fall Rush Begins

you will need every convenience that will increase the efficiency of your business organization—every device that will eliminate unnecessary work, reduce liability to error, cut out friction and lost motion, everything that will make the wheels run smoother. In a word you will need the

Allison Coupon System

and the time to install it is NOW, before another day has been lost.

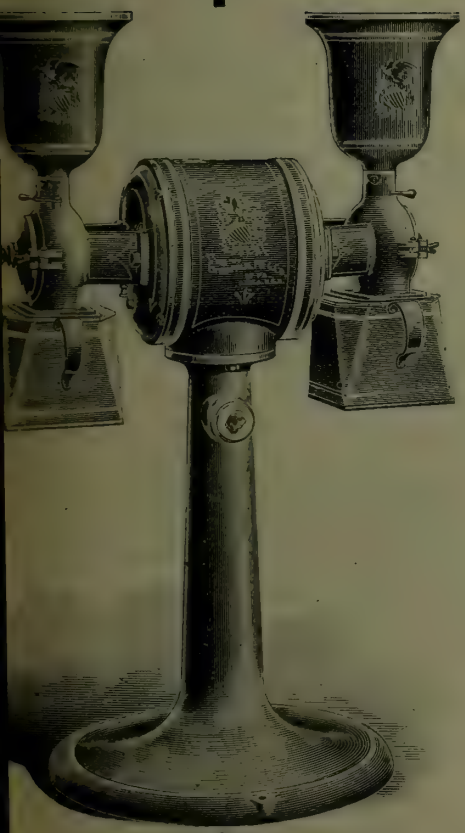


Here is how it works:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by the

Allison Coupon Co.
INDIANAPOLIS, IND.



The LATEST "Enterprise" Electric Mill

New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day.* They are **Direct Connected.** They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current; can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute, and pulverize ½ pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H.P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

The Enterprise Mfg. Co. of Pa. Philadelphia, U.S.A.
21 Murray Street, New York 438 Market Street, San Francisco

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30	00
" " "	6 months...	17	00
" " "	3 months...	10	00
50 " "	1 year.....	17	00
" " "	6 months...	10	00
25 " "	1 year.....	10	00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

NATIONAL AID—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

IT PAYS FOR ITSELF.—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, Cor. Wilton Avenue and Yonge Street, Toronto, Ont.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

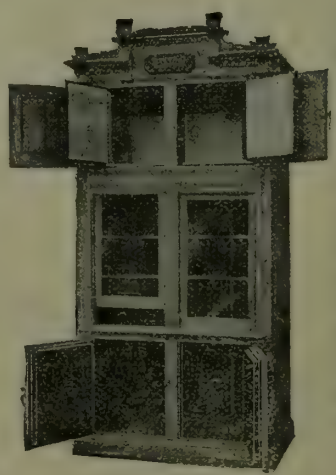
TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880
Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.



Arctic Refrigerators
for Grocers and Butchers, The Coldest, Dryest and most up-to-date refrigerator on the market.
Western representatives, Ryan Bros., Winnipeg
Eastern representatives, Wolf, Sayer & Heller, Montreal.
Write for Catalogue.
John Hillock & Co., Ltd.,
154 George St., Toronto

EXPERIENCED ADVERTISEMENT WRITERS
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

SITUATIONS WANTED.

WANTED—Position as traveller in Ontario by experienced grocery and specialty salesman. Married man, steady, sober and best of references. Address Box 216, CANADIAN GROCER, Toronto. [39]

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

The Condensed Ads. in The Canadian Grocer bring results

TEA;
Its History and Mystery
BY
JOSEPH M. WALSH
A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

CONTENTS

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.

Mailed to any address on receipt of
Price $2.00 Postpaid
12mo. Bound in Cloth.
TECHNICAL BOOK DEPARTMENT
The Maclean Publishing Co.,
10 Front St. East, · · TORONTO, CAN.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

September 25, 1908.

Baking Powder.

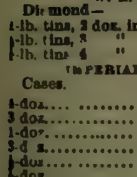
W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " " "	1 25
¼-lb. tins 4 " " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
2 "	12 "	1 40
2 "	12 "	1 45
2 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	
1 "	12 "	Per case $4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
1 lb. tins	$ 0 95
½ lb.	1 40
6 oz.	1 95
¼ lb.	2 55
12 oz.	3 65
1 lb.	4 90
5 lb.	13 50
5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ¼ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 5 lb.	13 20
" 5 lb.	21 60

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 70
½-lb. " " " "	1 2
¼-lb. " " " "	0 8

Blue.

Keene's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

Nelson's—	Per doz.
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals.

Wheat Oil, 2-lb pkgs., per pkg	0 08
" 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

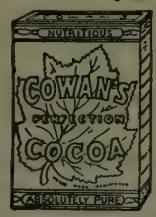
Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Perfection 1-lb. tins per doz. $4 80

Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb	0 22
Special quotations for Cocoa in bbls., kegs, etc	
Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—

Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb.	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ¼-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30

Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—

Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " "	0 35
" nonpareils, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
¼ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley. Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ¼s (for cooking), doz	0 90
Prepared cocoa, ½'s	0 32
Prepared ½'s	0 30

Mott's breakfast cocoa, ½'s	0 42
" " " ¼'s	0 42
" No. 1 chocolate, ½'s	0 36
" Navy " ½'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼ & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages	0 26
lb. "	0 27
lb. "	0 28
1 and ½ lb. packages assorted	0 28½
½ and ¼ lb. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15	15 lb. pails and 10, 25 and 50 lb.

boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	0 19	0 16
Special Shred	0 17	0 18	0 15
Ribbon	0 19	0 20	0 17
Macaroon	0 17	0 18	0 15
Desiccated	0 16	0 17	0 14

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb	
Mo-Ja, ½-lb. tins 30c. lb.	
Mo-Ja, 1-lb. tins 28c. lb.	
Mo-Ja, 2-lb. tins 26c. lb.	

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, per doz.	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 3½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz., case of 2 doz	$3 20
" 2	" 1 "	3 00
" 4	" 1 "	4 50
" 20	" ½ "	4 75
" 20	" 1 "	9 00

THOMAS J. LIPTON.

Prices on application.

Assorted Case,	Contains 2 doz..$2.50
Chocolate (Straight)	Contains 2 doz..$2.50
Vanilla (Straight)	Contains 2 doz..$2.50
Strawberry (Straight)	Contains 2 doz..$2.50
Lemon (Straight)	Contains 2 doz..$2.50
Unfavored (Straight)	Contains 2 doz..$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley	½-lb. tins $1 25
" "	1-lb. tins 2 25
" groats	½-lb. tins 1 25
" "	1-lb. tins 2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors) doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.

RISING SUN STOVE POLISH IN CAKES

&

SUN PASTE STOVE POLISH IN TINS

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides

MORSE BROS., Props. - Canton, Mass., U.S.A.

Variety is the Spice of Life

IT is change which relieves the monotony of existence and adds to the enjoyment of both work and play. In the matter of reading, Noah Porter, the eminent American philosopher, once said, "No man can read with profit that which he cannot learn to read with pleasure." The October edition of the Busy Man's Magazine is so varied in contents and entertaining in character that it will afford profit and pleasure to all. Procure a copy and you will be thoroughly well satisfied to become a permanent reader of this popular periodical.

BUSINESS AND INDUSTRY
A Bank Entirely Free From Private Interests.
The Timber Supply of The Future.
The Executive's Buffer.

ARTICLES FOR THE WORKERS
Where Progress and Education Join Hands.
The Older He Grows The More Active He Is.
A Common Place Business Career.
What Happens To The Grouch.

ENTERTAINING SHORT STORIES
Masterson's "Bargain" Motor Boat.
Mrs. Carstairs' Last Bet.
The Outwitting of Mr. Bearby.
Visiting Bob's People.
A Problem For Two.

TRAVEL AND DESCRIPTION
The Oldest Religious Band in America.
The Story of "The Coward."

THE
October
Busy Man's
Magazine
is on sale at all newsstands

The Magazine with the Red Cover

20 cents a copy ; $2.00 a year

LIFE STORIES OF SUCCESSFUL PEOPLE
A Business of Millions Managed By a Woman.
A Man Who Has Helped Many a Young Man In Business.
How Mr. Derbyshire Became The "Cheese King" of Canada.
The New Occupants of Government House.

POLITICAL AND COMMERCIAL AFFAIRS
A Corner In The Price of Drinking Water.
How we Elected The Old Man.
What Constitutes True Leadership?

OTHER BRIGHT ARTICLES
Where Women Have To Cast Their Votes.
Dancing Is Only An Expression of Life.
The Littlest Woman In The World.
An Exhibition That Breaks Many Records.

ADDITIONAL FEATURES
Contents of the October Magazines.
The Busy Man's Bookshelf.
Improvements in Office Devices.
Humor in Magazines.

The Busy Man's Magazine

Montreal Toronto Winnipeg New York London, Eng.

E. T. Grocers, How About Canned Goods?

We are booking orders for all popular brands of canned goods, and are delivering early lines. We are desirous of filling your order, because we can sell you at prices minus the freight, allowing you that much more clear profit.

WRITE US TO-DAY.

T. A. Bourque & Co., Reg., Sherbrooke, Que.

Wholesale Grocers

These are the Goods

Have you a good supply?

AGENTS

Rose & Laflamme, Limited

Montreal and Toronto

Shelled Almonds

Valencias and Jordans

Table Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case.....per lb. 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb. 0 07
7 and 14-lb. wood pails.....per lb. 0 07
30-lb. wood pails ..... " 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb. 0 07
30-lb. wood pails..... " 0 06½
Pure Jams—1-lb. glass jars (16-oz. jam) 2 doz. in case.....per doz. $1 80

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited

GENESEE PURE FOOD CO

Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG CO.

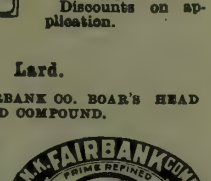
White wan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price 'Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 09½	
½-bbls. 0 10	
Tubs, 60 lbs. 0 10	
20-lb. Pails. 2 05	
20-lb. tins.. 1 95	
Cases 3-lb.. 0 16½	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	



Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 90
2 cases of 4 doz.....	3 50
5 cases or more	3 40

Marmalade.

W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—

1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Shredded"—	
1-lb. glass, doz.....	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4.7
" " hotel.....	4.90
Silver Cow Milk.....	5.00
Purity Milk.....	4.70
Good Luck.....	4.30

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins.....per doz.	$1 40
" ½-lb. tins ..... "	2 50
" 1-lb. tins ..... "	5 00
Durham 4-lb. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F. D ½-lb. tins .....per doz.	0 85
" -lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	3 50
" ½-pts. 24's.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.
½-pint bottles, 3 & 6 doz., per doz..... 0 90
Pint " 3 doz..... 1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND. Per case

No. 1, cases, 60 1-lb. packages.....	$3 75
No. 3, " 120 ½-lb. "	3 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }.....	3 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	3 85
5 cases.....	3 75

MAY QUEEN PRIMROSE
FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

First in Quality !

First in the Estimation of Countless Admirers !

A new era was inaugurated when these packages were first introduced.

They were first in the great tea trade "to assume such a shape."

Wood's Package Teas

are always young in the qualities that impart life to trade as well as the system of the consumer.

They are the pick of the Orient.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors .....per gross	$10	20
" " black..... "	15	30
Oriole soap..... "	10	20
Gloriola soap..... "	13	00
Screw top tallow..... "	10	20

3 doz. to box..... $3 45

6 doz. to box..... $6 90

30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

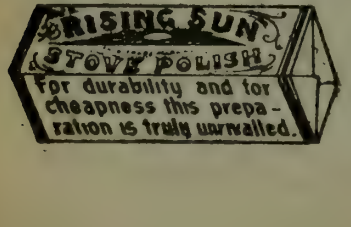
Laundry starches—	per lb
No. 1 White or blue, 1-lb. cartons	
No. 1 " " 3-lb. "	
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps.....	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 7½
Kegs, 100 lb.....	0 7
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 7
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 07½
SAN TOY STARCH.	
pkgs, cases 5 doz., per case..	4 75

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross box	$3 50
Rising Sun, 3-oz. cakes, gross box	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints.....	2 90
Quarts.....	5 40
½ gallons.....	5 10
Gallons.....	4 80
5 gallons.....	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¾ "
Kegs, 150 lbs.....	0 03¾ "
2-gal. pails 25 lbs.....	1 25 each
3 " " 38½ lbs.....	1 75 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case.....	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs.....	0 03¾ per lb.
Kegs, 150 lbs.....	0 03¾ "
2-gal. pails 25 lb.....	1 25 each
" " 38½ lbs.....	1 75 "
2-lb. tins, 24 in case, per case....	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and 1/8's	0 30	0 40
Red Label, 1's and ½'s.....	0 36	0 50
Gold Label, ½'s.....	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East, Toronto.

Packed in air-tight tins only.

	wholesale	retail
Blue label ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ¼'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's.....	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's.....	$0 20	$0 25

Blue Label, ½'s.....	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's.....	0 20	0 25
" " ½'s.....	0 21	0 25
Green Label, 1's and ½'s.....	0 24	0 30
Blue Label, 1's and ½'s.....	0 25	035
Red Label 1's, ½'s, ¼'s and 1/8's.	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼'s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	007	1 00

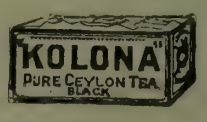
	Wholesale	Retail
Pink Label 1's and ½'s	30c	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail
Black, green, mixed, ½s.....	0 70	1 00
" " ½s.....	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ¼s.....0	38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s....	0 30	0 40
" " ¼s.....		0 32
" " ½s.....	0 25	0 30
" " 1 lbs.....0	24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

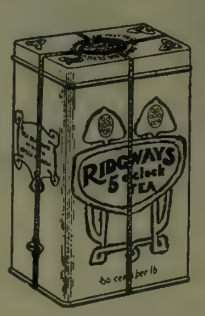


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	$0	20
" " ½-lb., " "	0	21
Blue Label, retail at 30c.....	0	22
Green Label. " 40c.....	0	30
Red Label, " 50c.....	0	35
Orange Label, " 60c.....	0	42
Gold Label, " 80c.....	0	55

RIDGWAYS.

London, Vancouver, Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 32	0 40
Old Country, 1's and ½'s.....	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H.M.B., 1's and ½'s	0 45	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s....	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 15
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V.H.C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos, 1-20.....	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6.....	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ½-lb. "	0 70
" " 1-lb "	0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$12 00
Absorbine Jr., per dozen.....	1 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case ..	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

DWIGHT'S BAKING SODA

"To Sell the Best"

This motto is one that every grocer catering to trade he desires to retain should bear constantly in mind.

The housekeepers' good opinion is worth dollars and cents to him. Every housekeeper and cook prides herself on her baking.

"COW BRAND" BAKING SODA

is a guarantee to her that she has the best, purest, strongest and most satisfactory baking soda made.

It is good policy to stock it.

Every jobber in Canada sells it.

Church & Dwight

MANUFACTURERS

MONTREAL

Kops' Non-Alcoholic Ale

NON-ALCOHOLIC AND WARRANTED PURE KOPS TRADE MARK K O P S REGISTERED ALE GUARANTEED BREWED FROM THE BEST KENTISH HOPS. HOPS BREWERY, WANDSWORTH BRIDGE Rd FULHAM ISSUED BY KOPS BREWERY FULHAM LONDON

Prepared from ingredients of undoubted purity, the bitter principle being derived from the finest hops. It has a delicious and appetising aroma and is an agreeable salutary bitter, and whilst it will be found to act as a tonic stomachic and an aid to digestion, it is so free of alcohol that it will be found a veritable boon to total abstainers. Sufficiently aerated to make them pleasantly sharp.

Have You Tried It?

By introducing it to your customers you will be creating NEW and very profitable trade. Printed catalogues and full particulars from us or our agents.

KOPS' BREWERIES, - London, S.W., England

CANADIAN AGENTS—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldg., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, Nfld. W. L. MacKenzie & Co., 606a Center St., Calgary.

SALT

All Kinds

Prompt Shipment

VERRET, STEWART & CO.

LIMITED

MONTREAL

Yellow Peaches

In 2's, 3's or Gallons. Light and Heavy Syrup, also Standards.

We are able to supply you this year with the best goods that have ever been packed.

We have just installed a most up-to-date system for peaches *solely*, which embodies the most approved Californian ideas. *Our quality will surprise you.*

What about Your Order?

Place it now. We will ship after a while if you wish.

J. H. WETHEY, LIMITED

ST. CATHARINES

PACKERS OF LAUREL CANNED GOODS

A Bargain in Pepper

See Our Travelers or Us.

Empire Brand

NEW VALENCIAS

in Stock.

Rowley, Arguimbau, Bodi and Diego.

4 Free Phones

USE FREELY

GEO. E. BRISTOL & CO.

(Successors to Lucas, Steele & Bristol)

Hamilton, - - - - Ontario

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, OCTOBER 2, 1908. NO. 40.

Now is the time for

Robinson's Patent Barley

The Canadian housewife has learned its value. Have you? She has bought it from her druggist. Why? Because you didn't sell it—Send for sample package and particulars. It will pay you.

Frank Magor & Co., Agents for the Dominion, 403 St. Paul Street, Montreal

"Crown Brand" Table Syrup

Every grocer and general storekeeper in Canada sells table syrup. The majority of them find that "Crown Brand" pleases their customers best. It is clear, clean, bright, proper consistency, body, flavor and healthy. Try a sample lot. You can buy it in tins, 2 lbs. up to 20 lbs., also in bbls., half-bbls., kegs and pails

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont. | Works, CARDINAL, Ont. | St. James Street, MONTREAL, P.Q.

GOOD SOAP

Makes

GOOD BUSINESS

You get both if you handle

SURPRISE

A PURE HARD **SOAP**

QUALITY COUNTS

Sold by

ALL GROCERS

Made by

The St. Croix Soap Manufacturing Co.

Factory at St. Stephen, N. B.

Branches : Montreal Toronto Winnipeg Vancouver West Indies

RING out THE OLD

1908

RING in THE NEW

NOTICE

On and after 1st November we shall discontinue shipping old style Gelatine and only supply

Cox's Instant Powdered Gelatine

This is the **most perfect,**
most convenient,
most attractive
and in every way the **BEST** article of the kind—absolutely pure.

There will be no change in the size or appearance of the packages—and no change in price—only the Gelatine is up-to-date and made to suit the age as it can be prepared in a **few moments.**

J. & G. Cox, Limited

Gorgie Mills, - EDINBURGH

Sole Manufacturers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

HOWARD BLIGH & SONS
HALIFAX N.S.
Importers, Exporters and General Commission Merchants.
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.
Domestic and Foreign Agencies Solicited.
Highest References.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive promp attention

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

Dominion Storage & Forwarding Co., Ltd.
43 Colborne Street, TORONTO
Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.
TELEPHONE MAIN 5661

On the spot
EVAPORATED APPLES
WHITE BEANS
LOWEST PRICES
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

TORONTO.

TAPIOCA
We have both
Medium Pearl and Seed
ON SPOT and our prices are right
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Don Storage & Cartage Co. Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

QUEBEC

J. P. THOMAS
WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
Correspondence invited
25 ST. PETER STREET, - - QUEBEC

(Continued on page 4.)

Something a Little Better than Anything You Have Ever Seen in Canned Goods

"ANCHOR" Brand—

CHERRIES, RASPBERRIES and STRAWBERRIES

Packed in Gold Enamel Lined Sanitary Cans—As fine as glass goods at the price of ordinary goods.

ALSO "NIAGARA FALLS"
SOLID PACK TOMATOES

3s and Gallons

Both sizes packed in Gold Enamel Lined Sanitary Cans.

ORDER NOW

Only a limited quantity left.

EBY-BLAIN, LIMITED

Sole Wholesale Agents

TORONTO

A TIP

Compare our Price List below with other Package Teas you are buying. It is bound to appeal to the up-to-date grocer.

TRADE PRICES

TERMS : DRAFT THIRTY DAYS NET. FREIGHT PAID

YELLOW LABEL.—Pounds cost you 20c. Half pounds cost you 21c., you sell at 25c. per pound. This grade when bought alone cash must accompany the order.

GREEN LABEL.—Pounds and half pounds. Costs you 24c., you sell at 30c. per pound.

BLUE LABEL.—Pounds and half pounds. Costs you 26c., you sell at 35c. per pound.

RED LABEL.—Pounds, half pounds, quarter pounds and one-eighth pounds. Costs you 30c., you sell at 40c. per lb.

WHITE LABEL.—Pounds and half pounds. Costs you 35c., you sell at 50c. per pound.

GOLD LABEL.—Pounds and half pounds. Costs you 42c., you sell at 60c. per pound.

PURPLE LABEL.—Half pounds and quarter pounds. Costs you 55c., you sell at 80c. per pound.

DOLLAR TEA, EMBOSSED LABEL.—Half pounds and quarter pounds Costs you 70c., you sell at $1.00 per pound.

ALL GRADES PACKED IN BLACK, MIXED AND GREEN

THE BLUE RIBBON TEA CO., Limited
266 St. Paul St. - Montreal

Manufacturers' Agents—Continued.

WINNIPEG

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

RICHARDS & BROWN
Wholesale Commission Merchants and Brokers
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BRACK & KIRKLAND
Grocery Brokers,
and Manufacturers Agents
Warehousemen and Distributers
Track Warehouse, 137 Bannatyne Ave. E.
WINNIPEG, MAN.

ESTABLISHED 1887
Carman Brokerage Co.
Wholesale Grocery Brokers
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
141 Bannatyne Ave. WINNIPEG, MAN.

W. H. Escott
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SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

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Wholesale Grocery Brokers
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Established 14 years. Correspondence solicited

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Grocery Brokers and
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The Beardwood Agency

enjoys the entire confidence of most of the large wholesale houses in Eastern Canada.

What we are doing for them we can do for you.

Send us your Overdue Accounts and let us prove our superiority.

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313 New York Life Bldg. - MONTREAL

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

QUEEN QUALITY PICKLES
Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce
Buy and use the best Pickles
TAYLOR & PRINGLE CO., Limited
OWEN SOUND

A Safe Platform For The Merchant

Political platforms and policies are being much discussed this fall. The merchant is always interested in a "platform" or method that will help him to do more business. There is no retailer so big or so little that he can afford to overlook studying schemes for improvement.

Handle Canadian Canners' Fruits and Vegetables

and you will be standing on a progressive platform. There isn't a single unsound plank in it. Our Factories are located in the choicest districts. Sanitary and successful methods are a scientific study with us. The result is Canned Goods that would grace the King's table.

ORDER FROM YOUR JOBBER:

BRANDS:—"Canada First" (Aylmer), "Little Chief," "Log Cabin," "Horseshoe" (Bowlby), "Auto" (Canadian Canners), "Kent," "Lynnvalley" (Simcoe), "Maple Leaf" (Delhi), "Lion" (Boulter), "Thistle" (Brighton), "Grand River" (Lalor), "White Rose" (Lakeport).

Canadian Canners, Limited

Hamilton, Canada.

THE CANNED GOODS OF QUALITY

You cannot get away from the fact that quality counts. Results prove it. A buyer looks to be satisfied with his purchase before everything else. The price may make a little difference but often it does not. He knows that the only way he is going to secure and hold trade is by giving satisfaction, therefore he demands quality as a first consideration. And the class that ask for quality before everything else is getting larger every day.

OLD HOMESTEAD BRAND

Canned Goods and Vegetables

are the best you can offer in canned goods. We say it—our customers say it—and say it most emphatically because they repeat their orders, and repeat orders is the most convincing kind of an argument.

OLD HOMESTEAD Brand of Canned Goods and Vegetables are honestly prepared. Every possible method is employed to insure their cleanliness and purity. We insist on quality first, last and always. Order a sample shipment; you'll be satisfied with the results.

All good jobbers carry OLD HOMESTEAD BRAND
All the best class of customers demand it.

The Old Homestead Canning Co.

Picton, Ontario

Do You Know of Any Better Way to Build Up a Business than by Selling High-Grade Goods ?

Thousands of grocers in Canada have found by experience that

"SALADA"

prominently displayed in their store helps wonderfully. This is due to the belief on the part of the consumer that "SALADA" is the best value in tea. Hence the fact that the grocer who sells "SALADA" quickly becomes known in his community as "a man who sells the best goods" and consequently a merchant deserving of patronage.

The "SALADA" Tea Co., Toronto or Montreal

As Pure as Windsor Salt

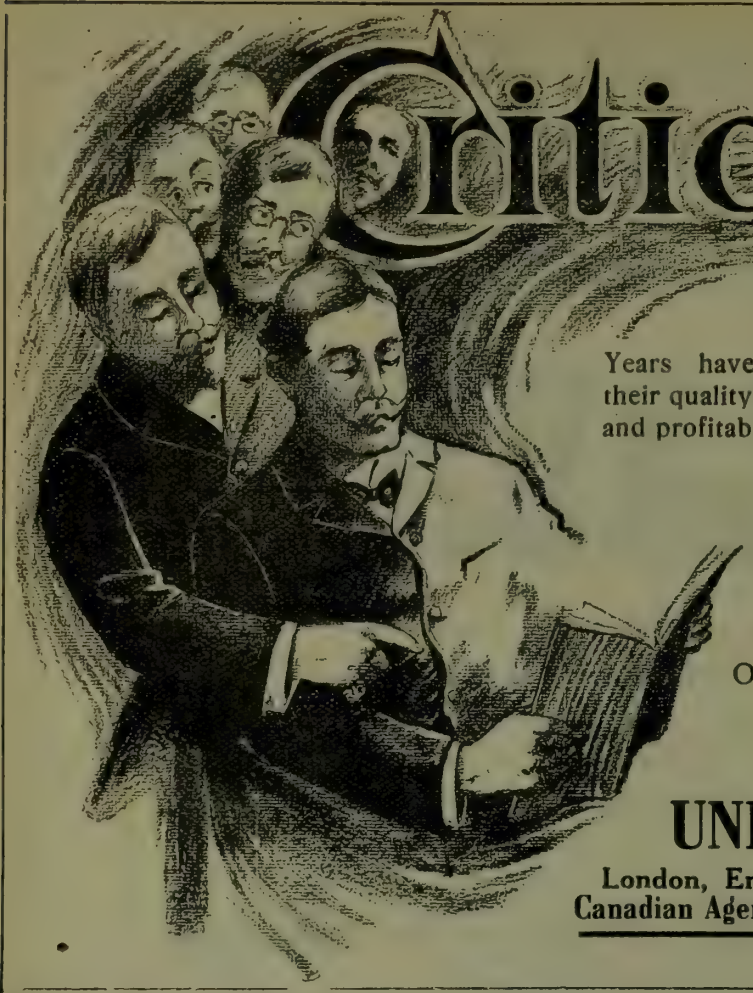
$1.00 Sold $25 Worth of Groceries

It was a thirty mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

Windsor Salt

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.



Criticism

is fatal to the grocer unless it is favorable. Years have established these high-class raisins securely—their quality above comparison. The dealer is sure of a steady and profitable business who stocks

F. W. ROWLEY
DENIA
Extra Fine Selected

&

S. BODI
DENIA
Finest Selected

Brands that mean RAISINS

Our 14-lb. and 28-lb. boxes of

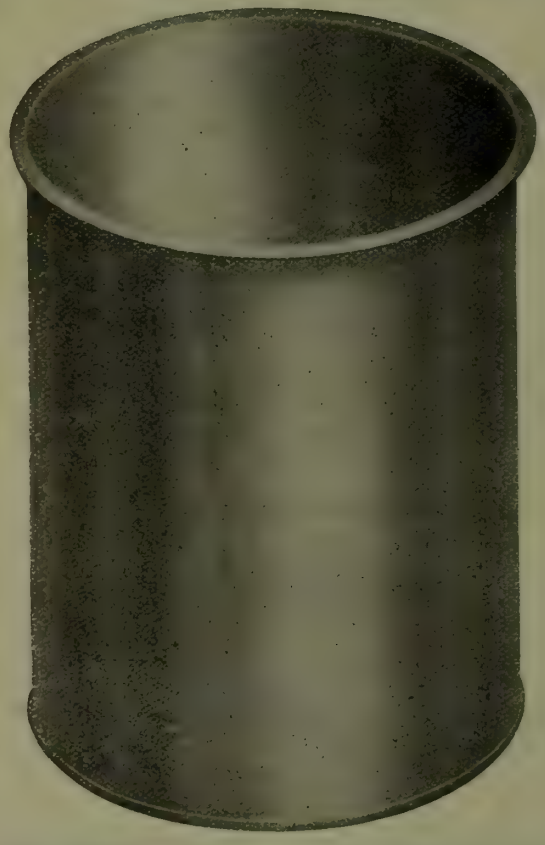
Shelled Almonds

are winners.

UNDERDOWN & CRICHTON

London, England Valencia, Spain Denia, Spain

Canadian Agents: Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg; J. A. Kavanagh, Hamilton, Ont.



Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato,** not the **Tomato** to the size of the **Opening.**

Pack **Whole Tomatoes,** not Crushed Fruit.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Max Ame Patents

Griffin & Skelley

Messrs. Griffin & Skelley (whose products are listed below) have always conducted business on that safe old principle that "the best is the cheapest in the long run." It has paid them and the grocers who handle their goods handsomely. And it will continue to do so.

Seeded Raisins, Canned Fruits,
White and Green Asparagus,
Griffin's Prunes, Cured Fruits,
Griffin's Seedless Raisins

No detail of their work is neglected from start to finish because no detail is too small to receive the scrupulous care and attention that assures perfection. There is an old fashioned goodness about their prepared fruits (and asparagus) that wins trade—*and keeps it.*

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal *84 Victoria Street, Toronto*

Canadian-made Licorice

Y. & S. Brand

All Druggists

ACME PELLETS

M. & R. WAFERS

and a complete line of **LOZENCES, ETC.**

Hard and **Soft Licorice Specialties**

Price Lists and Illustrated Catalogue on request.

Toronto Sales Agent—

R. S. McINDOE, 54 Wellington St. East.

Montreal Sales Agent—

J. M. BRAYLEY, 55 St. Paul Street.

Winnipeg Sales Agency—

E. W. Ashley, 123 Bannatyne Ave. E.

St. John Sales Agent—

H. S. Daly.

Vancouver Sales Agency—

J. F. Mowat & Company.

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES

(IN TINS)

2's, 3's 5's, 10's, 20's

1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP

(IN TINS)

2's 3's 5's 10's 20's

1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis, - -	Quebec.	W. H. Escott, - - -	Winnipeg.
C. DeCarteret, - -	Kingston.	R. G. Bedlington & Co., -	Calgary
Jas. N. McIntosh, - -	Ottawa	Tees & Pearse, - -	Edmonton.
Geo. Musson & Co., -	Toronto.	Wilson & McIntosh, -	Vancouver
J. W. Bickle & Greening, -	Hamilton.	C. Leonard Grant, -	P. E. Island
G. H. Gillespie, - -	London		

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

$7

That is the cost of a case—$7 and up. Buys the finest line of after-dinner wine ever offered the trade.

MARSALA WINE

Great money-maker. Most popular. Has but to be sold once to create lasting desire.

ORDER TO-DAY.

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent **Phone Main 2731**

STOCK THE BEST.

"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise

The Merchant introducing those lines to his customers MAKES NO MISTAKE

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St.
Quebec City, Albert H. Dunn, 67 St. Peter St.
Ontario, A.E. Bowron, 18 King William St. Hamilton
Winnipeg, Mason & Hickey, 108 Princess St.

"Canada's Pride" CANNED GOODS

Packed by the Napanee Canning Co.
Under the Most Sanitary and Scientific Methods

QUALITY, FLAVOR AND DESIGN OF LABEL unequalled in the Dominion

We Control the sale of "Canada's Pride" for Montreal and East

SPECIAL ARRANGEMENTS FOR CAR LOTS FOR DIRECT SHIPMENT. Write us for quotations

WILLIAM GALBRAITH & SON

80-82 St. Peter Street, MONTREAL

PEEL

THE DAVIDSON & HAY LIMITED

Wholesale Grocers

36 YONGE STREET - - - TORONTO

Quaker Salmon

NOW IN STORE!

Never offered you better. Really something extra that your customers will appreciate.

TRADE MARK

FLATS $2.15 — M — **TALLS $2.00**

SONS

ESTABLISHED 1834.

Now is the time for all good grocers to get in on the ground floor.

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

Early Delivery

can be had by placing early orders

PURNELL'S

Pickles Vinegar Sauces

are now in active demand and we want to give our customers as good service as good quality.

ORDER TO-DAY FROM OUR AGENTS:

Purnell & Panter, Ltd.
Bristol, England

C. E. McMichael, - - St. John, N.B
H. Haszard, - Charlottetown, P.E.I.
Erb & Rankin, - - - - Halifax, N.S.
C. S Harding, Ottawa, Quebec & Montreal
Kyle & Hooper, - - - Toronto, Ont.
J. W. Bickle & Greening, - Hamilton, Ont.
Carman, Brokerage Co., - Winnipeg, Man.
C. E. Jarvis & Co., - Vancouver, B.C.

JapanTeas

We solicit the balance of import orders promptly from Canadian jobbers before our Mr. Nishimura leaves Japan for America at the close of the season.

S. T. Nishimura & Co.

Montreal and Japan

A MOST CONVINCING ARGUMENT

in favor of our goods is their unvarying purity. They are absolutely free from adulteration. And when you sell

E. D. S. Brand Jams and Jellies

you may do so knowing that you are offering a brand of goods whose quality is backed up by the Guarantee of the Dominion Government. 100% pure cannot be beaten—it should mean much to you.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.

BLUE BERRIES

New Fruit, now in store—2s and gallons

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

ST. CHARLES CREAM

UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.

St. Charles Condensing Co.

INGERSOLL, - ONTARIO
CANADA

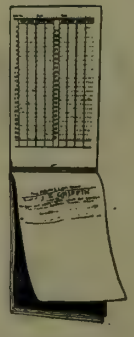
Fruit Jars
Jar Rings
Butter Tubs
Butter Paper
Brooms, Brushes
Baskets

Walter Woods & Co.
Hamilton and Winnipeg

Mistakes Cost Money

Avoid them by using our simple

"Duplex"
Counter Check Book



It will save your temper, your money and your trade. Keeps an accurate account of your transactions. If you wish to avoid disputes with customers, you will find this system indispensable.

Write for Particulars

The Carter-Crume Company Limited,
TORONTO, CANADA

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.

Agents:
GREEN & CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

IMPORTANT

Our Representative is visiting the Dominion establishing agencies for the sale of our renowned

"TEA PLANT"
PACKET TEAS

His address is, 303 Frank St., Ottawa. Write him.

For over half a century

Cooper Cooper & Co's Teas

stand on the highest rung of the British TEA TRADE.

OUR TEAS PAY YOU WELL

Cooper Cooper & Co. Ltd.

"The World's Most Famous Teamen"

Head Office: 71-73 Tooley Street LONDON, ENGLAND

WE SAVE YOU 30 PER CENT. ON A STRICTLY HIGH-GRADE COMPUTING CHART SCALE

Write for Illustrated Catalogue

Onward Manufacturing Co., - Berlin, Ont.

"WHITE SWAN GOODS ARE GOOD GOODS"
—ALWAYS—

CEREALS, SPICES, COFFEES, ETC.

THE ROBERT GREIG CO. LIMITED

WHITE SWAN MILLS - TORONTO

THE NAME OF BORDEN

means **the Best** in every respect—purity, cleanliness and healthfulness.

Every Can Of

"Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream is absolutely reliable and guaranteed. : : : :

Remember BORDEN'S BRANDS when buying. ***Every Jobber Sells Them***

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. ***Shallcross, Macauley & Co., Vancouver and Victoria, B.C.***

Unsweetened

ENGLAND'S MOST POPULAR SAUCE

H.P.'s popularity as an ideal kitchen Sauce has reached Canada.

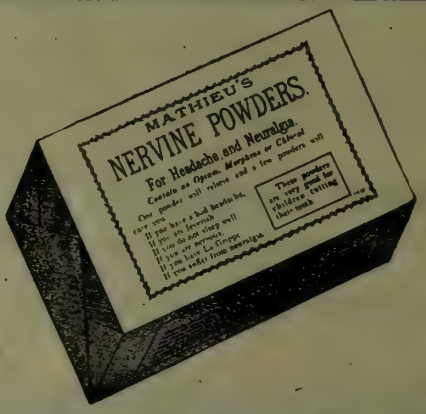
The "live" H.P. Canadian Advertising is creating a demand for YOU to supply.

The name H.P. signifies "House of Parliament" and this famous condiment is in use on the dining tables of "the House" and enjoyed daily by the members of Parliament.

Write for samples and prices.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.



A Little Thing Multiplied Many Times Becomes a Big Thing.

If you were to put all the money you get selling Mathieu's Nervine Powders into one Till you would be surprised at the largeness of the profit. This headache cure sells awfully well—little profit, multiplied many times becomes a big profit. Your order now please.

Merely to remind you that Mathieu's Syrup of Tar and Cod Liver Oil is in demand all through summer.

J. L. Mathieu Co., Sherbrooke, P.Q.

Proprietors

L. Chaput, Fils & Cie, Wholesale Depot, Montreal

MOLASSINE MEAL
MOLASSINE DOG CAKES
MOLASSINE POULTRY MEAL

The Unique and Wonderful Foods for Horses, Cattle, Pigs, Dogs and Poultry

Ask for Particulars and Free Booklets

FROM

ANDREW WATSON

SOLE IMPORTER

91 Youville Square - - MONTREAL

CAPSTAN Brand
High-Grade Tomato Catsup

Put up in 10, 16 and 20 oz., bottles of a new design and is very attractive. This catsup is far superior to many others and is giving perfect satisfaction.

Sold By all Wholesale Dealers.
Once Sold Always Asked For.

THE CAPSTAN MFG. CO.

TORONTO, CANADA.

TO THE TRADE:

England consumes nearly four times as much of

CEYLON TEA

as of all others, save India, although she has been getting it only one-eighth as long.

"WHY?"

Mainly because, of all Western peoples, the English best know tea.

For the Same Reason

England consumes about 6 lbs. and Canada 5 lbs. to the United States 1¼ lbs. of tea per capita. Every English Grocer knows tea; he has made it a study.

Facts Worth Noting

Our Four leading lines in Extracts and Jelly Powders are Sure Sellers. You are sure to please your customers. You are sure to please your salesmen. You are sure to satisfy yourself in having a good profit and quick sales.

No. 1 Prince of Wales Extract
No. 2 Club Extract
No. 3 Fleur de Lis Extract

These are the result of the latest, approved and most economical process for extracting the true flavors from their natural source.

Our Club jelly powders, with Club Cream in same packet, have proved a great success. They pay the storekeeper to buy them, and delight the customer who tries them.

S. H. EWING & SONS 98 King St. Montreal

"Salad, Edible and Cooking Oils'

WINTER PRESSED

"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

Norton Manufacturing Co.

HAMILTON

WHEN IT'S FLAVORING EXTRACT THAT IS WANTED, IT WILL BE TO YOUR ADVANTAGE TO OFFER HER THE BEST

Shirriff's Flavoring Extracts

ARE LIKED BECAUSE OF THEIR UNIFORMITY OF STRENGTH AND PURITY OF FLAVOR

IMPERIAL EXTRACT CO., 18-22 Church St., Toronto

Tartan

BRAND

PIN YOUR FAITH TO LIST BELOW:

ALL TRADE WINNERS

Tartan Vegetables and Fruit } **Are the finest goods packed.**
" **Salmon** }

" **Tea, 25, 30, 40, and 50c., packed at the Gardens.**

" **Coffee, Spice and Extract—Absolutely pure and guaranteed high grade**

Imperial Vinegar—Undisputed Quality. **Lea's Pickles**—With the home flavor.

Wagstaffe's Jams, Jellies, Marmalade, Mincemeat, and Plum Pudding.

Our travellers have full information.
Phone 596, Free to Buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

AT THE END OF THE SEASON

when new goods are in sight, the grocer who has not insisted on quality, often finds himself loaded down with a lot of unsaleable goods. But the experience of the trade with

FARMER BRAND

Canned Fruits and Vegetables

is quite the reverse. It keeps the grocer humping to supply the demand for FARMER BRAND. We make sure of quality in full view all the time.

FARMERS' CANNING CO., Limited

BLOOMFIELD, - ONTARIO

E NICHOLSON

D H BAIN

CODES.
A.B.C. 4th & 5th EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON

EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
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NICHOLSON & BAIN

WHOLESALE

COMMISSION MERCHANTS & BROKERS

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

Herewith please find Acreage and estimated yield in the Provinces of **Manitoba, Saskatchewan** and **Alberta:**—

WHEAT.	Acreage.	Estimated Yield per Acre	Total
Manitoba	2,710,000	15 bushels	40,650,000 bushels
Saskatchewan	3,170,000	18½ "	58,645,000 "
Alberta	410,000	21 "	8,610,000 "
Total			107,905,000 "
	Total acreage in the three provinces.	**Estimated Yield per acre**	
Oats	2,660,000 acres	34 bushels	90,440,000 bushels
Barley	860,000 "	21 "	18,060,000 "
Or a total in the three Cereals of			216,405,000 bushels

September wheat is quoted at Fort William at 98c. per bushel, October 95¼c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **$150,000,000.**

We are brokers and Commission Merchants exclusively. Can we not handle your goods in the Great West? Yours truly,

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise, also cars distributed at Winnipeg, Calgary and Edmonton.

DR TIBBLES' Vi-Cocoa

A leading British line well-known and largely advertised.

The World Renowned Food Beverage

THE PUBLIC SAY:

"THERE IS MERIT IN IT,"

And

THE TRADE SAY:

"THERE IS MONEY IN IT."

Agent for Montreal:
J. WALTER SNOWDON
413 St. Paul St.
Montreal

Ontario Agents:
GREEN & CO.
25 Front St. E., Toronto

WRITE OUR AGENTS FOR PRICES, Etc.

W. H. ESCOTT, 141 Bannatyne Avenue East, Winnipeg

Sample Cases Now Ready for Delivery

THE WORLD'S STANDARD **WHITTEMORE'S POLISHES** ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World

QUICK WHITE
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY EASILY APPLIED
ALSO CLEANS ALL ARTICLES MADE OF WHITE CANVAS
WHITTEMORE BROS. & CO.
BOSTON, MASS. U.S.A.

Dirty Canvas Shoes

made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust. No rubbing off.
A Sponge in every package, so always ready for use

Large size, per gross,
10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

OIL PASTE

for ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Ola's.

Price per gross . . . . . .

Excellent for old rubbers.

"ELITE Combination"

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . .

BOX CALF PASTE
FOR BOX CALF VICI KID PATENT AND ENAMEL LEATHERS
WHITTEMORE'S ELITE POLISH
BOX CALF VICI KID AND ALL BLACK DRY LEATHER SHOES
WHITTEMORE BROS. & CO.
BOSTON U.S.A.

"BABY ELITE" Combination

10c. size per gross .

"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Largest quantity; finest quality. Its use saves time, labor and brushes, as it

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . .

"SUPERB" Patent Leather Paste

For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. ¼ lb. boxes
Per doz. ½ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . . . .
Also in Russet and Ox Blood

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross .

Star Russet Combination

10c. size per gross .

DANDY PASTE
Whittemore's DANDY Cleaning and Polishing RUSSET AND TAN COLORED SHOES
WHITTEMORE'S DANDY DRESSING
RUSSIA CALF LEATHER GOODS
WHITTEMORE BROS. & CO.
BOSTON

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . .

Elite, Ox Blood and Brown Pastes same size and prices

If interested write for CANADIAN PRICES.

WHITTEMORE BROS. & CO., 20-22-24-26 ALBANY STREET CAMBRIDGE, MASS., U. S. A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.

MONEY-MAKING LINES

AROMA TEA
AND
AROMA COFFEE

The most satisfactory goods to the consumer.
The most profitable goods to the merchant.
Two good reasons to justify buying these well-known lines.

Our Traveller will tell you about them.

W. H. GILLARD & CO.
Wholesale Grocers
HAMILTON
Branch House—Sault Ste. Marie

The season is approaching when Granulated Sugar will be in active demand for preserving and canning purposes. When ordering supplies ask for

Redpath

the BRAND approved for over fifty years and to-day the STANDARD OF EXCELLENCE.

Made from PURE CANE Sugar by

The
Canada Sugar Refining Co.,
Limited
MONTREAL

VALENCIA RAISINS

It is just as easy for you, and infinitely more satisfactory to your customer, to secure the very finest quality Valencia Raisins. You are assured of this, and also of uniform packing, if, when ordering, you specify

"BEAVER" BRAND

SPECIAL FANCY QUALITY

This brand has the reputation of being the highest quality obtainable.

Packed by
Mahiques Domenech & Co
Denia, Spain

Canadian Agents:
Rose & Laflamme, Limited
Montreal and Toronto

WE WANT YOUR ORDERS
FOR

"Balmoral" Scotch Marmalade

It's a Trade Winner.
It's absolutely Pure.
It's well made.
For Quality and Flavor it has no equal.
We ask no favors. "Balmoral" sells on its merit.

Write us for Samples and Prices.

J. W. WINDSOR
MONTREAL

WHITE DOVE
COCOANUT and ALMOND PASTE

The Winners!

The best that money can buy. If your wholesaler cannot supply you, write direct for prices and samples.

Agents:
Geo. A. Stone, Vancouver, B.C.
Scott, Bathgate & Co., Winnipeg, Man.
Frank M. Hannum, Ottawa, Ont.
C. E. Macmichael, St. John, N.B.
J. W. Gorham & Co., Halifax N.S.

My Attractive Package:
¼, ½, 1 and 5 lb. tins.

Manufactured by

Packed in 5-lb. Tins, 12 to case
" 10-lb. " 6 "

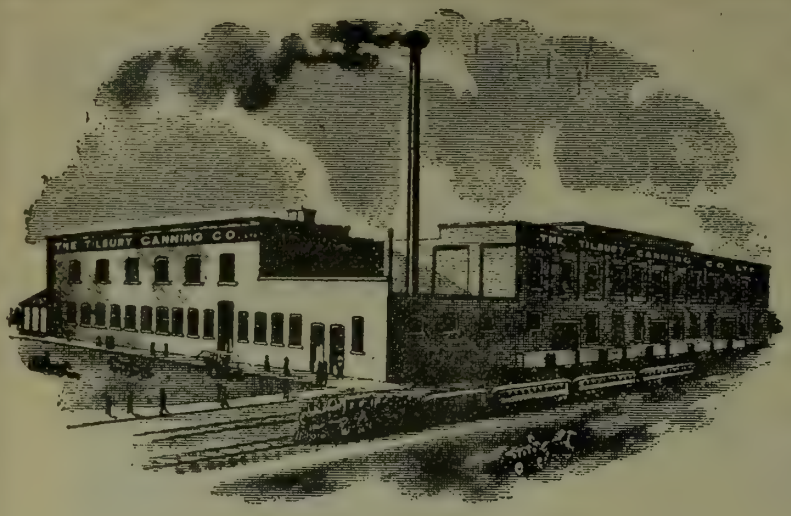
W. P. DOWNEY,
24 and 26 St. Peter St., - - - MONTREAL

We cannot explain the flavor and fragrance that live in every package of our Coffees.

We only know that we get the best grades and bring them to you in their first perfection.

CHASE & SANBORN

Importers MONTREAL



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

ESTABLISHED OVER 200 YEARS

CHAMPION'S IS THE BEST VINEGAR

MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.

ONTARIO AGENTS : The Lind Brokerage Co., 23 Scott St., Toronto
Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal
W. H. Escott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS — WRITE OUR AGENTS FOR PARTICULARS

Begin the day well with
Ridgways Tea
Largest sale of High Grade Tea
in the World!
Why?

CANADIAN OFFICE, - VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

ABSORBINE

Removes Bursal Enlargements, Thickened, Swollen Tissues, Curbs, Filled Tendons, Soreness from any Bruise or Strain, Cures Spavin Lameness, Allays Pain Does not Blister, remove the hair or lay the horse up. $2.00 a bottle, delivered. Book 1 D free.

ABSORBINE, JR., (mankind $1.00 bottle.) For Synovitis, Strains, Gouty or Rheumatic Deposits, Varicose Veins, Varicocele, Hydrocele. Allays pain. Book free.

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canadian Agents.

TRY A

Condensed Ad.

IN THE

Canadian Grocer

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Superior Quality — Canada First Brands

Evaporated Cream and Condensed Milk

Orders promptly attended to. — Every Can Absolutely Guaranteed.

PREPARED IN MODERN SANITARY FACTORY

AYLMER CONDENSED MILK CO., LIMITED

Factory: Aylmer, Ont. — Sales Office: 39 James St. South, Hamilton

"Pride of Canada"

Has meant the highest attainable perfection in Maple Syrup and Maple Sugar for years.

This is to-day recognized by trade and public alike, and the modern grocer makes this brand his leader.

IT PAYS

The Maple Tree Producers' Association

WATERLOO, - QUE.

TORONTO BRANCH: 512 Dundas St., Phone Park 308

A demand can never be created for a poor article. Knowing this we have made it a rule that only the best materials be put into

STERLING BRAND PICKLES

The result is that the people are asking for them and grocers find it necessary to carry a well-assorted stock always.

THE **T. A. LYTLE** CO. LTD.

Sterling Road, Toronto, Canada

PHONE PARK 376

We Distribute Cars

Ship your goods in car lots in our care, Mr. Manufacturer, and we will distribute them among your customers. We have a large warehouse with excellent track facilities and we make a specialty of this class of work.

Correspondence Invited.

R. B. Wiseman & Co.,

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Manufacturers' Agents and Brokers.

Open to handle one or two more lines of groceries or fruit.

Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kin of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

A Question Easily Answered

WHICH IS THE BEST?

Extract from Dominion Government report on Condensed Milk—January 3, 1908.

SEE INLAND REVENUE DEPARTMENT BULLETIN.

No. 144, Page 11	Total Solids	Butter Fat.
REINDEER MILK	72.68	8.61
CLOVER "	71.78	7.91
EAGLE "	68.50	8.00
GOLD SEAL "	69.12	7.33
SILVER COW "	70.34	7.64
NESTLE'S "	68.35	7.87
PHEASANT "	68.29	5.10
CHALLENGE "	68.90	7.37
JERSEY CREAM	27.96	8.05
ST. CHARLES "	27.06	7.10
PEERLESS "	26.98	6.50
CARNATION "	24.94	6.93

Value is determined by amount of Butter Fat and Solids contained.

THE TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

HONEY

We are offering Pure Honey at attractive prices.

In barrels, 60, 10, 5 and 2 pound tins.

James Turner & Co., Limited

Hamilton, Ontario

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St. John's International Exhibition

One of the Most Successful Exhibitions in the History of the Maritime Provinces—An Average Daily Attendance of 14,000—Features of Canadian Agricultural and Industrial Life Admirably Represented—Some of the Leading Exhibits.

St. John's big international exhibition closed Saturday, Sept. 19, after one of the most successful weeks in the history of exhibitions in this province. Official figures for attendance were given at 69,-784. The exhibition opened on Sept. 12 and during the week the average daily attendance totaled 14,000. Public patronage was well satisfied and a particularly pleasing part of the show was the entire absence of rowdyism. The crowd was a most polite one, and it is indeed commendable to the management that not a single accident occurred throughout the whole week. To manager R. H. Arnold and his staff of capable assistants must be given all the credit for the success of the exhibition. Mr. Arnold was ably assisted in the task of successfully swinging a big fair by S. M. Wetmore, assistant manager and John T. Gleeson, secretary. The others in the office staff included Miss King, Miss Burnham and James McKenney.

Every feature of Canadian life, agricultural, industrial, educational, or artistic was covered by the exhibition. Some of the most attractive and most visited of the exhibits are illustrated and engraved herewith.

The Dixie Exhibit.

The Dixie exhibit had a very conspicuous position on the right of the main entrance, well placed for the view of the public. The trimmings were of bright green and white cheese cloth, pleated and rosetted on all the edges, making a very pretty effect. The counter was of stained hemlock with a glass front, showing a fine stock of cigars and tobaccos. In the background there was a shelf with cigarettes, cigars and cut tobacco. The way in which the stock was arranged was a study in itself. The great feature of this exhibit was the "Mysterious Mr. Dixie," who continually kept the public on the go. The finder of Mr. Dixie, if he or she carried a certain premium which had to be secured at the booth, entitled the party to a new $10 bill. Mr. Dixie was captured on the day before the exhibition closed. A wonderful automatic smoking doll which smoked by itself all day on the counter has never yet failed to draw a crowd. A gramaphone also served to attract public attention to the booth, but the prettiest part of the exhibit was the electric light effect of thirty-five lights, twenty-four of them continually flashing. The arranging of the stock and tending to the booth was in care of J H C MyIntyre, the Dixie agent in this district and his valuable lady assistants.

ST. JOHN EXHIBITION—Exhibit of the Dixie Cigar.

ST. JOHN EXHIBITION—Dyola Exhibit.

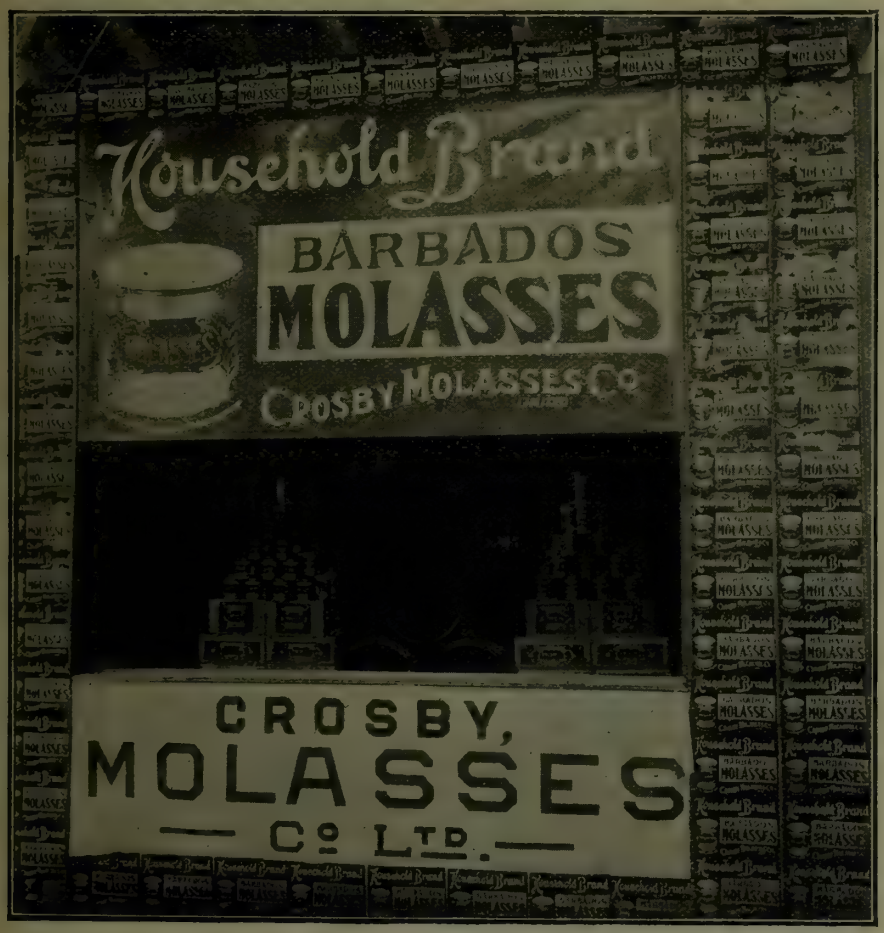
DY-O-LA.

Most pleasing indeed was the excellent display made by the Johnson-Richardson Co., Limited, Montreal, represented by A. J. Lawrence, of Dy-o-la, the new and improved home dye, also the Dy-o-la laundry blueing in sheets and Dy-o-la ink powders, samples of which were cheerfully distributed and all of which met with the approval of the public in general. This firm had a splendid booth situated on the south eastern corner of the main building and all of their respective lines were practically demonstrated by Mr. Lawrence and a competent assistant. This enterprising firm has been established for 3½ years and up to the present have an exceptionally large connection with all drug and general stores throughout the Dominion. This splendid connection has been established mainly through the energy and enterprise of the directors and future success is assured. The

firm also had a very attractive booth at the Halifax exhibition.

THE CROSBY MOLASSES CO., LTD.

There were many pretty displays at the St. John exhibition, but there was one which looked as if infinite care had been taken to make it as perfect as man could from a common sense business standpoint. That was the booth occupied by the Crosby Molasses Co., Limited, St. John, N.B. The booth was situated near the main aisle on entering the fair building and thousands of visitors called during the course of the fair and secured a small sample tin of the firm's extra fancy Barbados "Household Brand" molasses. Mr. Fred Crosby and two valuable assistants were kept busy at all times demonstrating as well as possible the points of interest in their well known brand of molasses. This firm are putting up at the present time a very nice, pure fancy Barbados molasses in 3, 5 and 10-pound tins. This molasses is produced from pure Barbados cane juice and is not mixed in any way. Some of the advantages to be derived by securing or handling molasses put up in cans are as follows: 1st, The molasses is all strained, and there is no dirt or sediment; 2nd, A grocer has to go to no time or trouble in selling; 3rd, From a consumers' standpoint, it is always in a convenient package to keep in a pantry; and last, but not least, it will not spoil or deteriorate in the cans. The Crosby Molasses Co., Limited, is one of the largest direct importers of molasses in Canada, and is prepared to deal with the trade in a large way on the very best of terms. The president of the company, L. G. Crosby, has been identified with the molasses business for over twenty-five years and is a master of the buying and selling of this important commodity. Fred S. Crosby, the secretary-treasurer of the company, is an enterprising young man and the whole of his time is devoted strictly to the interests of the business.



ST. JOHN EXHIBITION—Exhibit of the Crosby Molasses Co.

CANADIAN BILLS OF LADING.

A. A. Ayer, of A. A. Ayer & Co., has been appointed on a committee with J. S. N. Dougall and R. Wilson Reford to inquire into the advisability of having Canadian bills of lading for ships. The shipping protection societies of England, have pronounced in favor of eliminating from the bills of lading features which are objectionable to Canadian shippers. It was in view of co-operating with these British societies that the Council of the Board of Trade appointed the committee named. A circular was read at the meeting of the Council, from the Decimal Association of London, disputing the rumor that the decimal system had failed to accomplish its purpose in France. Further, it stated that the results achieved were so satisfactory as to render its position impregnable.

WHAT PUZZLED HIM.

A man was standing on the foot-path in one of the main streets of a northern town the other day, gazing at a hoarding which displayed the well-known advertisement representing a bull gazing at a bottle of Bovril, and bearing underneath the inscription, "Alas, my poor brother." He remained there gazing at the hoarding while the policeman on duty completed the round of his beat twice. At last the guardian of the peace approached him.

"Move on, there," said he. "You're obstructing the thoroughfare."

"Eh," queried the man.

"Move on," roared the policeman. "What are you standing there staring at?"

"Look there," replied the obstructor of thoroughfares, pointing at the advertisement. "Now what I want to know is, how can it be a lass if it's his brother?"—Tit-Bits.

NORVAL MILLER PASSES AWAY.

Robt. Noble, Who Had Built up a Successful Business Died on Monday.

One of Ontario's prominent millers passed away on Monday in the person of Robert Noble, of Norval. Mr. Noble was born at the Howe Mill, Cumberland, Eng., and came to Canada in the early fifties. He began work at the old Wentworth Mills at Dundas, and after three years' service was sent to a new steam mill at Elora. At the end of three years the mill changed hands, and Mr. Noble went to Freelton, and after six years' successful work here he took a three years' lease of the mill. In 1868 he purchased the Norval Mills, which he has since conducted with a large measure of success. Mr. Noble was a member of the Toronto Board of Trade and the Dominion Millers' Association, and was also a director of the Farmers' Bank of Canada, the Canadian Millers' Mutual Fire Insurance Company of Hamilton, and has been a trustee of the Norval Public School for the past 25 years. He is survived by his widow, two sons, Maj. A. L. Noble, of Norval and Dr. R. T. Noble, of Toronto, and two daughters. Of late years Mr. Noble has done considerable export business, the product of his Norval mills meeting with considerable success.

AN ALMOND PASTE PLANT.

W. P. Downey, 24 and 26 St. Peter St., Montreal, has just completed the installation of a modern almond paste plant, which is now in smooth running order. The machinery is the most up-to-date, having been brought to Canada from Europe, where it was specially made, and the plant as it stands to-day is unique in Canada. Mr. Downey has in charge of this department one of the most expert chemists in the country.

News of the Canadian Grocery Trade

News from the Eastern Provinces

Market Changes in New Brunswick—Large Shipments of Potatoes to Havana —Arrivals of West Indian Products in Halifax.

ST. JOHN.

September 28.—Several important changes have been recorded in the markets during the past week or two and the prospect for this fall's business is that a higher level of prices will prevail on staple articles than for some years.

There has been almost a flour famine in St. John during the past three weeks. The strike on the C.P.R. has interfered with shipments coming forward, and it has been a very difficult matter for some of the merchants to fill orders as promptly as they would wish. It has been especially hard to procure sufficient of certain brands of Manitoba's, as the millers have been unable to get stock forward from the mills in Manitoba to Montreal, owing to bush fires on the line of railway, which resulted in the loss of two bridges and which tied up traffic at Fort William. The line, however, is now clear and the railroad is rushing all shipments forward so that there will be plenty of flour in about a week. The great export demand for wheat has prevented any lower prices on Manitoba patents. All grades of Ontario's advanced 15 cents on September 4, and a further advance is anticipated by the local dealers.

Oatmeal has advanced 10 cents a barrel, and the millers advise that there will be a further advance in the near future.

The sugar market has shown considerable strength during the past week, New York refiners having advanced 10 cents per hundred pounds on all grades. The raw market shows a further advance of 8 cents per hundred pounds, and still higher prices are looked for.

The molasses market is strong. Hogsheads of fancy Barbadoes are quoted at 38 cents, tierces at 40 cents, and barrels at 41 cents.

Pork is very high, an advance of $2.25 per barrel having taken place this month. The best clear backs are quoted at $25 a barrel. A further advance is looked for, as there is a great shortage of hogs, and the outlook is that all pork products will be higher. Pure lard is advancing with pork, and the price asked now, 14½ cents for tubs, is higher than ever before. Compound is a little easier.

The first shipments of Canadian onions have arrived and are being offered in 75-pound bags.

Cheese is very high and is expected to go still higher. The price asked now is 14 to 14½ cents for good stock.

Eggs and butter continue very high, the quotations being considerably in excess of other years at this time.

Great quantities of Nova Scotia apples are arriving daily in schooners. Gravensteins are very plentiful and are selling from the vessels at $1.75 to $2 for No. 1, and $1.10 to $1.25 for No. 2.

Record shipments of potatoes are being made from Carleton County.

Seven thousand cases of sardines were lost at Lubec, Maine, on Wednesday last, when the floor of the Lubec Sardine Company's warehouse collapsed and allowed them to slide into the water. There were 21,000 cases of the fish all without covers, but two-thirds of the goods did not go into the water. The loss on the sardines is placed at $6,000 and the damage to the building $1,000.

The F. E. Williams Company, of this city, is sending a large shipment of potatoes to Havana, Cuba, by the next trip of the steamer Talisman from this port.

A number of schooners are bringing the potatoes from Nova Scotia. In all about 1,000 barrels are being stored here ready to go forward.

Exhibitions were held last week at Sussex and Woodstock, and were largely attended. A good class of exhibits were shown in industrial, agricultural and live stock departments.

G. W. Green, of Hartland, has disposed of his stock of general merchandise to Ziba Arcer.

HALIFAX.

September 28.—All branches of the grocery business are now very active and the commission men have about all the trade they can handle. Plums have been more plentiful during the past week than was expected, and sales were heavy, though prices were high. Pears are plentiful, and are selling at $4 per barrel. Crabapples are abundant, but they are very slow sellers. The quality of Gravenstein apples now coming on the market is very fine. The stock is free from blemishes, nicely colored and the price is reasonable. The best No. 1 stock can be purchased for about $2.50, No. 2's from $1.50 to $1.75, and No. 3's from $1 to $1.25.

Train loads of apples are rolling into the city daily and large shipments are being made to the British market. Over thirty thousand barrels were shipped from this port during the past week. The steamer Halifax City, sailing for Liverpool took 17,099 barrels (a record cargo for one ship), and the Furness liner Kamawha took nearly 15,000 barrels. According to advices received here, prices rule low in London, but there is a good market in Liverpool. In the latter market Gravensteins are quoted at from 22 to 25 shillings, Fallawaters at 23 shillings, Alexanders at 20 shillings, and choice Kings up to 29 shillings.

A. L. Phillips, the representative in Nova Scotia of Lever Bros., of Sunlight soap, is in Sydney this week completing arrangements by which in the future Halifax will be the only distributing point in Nova Scotia. The stock in the company's warehouse in Sydney will be immediately shipped to Halifax.

Green tomatoes are in good supply and there is a heavy demand. They are quoted at 70 cents per bushel.

The West India line steamer Amanda arrived here this week from Jamaica and Turk's Island. She has a large cargo including about one thousand barrels of oranges, cocoanuts and other fruits to land here. The orange season is now fairly started in Jamaica and for some time to come the West India line boats will carry large quantities of fruit to this port.

Heavy exports of potatoes continue from this port. The steamer Pors, sailing yesterday, for Havana, took 6,400 barrels of stock grown in the Annapolis Valley. The potato trade between Nova Scotia and Havana is increasing every year.

Dairy butter is now coming in more plentifully and is quoted at from 22 to 24 cents. The commission here freely expresses the opinion that Nova Scotia farmers do not produce sufficient butter. There is a good market for all that they can produce. Creamery butter is quoted from 27 to 30 cents, and the supply is just about equal to the demand.

Notwithstanding the fine mild weather the receipts of eggs are small. They should be more plentiful under the very favorable conditions for laying. Case stock is quoted at 23 cents, and fresh laid from 25 to 27 cents.

MONTREAL.

September 30.—Many stores about town have their windows decorated with large bouquets of flowers which is exceptionally attractive. One store has potted ferns and palms on both sides and at the back of its display. This touch of green plant life makes a very effective border for a display of canned goods, which are labelled in brilliant colors. Demers' meat and provision store, Notre Dame Street, also presents a very creditably dressed window this week. Different colored vegetables and fruits are worked into a very pleasing design.

H. C. Smith, corner Esplanade Avenue and Villaneuve Street Annex, has found a new position in which to place attractive pictures that he receives with his

goods. He has arranged these in a circle around the ceiling where they show off to good advantage and are not in the way.

A singular distinction has been conferred upon Henri Jonas, of Montreal. At a recent meeting of the Chamber of Commerce he was presented with a diploma, creating him Commander of the Order of Nichan Iftikhar, by the French Republic. Mr. Jonas came to America many years ago, and settled in Montreal, where he engaged in the manufacture of flavoring extracts. Since then he has met with a large measure of success, both in business and social life. He is a member of the Board of Trade, the Chamber of Commerce of the district, and has been President of the French Chamber of Commerce from 1900 to 1904.

His name appears in the membership of all the prominent French clubs and societies of the city. It is in recognition of his services to the French Chamber of Commerce, as well as his deep personal interest in the well-being of his compatriots, that he has been singled out for this distinction.

A rather good story concerning the difficulties of a local grocer who had placed his business on a cash basis, after having given credit for a number of years, was related to a representative of The Grocer a few days ago. The grocer said: "One day a lady whom I knew was quite able to pay her debts, came in and asked me to trust her for something, which she had first inquired the price of, and without saying anything, I smiled and pointed my finger at the sign reading 'No Credit Given,' at the same time, however, drawing from my pocket the price of the article which she desired. During this time all of my clerks were interested spectators and were wondering whether I would waver or not. The lady, who was a sensible woman, saw the point and accepted my personal loan to pay for the goods which she required. I accompanied her to the door and explained in a voice inaudible to the clerks, that I was obliged to practice a rule which I had enjoined my staff to put in force. She laughed and never afterwards forgot to bring her purse."

Western Province Notes

Vancouver Grocers' Association Elects New Officers—Local-Grown Oysters Finding Favor in British Columbia Markets.

VANCOUVER.

September 26.—The Vancouver Retail Grocers' Association has elected the following officers for the ensuing year: President, Luther McTaggart; Vice-President, W. Clark; Treasurer, T. J. Hunter; Secretary, W. J. C. Hunter; Directors, George Hobson, W. H. Walsh, Frank Wright, Thomas H. White, F. Welsh; Auditors, F. McDowell and John Kyle.

Local grown oysters are now on the market here and are giving the best of satisfaction. They are even bigger than the imported, and have a flavor which is indigenous to Pacific coast shell fish, and which is preferred by most people. The oysters were imported when quite small by the Crescent Oyster Company, composed of Vancouver men, and planted in the salt water at Mud Bay, just north of the international boundary line. This is the first lot to appear here, and from present indications it looks as if the venture will be a success. This is not the first Pacific coast oyster that has been sold here. The Drayton Harbor Oyster Company, of Bellingham, has been placing them on the market here for some time, and when they are ordered on the shell very few people know that they are getting Pacific coast bivalves. B. W. Huntoon, superintendent of the company at Bellingham, was in the city this week, and in speaking of the peculiar flavor found in the oyster here, said that an Eastern oyster man declared that for that reason the ones grown on this coast surpassed those of the Atlantic.

Local fruit is now on sale in all grades and quantities. Grapes from California are about the only thing from the South that is in favor at present, with perhaps the exception of onions. Good onions are grown in the dry belt of British Columbia and in Chilliwack district, on the lower mainland, but the quality of the onion grown in the wetter districts is a little off. Most of the onions grown in the interior are shipped out of the Province, and the local supply is hardly enough to meet the demand. On Vancouver Island, good onions are also grown, and while Californias are on the market, they do not have that hold that they otherwise would if there were no producing districts in the neighborhood of the large cities.

LUTHER McTAGGART,

President-Elect Vancouver Retail Grocers' Association.

Hon. W. T. Finlay, Minister of Agriculture for Alberta, was in the city this week and gave some interesting information in regard to the large amount of butter brought from Alberta to supply the demand in British Columbia. About $100,000 worth is imported annually, and he pointed out that not only might this be circulated here, but this Province might also enter into competition with Alberta in the butter trade of the north and in Japan. "Great success has attended the Government creameries in Alberta," Mr. Finlay said, "and a much larger amount of butter has been turned out this year, though the amount is nothing like it would be if all the farmers took advantage of the creameries. We find good customers in British Columbia and Japan. We get a good price for the article, but it is in so much demand that we could sell many times as much more if we could get the cream. This will be the best year for price, which now averages 26c clear to the farmer. In British Columbia and the north we sell annually $100,000 worth, and the quality is recognized as being about as good as that produced anywhere." British Columbia ought to make a good creamery country, he remarked. In this connection, on the lower mainland of British Columbia and on Vancouver Island, the creameries were a decided success, but in the dry belt, where the growth of grass and fodder is not so good, and where there are colder winters, the creameries have not done so well.

The fruit and vegetable cannery at Kelowna is now in full operation, and will have a considerable output for consumption in the Province.

PERSONAL NOTES.

Fred Hughes, Montreal, is off on a fishing expedition.

Harold H. Hughes, of Fred Hughes & Co., Montreal, has returned from the Ottawa Fair where he was in the interests of Spratt's Dog Foods, for which the firm are agents.

W. H. Millman, of Millman & Sons, Toronto, was in Western Ontario last week on a business and pleasure trip and acted as judge in some of the horse classes at the London and St. Thomas fairs.

S. J. Mathewson, Mathewson's Sons, Montreal, left on Tuesday on a ten days' shooting trip. He will spend the better part of the holiday in the neighborhood of Little Metis, Que., where is located his summer home. There will be danger in the air for ducks during the next week.

Interesting Ontario Items

Fruit Jars Scarce in Different Parts of Province—A Scheme for Retail Collections From St. Catharines— St. Thomas Grocers Win at Horse Show.

ST. CATHARINES.

Sept. 30.—Farmers here at last begin to realize that potatoes are grown in other sections of the Dominion as well as in the Niagara district, some being offered here last week at 60c per bushel. This drop, from the high prices that have been ruling was due to the fact that two carloads have been received and distributed to the trade by a local wholesale house. The potato crop in this section is a failure, but with large offerings from other parts of the country prices will be about the same as last year.

The stock of fruit jars is exhausted. Both retailers and wholesalers are glad. Heavy stocks were purchased in 1907 but sales were small, leaving large supplies on the retailers' hands. These have now been turned over at a profit much to the grocers' satisfaction.

W. Buchanan, baker and confectioner, on James St., was compelled to close on Saturday. At this writing it cannot be learned whether an assignment has been made or not. This is the second failure to record in this month. The other being Geo. Thomas, proprietor of the Thomas Cafe, and the Paris Candy Kitchen.

Clark Bradley, manager for Bradley & Son, at Niagara Falls, is enjoying a week's rest at his home in Merritton.

Grocers, as a rule, are poor collectors and those of this city seem to be no exception to the rule. The writer has had in mind a suggestion for overcoming this weakness and offers it here for consideration. Some grocers are opposed to associations but this plan can be worked on its own merits. Call a meeting of all retail merchants, appoint a secretary, treasurer and executive committee. Then ask each merchant to furnish a list —full name and address—of each credit customer, stating whether the customer is prompt pay or slow, or whether the account is dead. From the lists sent in the secretary then proceeds to list each name alphabetically, and after each places the rating to which the customer is entitled. Other information, such as whether the customer owns property, etc., can also be added from time to time. This information in the hands of the secretary is then to be given retail merchants only on request. The plan is to give the merchant much the same service in regard to his customers as is at present supplied to the wholesale trade by Dunns and Bradstreets. The points that appeal to me in such an arrangement as this, as far as we grocers are concerned, are these: Every line of retail business would be interested. Thus, if a customer asks for credit, the grocer asks the secretary for a rating. He learns at once if any old accounts are held against that customer, if slow or prompt pay, if purchases are being made on the instalment plan, all extremely valuable information if grocers are going to reduce their bad debts to the minimum. In smaller places one of the merchants could act as secretary. In large towns and cities it would be better to place the secretary on salary and have a small office. An ounce of prevention is better than a pound of cure. If every grocer will make this the motto of his credit department and investigate every customer thoroughly before extending credit there will be no need of collecting agencies at 25 per cent. commission and fewer division court disappointments. Do you think the above plan a feasible one in your town?

McLaren & Co., of this city, are planning an excursion from Niagara Falls, South, and all points between there and St. Catharines to their store. The return fare is 15c to the excursionist—the regular fare is 60c. This firm held a similar excursion in the early summer from Welland. This latter was a huge success. Large crowds visited the city and McLaren & Co. reported sales for the day equal to Christmas business. Nearly all the stores on the main thoroughfare derived some benefit from this excursion. Weather permitting the excursion this week will likely prove as successful as the former one. Original business getting methods backed by good goods and service are sure to bring results.

Sherwood & Son are having a new warehouse erected in the rear of their store. The living rooms over the store are also being turned into warerooms.

INGERSOLL.

Sept. 29.—Predictions were shattered and money saved for the consumer by developments in the fruit market here during the past few days. Large receipts and excessively warm weather for the autumn season were the factors responsible for the great decline in prices. Nearly all week the retailers were carrying unusually large quantities of grapes and peaches, considerable of which was received fresh daily. The demand was heavy and justified, the placing of large orders on the part of the merchants, but the continued warm weather soon began to have its effect on the already well-ripened fruit. About the middle of the week the price of grapes, any variety, which for years has remained stationary at twenty-five cents per basket, was reduced to twenty cents. Another drop to fifteen cents per basket followed and on Saturday the unprecedented spectacle of two baskets selling for a quarter was witnessed. Once the cut was made, of course, it was necessary for practically all handling fruit to fall into line if they wished to dispose of what they had on hand. One merchant was heard to express himself very emphatically and with a rather indignant ring at the price being cut to two baskets for twenty-five cents. He considered this price absolutely absurd, claiming that the grapes were wholesaling for a higher figure right at the vineyard. However, be this as it may, the public were offered an unexampled opportunity to buy to advantage and hundreds of baskets of the fruit were turned over in a couple of days. Peaches were also sold at a big reduction in comparison with early prices. First quality Elbertas, which some people consider nearly equal to the Crawfords, sold at 60c per basket, while others of a smaller variety, but sound, and excellent for preserving, sold at 35c per basket.

For the first time this season potatoes were marketed in fairly plentiful quantities on Saturday, the sample, as a rule, being better than was expected earlier in the season. Reports from many sections are to the effect that the yield is not large, although the quality is comparatively good. Most of the sales on Saturday were made at one dollar per bag and it is hardly probable that the price will be any lower. Owing to the unusually warm weather and the drought the potato vines matured much earlier than in previous years.

At the Ingersoll Fair, which was held on Tuesday and Wednesday last, the apple exhibits were of especial interest. Although reports have been received that the crop is not a heavy one, the quality in this district, if one is to judge from the samples on exhibition at the Fair, is as good as ever. In the majority of classes there was a full representation, the specimens being large and unblemished. This is one of the sections in which the growers have realized the advantages which accrue from spraying. When spraying was in the experimental stages with the Government several years ago this was one of the first districts chosen for demonstrations. Many of the large producers who then made a test of spraying found it profitable and they have continued the process without interruption, the result being that they have usually had a good yield of fruit, most of which has been of the very best quality. Not only in apples, but also with plums and even the small fruits has spraying been adopted most successfully.

Honey continues to be a scarce commodity and the price is consequently high. The dry weather is also blamed to a certain extent for a small production of the fluid. The clover, and in fact other flowers and blossoms, are said to have perished unusually early as a result of the long dry spell and without the material to work on the busy bee has been unable to show results as compared with previous records. Lovers of honey will note the difference, particularly in the price which they are called upon to pay.

Eggs have advanced from 18c to 20c per dozen and it will not be surprising if the quarter mark is reached before Christmas.

LONDON.

September 30.—Wholesalers report business fair. Teas are rather quiet and prices firm. Fine teas are higher. Raw sugars are fluctuating in price, but there is no change in refined. Peels are in and other Christmas fruits are on the way.

With retailers trade continues fair, with collections rather slow, owing to many mechanics being on short time. An early improvement in this respect is looked for.

As a result of the shortage of fruit jars grocers have been able to sell off a quantity of sealers that are not just up to date, and have been lying on the shelves for half a dozen years or more. Wine quarts have long since been sold out, and as that is the popular size, many users have been disappointed.

Honey is coming in freely, the crop being much better than last year's. A good quantity has been shipped to the Northwest, where there is a profitable market. The principal of the Mount Elgin Institute, which raises a lot of honey, says he can pay freight to the new Provinces and still have better returns than by selling nearer home.

The dissolution of the partnership of Bloomfield & Lewis, grocers, is announced. W. Bloomfield will continue the business.

New layer figs are now in the retail stores, considerably earlier than usual.

There is still a prospect of London keeping the Canadian Packing Company, whose premises were recently destroyed by fire, and although Petrolea and Chatham are both after the concern, the Mayor is hopeful it will not leave this city. He favors offering the company a better site than that on which the old buildings were located, as an inducement to remain. The manager is now on his way to the Old Country to consult his employers, and until he returns nothing definite as to the company's intentions will be known. Meanwhile another company in the same line of business is looking to London as a place of location.

CHATHAM.

September 30.—"Business is good." This is what one hears all along the line these days. "September has been the best month since I started business," remarked one grocer to The Grocer representative yesterday. "My business for the month has been between $500 and $600 more than for the same month last year. Of course, trade has been stimulated by the demand for jars and for sugar, in consequence of the plentiful supply of fruit, but that doesn't account for more than a part of the increase."

The rain on Monday will do quite a bit of good, though it would have helped a couple of weeks sooner. Fruit trees suffered somewhat from the drought, in many instances peaches, though numerous, being smaller in size than they usually are. The crop has been so large, however, that even the drought has not had much effect. The rains, provided they do not continue too long, will benefit the wheat.

Now that the autumn is coming on, quite a number of local merchants are using autumn leaves to help out in window dressing. A local dry goods man every years features a "harvest sale," and, while sales are fortunately out of the grocer's usual line, the "harvest" effect can be worked in very prettily.

The difficulty of securing fruit jars, and the impossibility of securing a perfectly sound shipment in any case, still excites complaint. "I will lose just ten cents on that box of jars," remarked a local merchant to The Grocer man a few days ago. Out of a dozen quart jars, three were completely smashed; the top of a fourth jar was split across; while how many more were damaged it was impossible to say, owing to the fact that the two "protecting" bars across the top of the box had not yet been pried loose to permit a closer investigation.

The West Kent Agricultural Society's annual fall fair—better known as the Peninsular Exhibition—took place on Tuesday, Wednesday and Thursday of last week. It was the best attended in years, which is another significant feature of the return of prosperity, while the exhibits were more numerous than usual. The fair brought large crowds to the city, though these people, since they were pleasure-seekers, brought little more business to the grocers. Though, in common with merchants in other lines, the grocers contribute loyally to the prize list, they make no use of the advertising facilities offered by the main building.

Ex-Ald. Wm. Potter is understood to be a likely candidate for the 1909 Mayoralty. Though defeated last year, owing to a peculiar combination of circumstances, the Queen Street grocer feels that he would enter this contest under more favorable stars. The precedent is for the defeated candidate of one year to be elected by a sweeping majority next time. Ald. John Edmondson, the father of house numbering, will likely run also.

Market fees, concerning which St. Thomas is in the midst of a strenuous struggle, have been in existence here from time immemorial. The fees were increased at the time the new market was built; and, though there was some outcry at the time the number of market patrons has largely increased. Certain spaces are let by the year, while the remaining spaces are allotted to transient vendors at so much a day.

This vicinity seems to be suffering from an egg famine. On the market last Saturday very few eggs were to be had, and vendors asked as high as 22c a dozen. The price all summer ranged from 17c to 18c.

It is reported that through the inability of manufacturers to furnish baskets and of railways to furnish iced cars, the Southwestern Michigan grape growers will be unable to market more than half their crop. The crop is one of the best in the history of the industry, but thousands of vines are not being picked; the loss as a result will, it is said, aggregate $1,000,000.

J. Caron, the Ridgetown confectioner, has put in a stock of groceries, and will run the two businesses in conjunction.

That this is the banana belt of Canada was once more shown by the fact that home-grown peanuts and sweet potatoes were among the exhibits at the Leamington fair.

Harry A. Andrew is the latest Chatham grocer to use newspaper space. Mr. Andrew has secured a corner on the front page of a local paper, right next the headline, and is making some attractive announcements.

The marshlands in the vicinity of Leamington are becoming famous for their onion crop, which is now being harvested. The marshlands seem peculiarly adapted to raising onions, which this year have been a good crop, the conditions being very favorable for ripening. Shipping is now in progress, the demand being good and prices fair, 75 cents a bushel being paid at the car. An average crop is 400 bushels an acre, while the marsh can grow onions of a quality and size heretofore undreamed of. The large onions supposed to be grown only in Bermuda are said to grow here to greater perfection. The crop is so important that the M.C.R. talk of putting down a spur line, to facilitate handling.

GUELPH.

September 30.—As a provincial authority Prof. Zavitz, of the Experimental Department of the O.A.C., makes the statement that not only is the drought doing serious damage to the root crops, but as well to the fall wheat. There are one hundred and fifty thousand acres of turnips in the province, and while the professor does not look for this crop to be ruined, he states that the lice, which thrive in hot weather, are doing a great deal of damage and that growth is practically at a standstill on account of the dryness of the soil. Regarding the fall wheat, the professor states that the crops that are coming along all right, thus far, are those where the fertilization of the land has been looked to, where the land is poor the wheat promises to be a failure.

There was a large crowd of people in the city on Saturday, but they certainly were not on the market, and those who were did not seem to have any produce with them. It must be that the farmers have not the stuff at present for there can be very little to keep them at home this weather. Inside the market was particularly small and famine prices prevailed for butter and eggs, while on the outer market the Hamilton fruit men practically did all the business. Eggs went as high as 25c, and butter from 25c to 27c, exorbitant prices for this season of the year. Chickens were sold from 75c to $1 per pair, while ducks sold from 90c to $1.25, but there was not much demand for the latter. The wonderful crop of tomatoes this year has knocked the price to as low as 10c a basket for good sound

stock. Potatoes, also, are very low just now, one man only getting 40c a bag for his goods. Apples brought from 50c to 75c a bag. The fruit offering was good, the range being wide and the prices for both fruit and vegetables within the reach of everybody. The stores all seemed to do a good business.

There is now some talk of an appeal in the butter case, in which judgment was given against the chief of police for illegally confiscating short-weight butter on the market. The case is a very interesting one and will open up a great field for argument if the case goes to a higher court.

Last Sunday Domico Twebesco, who keeps a grocery and general supply store on Toronto St., was caught by the police doing a rushing business in tea, bread, cheese and tobacco, and as a result the charge was laid for a breach of the Lord's Day Act. Now they find they have to get permission from the Attorney-General's Department before proceeding. It is a mighty funny thing to me how all summer in one Greek store at least they have been doing business in confectionery and cigars, and we hear occasionally what is going to happen but they are still doing business. Most of the drug stores also do quite a trade in cigars on Sunday, and if it is fair to allow one line of business, it ought to be also fair for the others. The Merchants' Association could handle the case to a nicety if they would do so.

Jas. Gow has returned to the city, after a trip to New Ontario, where he has some claims. He is very much interested in the development of the country.

A despatch from Ottawa tells of counterfeit bank bills having been passed there and one teller in a bank detecting $37 in bogus bills in one deposit. It was interesting reading, but the idea I would like to get at is why was not the name of the bank and also a description of the bills given, so as to give merchants and business men a chance to protect themselves as well as the banks. It is not a very comfortable sensation to be told by the teller your money is N. G., when you get to the bank after working hard to get it.

There is talk of a hard winter ahead but the fruit jar men ought to have a busy time, as the stocks all over seem to be getting very low. It is a good thing for the grocers to get a chance to clean up on jars, as generally too many have to be carried all winter.

ST. THOMAS.

Sept. 29.—The St. Thomas Horse Show held last week was a great success and one of the most encouraging ever held in Canada. The interesting event to the grocers was the delivery wagon contest in which the following awards were made: 1st prize, J. A. McCance; 2nd prize, C. R.Ead; 3rd prize, Mordy & Clark; 4th prize, J. F. Pelan. W. H. Millman, of Millman & Sons, Toronto, was one of the judges.

The markets last Saturday were well attended. Butter sold for 28c and eggs advanced to 23c and 24c per dozen, owing to the moulting of the hens and consequent light supply. Potatoes were somewhat easier and sold from $1.10 to $1.20 per bag. One grocer brought in a car and had them put in his cellar for ninety cents per bag. This will assist in lowering the present high prices, as others will follow suit and the public can thank the grocers for getting the price down.

Inspector Shaw had a couple of London men summoned before Police Magistrate Glenn for peddling in the city without a license last week, and although Mr. Shaw caught them in the act the case has been twice remanded and they still continue doing business. The butchers who have lately been cutting prices held a meeting and as a result have agreed to discontinue such methods, another proof of the benefits of organization.

The Western Dairy and Provision Co., of this city, were awarded 1st prize for their butter exhibited at the London Fair and the grocers at the present time are retailing Elgin creamery, made by the said company, for from 28c to 29c as low as dairy butter is now sold for on the market. Although the dairy butter is much inferior in quality as a rule and creamery prints are from two to three cents higher, the grocers buy the creamery for 25c per lb., which makes it the most profitable, besides you never get creamery returned to you, whereas the farmers' article is often returned and the grocer meekly stands the loss and disposes of it for baking purposes.

H. F. Johnston, who recently disposed of his grocery business to Norseworthy & Co. is now located in Winnipeg, Man.

BERLIN.

September 29.—Charles Dunke, of C. B. Dunke & Co., grocers, has just returned from the west, where he, along with a group of men, purchased tracts of land in Alberta. The conflicting rumors as to the state of the crops throughout the wheat country make his report a most satisfactory one, as he says he found excellent crops wherever he went, and he covered a great deal of ground. Business prospects were, consequently, brightening very noticeably. In the absence of Mr. Dunke, Joseph Good, formerly proprietor of the Market Grocery, relieved at the Dunke grocery.

Harry Lang, formerly with Beck & Schell, has joined the staff at Betzner's grocery, succeeding George Kalbfleisch, who has gone to Preston.

Henry Wibber, who recently built a fine block for his confectionery store and manufactory, has added to his business a first-class restaurant, which was a thing badly needed in this growing city.

Operations have been resumed at the Ontario sugar factory, under the direction of James Fowler, and consequently contracts with farmers for the growing of beets will be renewed after a year of idleness at the plant.

KINGSTON.

September 29.—Saturday's market was phenomenal, the largest in years, thanks chiefly to the doing away with tollgates. It would still be larger if market fees were abolished and heavier licenses put on peddlers who do not grow their own stuff.

If Kingston had a canning factory it would help the gardeners here a lot. The supply always exceeds the demand. About a thousand bushels of choice tomatoes were taken off our market Saturday by gardeners to be used for feed for cattle.

George Bowden, who sold out his stock and goodwill at Cataraqui to Rees & Ward, is looking for another store to start up again in Kingston.

W. R. Knight has been secured as head clerk for George Gibson's grocery. He is known by farmers from all sections having run a store in Sunbury for several years.

James Martin, of Brewer's Mills, has secured a position at one of Gilbert's stores.

J. Y. Parkhill reports a scarcity of lard and predicts higher prices.

Stanley Parkhill, one of the best athletes of the Y.M.C.A., had a close call in carrying a cheese down the cellar the other day. The bottom came out and he fell over the cheese, and the cheese fell over him, turn about, five times. An encounter with a bear wouldn't show more rips and scratches. The cheese came off better, having only a few bruises.

Hon. Wm. Harty is again the unanimous nominee of the Liberal party. He was in his younger days a grocer. That's where he got his backbone. He has never known defeat. His opponent this time is Dr. Ross, at present Mayor of the city.

N. P. Wood has sold out his stock and goodwill to John Eves, who ran a store at one time on Market Street.

As I am writing the rain is pouring down in torrents and wind blowing 100 miles an hour. There will be a big drop in apples this week.

A well-attended and important meeting of the retail merchants was held in the Board of Trade Hall on Friday, September 18, when James Eadie, chief organizer of the Retail Merchants' Association, was present and addressed the meeting on "Some of the Things We Are Doing and Some of the Things We Have Done." The work of the association was summarized and the progress made shown. The address was received very favorably. The Kingston branch of the association is growing and now numbers about eighty members.

OTTAWA.

September 30.—The Ottawa market on Saturday was not a very big one, rather below the usual attendance on Saturday. Then, too, it was Hebrew's New Year's Day, and there were none of them on the market, which made quite a gap in the ranks of the vendors. There was but little change from last Thursday's prices in anything. Vegetables were featureless. There was, however, a very good supply of celery at 40 cents a dozen, and corn was a little more plentiful than last day. Butter was the only commodity

which exhibited much change in price. There is very little grass in the country now, and, as a consequence, butter was selling as high as 28 cents per pail. Eggs, however, are still very reasonable at 22 cents to 25 cents per dozen.

The rather summery weather Ottawa has been favored with recently is stated to have had rather a deleterious effect on the apple trade. Asked as to the reported scarcity of the fruit this year, a well-known dealer in them asserted that though the local crop is a poor one, that of the West is very good, and that no scarcity is to be expected in this line this season.

Mr. M. Desilets, grocer, corner Dalhousie and St. Andrew Streets, is retiring from business. His entire stock of groceries, fixtures, etc., was sold by auction on Monday.

A very pretty wedding took place in this city on Tuesday, September 22, when G. O. Clark, of Clark & Reid, the brokerage firm, was married to Miss Laura Pownall. Shortly before the happy event came off friends of Mr. Clark made him the guest of honor at a banquet and theatre party.

SUBSTITUTES FOR COFFEE.

Numerous Plants Used in Place of Original Article.

There would appear to be at least two reasons why substitutes for coffee are sought—the high cost or absence of the real product, and its injurious effects when used to excess, says a writer in the Literary Digest. Prepared coffee substitutes placed on the market usually emphasize the latter reason, but many substitutes are or have been in common use that seem to depend for their existence on the former. In many cases persons acquire a liking for the substitute and come to prefer it to the real article, thus adding a third reason to the ones noted above. Says Charles Groud in La Nature:

Properly speaking, there are scarcely any real substitutes for coffee. The substances used to replace it are mostly like it only in appearance, hardly in taste. Many of them, besides, are not used alone, they are mixed with real coffee as adulterants.

Coffee belongs to the family of Rubiaceoe or Coffeinoe and to the genus Coffea. It gets its stimulating properties from a nitrogenous principle, caffein, identical with thein of tea. The different cultivated varieties contain this in very variable proportions . . . . Many non-cultivated species of the genus do not contain it at all, but simply a bitter principle which remains partly after roasting. It should be noted that most of the substitutes for coffee also contain a bitter principle.

Outside of the genus Coffea, the family of the Rubiaceoe includes several species whose seeds, when roasted, are sometimes utilized in place of coffee. Among these species may be cited the following:

Psychotria herbacea, an exotic plant.

Galium aparine (commonly called in France gratteron, or scratchweed), common throughout the country, esteemed by farmers a noxious weed. Its seeds are quite large, 3 to 6 millimeters (⅛ to ¼ inch) in diameter, and covered with a thorny skin.

The following plants also furnish seeds sometimes employed as coffee substitutes:

Oriental cassia, the black coffee of Senegal, Martinique and the Gaboon, a leguminous annual shrub, whose seeds are sometimes imported into England and Germany.

Spanish astragal (Astragalus baeticus), a leguminous plant with white flowers, of the Hispanic peninsula; the use of its seeds as coffee was very widespread during the Continental blockade.

The lupins, sometimes called native coffee. The best known from this point of view is the Lupinus varius, a small blue lupin with blue or white blossoms and round seeds spotted with white or gray. The Lupinus hirsutus or Pilosus has also been used—a large blue lupin largely employed as an ornamental plant in our gardens. The seeds of other species are used as food, after freeing them from the bitter principle common to all lupin seeds. One plant of the genus, the Lupinus luteus, has pronounced poisonous properties.

Gumbo (Hibiscus esculentus), an annual plant of the mallow family (malvaceoe) with sulphur-yellow flowers.

There have also been attempts to replace coffee with sweet acorns, asparagus seeds, various grains, holly seeds, etc. The only substitute for coffee that is in current use among us (in France) is the roasted root of the coffee-chicory, which is very commonly cultivated in the north of France and in Belgium.

After drying and roasting, the product, in which the proportion of water is greatly reduced, is three or four times richer than the raw root. A great part of its elements being soluble in water, the infusion of chicory has some food value and it is comparable with coffee only in this regard; instead of being stimulating, however, it is depurative and purgative.

In Austria-Hungary there has long been in use, instead of chicory, dried and roasted figs; fruit of second quality is used and the product is exported to Asia Minor and sometimes to Algeria. In this latter country several manufactories for the preparation of this fig-coffee have been established. The product has an agreeable taste of toasted almonds.—The Literary Digest.

NEW SAUCE MANUFACTURERS IN TORONTO.

A new concern for the manufacture of sauces, extract of beef and concentrated beef tablets, has been recently started at 27 Wellington Street West, Toronto, under the name of the Mason-Miller Co. The head of the firm, Mr. Mason, has had large experience in the manufacture of similar goods in England, and is turning out an excellent product. The firm's No. 1 sauce has been tried in local hotels and restaurants and very favorably received. It is being put on the market through the jobbing trade, through whom sales will be made. The firm's extract of beef in glass jars, has in an attractive form in glass jars, has been used very largely in the English hospitals and should find ready sale here.

The firm is anxious to interest the retail trade in its goods and will send samples to any who mention The Grocer.

HOW TRADE IS LOST.

Have you ever wondered why the trade of certain customers who once dealt largely with you ceases suddenly? Have you ever seen a one-time patron pass your store and go into your competitor's? Have you ever wondered at the mushroom-like growth of some younger man who opened in your town and within a few years had the cream of the trade that had once been yours?

There's some mighty good reason, you can wager, and it may be just the fault of service, either on your part or on that of your employes. Emerson says: "The highest price you can pay for some things is to have to ask for them." Fair treatment and courteous attention are embarrassing things to have to ask for, and customers don't come to your store to be embarrassed.

The dollars and cents value of service as shown by such incidents in everyday business ought to set merchants thinking. Every instance of indifferent attention, every disagreeable or sarcastic word, every impatient gesture, every scowl or quick retort to a customer, spells LOSS—not mere theoretical loss, but loss that can be determined in money—that takes dollars out of your cash drawer and puts them into that of your wiser competitor.

Remember that courtesy and patience, sympathy and intelligent suggestion just as certainly spell GAIN, and the next time you are tempted to kick about your paint department take the time to go into the matter as I have, and you'll be ready to agree with me that there isn't a line that can be made more profitable to carry by the retailer, IF you but go at the thing in the right way.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

Laporte, Martin & Co., Montreal, are offering Tarragona nuts and Sultana raisins at attractive prices to those who take advantage of their offer promptly. This firm are also making prices alluring in many lines of dried fruits and nuts in stock and to arrive. Their stock is a very complete one and prices are right to those who take advantage of this opportunity early. Laporte, Martin & Co. apparently were not caught short of pink salmon, which they are now offering to the trade at a price which will allow the retailer to sell for 10 cents.—Advt.

G. Wallace Weese manufacturers' representative, Hamilton, has recently added several attractive lines to the already large list of agencies. He is established in Myles' fireproof storage warehouse at the corner of Main and Hughson Sts. and is giving special attention to storage and distribution.

THE CANADIAN GROCER

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JOHN BAYNE MACLEAN - President

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PRESS COLLECTIONS NOW.

The month of September has been a busy one for the grocer. With the business incident to fruit preserving and the furnishing of supplies for pickling, etc., he has been pretty well tied down. Now that the large part of this business is done he will have more opportunity to think of other things.

One of the matters to which the Canadian retailer can most profitably devote his time and thoughts just now is the collection of accounts. Several reasons emphasize the importance of giving attention to this now.

In the first place, the reaction from the stiff season of winter and spring is well under way. Money is considerably freer and the customers, most of them, have had a chance during the summer to get well on their feet. The accounts the grocers have been carrying from a philanthropic purpose, and there are thousands of such in Canada, should be cleaned up at once if at all possible. If not, the likelihood of gathering these in at all is exceedingly slight, for in a very short time, winter, with all its extra demands, will be on us again and the cash will not be forthcoming.

Just now, too, the farmers are in pretty comfortable circumstances and should be able to settle all their obligations without difficulty. The Canadian farmer generally ought to be pretty well off all round this year. This condition, though, is particularly evident in the West. A gentleman closely in touch with Western conditions, in speaking to the writer the other day, said that the farmers of the West will this year receive twice as much for their crop all round as they did a year ago. It behooves Western merchants, then, to get their books cleaned up and to start the year with a clean sheet.

The wholesalers are showing their appreciation of present conditions by their activity in regard to the settlement of old accounts and their care in writing new ones. It is incumbent on the retailer, in his turn, and is much to his advantage, to take similar steps.

APPLE PRICES CLIMBING.

Already apple growers in New York State are asking from $2.35 to $2.50 per barrel for apples. Early in the season the price started off at $1.50, and shortly after jumped to $2. Many buyers took large quantities at these figures, and they stand to gain something for the price has gone up again, buyers offering $2.25, but growers standing out for from 10 to 25 cents higher.

Many dealers say there is a similarity between New York and Ontario apples, only that the Ontarios are of a better quality, due to the better climate, the farther north the growing ground the better the quality. New York State apples come on the market a little earlier than natives, and it is not out of reason to say that there is an analogy in regard to prices here in Canada and those across the border. The Toronto market also opened at $1.50, and while some few may yet be had at that price, the ruling quotation is around $1.65, and even $2.00 is asked for some grades. This bears out the prediction made in these columns a fortnight ago that $2.50 would not be too high a price for choice winter apples.

Another feature that will send apple prices up is the exportation of the fruit. Just now Great Britain is using home apples, but in about six weeks American apples will be crossing the ocean. There was a hot spell in the fruit districts of England this summer which dried and burned up some of the fruit. This should stimulate demand. Again the fruit on this side of the ocean is again of good quality. Against these two facts must be put the effect of the rather dull conditions prevailing throughout the British Isles. Whether or not this will curtail the demand for American fruit is as yet an open question.

VALUABLE MARKET REPORTS.

A couple of instances of just how valuable The Grocer is to some of its subscribers by reason of its practical and reliable market reports came to hand during the week.

One of our regular readers said to the writer on Tuesday: "I've been reading your cereal market reports right along, and, a few weeks ago, noticing how you were talking of dearer oats, I bought a car on the strength of it. I've already made at least $25 on the deal, and am going to keep on reading The Grocer."

The other case was rather less direct, but illustrates how much we can sometimes do for our subscribers. A merchant in Nelson, B.C., after having read The Grocer of the week before, wired us last week: "Will buy car of eggs at your last quotations." Naturally enough, between the time the market report was written and reached Nelson, eggs had advanced a cent or two. With a view to giving the subscriber satisfaction, however, inquiry was made through the trade, dealers located who could fill the order and their names with the best current price wired back. One of the dealers mentioned told us this week that they had sent a car of eggs to Nelson. Pretty good business, wasn't it?

The moral of these two incidents is obvious. We want The Grocer to be of real dollars and cents value to its subscribers, and are trying to do what we can to make it such. If we can help you let us know.

TO TEACH ADVERTISING AND SALESMANSHIP.

That the art of advertising and the science of salesmanship are now regarded as great factors in the commercial world is proven by the fact that in New York classes have been formed among young men and women for the purpose of studying these branches. A definite schedule of the work to be covered has been made, and a strong course of lectures has been prepared. In the advertising course such subjects will be taken up as advertisement writing, preparation of catalogues, follow-up systems, laying out an advertising campaign, advertising problems of the dif-

ferent lines of business, value of trade marks, etc.

Another innovation is the introduction of a two years' course in saleswomanship, designed to prepare pupils for expert sales service in retail and department stores. Lectures will be delivered on the art of selling, store organization, manufacture of commercial products, etc.

The Canadian Grocer, Hardware and Metal or Dry Goods Review, as the case may be, realizing the importance of these two features, has published valuable information regarding them both in its Talks on Good Advertising and in the reproduction of "Men Who Sell Things," now appearing in the paper in each issue.

COST OF DOING BUSINESS.

Much is being said and written about the necessity for manufacturers to arrive at the exact cost of making their products, figured to the minutest detail, in order that the selling price may leave a margin of profit sufficient to insure the permanent welfare of the business. This is none the less a necessity for the retail dealer in groceries. The discount allowed by the manufacturer or jobber is unimportant in itself. The important margin of profit is that which is left after every deduction necessitated by the proper conduct of the business has been made. In proportion as business increases, many dealers become lax in the detail of the daily routine. Such laxity is a forerunner of failure. The man who succeeds as a dealer, just as the man who succeeds as a manufacturer, is the one who knows accurately and definitely what every article costs him delivered to the customer, and who then allows himself a reasonable margin of profit over this figure. There are scores of dealers selling goods below cost to-day, thinking that they are making money on them, simply because they do not figure costs as they should be figured. If a man can succeed by these methods, he is defying a rule of economics which, so far as we know, is without an exception.

UNFAVORABLE WEATHER FOR MOLASSES.

Advices just received by Rose & Laflamme, Montreal, from the Barbados, dated Sept. 9, have the following to say regarding the molasses situation: "The growing crop is at the present time in a very critical condition. The rainfall for the past eight months has been smaller than for the corresponding period for some years; in some districts the canes, although low, have kept surprisingly green, but in others, they are undoubtedly injured, owing to the lack of moisture. Yesterday good rains fell in some districts, but not in others. Needless to say, we are all anxiously hoping that September will be more favorable as regards the rainfall than was July or August." From this it would seem the extremely dry weather from which Canada and the United States has been suffering has also extended to the West Indies.

THE SITUATION IN THE WEST.

The Western Viewpoint, by our Special Correspondent.

Fort William, Sept. 30.—"You would think there was not a bushel of wheat in the west, so chary is everyone of selling it," said the manager of one of Canada's leading export houses the other morning. And this is literally true. Receipts have been very liberal, but offerings were light every day of the week and prices ruled high and firm. There has been a moderate export trade, but the British buyer evidently hopes for a break in prices and buys cautiously and in limited quantities only, but the demand from eastern millers has been very good. There has been a noticeable lowering in grade this week, as the damaged districts are being heard from. The complaint of car shortage is growing more acute daily, though the receipts are so heavy. The fact of the matter is that the weather has been so favorable for threshing that a larger bulk of wheat is ready for movement than is usual at this season. So there is really something in the claim of the railways that they are moving as much as is reasonable to expect of them under the circumstances.

There has been a strenuous endeavor to get the wheat past inspection at Winnipeg, and for some days there seemed to be delay in getting it forward from Winnipeg to Fort William, so much so in fact that your correspondent made a daylight trip to the terminal towns to see what was doing and to judge what the handling would be like when there was a still greater rush of cars coming forward. Along the line there was no evidence of delay or blockade at any point, as of the 400 wheat cars counted in the 420 miles, only 41 were stationary. All the others had engines attached and were on the move. This, of course, did not apply to Kenora, where there were a large number of cars without engines, and it was impossible to say in what direction they were going. There was no appearance of congestion, however. At Fort William the arrangements for handling the crop this year are most complete. The new distributing yard at Westfort is in full commission. It has 13 tracks, each capable of holding 50 cars, and with a pony engine at work it is quite easy to distribute cars to the individual tracks of the various elevators at the rate of 50 cars an hour. It is a rule that this yard must be cleared of all grain cars arriving that day before 10.30 p.m. It keeps the inspectors busy checking up the cars with the Winnipeg sheets, in order to be ready for their turn on the poling track. Everything in the way of freight coming in from the west is handled through this yard, with the exception of the cattle trains.

So far as the C.P.R. elevators are concerned there has been a material improvement in the arrangements for quick handling. A splendid new working house has been erected at elevator "D," the company's largest tank warehouse. This house is equipped with four tracks, where cars can be unloaded simultaneously aad the building has an unloading and elevating capacity of 256,000 bushels every 10 hours, and will be in commission by October 1st. Many improvements and conveniences have been added to "B" and "C" and the old veteran "A" erected in 1884, has been retimbered throughout. All the company's elevators are now operated with power from the Kakabaka Falls, and the electrical machinery is of the latest design. In addition to the four monster elevators of the C.P.R., there is the Consolidated. This is the elevator furthest up the Kaministikwia river, and is near to the G.T.P. bridge. Then there is the 750,000-bushel elevator of the Ogilvie Milling Co., and the Empire, a splendidly equipped house just at the mouth of the Kaministikwia.

All day long the big wheat boats are ranged alongside one or other of these elevators and the wheat pours in. It is just four years this month since your correspondent visited the terminals, and the development in that time is enormous. The coal docks have been doubled and at present the coal is going out to build up western stocks at the rate of 100 cars per day, while on Friday and Saturday 16,000 tons of coal were unloaded. At Fort William this month all energies are concentrated on two things, the getting of package freight and coal and the getting out of wheat.

The town of Fort William is growing rapidly and new buildings of the most substantial character are going up in every direction. The first wholesale house, a splendid warehouse for groceries and provisions, is just being completed. —H.

WHAT TO DO IN OCTOBER

Hints and Suggestions for the Mid-Autumn Month—Give the Windows and Store Interior a Suggestively Fall Appearance—Look After the Homecomers.

The extremely warm and summer-like weather which we have been having during September has somewhat prevented people from thinking seriously of the cool weather to come. These days, however, seem to have come on us suddenly and thoughts are now turned toward preparation for the late autumn and winter. In the summer time people desire foods which are the least heating but on the approach of the cold weather more heat-producing food must be taken, not only to supply the body with motive power, but to keep it warm. It is not necessary to be a physiologist to know what foods are rich in the desired qualities and the up-to-date grocer has sufficient knowledge to cover the requirements. This fact may be taken advantage of and should figure prominently in the month's advertising campaign in order that the people may know that their wants and requirements are properly anticipated by the grocer.

Make Known the New Things.

Some consideration should be given to the new products which make their appearance in the month of October. Principal among these are dried fruits and nuts, which are already on their way to be distributed throughout the country. In addition to these many of our own winter fruits and vegetables are highly seasonable.

When the things which are appropriate for consideration in this month have been determined the character of the displays and advertising may be decided upon.

Before anything is done, however, the store should be prepared for the new stock by a thorough overhauling and cleaning. And when this is accomplished the old stock and the summer goods should be relegated to less conspicuous places to make way for the more seasonable stock.

Change the Window Displays.

The window should have an autumn appearance. This may be accomplished by using autumn leaves or making the price cards in the form of leaves. Hams, bacon, lard, cheese, canned meats etc., are suitable for decoration and they may be built up into numberless pretty designs or displays arranged on the floor of the window. Such foods as these are in more demand during the winter owing to their character. At this time of the year also, indulgence in cool beverages is dying off and the people are looking to hot drinks to assist in keeping up the body heat. Special attention, therefore, should be given to this matter and the materials used be given a prominent place. The consumption of tea and coffee invariably increases at this time of the year and the grocer who has a well selected stock will get the preference. Along the line of seasonable goods may be mentioned dried fruits and nuts which are arriving in large quantities from foreign countries. Suitable displays of these can be made. Frequently display cards are placed on goods stating simply the name and price of the goods advertised. This same card may be made more attractive by the addition of a sentence perhaps stating the locality in which the stock was grown and also informing the public that this locality has long been famous for its fruits of this variety. We will take, for instance, the case of Valencia raisins. To many the word Valencia conveys nothing save the fact that it is generally associated with this variety of a raisin. We know that the fruit derives its name from the province in Spain, where they are grown. No other part of the world has produced a variety with precisely the same flavor. These and other facts concerned with their production are interesting to the buyer. In making a display of raisins and other dried fruits certain salient features which apply to the particular variety advertised may be set forth.

Spices and Jars in Season.

October is a pickling month and in the smaller towns the piquant odor resulting from such operations are frequently met with. Just here a field is opened and spices and other things required by the housewife should be attended to. Nowadays many jars for this purpose are on the market, all of which possess more or less merit and if the grocer is discriminating he will select the best kind and bring the fact before his lady patrons. The essential point of course in the construction of a jar is its quality of rendering the interior air-tight. If, after the lapse of a few weeks, the housewife finds to her dismay that her pickles and preserves have gone wrong owing to some flaw in the jar, the grocer is more than liable to be informed of the fact.

Vinegars are largely in demand at this season of the year and special attention to them will result in increased sales. In this connection the grocers' mission is both educational as well as commercial. White wine vinegar is sometimes not fancied on account of its colorless appearance and extremely acrid taste. This makes the customer skeptical regarding its value and often the argument is advanced that it is "too acidy." They fail to appreciate the fact that pure vinegar is pure acetic acid in a diluted form, commonly known as white wine vinegar. The addition of malt or maple flavoring does not remove the fact that it is acetic acid although it may give it a more agreeable appearance. The illusion, however, is being eliminated in a measure with the diffusion of more literature dealing with the composition of food stuffs.

Canadian beans made their appearance in October and their preparation in the form of "Boston Baked Beans" is always a delectable dish in the cool, crisp evenings of this month. The sale of breakfast foods, especially those which are served hot, receive an impetus at this time of the year and it is a good time for the grocer to examine his stock to make sure there is nothing alive in them, as this fact is most productive of dissatisfaction among customers and the impression which it conveys of the nature of the store is far from admirable. This condition, however, arises in the best ordered stores which are models of cleanliness, and the frequency of such difficulties can only be diminished by unremitting vigilance.

Show Housecleaning Supplies.

Many women make a resolve to clean house in September, but the departure of summer guests and other incidental happenings which are left over from the summer more often than otherwise render this impossible and October as a result witnesses the general upheaval of the home. There is a large proportion, however, who never clean house until October, so this feature of domestic economy often extends throughout the entire month. New brushes, brooms, tubs, mops, washboards, stepladders, cleaning compounds and clothes lines will be in brisk demand. The discriminating merchant will anticipate this in the form of an attractive window display. Originality of design has a good chance to display itself in the arrangement of these things which in themselves are not very attractive but novelty of arrangement achieves this end.

The grocers who have a candy counter should give it an overhauling preparatory for the winter months.

Look After the Homecomers.

In the month of October there will be a goodly number of people returning to the city from the country and especially so this year, as September has been such a fine month, they have lingered longer in the country. These people have been away many months and it is possible they may transfer their patronage to another grocer, unless they are looked after sharply. They may imagine the long sojourn in the country will give them an opportunity of patronizing another grocer and that a new grocer may attend to their wants better and give them better value for their money. This, then, is the dangerous time when they may wander into the fold of another unless they are taken care of immediately. October is a good month to offer special inducements in the way of genuine bargains and in this way the people will be attracted to the store and the chances are good for holding them.

From the sum of all these suggestions it is obvious that they all tend toward an appearance of the store inside and out, which is seasonable and suggestive of the middle autumn.

Markets and Market Notes

See Also Provisions, Cereals and Fruit, Vegetable and Fish Departments on Pages following.

QUEBEC MARKETS

Montreal, October 1, 1908.

POINTERS—

Fish—Declined.
Cornmeal—Advanced.
Manitoba Shorts—Advanced.
Manitoba Bran—Declined.
Butter—Advanced.
Cheese—Easier.

Trade locally has been only fair and business men generally seem to think things have settled down to about the gait which it will maintain during the winter, until navigation opens next summer. They don't expect the grain crop to do much towards altering affairs or the elections either, but for some reason which it is hard to define they look forward to better conditions locally next spring. This seems to be a fair statement of affairs, as they stand now. It cannot be said to be too rosy, at the same time it is not too much the other way. Buyers, according to the wholesale houses, are not stocking up very heavily, preferring to feel their way along easily. Collections have been somewhat slow otherwise the week has been a fairly good one taken altogether. The flour and feed business has presented active conditions. The activity in this market is especially noticeable in the country. Large supplies of fish are arriving which has depressed the price of some lines slightly. Business is reported excellent in this trade.

Tea has not been very active during the week, there being but a small demand for blacks and greens, and demand was only medium. Sugar activity is falling off some. The new dried fruits are beginning to make their appearance, and are opening up well. Owing to the shortage in the run, barreled salmon is very scarce and dealers are complaining of difficulty in finding a sufficient amount to get along with.

SUGAR—Sugar has somewhat spent its strength and is now subsiding into a pretty even condition. The impetus which this market generally experiences at this time of the year was shorter this season than for some years, but while it was on, it was very active. There are no changes in prices.

Granulated, bbls	$4 70
" ½-bbls	4 85
" bags	4 65
Paris lump, boxes, 100 lbs	5 50
" " 50 lbs	5 60
" 25 lbs	5 80
Extra ground, bbls	5 05
" " 50-lb. boxes	5 25
" " 25-lb. boxes	5 45
Powdered, bbls	4 85
" 50-lb. boxes	5 05
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 " bbls	4 30
No. 1 " bags	4 25

MOLASSES AND SYRUPS—There was only a fair demand for molasses during the week. Syrups were more sought after, however, especially in the tinned variety. Prices remain the same as at last quotation.

Barbadoes, in puncheons	0 37	0 39
" in barrels	0 39½	0 41½
" in half-barrels	0 40½	0 42½
" fancy		0 34
" extra fancy		0 36½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—Maple goods are very slow. Dealers are finding it difficult to push any sales at all. Absolutely featureless describes this market exactly.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 06	0 07
Pure syrup, 8½lb. tin	0 60	0 65

TEA—Locally there is somewhat better demand for Japans. Other lines, however, are neglected. In blacks the cheaper grades are selling in small lots, but even in this line business is not active. The Japan season is at an end. Prices are unchanged.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon — Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25½
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—The fluctuations of this market are not very varied and it preserves an even attitude which is unbroken this week. When dealers are asked regarding trade in this line they invariably say "a good fair business is being done." No changes to note this week.

Jamaica	0 16	0 20
Java	0 20	0 35
Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15
Maracaibo	0 15	0 20

Roasted and ground 20 per cent. additional.

DRIED FRUITS—New crop Amelia currants have arrived and are now offering at 5½c in barrels. In the middle of October, the first cargo shipment will arrive in Montreal. The Eugenia has orrived in New York, she being the first boat to leave Greece this season loaded with currants. She carries a cargo of 1,700 to 1,800 tons and shipments to other points have begun. Reports from Bussorah state there is a fine quality of Persian dates. The tone of the California seeded raisin market is firm. Valencias are quiet and unchanged. Altogether the dried fruit market is not as active as in former years, but this is to be expected owing to conditions of trade generally.

Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb	0 03½	0 04
Packages "	0 05½	0 06½
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" ½-box		1 90
"Royal Buckingham Clusters," ½-boxes		1 87½
"Excelsior Windsor Clusters "		5 50
" ¼'s		1 50
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb		0 32
Peaches, "		0 15
Pears, "		0 15

Prunes—		per lb.	
Oregon prunes 25-lb. boxes,	30-40s	0 10	0 12
" " "	40-50s	0 08½	0 09½
" " "	50-60s	0 08	0 08½
" " "	60-70s		0 09
" " "	70- 0s	0 07½	0 08
" " "	90-100s	0 06½	0 07

SPICES—Peppers are stronger in the primary markets, but this fact has not affected the local market yet. Cloves are in good demand, also cinnamon. The pickling season has given its usual impetus to the spice market. Prices remain the same.

	Per	lb.
Peppers, black	0 14	0 20
" white	0 18	0 27
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 15
Nutmegs	0 25	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—This market has been featureless during the week. Demand was small for both lines and prices unchanged.

Rice, grade B, bags 250 pounds	3 15
" " " 100 "	3 15
" " " 50 "	3 25
" " pockets 25 pounds	3 25
" " ½ pockets, 12½ pounds	3 35
" grade c.c., 250 pounds	3 05
" " 100 "	3 5
" " 50 "	3 15
" " pockets 25 rounds	3 15
" " ½ pockets, 12½ pounds	3 25
Tapioca, medium pearl	0 05

BEANS—The bean market remains easy. Ontario pickers are quoted at $1.85 to $1.90 in car lots. Austrian beans are weaker at $1.90. Rangoons are not bringing more than $1.65 this week. Business may be said to be fair only.

Ontario, pickers, new	1 85	2 00
Au trian		1 90
Indian		1 65

EVAPORATED APPLES—There is nothing of interest to report in this market.

Evaporated apples 0 07½

CANNED GOODS

The only event of interest of the week is the advance on all lines of peas of 2½ cents, which took place yesterday. The new prices are quoted in the table below.

Reports from the canners state that the tomato pack is not likely to be so large as was expected. The drouth has had some effect, and this week will see the pack about completed. The quality of the tomatoes put up, however, has been excellent.

TORONTO.—Sales of fruits and vegetables have not been heavy during the week, the large quantities of fresh fruit on the markets seeming to interfere with both the retailers' and the jobbers' sales. Canned meats are going forward fairly well.

MONTREAL.—Canned meats of Canadian manufacture are more in demand this week, also fish. Fruits are slightly neglected, while vegetables are in fair demand only. An advance in the price of canned peas is stated to take place October 1st.

WINNIPEG.—Low prices on corn, peas and tomatoes still prevail, and apparently the end is not yet in sight. Buying is heavy at the present low prices, as it is not expected that present abnormal conditions, due to local competition, will long obtain.

ST. JOHN.—All canned fruits and vegetables are now on the market, and prices are somewhat lower than last year. The pack of peas is short, and the price advanced 2½ cents on October 1st. Salmon is higher and corned beef is a little lower.

NEW PRICES—1908 PACK.

	Per doz Group 1.	Per doz Group 2
FRUITS.		
3's apples, standard	1.00	.95
3's apples, preserved	1.45	1.40
Gals apples, standard	2.55	2.50
Gals, apples, preserved	4.00	3.95
Blueberries (Huckleberries)—		
2's standard	1.20	1.15
2's preserved	1.70	1.65
Gals, standard	5.05	5.00
Cherries—		
2's, red, pitted	1.95	1.90
2's red, not pitted	1.55	1.50
Gals. red, pitted		8.00
Gals. red, not pitted		6.50
2's black, pitted	1.95	1.90
2's, black, not pitted	1.55	1.50
2's white, pitted	2.05	2.00
2's white, not pitted	1.65	1.60
Currants—		
2's red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals. red, standard		5.00
Gals. red, solid pack		7.00
2's black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals. black, standard		5.25
Gals. black, solid pack		8.00
Gooseberries—		
2's, heavy syrup	2.15	2.10
2's, preserved	2.40	2.35
Gals., standards		6.00
Gals., solid pack		8.00
Grapes—		
2's white, Niagara, pres'd.	1.45	1.40
Gals., ditto., standards	3.55	3.50
Lawtonberries—		
2's, heavy syrup	1.95	1.90
2's, preserved	2.20	2.15
Gals., standards	7.55	7.50
Peaches—		
1½'s, yellow, (flats)	1.70	1.65
2's yellow	1.95	1.90
2½'s yellow	2.65	2.60
3's yellow	3.05	3.00
3's yellow (whole)	2.30	2.25
2's white	1.85	1.80
2½'s white	2.55	2.50
3's white	2.80	2.75
3's, pie, not peeled	1.45	1.40
Gals., pie, not peeled	4.30	4.25
Gals., pie, not peeled	6.05	6.00
Gals., assorted pie fruits (add 5 p.c.)		
Pears—		
2's Flemish Beauty	1.70	1.65
2½'s Flemish Beauty	2.00	1.95
3's Flemish Beauty	2.15	2.10
2's Bartletts	1.90	1.85
2½'s Bartletts	2.20	2.15
3's Bartletts	2.35	2.30
3's pie, not peeled	1.30	1.25
Gals., pie, peeled	4.05	4.00
Gals., pie, not peeled	3.55	3.50
2's, light syrup, "Globe"	1.25	
3's, ditto	1.85	
2's pineapple, sliced	1.95	1.90
2's, do., grated	1.95	1.90
2½'s, do., whole	2.45	2.40
Plums—		
2's, Damson, light syrup	1.00	.95
3's, ditto	1.40	1.35
2's Damson, heavy syrup	1.15	1.10
2½'s, ditto	1.80	1.75
3's ditto	1.90	1.85
Gals., Damson, standard	2.90	2.85
2's Lombard light syrup	1.00	.95
3's " "	1.45	1.40
2's " heavy syrup	1.20	1.15
2½'s " "	1.85	1.80
3's " "	1.95	1.90
Gals. " Standard	3.05	3.00
2's G. Gage, light syrup	1.40	1.35
2's " heavy syrup	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00
3's " light syrup	1.85	1.80
Gals. " Standard	4.05	4.00
2's Egg, heavy syrup	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00
Raspberries—		
2's, red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals., red, standard	7.05	7.00
Gals., red, solid pack	9.80	9.75
2's, black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals., black, standard	7.05	7.00
Gals., black, solid pack	9.80	9.75
2's, rhubarb, preserved	1.80	1.75
3's rhubarb, preserved	2.45	2.40
Gals., rhubarb, preserved	3.30	3.25
2's strawberries, heavy syrup	1.95	1.90
2's " preserved	2.20	2.15
Gals. " standards	7.05	7.00
Gals. " solid pack.	9.80	9.75
VEGETABLES.		
Beets—		
2's, sliced, br., "Simcoe"		.95
2's, sliced, b.r., Simcoe		.95
2's, whole, b.r., "Simcoe"		.95
2's, whole, br. "Rosebud"		1.15
3's, sliced, br., "Simcoe"		1.25
3's, whole, br., "Simcoe"		1.25
3's, whole, br., "Rosebud"		1.40
2's, golden wax, midget, "Auto"	1.25	
Beans—		
2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85
3's, ditto.	1.40	1.35
2's, Refugee, midget, 'Auto'	1.25	
2's, Crystal Wax	1.00	.95
2's, Red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's corn	.90	.85
Gals., corn-on-cob		4.50
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's cabbage	.95	.90
2's cauliflower	1.50	1.45
3's cauliflower	1.90	1.85
2's parsnips	1.00	.95
3's parsnips	1.10	1.05
Peas—		
1's No. 1 extra fine, sifted	1.12½	1.07½
2's No. 4 standards	.82½	.77½
2's No. 3 early June	.87½	.82½
2's No. 2 Sweet Wrinkle	.97½	.92½
2's No. 1 extra fine, sifted	1.42½	1.37½
Gals., No. 4	3.77½	3.72½
3's pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's table spinach	1.30	1.25
3's table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's succotash	1.20	1.15
3's squash	1.15	1.10
Gals., squash	3.55	3.50
2's tomatoes	.90	.85
3's tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's turnips	1.00	,95

ONTARIO MARKETS.

POINTERS—

Sugar—Steady.

Teas—Ceylons firmer.

Dried Fruits—Apricots and prunes selling well.

Collections—Fair.

Toronto, October 1, 1908.

Wholesalers continue to report optimistically, though the week has undoubtedly been quieter than the one preceding. This can be attributed probably to the falling off in the demand for sugar, with the approach of the end of the preserving season. The markets continue pretty steady, with scarcely any changes. Interest is centred in the newly-arriving dried fruits and business in these is reported very fair. The demand for prunes and apricots is reported good, by the houses who have these goods in. Some have not yet received their shipments.

The past month has seen a great business in fruit jars. The cheap fruit has caused a demand almost unprecedented, and jobbers and retailers alike have had their stocks practically cleared out. In some districts there has been almost a famine in the jars, but the great demand has been a very good thing for the grocers, for it has allowed them to get rid of their old stock, some of which they might not like to offer at regular times.

Collections are reported fairly good, and the general tone of confidence seems to be gaining sway.

SUGAR—The market continues steady with no likelihood of an immediate change. Wholesalers' business has dropped off a good deal during the week owing to the approach of the end of the household preserving season.

Willett & Gray, in their weekly report on raws, say: "The review of this week shows that the details have been favorable to the market, as last week indicated. Beet sugar advanced from 9s 9d

to 10s under small and irregular fluctuations, but closing steady at the advance. At the close the market appears to be nearly cleared of all available sugar, except Javas for arrival and new crop Demeraras and Brazils. There are some 253,000 tons of Javas afloat, sold and unsold, and these must form our principal source of supply from now until the Louisiana and Cuba crops mature, the former being due next month and of good promise as to quality to be marketed. There would seem to be no occasion to call upon Europe for more beet sugar this campaign, the quantity already received (139,000 tons) being fully up to the amount anticipated by us earlier in the season. Prices look steady and firm, depending somewhat upon Europe, which continues higher than our parity, say beets at 10s, being equal to 4,11s per lb. for 96 degrees Centrifugals landed."

"Future beets for October and May also show an advancing tendency, closing at 9s 7½d, for October (4.01c per lb.) and 9s 11¼d for May (4.09c per lb.) Crop reports, for both beet and cane are generally favorable. In the meantime available raws look steady and strong, in view of the higher parity of European beet sugars. Receipts for the week were about the same as last week, 38,885 tons; meltings unchanged at 40,000 tons, and stocks 255,097 tons, against 256,212 tons last week and 234,921 tons last year.

"The total stock of Europe and America, 981,097 tons, against 1,187,421 tons last year at the same uneven dates. The decrease of stock is 206,324 tons, against a decrease of 176,638 tons last week. Total stocks and afloats together show a visible supply of 1,299,097 tons, against 1,457,421 tons last year, or a decrease of 158,324 tons."

Paris lumps, in 25-lb. boxes	6 15
Paris lumps, in 50-lb. boxes	5 85
" in 100-lb. "	5 75
Paris lumps, in 20, 5-lb. boxes	7 10
St. Lawrence granulated, barrels	4 80
St. Lawrence Beaver	4 55
Standard granulated	4 80
Imperial	4 55
Acadia granulated, (bags and barrels)	4 70
Berlin granulated	4 70
Phoenix	4 75
Bright coffee	4 70
No. 3 yellow	4 60
No. 2 "	4 50
No. 1 "	4 40

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Very little business is passing in any lines. Prices are unchanged.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
	Per case.	
2 lb. Tins, 2 doz. in case		2 40
5 " " " "		2 75
10 " " "		2 85
20 " " ½ " "		2 60½
Barrels		0 02½
Half Barrels		0 03½
Quarter "		0 03
Pails, 35½ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 12 "		4 80
Quarts, 24 "		4 80
Pints, 24 "		2 50
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 35

TEA—Business locally is not particularly active, though some buying is being done. Advices received by local brokers this week note a firmer feeling all round in Ceylons.

DRIED FRUITS—With new raisins, currants, prunes and apricots in, considerable interest is being displayed, though as a rule grocers are anxious to clean out their old stocks before buying much of the new goods. The larger grocers, however, are buying to some extent, and advance sales are going on fairly well with all classes. Prunes and apricots are in exceedingly good quality. Apricots ought to go well this year with prices away below last. New peels are also lower and are of good quality. Current quotations are given below:

Prunes—				Per lb.
40-50's, 25-lb. boxes				0 09½
50-60's, " "				0 08½
60-70's, " "				0 08
60-70's, 50-lb. boxes				0 08½
90-100, " "				0 07
Apricots—				
Choice, 25-lb. boxes				0 12
Fancy, " "				0 14
Candied and Drained Peels—				
Lemon	0 09½	0 11	Citron	0 19 0 21
Orange	0 10½	0 12		
Figs—				
Elemes, per lb				0 08 0 15
Tapnets, "				0 03½ 0 04
Bag Figs				0 02½ 0 04
Currants—				
Fine Filiatras	0 06½	0 07	Vostizzas	0 09 0 09½
Patras	0 08	0 08½		
Uncleaned, ½c less.				
Raisins—				
Sultana				0 09½ 0 13
" Fancy				0 11 0 12½
" Extra fancy				0 14 0 15
Valencias, old crop				0 03 0 06½
" new crop				0 07½
Seeded, 1-lb packets, fancy				0 10 0 10½
" 16 oz. packets, choice				0 09½
" 12 oz. " "				0 08
Dates—				
Halloweea	0 05½	0 05½	Fards choicest	0 08 0 09
Sairs	0 04½		" choice	0 08½

SPICES—Business is good in regular lines for pickling at steady prices.

Peppers, blk pure	0 16 0 20
" white pure	0 25 0 30
" whole, black	0 18
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 45 0 90
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 19
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

RICE AND TAPIOCA—Only a small business is being done with no new features.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Brice, 5 bag lots, delivered		3 05
Rangoon	0 03½	0 03¾
Patna	0 05¾	0 05¾
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 05½	0 06½
Seed tapioca		0 06
Tapioca, medium pearl	0 05	0 05½

BEANS—There is some demand and the price still remains stiff. The new crop beans will, however, affect these shortly.

Beans, hand picked, per bush	2 00 2 20
" prime No. 1, "	2 00 2 10
" Lima, per lb	0 07

HIDES AND SKINS—Demand for leather is very light and the market is quiet. Prices offered are as follows:

No 1 inspected steers, 60 lbs. up	0 09½
No. 2 " " "	0 08½
No. 1 " cows	0 09
No. 2 " "	0 08
Country hides,	0 08 0 08½
City Calf skins	0 12
Country Calf skins	0 10 0 12
Lamskins	0 45 0 55
Horse hides, No. 1	2 50
Rendered tallow, per lb	0 05½ 0 06½
Horse hair, per lb	0 28

J. McCabe, of J. J. McCabe & Co., Toronto, is making a trip this week to Ottawa, Kingston and other Eastern Ontario points in the interest of Redland's Golden Orange Association.

IS CHINA TEA COMING BACK TO ITS OWN?

Recent Movements Point to Interesting Developments.

Is China tea coming to regain its old place in the world's markets?

The question is a very interesting one and some light has been thrown on this by recent developments in the world's markets. Since the organization of the China Tea Association in London and China, some time ago, the educational work which has been done among the Chinese growers and shippers seems to be having some effect. How this is working out practically is shown by the trade reports from the Chinese customs, which say that Great Britain almost doubled her purchases of tea from that country last year, and that Russia, who is the largest customer, and also the rest of Europe, as well as the United States, increased their purchases. The total export for the year is given as 214,683,333 pounds, and this is said to be the largest in recent years.

Taking all factors into consideration it begins to look as though China has at last awakened to the possibilities of her tea trade, and is striving to recover something of her old position in the world's markets.

Ever since the tea industry of India and Ceylon came into prominence the Chinese have been warned that they were in danger of losing the greater part of their trade. There were complaints against the methods of packing and preparing the teas, though these seem to have been generally directed against only the cheaper grades. The Chinese, with their characteristic slowness and conservatism, seem to have paid little attention to this, or to general market conditions, and as a result, the tea trade was diverted and British-grown teas received the preference.

A recent article in the Shanghai Zeitung on this subject, says that within the past four years China has really awakened to the fact that the days when she was mistress of the tea markets is past, and that only through active and persistent efforts can she again become anything of an important factor in the tea trade. The work of the newly-organized China Tea Association seems to be having a good deal of effect in bringing dealers to a realization of existing conditions, aad it seems likely that China teas will show a steady improvement and a consequent increase in popularity from now on.

The fact that direct efforts are being made to improve the industry, not only by the dealers, but also by the Government, is supported by a recent despatch from Shanghai to London to the effect that the Chinese Board of Agriculture has arranged with the Board of Finance to reduce the export duty on tea, with a view to the encouragement of the China tea trade.

A BEAUTIFUL HOUSE.

Without artistically planted grounds is a great deal like a beautiful painting without a frame. Do you not feel the need of the aid of our Landscape Department? Brown Bros. Co., P.O., Brown's Nurseries, Welland Co., Ont.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, October 1, 1908.)

A steady improvement in business conditions is reported from all parts of the West, and the outlook is particularly promising. The new wheat is being rushed to the lake ports in record-breaking quantities and the gradual introduction of crop money into general circulation is having a beneficial effect on business conditions.

CANNED GOODS—Present prices are as follows:

FRUITS.

	Group No. 1.	Groups No. 2. & 3
Apples—3's standard per case	2.44	2.34
" Gallons, standard "	1.55	1.52½
Cherries—Red pitted 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	9.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie unpeeled gallons	2.42½	2.40
" pie peeled gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe l. s. 2's		2.78
" Globe l. s. 3's		4.14
Plums—Damson l. s. 2's	2.28	2.18
" Lombard l. s. 2's	2.28	2.18
" Greengage l. s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red gallons	3.80	3.77½
" black 2's	4.18	4.08
" black gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards 2's	1.88	1.55
Early June 2's	1.98	1.65
Sweet Wrinkle 2's	2.18	1.85
Extra fine sifted 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes—2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Corned beef " 2's per doz.	3 10
" " 1's "	1 65
Roast beef	
" 1's, per doz	1 65
" 2's, "	3 10
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

SUGAR—Prices continue unchanged, but the market is firm. We quote:

Montreal and B.C. granulated, in bbls	5 20
" " in sacks	5 15
" yellow, in bbls	4 80
" " in sacks	4 75
Wallaceburg, in bbls	5 10
" in sacks	5 15
B.C. gunnies granulated, 5-18's to bale, per cwt	5 15
" " 5-2's " "	5 15
" hard pressed lump, 25's, per cwt	6 35
" " half bbls., per cwt	6 70
" icing	6 00
" bar sugar	5 80
Icing sugar in bbls	5 80
" " in boxes	6 00
" " in small quantities	6 30
Powdered sugar, in bbls	5 50
" " in boxes	5 80
" " in small quantities	5 85
Lump, hard, in bbls	6 15
" in ½-bbls	6 15
" " in 100-lb cases	6 15

SYRUP AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 80
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 70
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

ROLLED OATS—Prices are as follows since the recent decline:

Rolled oats, 80 lb sacks, per 80 lbs	2 50
" 40 " " 80	2 60
" 20 " " 80	2 60
" 8 " " 80	2 85

CORNMEAL—The market is firm, with an upward tendency. Prices are as follows:

Cornmeal, per sack	2 35
" per ½ sack	1 20
" per bale (10, 10's)	2 65

BEANS—White beans are advancing in price and some houses are now asking $2.50 per bushel for hand-picked, and $2.35 for 3-lb. pickers.

POT AND PEARL BARLEY—Pot barley, $2.80 per sack. Pearl Barley has declined and quotations now are $4.05 per sack and $2.10 per half sack.

MAPLE PRODUCTS—

Sugar, 25 lb. boxes, ½s. and ¼s	3 00
Syrup gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 55

FOREIGN DRIED FRUITS—

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 00
Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s., per case, 28's	2 10
" " " 14's	1 05
" " selects " 28's	2 30
" " " 14's	1 20
" " layers " 28's	2 40
" " " 14's	1 30
California raisins, choice seeded in ½-lb. packages per package	0 07
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 08
" ¼ " "	0 08½
Prunes 90-100 per lb	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 08½
" 40-50 "	0 08½
" 30-40 "	0 09½
Silver prunes	0 10
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 12½
Peaches, per lb	0 10
Apricots, standard, per lb	0 09½
" choice, per lb	0 10½

SPANISH ONIONS—New stock is quoted at $1.15 per crate.

NUTS—

Shelled Walnuts, in boxes, per lb	0 27
" " small lots, per lb	0 29
" Almonds in boxes, per lb	0 30
" " small lots, per lb	0 32

LARGE SHRUBS FOR IMMEDIATE EFFECT.

We have these growing in our nurseries, and would be pleased to have you inspect them or to correspond with you. Our Landscape Department might aid you in arranging your grounds, no matter how large or how small. Brown Bros. Co., P.O. Brown's Nurseries, Welland Co., Ont.

B. C. GROCERS' CONVENTION.

Retailers From All Parts of Province Discuss Trade Questions.

Special dispatch to the Canadian Grocer.

Vancouver, October 1.—Retail grocers from all over the Province were gathered in Vancouver this week discussing the many questions affecting the retail trade in Western Canada. The meeting was called by the B. C. Retail Grocers' Exchange and it was held on Tuesday and Wednesday, September 29 and 30, in the Orange Hall. Among the matters dealt with were the fixing of selling prices by manufacturers; terms and discounts; tabulating of lists of delinquent accounts from the entire Province and fixing a definite profit on local butter. Other topics were also brought up. The wholesale trade was asked to send representatives so that the meeting should be a comprehensive one, and a number of these were present. This is the first general trade convention of its kind to be held in the Province, and every effort was made to have the attendance large. A banquet was tendered the visiting grocers on Wednesday evening. The Washington State convention was held Wednesday and Thursday of last week at Bellingham, and a number of delegates attended from this city.

TRADE NOTES.

Sidney Lear has opened an office at 77 York St., Toronto as manufacturers' agent and broker, representing British and Norwegian manufacturers. Mr. Lear was formerly in business in Plymouth, Eng.

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver.

"Men Who Sell Things"

Further Consideration of the Qualities of the Retail Salesman—Something on How the "Easy-Goer" Does His Work —A Good Man Must Know the Goods Better Than the Customer—The Reason for One Man's Success.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

In truth, the only thing the customer is trying to decide upon is whether to land on his brainless cranium, report him at the office, or go across the street and get what he wants from Joy, Gladhand & Co. If he is of a peaceful, retiring nature, and does not want to create a scene, he hastily selects something that he wouldn't have as a gift under other circumstances; but he is determined to have no more dealings with that house. He will keep on trading with Joy, Gladhand & Co.

The Easygoer.

Then there's a twin brother to our dyspeptic friend, a few doors down the street. His name is Meander Gadgood. You walk blithely up to his counter, feeling at peace with all the universe, and stand there, first on one foot and then the other,—two, three, five minutes,—waiting for Meander to separate himself from a group of pennant-winning judges in council at the other end of the counter.

Just as you are thinking of going over to Joy, Gladhand & Co.'s, Meander, with a ten-mile look in his eyes, saunters up. Never a word does he speak. With one eye menacingly raking you over from head to foot, and the other regretfully focussed on the other boys, he stands there, his gray matter—what little there is of it—following his favorite ball team on a distant diamond.

Though there is a reasonable excuse for homicide on your part, you smother your wrath and politely ask to be shown the latest styles in three-dollar fancy shirts. Listlessly reaching into the case, Meander paws over the stock, extracts a couple of patterns, slides them over to you with the air of one administering absent treatment, and stalks back to see how the judges have settled the matter.

About the time you have concluded that you don't need any more shirts anyway, back he comes and hovers like a phantom long enough for you to say, in tones that indicate a gathering storm, that if he is through with his more important business than waiting on his customers you will look at a few more shirts, including some of the good sellers.

Not being an adept at human barometer reading, Meander fumbles around in the stock, finally lugging out one or two more patterns than any man, to say nothing of a shirt salesman, might know were selected with poor taste. Bombarding you with his new-found relics of a past season's success, he retreats again in perfect order to the rearguard for another confab. Intuitively feeling the angry glances cast in his direction, he determines to renew the attack by rushing things, and sails back only to be repulsed with a fusilade of indignant protests.

Without a moment's further loss of time, you are well on your way to Joy, Gladhand & Co.'s, where, when you ask to see shirts in any style or price, no effort is spared until the entire line is promptly displayed, if necessary, to please a customer and insure a sale.

Are you that kind of salesman? If you recognize your portrait and it fails to please you, don't blame the photographer. He cannot improve on nature by making a pleasing likeness from an unattractive subject.

A Summing up of Qualities.

Mr. Near Salesman, the time has gone by when representation without courtesy, or life, or enthusiasm can produce profitable sales. You must show the spirit of accommodation and be interesting and convincing in your arguments. You cannot do that successfully unless you are full of your subject, have the utmost faith in your proposition, and are running over with enthusiasm.

A new spirit rules the world of salesmanship in place of the old go-as-you-please regime. It is an expression of the mighty force that does things—enthusiasm. If your blood corpuscles are not saturated with it, you are out of date, and you will soon be out of salesmanship if you do not find a way to cultivate it.

Enthusiasm, the first requisite in salesmanship, a sincere interest in the thing to be sold, and a desire to sell it decently,—that is, really, nearly all there is to it; for enthusiasm must perforce lead to a study and a knowledge of the thing to be sold, as well as a study of those to whom we wish to sell it. You cannot cultivate enthusiasm with one eye on the clock and the other on everything else than the customer who is patiently waiting an opportunity to spend some of his money at your counter.

Know the Goods.

A good salesman must know more about his goods than the man he is selling to knows about them. Knowledge and enthusiasm beat oratory every time. Enthusiasm in a salesman begets enthusiasm in a customer.

You must know your business and you must work, if you wish to hold trade, get new trade and draw a bigger salary than the common avarage salesmen.

The law of nature is yet to be discovered that will prevent a salesman being diplomatic, enthusiastic, honest, and hard-working all the time. Look about you, and you will discover a few like that in the very ranks in which you serve. Keep your eyes on them, they will not remain with you long. You will see them advanced to managing positions or owning their own businesses in a few years.

There is a chance for you if you will about face and take up the line of action in real earnest.

One Salesman's Success.

In an interview by a well-known writer on business subjects with one of the leading State Street department stores in Chicago, he was told by the manager that a young man once applied to his house for a position as salesman. He was asked what his qualifications were, and he answered, "My stock in trade consists of knowing the faults of ordinary salespeople through having to put up with them during many years of shopping."

He was given a place, and the first day sold more goods than any other salesman in his department. He had the knack of putting customers into a good humor by laying himself out to please. He studied his customer's first inquiry intently, and followed that up instantly and intelligently. At the end of a year he was earning twenty-five dollars per week in that store. A short time afterwards he was offered fifty dollars a week by a gentleman accompanying a cross-grained customer whom he, without losing his temper, had successfully waited upon under exceedingly vexing circumstances.

The Secret of His Success.

On leaving to accept the new position, one of his fellow-salesmen asked him how he accounted for his remarkable ability to effect sales.

Promptly came the reply: "The great majority of salespeople lack tact, enthusiasm, and sympathy with customers."

A great many high-saleried traveling salesmen, and nearly all of the most successful retail merchants in the country, have themselves been behind the counter. There is no better place to get a selling education.

(To be continued).

THE "HOUSEHOLD WORD."

Most of us can think of quite a number of commercial names that are really "household words." There is only one thing which can raise an article of commerce into the household word class, and that is, Persistent Publicity. The man who travels for a firm whose name is a household word with its trade has an easy time of it compared to the representative of a less known concern. The traveler for an obscure firm is badly handicapped in the race for orders! As far as the trade is concerned there is no method of obtaining wide publicity at a moderate cost equal to advertising in the trade press. Persistent, progressive advertising in a trade paper which holds the full confidence of its readers is the best letter of introduction any firm can give to its travelers.

DRIED FRUITS

We have purchased in good season a considerable
customers that we are in a position to give them the
on certain lines of these goods are on the increase: our
tively to the advantage of buyers.

TO ARRIVE SHORTLY

Valencia Raisins

Arguimbeau, f.o.s., box 28 lbs.
Arguimbeau, selected, box 28 lbs.
Arguimbeau, 4 crs., layer, box 28 lbs.
Aranda, f.o.s., box 28 lbs.
Aranda, selected, 28 lbs.
Aranda, 4 crs., layer, 28 lbs.
Aranda, selected, box, 14 lbs.
Aranda, selected, box 7 lbs.

Currants

Fine Filiatras, uncleaned, ½ c-s.
Loose, cleaned, ½ c-s.
Loose, cleaned, ¼ c-s.
Royal Excelsior, c-s 36s, 1-lb. pkg.

Sultana Raisins

3 crs, box about 30 lbs.
4 crs., box about 30 lbs.
Fancy, loose, cleaned, box 30 lbs.
Cleaned, 30x1-lb. carton.

Layer Table Figs

Crate, 40-10 lbs. box, 3 crs.
Crate, 40-10 lbs. box, 4 crs.
Crate, 40-10 lbs. box, 5 crs.
Crate, 40-10 lbs. box, 6 crs.
Crate, 400-16 oz. glove box.
Crate, 400-12 oz. square box.
Cooking Natural Figs, in bag, about 56 lbs.

Dates

Hallowie, loose, c-s about 60 lbs.
1-lb. pkgs., c-s, 36 lbs.

Prunes

Webbfoot Brand, 30-40, box 25 lbs.
Webbfoot Brand, 40-50, box 25 lbs.
Webbfoot Brand, 50-60, box 25 lbs.
Webbfoot Brand, 60-70, box 25 lbs.
Webbfoot Brand, 70-80, box 25 lbs.
Webbfoot Brand, 80-90, box 25 lbs.
Webbfoot Brand, 90-100, box 25 lbs.
Bosnia Prunes, 55 lbs. (about Nov. 15th.)
French Prunes, 100-110, 27½ lbs. (about Nov. 15th.)
French Prunes, 80-90, 27½ lbs.

Evaporated Fruits

Evaporated Apples, box 50 lbs.
Evaporated Peaches, box 25 lbs.
Evaporated Apricots, box 25 lbs.
Evaporated Pears, box 25 lbs.

Peels

Lemon Peels, c-s, 32-7 lbs. boxes.
Orange Peels, c-s, 32-7 lbs. boxes.
Citron Peels, c-s, 32-7 lbs. boxes.

Malaga Table Raisins.

Countess, clusters, 22 lbs. bxs.
Countess, clusters, 5½ lbs. ¼ box.
Duchess, clusters, 22 lbs. box.
Duchess, clusters, 5½ lbs., ¼ box.
Duchess, clusters, 20-1-lb., fancy carton.
Duchess, clusters, 20-1-lb., paper pkgs.
Princess, clusters, 22 lbs. box.
Princess, clusters, 5½ lbs., ¼ box.
Empress, clusters, 22 lbs. box.
Empress clusters, 5½ lbs., ¼ box.
Empress, clusters, 20-1-lb. fancy carton.
Empress, clusters, 20-1-lb. paper pkgs.

Muscat. Raisins

Boxes loose, 22 lbs., 3 crs.

Nuts

Tarragona, bag about 100 lbs.
Sicily Filberts, bag about 200 lbs.
Mayette Walnuts, bag about 200 lbs.
Marbots Walnuts, bag about 100 lbs.
Crown Walnuts, bag about 100 lbs.
1907 Crop Shelled Walnuts, in very good order.
C-s, No. 1, c-s, 55 lbs.
C-s, broken, c-s, 55 lbs.
Boxes, 3 crs, Fritz Shelled Almonds, 1908 crop.

Canned Goods.—We have bargains to offer in Canned Salmon of all grades and we advise dealers t
at 10 cts. on which we can make interesting prices. Although prices on canned goods, vegetables an
prices of canned peas have been increased to begin on the 1st of October. For further particulars

Laporte, Martin

Wholesale Grocers and Wine

AND NUTS

ck of **Dried Fruits** and **Nuts** and we are pleased to advise our nefit of the low prices at which we have bought them. Prices otations, however, are based on our purchase price, and are posi-

IN STOCK

Currants

½ c-s, cleaned, loose.
C-s, cleaned, 1-lb. pkg., Excelsior, 36s.
½ c-s, Fine Filiatras, uncleaned.
Brls, Fine Filiatras, uncleaned.

Valencia Raisins

C-s, Beaver, f.o.s., 28 lbs.
C-s, Beaver, selected, 28 lbs.
C-s, Beaver, 4 crs, layer 28 lbs.
C-s, Trenor, f.o.s., 28 lbs.
C-s, Trenor, selected, 28 lbs.
C-s, Trenor, 4 crs layer, 28 lbs.

Seeded Raisins

Don Quichotte, 1-lb., 36s.

Sultana

ultana, loose, 5 crs, 28 lbs.
ultana, loose, 3 crs, 28 lbs.

Peels

range, 7 lbs.
emon, 7 lbs.
itron, 7 lbs.

Prunes

C-s, Webbfoot, 20-30, 25 lbs.
C-s, Webbfoot, 40-50, 25 lbs.
C-s, Webbfoot, 100-120, 25 lbs.
C-s, Webbfoot, 100-120, 50 lbs.
C-s, G. & S., 50-60, 25 lbs.
C-s, G. & S., 90-100, 25 lbs.
C-s, Carnation, 30-40, 25 lbs.
C-s, Carnation, 40-50, 25 lbs.
C-s, Carnation, 50-60, 25 lbs.
C-s, Carnation, 80-90, 25 lbs.
C-s, Carnation, 90-100, 25 lbs.

Evaporated Fruits

C-s, Apples, 50 lbs.
C-s, Peaches, 25 lbs.
C-s, Apricots, 25 lbs.

Dates

Loose Hallowie, 60 lbs.
Loose Sawyer, about 60 lbs.
C-s, Hallowie, 1-lb. pkg., 30s.

Figs

Mattes, Cooking Figs, about 30 lbs.

Nuts

Bags, Tarragona, about 100 lbs.
Bags, Sicily Filberts, about 120 lbs.
Bags, Peacans, large, about 200 lbs.
Bags, Grenobles, about 200 lbs.
Bags, Crown, about 110 lbs.
Bags, Aberrammes, about 110 lbs.
Bags, Brazil Nuts, about 150 lbs.

Peanuts

Bags, Coon, roasted.
Bags, Coon, green.
Bags, G., roasted.
Bags, G., green.
Bags, Sun, roasted.
Bags, Sun, green.
Bags, Bon Ton, roasted.
Bags, Bon Ton, green.

Shelled Almonds

C-s, Shelled Almonds, 3 crs, 28 lbs.

Shelled Walnuts

C-s, Shelled Walnuts, 55 lbs.
C-s, Shelled Walnuts, No. 2, 45 lbs.

unicate with us immediately. We expect within a few days a shipment of Pink Salmon to retail are actually low they are subject to a rise which might take place any day: as a matter of fact tions, prices, etc., etc., write, telephone or wire at our expense.

& Company, Ltd.

erchants, - MONTREAL

BRITISH ARMY CONTRACTS FOR U. S. PACKERS.

Why Canadian Firms Do Not Obtain a Share of This Business.

The following despatch from its London, England, correspondent appeared in a recent issue of the New York Herald :

"The British War Office, I learn, has just awarded a big contract for canned meat to Messrs. Libby, McNeill & Libby. This is the third award given to a Chicago firm by the War Office during the year."

The Grocer interviewed a number of Canadian packers, with a view to finding out whether the despatch was authentic and also why these contracts had gone to a United States, rather than to a Canadian firm.

The concensus of opinion was to the effect that no doubt it was true that the Chicago packers got the contracts. Specifications were and are sent to Canadian packers, but none of them tendered. The one great reason for this is that the Canadian packing plants are comparatively small, and cannot at all compete in output with United States concerns. The meat-packing industry is rather a precarious business, and for tendering alone on such a contract Canadian packers would be put to great expense. For instance, the Chicago packers with very large plants tender on Government contracts as a matter of course. They are turning out immense quantities of canned goods daily, and the acceptance of such a contract only means a divergence for a time of some of this output; whereas Canadian concerns would be put to enormous expense if their tender were accepted, by being compelled to enlarge their plant. Even if the contract was not offered to a Canadian firm, great loss would be entailed by the useless additions that had been made in anticipation of getting business. Of course, Canadian packers might look for a small share of this business, but up to now they have not thought fit to do so. The British and Canadian authorities would be willing to help in this regard, for they are favorably disposed. Every time a contract is to be given, Canadians are sent specifications on which to tender. The Dominion Government has not helped Canadian packers to obtain a share of this business because it has not been asked to do so, but that they are disposed to help is shown by the fact that during the South African war Prof. Robertson, of Ste. Anne de Bellevue College, interested the Dominion authorities in regard to having Canadian canned goods sent to the battlefields, where the products were much appreciated by the soldiers in camp.

Canadian canned meats compare more than favorably with the Chicago product and are in a class by themselves ; but when it comes to price, the Chicago men have it pretty much their own way. The United States packers have a number of advantages over competitors. In the first place—leaving altogether aside the fact of large plants and great working capital—supplies are greater on the other side. Again, when Canadian packers have to pick choice cattle and hogs—because the Canadian consuming public will have no culls—bone the carcasses, and can use only the best grades of meat—thus increasing cost of production —Chicago packers, after grading the animals, pack the rougher grades without boning and sell at a cheap price to the foreign element througout the U. S. This brings a profit, which allows them to bone the higher grades before canning and also enables them to sell the better goods at a lower price than Canadian goods.

R. S. McIndoe's New Office and Warehouse at 54 Wellington E., Toronto.

IN THE HEART OF THE WHOLESALE DISTRICT.

An attractive little booklet has been circulated among the trade by R. S. McIndoe, manufacturers' agent and importer of fancy groceries, Toronto, calling attention to the removal of the office and warehouse to 54 Wellington St. E. The new premises are in the heart of Toronto's wholesale district, and will afford larger space and better facilities for the transaction of Mr. McIndoe's business.

For Storage in Ottawa

There is only one place that will suit you. We have the largest, most modern and best managed warehouse in the Ottawa Valley. Direct connection with all railways—C.P.R., G.T.R., Ottawa & N.Y., Pontiac—meaning the expeditious handling of your goods. A large and competent staff ensures the best attention to your commands.

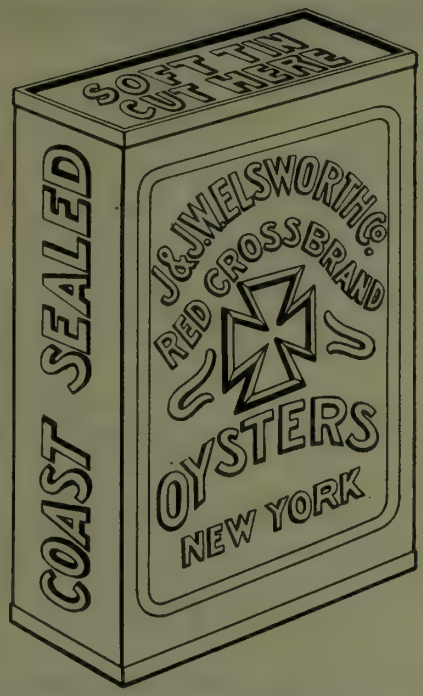
Secure our reasonable rates to-day

The Dominion Warehousing Co.

J. R. Routh, Manager **52 Nicholas St., OTTAWA**

WM. E. ELSWORTH, Pres. ESTABLISHED 1860 J. WATSON ELSWORTH, Sec. and Treas.

J. & J. W. ELSWORTH CO.



Our Red Cross Brand of Oysters, which we sell in quart and pint cans, are strictly Pure, Wholesome Sea Food.

We use the most up-to-date sanitary appliances for handling these oysters.

We defy competition upon quality. These cans are full quarts and pints, their measure being guaranteed.

One year's sales thirty-nine million oysters.

Quotations and information in general as to sizes, prices, etc., will be furnished upon application to our Main Office.

Boat No. 8, Foot Bloomfield Street

NEW YORK

Wagstaffe's

Wagstaffe's fine old English Plum Puddings and Mince Meat now ready for delivery. Kindly get prices and see samples before buying elsewhere. To be had of all Wholesale Houses in Canada.

Wagstaffe Limited

THE PURE FRUIT PRESERVERS

Hamilton

Have You Stocked

Or have you yet to find out what a winner it is ?

THE CANADIAN CONDENSING COMPANY

Chesterville - Ont.

Sales Agents— S. H. EWING & SONS, MONTREAL

Royal Salad Dressing

has many imitators and imitations. There are plenty of people trying in one way or another to sell these imitations on the strength of the value, merit and popularity of **ROYAL SALAD DRESSING** by saying its just as good.

Royal Salad Dressing is made only by

The Horton-Cato Mfg. Co.
Windsor, Ont.
Detroit, Mich.

LARD

is scarce and has advanced in price. We can supply you and we can also give you excellent Lard Compounds and Cooking Oils.

F. W. Fearman Co.
Pork Packers and Lard Refiners
Phones 674 and 675. 17 MacNab North
Hamilton, Ont.

Careful selection of Hogs suitable for Canadian trade.

Strict attention to all details in curing.

Only the best quality of meats in stock.

ASK FOR

O'MARA'S BACON
HAMS, LARD and SAUSAGES

Prices gladly quoted, delivered your station, for large lots.

JOSEPH O'MARA
PORK PACKER
PALMERSTON, - ONTARIO

Breakfast Bacon
Skinned Backs
Hams and Rolls

Finest Quality. Made from Selected Hogs.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, October 1, 1908.

Reports from the Eastern Townships state that the prolonged drought will not prevent the realization of good crops. The only industry that will suffer largely is the dairying interest. Happily, however, since the arrival of these reports, copious rains have fallen which seem to be general. The pastures have again taken on their usual green appearance, and for a time at least the prospects are good for a normal yield of dairy products. The set-back, however, has been too great to allow last year's record to be overtaken. From the United States and England advices state that high prices have a tendency to check trade. Some speculators have taken a chance owing to the drought and a prospective shortage. Exporters on this side continue to receive some orders from the other side, the bulk of which, however, is going into storage for English account. This fact is a little perplexing to the Canadian shippers as the high prices ruling do not seem to place the business on a profitable basis for the Englishmen. The real secret, however, is only conjecture so far. One Canadian house claims that the late Canadian make is now eligible in the English markets in competition with a highe' class of cheese, therefore, the buyers will be able to protect themselves as they will see it in competition with other makes which have commanded better prices.

Last year considerable speculation was indulged in by English buyers to the sorrow of some of them. Appearances this autumn point to a like condition, but this seems somewhat improbable after the losses last year. Englishmen have not distinguished themselves for rushing in where they have so recently met disaster. Cheese is a trifle easier just at the present time in sympathy with the easier tone ruling in the country. To-day finest westerns are quoted at 12½c to 12⅝c and easterns at 12¼c to 12⅜c.

The receipts of cheese for the week were 58,562 boxes as against 82,349 boxes for last week and 74,492 boxes for the corresponding week of last year. Total receipts since May 1 are 461,366 boxes as against 1,639,043 boxes for the corresponding period of last year. Shipments of cheese show a large falling off for the week, owing partly to the interrupted navigation due to the heavy pall of smoke which has rendered navigation extremely dangerous in the St. Lawrence channel and partly to decreased receipts. Shipments of cheese for the week amounted to only 19,223 boxes as against 69,586 boxes for the corresponding period of last year. From Quebec there was also shipped 2,342 boxes, making total exports for the week 21,565 boxes.

Total shipments from Montreal since May 1, 1,237,067 boxes as against 1,447,808 boxes for the corresponding period of last year. Total shipments from Quebec since May 1, 48,673 boxes as against 45,830 boxes for the corresponding period of last year. Total exports since May 1, 1,285,742 boxes as against 1,493,638 boxes for the corresponding period of last year.

The butter market has gone forward during the past week, quotations now standing at 25½c in round lots and 26½c in a jobbing way. The market is steady but the export business is by no means active, a few lots of 100 to 500 packages each being taken for export at 24¾c for finest Eastern Townships and at 24¼c to 24½c for seconds. Some, however, have refused less than 25c and are waiting for that figure. The conditions, it is claimed, are different from those of a year ago, as stocks are larger now than then and it is doubtful if the English market will follow the same course as that of last year during the coming fall and winter months. A year ago creamery was selling at 25½c to 26c and farmers were getting somewhere around 25c but the situation does not warrant that figure being paid to the farmer by 1c per pound.

Receipts of butter for the week were 11,163 packages as against 10,481 packages for the previous week and 11,428 packages for the corresponding week of last year. Total receipts since May 1, 329,855 packages as against 327,516 packages for the same period of last year.

Exports of butter last week amounted to only 146 packages, as against 2,365 packages for the previous week, and 494 packages for the corresponding week of last year. Total exports since May 1, 76,793 packages, as against 65,755 packages for the corresponding period of last year.

THE PROVISION SITUATION

Toronto, October 1, 1908.

Conditions in the packing industry are not quite so critical as a week ago. The situation is easier as a result of two things, first, the high prices offered by the packers are at last bringing in something of a supply of hogs, and, second, the English market has gone off slightly and demand from that quarter is not so keen. This last might not be welcomed altogether as a directly fortunate circumstance, but in the face of last week's conditions, when the packers could not get any hogs to do business with, it seems rather more cheerful for the money is not being lost at any rate. It is rather peculiar, though, how when the British market offers a good outlet hogs are scarce in Canada and vice versa.

The past week or so the Danes have been shipping in good supplies to the British markets, about 25,000 to 30,000 weekly, and while this is not as large as the supplies taken earlier in the season, the demand seems to have fallen off somewhat for these supplies, with smaller ones from Ireland, have satisfied buyers, and even caused the market to fall a few points. Advices from Great Britain report also that the Danish shipments are likely to be large for three or four weeks to come. This will tend to keep the British market on a lower basis and to curtail Canadian shipments.

The price ruling for the past three or four weeks has been rather exceptional for this season of the year. Until the past week, however, it has been ineffectual in bringing out any material supply of hogs. Farmers at last seem to have awakened to the opportunity, however, or have gotten their hogs into somewhat presentable condition for deliveries the past few days have been a good deal better. Local business continues very good, but with the falling off of British demand and the comparatively larger deliveries, the price has sagged to some extent. Early in the week $6.75 was paid, but at time of writing anywhere from $6.25 to $6.75 is offered, according to quality. The quality of hogs offering too, is not at all of the best. Packers' stocks have gotten very low under the light deliveries of the past several weeks. This week they are beginning to stock up again.

The United States markets have been rather quiet during the past week, as is shown in the following summary from the New York Journal of Commerce: "There has been no important change in prices of hog products the last week and no general activity. It has been a manipulated market, by packers, and instead of bulling the near and selling the late months this week they have been selling the near and supporting the late. There was quite a sharp break in the former, but little change in the latter. The Cudahy Company has been the chief seller of October products and has dominated the market, while other packers have been buying some January and May products, but have not taken enough to overcome the pressure in October, resulting in a decline on the latter and not much change in the former. Receipts of hogs continued light and of poor quality and this keeps up products on

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(and prompt returns) for your
BUTTER, EGGS and POULTRY
by shipping direct to
THE REGINA
FRUIT AND PRODUCE CO.,
ROSE ST. REGINA, SASK.
Trial orders and correspondence solicited

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Car lots of Fine, Medium or Coarse,
in Barrels, Sacks or Bulk.
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Dairy Tubs, Creamery Solids
We will buy f.o.b. your station, in large or small quantities.
Write or phone us with best quotations.
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FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
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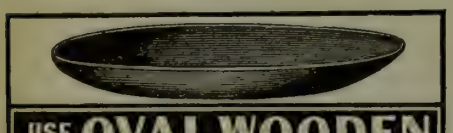
Ask for quotations.


USE OVAL WOODEN BUTTER DISHES.
THOMAS BROS., St. Thomas, Ont.

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the spot, which have been firm on light offerings and fair consumptive demand, but the trade is still buying from hand to mouth only."

PROVISION MARKETS

MONTREAL.

PROVISIONS—Locally, the market is steady, under a good demand. The volume of business passing for this time of the year is good. Quotations have not shown any change during the week.

Heavy Canada short cut mess pork, in tierces	34 00	35 00
" " " " " bbls	23 50	24 00
Selected heavy Canada short cut clear boneless pork	24 00	24 50
Heavy Canada short cut clear pork		23 00
Very heavy clear pork	24 00	24 50
Plate beef, 100-lb. bbls		08 00
" 200 "		15 50
" 300 "		23 00
Pure Lard—		
Tierces, 375 lbs		0 12½
Boxes, 50 lbs., grained		0 12¾
Tubs, 50 lbs., "		0 12⅞
Pails, wood, 20 lbs., parchment lined		0 13
Tin pails, 20 lbs., gross		0 12¼
Cases, tins, 10 lbs. each		0 13
" " 5 "		0 13¼
" " 3 "		0 13¾
Compound Lard—		
Tierces, 375 lbs		0 08½
Parchment lined boxes, 50 lbs		0 08¾
Tubs, 50 lbs		0 08⅞
Wood pails, 20 lbs. net		0 09
Tin pails, in cases	0 09	0 09¼

BUTTER—Market has advanced, now ruling at 26c for creamery solids and 26c to 26½c for prints. Dairy remains the same as last quoted. Owing to dried up condition of pastures receipts have dropped off considerably. Locally, the demand is good.

Fresh Creamery, solids, lb		0 26
" " prints, lb	0 26	0 26½
Dairy, tubs, lb	0 20	0 22½

CHEESE—Export demand is light. Receipts have diminished by one-half owing to unfavorable conditions prevailing in the country. Market is a little easier. Locally, there is a fair demand.

Cheese, Easterns	0 12½	0 12½
" Westerns	0 12⅝	0 12⅝
" old	0 15	0 15½

EGGS—Locally, the demand keeps good and the volume of business is large. Receipts for the week were not quite up to the record for the same week of last year, but the total receipts for the year are ahead of last year for the corresponding length of time since May 1. Prices are quoted at the same prices as last year.

New laids		0 24
No 1 Eggs	0 19	0 20
No. 2 Eggs	0 15	0 18

HONEY—There is a good business passing in honey, and the market remains good. There is an especially good demand for the better grades, in attractive packages. The increased demand has not raised the price, which remains the same as last week.

White clover comb honey	0 13	0 14
Buckwheat, extracted	0 10	0 12
Clover, strained, bulk, 30 lb. tins	0 09	0 10

TORONTO.

PROVISIONS—Improved business is noted all along the line. Long, clear bacon has advanced, but other lines remain at last week's quotations. Conditions are about the same as in the past, supplies being none too free, but sufficient for present demands.

Long clear bacon, per lb		0 13
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11½	0 11⅝
Light hams, per lb	0 14½	0 15
Medium hams, per lb	0 14½	0 15
Large hams, per lb	0 12	0 13½
Shoulder hams, per lb	0 10½	0 10⅝
Backs, plain, per lb	0 17½	0 18
" pea meal		" 18
Heavy mess pork, per bbl	18 50	19 00
Short cut, per bbl		23 50
Lard, tierces, per lb		0 13
" tubs "		0 13½
" pails "		0 13½
" compounds, per lb	0 08½	0 09½
Plate beef, per 200-lb. bbl	15 50	16 00
Dressed hogs	0 09½	0 09½

HONEY—A little freer movement is noted in this line. Prices are unchanged. Some very fine cases of comb honey are shown on the market. Though there is no rush pretty satisfactory trading is being done.

60-lb. tins	0 08½	0 09½
Smaller sizes	0 09	0 10
Combs, doz.	1 60	1 75

BUTTER—Though no actual change in price is noted, quotations are firming up for an advance. Demand keeps up. Great Britain took some ten or twelve thousand pounds during the week, and this also tends to a stiffening in price.

	Per lb.	
Creamery prints	0 25½	0 26½
Creamery solids		0 24½
Farmers' separator butter	0 22	0 24
Dairy prints, choice	0 22	0 23
" " ordinary	0 18	0 20
" tubs, choice	0 21	0 22
Bakers' butter	0 18	0 19

EGGS—Quotations remain at 21c to 22c, though a further advance of a cent before the next week would not be surprising. Of course this quotation does not include the case. Shipments to far-away points would run a quarter-cent more than local quotations. Now that the cool weather is with us the quality of the eggs should be better than what has been coming of late.

CHEESE—Rather quiet trading is being done at old price quotations. The business is rather jerky, sales being quite frequent one week only to drop off almost entirely the following week.

Cheese, large, prime old	0 14½	0 15½
" " " new	0 13	0 13½
" twins, new	0 13½	0 13½

POULTRY — Continued improvement is noted, and if the cool weather stays poultry lines will again be quoted at dressed rates. Chickens are off a cent and other lines are at stationary prices.

Spring chickens, per lb, live	0 09
Hens, per lb., live	0 07
Young ducks, per lb.	0 08
Turkeys, per lb	0 13

WINNIPEG.

BUTTER—No. 1 dairy butter is in better demand, and the supply is small. Hence there has been an advance in the price of this grade. Buying prices f.o.b. Winnipeg, are as follows:

No. 1 dairy, print, per lb	0 21
" " tubs or boxes, per lb	0 19
" 2 " prints, per lb	0 17

EGGS—Supplies are short and eggs are being brought in from Ontario. Ontario eggs are selling to the retail trade at 26c per doz., and Manitoba storage stock at 25c.

LARD—Prices are as follows.

Pails, 20's, per pail	2 25
3's, per case of 20	8 00
5's, " 12	7 90
10's, " 6	7 85

Millions of People Use Gillett's Lye.

The fact that Gillett's Lye is so favorably known and well advertised makes it the best cleaner to sell.

GILLETT'S LYE EATS DIRT!

It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It is a fine disinfectant.

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CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

Clark's Corned Beef

This and the following weeks housekeepers from Coast to Coast will read, in the daily press, about the excellence, goodness and economy of CLARK'S CORNED BEEF, OX TONGUE, PORK and BEANS and POTTED MEATS.

Your co-operation with this extensive publicity campaign will result in profits to you. Remember every tin sold is extra trade which might otherwise go to the dealers in fresh meats.

Let us help you in making your stock complete.

WM. CLARK

Manufacturer

MONTREAL

The Demand For BOVRIL

is increasing. See that your stocks are complete so that you lose no sales in the best season.

We have now ready two new hangers, one an exact representation of a member of the N.W. Mounted Police.

A post card addressed to

BOVRIL Ltd.

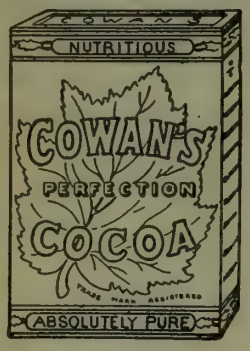
27 St. Peter St. **MONTREAL**

will bring you, Express prepaid, a supply of attractive show cards for your store.

Digestible Nourishing

COWAN'S

Cocoa and Chocolate



The cold frosty mornings are near at hand when the breakfast cup of cocoa or chocolate is considered indispensable. Particular people prefer quality. See that they get it by offering them Cowan's Cocoa or Chocolate It is always pure, fresh and delicious.

The Cowan Co., Ltd.

Toronto, Canada

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

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Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

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E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

There is something in a name after all—
This is particularly so when that name is

MOTT'S

The CHOCOLATE bearing this name under the brands

"Diamond" and "Elite"

is a profitable and ready seller with every grocer—

They are for sale by all jobbers.

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What's Your Average Profit

on staple goods? Hardly as much as 22¾% is it? But that's the profit you make on

FORCE

which is now among the staples as the only **Standard Flaked Wheat Food.** The food quality of "FORCE" no less than our honest advertising, is keeping the demand right up to the mark.

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THE H.O. MILLS

HAMILTON, - - ONTARIO

THE FLOUR AND CEREAL MARKETS

Strong Feeling Prevails in All Lines With Good Outlook—Cornmeal and Feed Up in Montreal—Good Export Business.

The strong conditions noted in last reports continue with little change this week. Prices generally are unchanged, though cornmeal and a couple of lines of feed are up slightly on Montreal markets.

Business in flour, both at home and abroad is exceedingly good. This has been hampered to some extent by the stiffness at which supplies were held in the west, but with the opening of October and a change in local conditions this will not likely be much longer in evidence. Prices, however, bid fair to continue firm.

Stocks of rolled oats and oatmeal held by wholesalers and manufacturers are reported low, and with this in view it would seem advisable to anticipate future wants and thus avoid waiting for supplies later on, as seems likely to be probable under conditions in these markets.

MONTREAL.

FLOUR—Considerable activity has been displayed in this market during the week. Dealers have suddenly realized that their stocks are small and have done considerable buying to cover any exigency which may arise before the new stock is available. This activity in demand is especially the case in the country, where stocks were lightest. The market is firm and unchanged in price.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		5 00
Glenora		5 50
Manitoba spring wheat patents		6 00
" strong bakers		5 50
Five Roses		6 00
Harvest Queen		5 50

ROLLED OATS—The demand for rolled oats has been fairly good during the week and the advanced prices have been fully maintained at $2.55 per bag, and $5.35 per barrel. Gold Dust cornmeal in 98-pound bags has advanced 25c, now being quoted at $2.25 to $2.50. Ordinary cornmeal has gone forward 5c, now ruling at $2 to $2.05. There has been a good demand for these lines during the week.

Fine oatmeal, bags		3 05
Standard oatmeal, bags		3 05
Granulated "		3 05
Golddust cornmeal, 98-lb bags	2 35	2 50
White cornmeal	2 00	2 05
Rolled oats bags		2 55
" bbls		5 35

FEED—The feed market is much more active this week, which is due to the depleted condition of stocks generally. Dealers are buying in larger quantities than is necessary for immediate wants. Another factor which is responsible for the impetus which the market has received is the very bad condition of the pastures owing to the continued drought. Farmers are finding it necessary to feed as the supply is not sufficient to keep the stock in good condition. Prices have changed since our last report. Manitoba shorts are now quoted as high as $27, while the minimum of $25 remains the same. Bran is slightly easier at $21 to $22. Feed flour has declined also 10c, now ruling at $1.50 to $1.60.

Ontario bran	21 00	23 0
Ontario shorts	25 00	27 00
Manitoba shorts	25 00	27 00
" bran	00 21	22 00
Mouillie, milled	27 00	31 00
" straight grained	27 00	33 00
Feed flour	1 5[illegible]	1 60

TORONTO.

FLOUR—"The market is strong and business is booming," was the report given by a local miller this week. Both local and export business is exceedingly good. Prices remain on the same basis. The situation has been held firm for some time by reason of the way wheat has been held in the west. This will probably be changed somewhat this month, but the market seeme likely to remain firm for some time at least.

Manitoba Wheat.

90 per cent. patents		5 30
80 " "		5 00
Strong bakers		4 80

Winter Wheat.

Straight roller	4 00	4 20
Patents		4 40
Blended		4 60

CEREALS — The market continues strong with no changes and fairly good business at home in evidence. Considerable export business is also being done in rolled oats and oatmeal. At present dealers' stocks are low and it would seem advisable for retailers to buy now to avoid waiting later on. The outlook continues encouraging.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 80
Oatmeal, standard and granulated, in bags 98 lbs.	3 10

CEREAL AND CONFECTIONERY NOTES.

W. H. Jarman has opened a confectionery business at North Battleford.

James A. Hortop & Co., flour and feed dealers, Toronto, are succeeded by Noble & Co.

Miss Christina Jackson, Bridgeburg, has sold her confectionery business to Wm. Mathewson.

C. W. Barkwell has purchased N. Rutherford's fruit and confectionery business at Treherne, Man.

Asquith, Sask., will give a bonus of $3,000 to J. G. McLean, Winnipeg, to build a flour mill at that town.

Ramsay Bros. & Co., wholesale biscuit and confectionery, Vancouver, have opened a branch at Victoria.

The grain storehouse of W. Hannah & Co., East Toronto, was destroyed by fire last week. Full insurance was carried.

Chas. R. Cousins, wholesale flour merchant, St. Johns, has dissolved and the Charles R. Cousins Co. has been registered to carry on the business.

If there are any outstanding features that have made Mooney's Perfection Sodas so increasingly popular as they are it must be because they are always uniformly the same—fresh, crisp and pure. All careful buyers demand these qualities. Cater to their wants by offering them

MOONEY'S PERFECTION SODAS

Their delicious palatable flavor will appeal to those who can discriminate. Our method of baking is perfect and so is our packing. A trial order will speak more convincingly in favor of these biscuits than any argument we can set forth.

Write us to-day.

The Mooney Biscuit & Candy Company,

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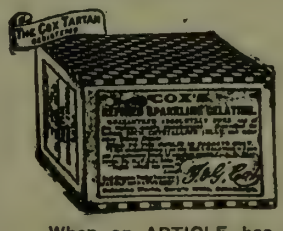
STRATFORD, - CANADA



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When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply COX'S GELATINE

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
P. Tippet & Co., "

J. & G. COX, Ltd
Gorgie Mills
EDINBURGH.

Chocolates That Sell

With Fall here you are thinking of confectionery lines that will please your customers. Holiday trade requires attractive goods. Our lines are unsurpassed.

CHOCOLATS MEURISSE

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Agents: Mathewson's Sons, Montreal: T. E. Charest, Quebec; W. C. Scott, 76 Queen St., Ottawa.

White Moss Cocoanut

Sells Everywhere

Standard For Years

MADE BY

The Canadian Cocoanut Co., = Montreal

There's many a good thing comes from Old England. In the eating line there's one good thing that has no superior and that is

CARR & CO.'S BISCUITS

World famed for quality they are good lines for you to recommend.

CARR & CO., CARLISLE, ENGLAND

Agents: WM. H. DUNN MONTREAL and TORONTO

HAMBLIN & BRERETON, Winnipeg, Lakes to the Rockies.
THE STANDARD BROKERAGE CO., Vancouver, B. C.

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. CIRARD, - Richmond, Que.

POT AND PEARL BARLEY AND FEED

For Close Quotations Write

JOHN MacKAY,
CALEDONIA MILLS,
BOWMANVILLE, - ONT.

Freight is no more on full strength
MAPLE SYRUP
containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.
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OPEN TO BUY
Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.
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THE MOST NUTRITIOUS COCOA

H. CONSTANT

First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Beaudry Street MONTREAL

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

DON'T FAIL
To send for catalog showing our line of
PEANUT ROASTERS, CORN POPPERS, &c.
LIBERAL TERMS.
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BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

CHANGES IN THE CANADIAN TRADE

Brief Items Summarizing the Changes in the Grocery Trade During the Week —New Stores Opened, Assignments and Sales.

Ontario.

T. G. Robinson has opened a grocery store in Galt.

Milo Young has opened a grocery store at Tillsonburg.

Wm. Mulveney, general merchant, Port Elgin, has assigned.

Thos. H. Delamere, Golgan, has sold his general store business.

John McTavish, Drumbo, is advertising his general store business for sale.

W. T. Morgan, Stittsville, is succeeded in the general store business by Jos. Lewis.

E. Grand, grocer, Ottawa, is succeeded in business by A. S. Grandmaison.

The stock of C. H. Durrant, grocer, Dundas, has been sold to J. E. Armstrong.

M. J. Debursy, grocer, Pembroke, is succeeded in business by Arthur G. Tannant.

R. J. Ormsby, carrying on grocery businesses on Parliament and Bloor Sts., Toronto, has assigned.

M. G. Brethom, grocer and crockery dealer, Kingsville, has sold his business to Elmer Quick.

Thos. S. Keer, proprietor of the Pure Food Grocery Co., Welland, has sold the business to D. T. Smith.

Bloomfield & Co., grocers, London, have dissolved partnership, C. Lewis retiring and W. H. Bloomfield continuing alone.

Bonneville & McDonald, grocers and liverykeepers, Lancaster, have dissolved. D. A. McDonald will continue the business.

Alexander & Cheyne, general merchants, Uxbridge, have dissolved. The business will be continued by James Alexander.

The Pette biscuit factory, Durham, has been sold to John McCartney, Montreal. The factory will re-open on January 1.

Seldon Meehan was presented with a gold ring by the staff of Primeau's grocery store, Lindsay, on severing his connection to take up a new position.

Quebec.

J. C. Delage, grocer, Quebec, has assigned.

Dame J. Dupre, grocer, Montreal, has been registered.

P. Lachance, general merchant, Stadacona, has assigned.

O. Poitras, grocer, Lachine, is offering to compromise.

A curator has been appointed for Benoit Hogue, grocer, Montreal.

P. H. Longpre, general merchant, St. Gabriel de Brandon, has assigned.

The assets of J. L. Tanguny, general merchant, Langevin, have been sold.

The assets of A. Lapierre, grocer, Montreal, are advertised for sale on October 2.

The assets of Napoleon Arbour, general merchant, Little Bonaventure, have been sold.

The grocery and liquor store of Richard Gould, St. Johns, was damaged by fire last week.

The general store of Mrs. A. Mildidge, Baskatong, was burned last week. It was partially insured.

The assets of G. Beaudet, sr., and G. Beaudet, jr., general merchants, St. Pierre Les Becquets, have been sold.

Western Canada.

E. Funk is succeeding A. A. McKenzie in the general store business at Drake, Sask.

G. C. Barker, general merchant, Marquis Sask., is succeeded by Nicholson & Yeo.

J. H. Snelgrove, grocer, Vancouver, has taken W. Woods into partnership in his business.

Maritime Provinces.

John G. Clark & Son, general merchants, Berwick, N.S., have assigned.

New Companies.

The Montreal Products Co., Montreal, has been incorporated with a capital of $500,000; to manufacture and deal in by-products arising from grains, roots, sugar, molasses and vegetable matter of all kinds. Provisional directors: A. Falconer, H. S. Williams, W. Bovey, J. L. Reay and S. C. Marson, all of Montreal.

The Thomas Wood Co., Montreal, has been incorporated, with a capital of $100,000; to import, roast and deal in coffees, teas and spices. Provisional directors. A. L. K. Browne, J. W. Cook, A. R. McMaster, R. P. Doucet and Margaret T. Darragh, all of Montreal.

MORE UNSATISFACTORY JARS.

Coaticook Grocer Voices Complaints Similar to Others.

Here's another letter regarding unsatisfactory fruit jars, with complaints along the same lines as several others we have published this season. It seems that somebody ought to take notice.—Editor.

"Editor Canadian Grocer:

"Dear Sir,—We would like to add our word of protest to the several others which we have noticed lately in your valuable paper regarding the very unsatisfactory condition in which the Canadian fruit jars arrive. We think we are strictly within the truth when we say we have had an average of one broken or defective jar out of every two dozen we have handled this year.

"We have sold this season for the first time a few of the American Schram jars and must say we have not found thus far one imperfect jar.

Why should our Canadian manufacturers be content to put their goods up in this slip shod manner and thereby encourage the importation of the American goods?

"Yours Respectfully,

WOODMAN & McKEE,
Coaticook, Que."

TO DEVELOP CANADIAN ONION TRADE.

A. McMeans, of the Ontario Agricultural College at Guelph, is in Montreal this week investigating the prospects of establishing a better onion trade in the native products. At the present time Canada imports largely from Spain, Bermuda, Egypt, Texas and Indiana, and it is with a view of supplying these demands that Mr. McMeans is now interviewing the large dealers in order to obtain their views on the subject. With a wider knowledge of the proper methods of cultivation there is no reason why the home market should not be more extensively supplied than at the present time.

Mr. Groceryman

¶ You are in a favorable position to take advantage of the offer of the Orange Meat people.

¶ They are advertising a series of Cash Prizes to the parties sending in the largest number of Carton bottoms taken from their Orange Meat packages.

¶ These prizes range from one dollar each up to a single Cash Prize of Seven Hundred Dollars, or an annuity of Fifty-two dollars every year during the life time of the Winner. Begin immediately. Full particulars on Card found in every package.

First Arrivals

Cape Cod Cranberries
Stock extra fancy.

Almeria Grapes
Heavy weights, fancy stock.

LET US HAVE YOUR ORDERS

Jamaica Oranges
Verdilli Lemons
Late Valencia Oranges

Valencia Onions
Large cases.

Canadian Onions
Yellow.

Canadian Apples
Fall and winter.

Write us for Close Quotations

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church Street, Toronto

B. L. O. E.
Best Lemons on Earth

It's the finest quality, honestly packed that makes

"ST. NICHOLAS"
"HOMEGUARD"
"KICKING"
"PUCK"
"LEAF" brands

The
B. L. O. E.

J. J. McCabe
Sole Agent
32 Church Street, Toronto

FRUITS, VEGETABLES AND FISH

British Columbia Coming to the Front as a Fruit-growing Country—Enormous Fruit Shipments From Niagara District—Nova Scotia Apples to Command Big Price.

An interesting statement of the development of the fruit-growing industry of British Columbia is made by Thomas Cunningham, fruit inspector of that province. During the past 14 years the money invested in fruit-growing in British Columbia has increased from $3,000,000 to $15,000,000, which shows the advancement horticulture has made at the coast. The present year's fruit crop is estimated to be worth $1,500,000 according to Maxwell Smith, Dominion fruit inspector, and T. G. Earl, a grower at Lytton, B.C., has just received from the Federal Government an order for 400 boxes of prize-fruit for exhibition purposes in Great Britain. B. C. apples have replaced California apples because of their splendid qualities and other fruit lines, too, are supplanting the fruit from across the border in the Western markets.

Central and Eastern Canada report good business in fruit lines. Take that district known as the Niagara Peninsula. In one week 75,000 baskets of fruit went out to the various Canadian markets by rail, fully as many more went by boat from St. Catharines and Niagara-on-the-Lake. This fruit was composed principally of peaches, plums and grapes. Apples are as yet uncertain, buyers being afraid of taking large quantities. Consequently prices are fully a dollar less than in New York. Nova Scotia is said to be holding some of its apples, hoping to get big prices during the winter. Prices are not expected to go high in Great Britain this year, due to the dull times prevailing there.

MONTREAL.

GREEN FRUITS—Fruits have been in fairly good demand during the week and prices have been shaken up somewhat but taking the average have reached the same level as last week. Some lines have gone forward while some have declined. Jamaica oranges are now on the market in barrels at $4.50. California Tokay grapes are being quoted at $2.25 to $2.50 per crate. The season for cranberries is also on and supplies are arriving from the great Cape Cod district. These arrivals are quoted at $9. Grapes are slightly stronger this week. Canadian pears for canning purposes have also gone forward, now ruling at 60c to 90c. There is an undertone of firmness in the apple market. Verdelli lemons have declined slightly this week, now being offered at $2.75 to $3, instead of $3.25. Pears have firmed up somewhat, now ruling at $3.75 to $4.50, instead of $2.75 to $3.25.

Jamaica oranges, bbl		4 50
California oranges, late Valencia	3 75	5 00
Peaches, boxes	1 25	1 50
Plums, basket crate, Italian and Hungarian	1 00	2 00
Pears, boxes	3 75	4 50
Grapes, California Tokays, per crate	2 00	2 50
Verdell lemons	2 75	3 00
Bananas, per bunch	1 25	1 50
Watermelons, each	0 30	0 40
Pineapples	4 75	5 50
New Apples, per bbl	2 00	3 25
Montreal melons, per basket of 13-14 melons	3 00	5 00
Cranberries, Cape Cod, early Blacks, per barrel		9 00
Canadian Muskmelons, in crates		1 25
Can Peaches, basket	0 75	1 25
" Plums, basket	0 50	0 75
" Pears, basket	0 60	0 90
Concord grapes, blue	0 18	0 20
Niagara " green		0 20
Roger " red		0 25
Delaware		0 35

VEGETABLES — Tomatoes were scarce last week comparatively, and this sent the price up 25c, now being quoted at 75c. Celery is firmer at 45c to 80c. Beets and turnips are firmer also. The demand during the week was only fair, so the upward fluctuations of the market was due to scarcity.

Parsley, per doz. bunches		0 25
Sage, per doz		0 50
Celery, per doz		0 25
Water cress, large bunches, per doz	0 45	0 80
Spinach, box	0 25	0 50
Green peppers, doz		0 50
Montreal cucumbers, doz	0 15	0 20
Beets doz bunch		0 15
Carrots, doz. bunch	0 15	0 15
Montreal tomatoes, gin box		0 10
Spanish onions, large crates	0 50	0 75
Lettuce, per doz		2 75
Radishes, doz		0 50
Horse radish, per lb	0 10	0 25
Beans, green, bag		0 10
Egg plant, doz		0 70
Cabbage, doz		0 40
Montreal new potatoes, bag	0 30	0 50
Onions, large bunch,	0 90	1 00
Fresh corn, per doz	0 15	0 20
Turnips, bag	0 07	0 12
Pumpkins, doz	0 60	0 75
Squash		1 00
		0 15

FISH—Fish is arriving in good supply. Haddock are coming in in better quantities and the price is lower. B.C. salmon, pike, dore, lake trout and whitefish are plentiful. Halibut is ½c lower this week. Brook trout, steak cod and market cod are also somewhat easier this week. Smoked haddies have declined a ½c since our last issue. Frozen gaspe salmon is also weaker by a ½c. In oysters "Standards," bulk have settled 10c. There is an excellent demand all along the line and the local fish men hav plenty of business.

Fresh and Frozen Fish.

B.C. salmon, frozen	0 14
Brook trout, lb	0 22
Haddock, per lb	0 04½
Fresh halibut	0 10
Mackerel, "	0 10
Dore, "	0 10
Steak cod	0 06
Market cod, lb	0 04
Pike, lb brochet	0 08
Whitefish, lb	0 10
Lake trout	0 09
Sea trout, lb	0 12
Flounders, lb	0 10
American live lobsters	0 22
Bullheads (dressed)	0 10
Smoked—	
Haddies (exp) 15 lb. bxs., per lb	0 07½
Kippered Herring, new, per box	1 25
Bloaters, per box	1 25
Smoked herring, per box	0 18
Prepared—	
Skinless cod, new, 100 lb. cases	5 00
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box	1 80
Dry cod, in bundles 112 lb.	6 75
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	0 06½
Boneless cod, 20-lb. boxes	0 08
Boneless cod, 20-lb. boxes	0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks	0 05½
Boneless fish, 25 lb. bxs., loose	0 04½
Salted and Pickled —	
No. 1 Labrador herring, brls	5 75
" " " ½ brls	3 25

No. 1 Mackerel, in pails	1 75
Medium green cod, per 200 lbs	6 50
Large green cod, per 200 lbs	7 50
No. 1 mackerel, half brls	7 50
" " brls	13 00
No. 1 salt eels, per lb	0 07½
Frozen—	
Salmon, Gaspe, per lb	0 17
" B.C. spring, per lb	0 14
Pickerel or Dore, per lb	0 10
Pike Brochet, round, per lb	0 05
" " dressed, per lb	0 06
Whitefish, small, round, per lb	0 06
" large, " "	0 08
Oysters—	
Standards, bulk, per gal	1 40
Standards, quart tins, sealed	0 40
Paper pails, per 100 qt. size	1 50
" pt. "	1 10

TORONTO.

GREEN FRUITS—A fair supply of all lines is arriving on the market this week, though there is no extra quantity of any particular fruit line arriving. Prices are firm with a slightly upward tendency. Canadian peaches are getting scarce and California and Utah varieties are coming in to help fill the gap, as have Idaho primes to help out the scarcity of plums. Grapes are still cheap, though supplies are not so large as anticipated. Crab apples continue firm. They have been rather scarce all season. Citrons are arriving more freely and watermelons are going off. The latter are being sold in barrel lots. Two cars of Verdelli lemons arrived this week. These will probably be the last arrivals of the season, as the November cuts will come along a few days earlier than in the past.

Bananas are coming along more plentifully, and oranges, while not brisk in supply, are sufficient for present needs.

Peaches, Canadian, fancy	1 00	1 50
" " medium	0 75	1 00
" " Freestone	0 50	0 75
California Elbertas, box		1 25
Plums, Canadian, greengage	0 60	0 90
" " large blue, basket	0 60	0 90
" Idaho, blue, crate		1 15
Pears, Canadian, Bartlett	0 60	1 00
" " preserving	0 30	0 60
Grapes, Canadian, blue, basket	0 17½	0 30
" " green	0 17½	0 30
" " Rogers and Delawares		0 20
" California, green, crate	1 75	2 50
Apples, Canadian,	0 20	0 30
" early fall, bbl	1 60	2 25
Crab Apples, basket		0 35
Musk Melons, Canadian, basket	0 40	0 50
Cantaloups Canadian, salmon flesh, basket		0 60
Oranges, late Valencias, California, box	3 50	4 75
" Jamaicas, bbl	4 50	5 00
Lemons, Messina	3 25	4 50
Limes, per case		1 00
Bananas Jamaicas, firsts	1 40	1 65
" Jamaica eights,	1 00	1 25
" jumbos	1 40	1 65
Watermelons	0 10	0 15
Cranberries, Cape Cod bbl	9 00	9 50
" " crate		3 25
Citrons, doz		0 75

VEGETABLES—Tomatoes are up a little in price. While they are free in supply they are not so plentiful as a week ago. No doubt the rain and cool weather had much to do with the fewer arrivals. Potatoes have declined in price. Spanish onions are slow in movement just now, the Canadian varieties being very free. There is still a little green corn to be had, and cauliflower is fairly plentiful. Prices generally are easier than last week. Cucumber pickles do not look quite so good as earlier arrivals, but other late vegetables are of good quality, though not any too plentiful.

Gherkins, basket		1 25
Tomatoes, Canadian, red, per basket	0 20	0 25
" " green		0 15
Beets, Canadian, basket	0 25	0 35
Egg plant, basket	0 20	0 30
Beans, wax, per basket		0 10

NEW FIGS

1st Layers of the season.
In stock 3, 4, 5, 6 and 7 Crown.

Cranberries, Sweet Potatoes
Long Island Native Oysters

We handle everything in Fruit, Produce and Fish.

WHITE & CO., Limited

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I KNOW

a practical demonstration in filling your orders will convince you of my ability to satisfy you. Send an order now. If the goods are in Toronto I'll get 'em.

W. B. STRINGER

Phone Main 5672
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FRESH ARRIVALS

Extra Fancy New Verdelli Lemons
California Late Valencia Oranges
All Sizes.
(Extra Fancy "Golden Orange" brand.)

Water Melons and Bananas
All Kinds Canadian Fruits and Vegetables
Also
California PLUMS PEARS PEACHES Prices Reasonable

HUGH WALKER & SON
GUELPH, ONT.

TO THE COUNTRY GROCERS:
We solicit your consignments of Poultry and Produce. Correspondence solicited. Sales reported promptly.
THE DAWSON COMMISSION CO., TORONTO

Potatoes, Ontario, per bag	0 80	
" New Brunswick, per bag	0 80	0 85
" sweet, barrel	3 75	4 00
" " hamper		1 50
Onions, Spanish, per 50 lb. crate		0 90
" white, pickling, basket	0 75	1 00
" Canadian, dried, bag	1 00	1 25
" Valencia extra, cases	2 75	3 00
Carrots, new, per bushel	0 40	0 50
Green Peppers, basket		0 25
Red Peppers, basket		0 30
Cabbage, Canadian, bbl.		1 25
Green corn, doz	0 09	0 10
Vegetable marrow, basket		0 25
Squash, basket doz.		0 30

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

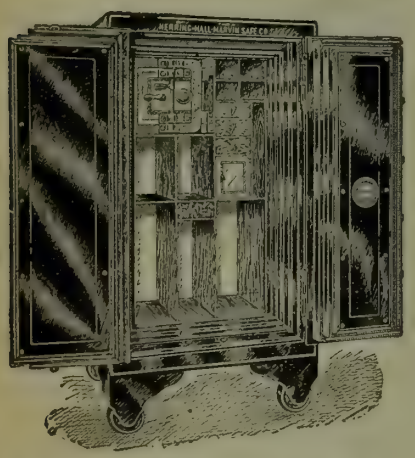
WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager



ANNOUNCEMENT !

¶ We have obtained the selling agency for

The Herring - Hall - Marvin Safes

¶ Every business man requiring protection for funds, documents, books, etc., will be interested in the new features and improvements contained in these safes.

The
Canadian Fairbanks Co.
LIMITED

MONTREAL, ST. JOHN, N.B., TORONTO, WINNIPEG, CALGARY, VANCOUVER.

White turnips bush		0 50
Cauliflower doz	0 50	1 00
Celery native, doz	0 40	0 50
Lettuce doz		0 25

FISH—Supplies are freer this week, especially the sea lines. Whitefish is a little easier, and so are trout. Nova Scotia soles and soft shell crabs are the new lines among fresh fish, and shredded cod and cod tablets are new in the dried varieties. The demand is still for fresh lines, the dried and smoked being called for later on. Frogs' legs at 70c a pound are the novelty this week. Oysters are increasing in sales, and being put up in handy carrying packages they command more attention.

Perch, large, per lb.	0 06	0 07
Blue pickerel, per lb.	0 05	0 07
White fish, Georgian Bay, per lb.	0 09	0 10
Herring, medium, per lb.	0 05	0 07
Whitefish, Lake Erie		0 10
Cod, fresh	0 08	0 09
Trout, fresh, per lb.	0 09	0 10
Halibut, fresh caught		0 10
Shredded cod, per doz.		0 20
Bluefins, small white, per lb.	0 06½	0 07
Haddock, fresh		0 07
Sturgeon, per lb.		0 18
Sea salmon	0 18	0 22
Pike	0 05½	0 07
Pickerel, yellow	0 08½	0 09
Frogs legs, pound		0 70
Soft shell crabs, doz.		4 00
Soles, Nova Scotia		0 06½
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 15-lb. box	1 35	1 40
Mackerel, each	0 18	0 20
Smelts, per pound		0 10
Pollock		0 05
Oysters, Long Island, standard gal.		1 50
" " medium selects		1 75
" " extra		1 85
Sole, Nova Scotia		0 15
Ciscoes, basket, 15 lb.		1 00
Finnan Haddie, smoked, 15-lb. package	0 08½	0 09
Boneless cod, quail on toast		0 05½
" " imperial		0 07
" " steak		0 08½
Shredded cod, doz.		0 90
Acadia cod, crate		2 40
" tablets, box		1 60

NOTES.

White & Co.'s bowlers won from a team picked from other fruit and produce companies last night, as follows:

Combination—G. Everist, 503; W. Campbell, 488; J. Heron, 320; H. Russell, 446; C. Cameron, 394; total, 2,151.

White & Company—G. Alcott, 462; E. Arkell, 474; J. Thomson, 399; M. Cuthbert, 402; E. Jordan, 493; total, 2,234.

COMMENTS ON COFFEE VALORIZATION.

Sao Paulo Scheme Said to Be in Bad Condition—Discussed by Various Sources.

The latest information obtainable regarding the coffee valorization scheme does not appear to be of a very encouraging character. The Sao Paulo senate has passed the bill authorizing the new $75,000,000 coffee loan, and it is stated that this loan is practically underwritten by the holders of the present underlying loans. There is also going the rounds a story of big banking profits at the expense of the coffee planters whom the valorization scheme was originally intended to benefit.

The New York Journal of Commerce charges the coffee manipulators with bad faith. It declares they are "selling out—on Sao Paulo. Leading German and Austrian interests continue to make unfavorable comments on the coffee valorization loan. An important Hamburg and Havre house predicts the failure of the "corner."

On the other hand, Willett & Gray, who are supposed to speak for the valorization interests, state that "prominent banking interests in Europe are willing to take a large share of the new loan."

The Sao Paulo legislature has increased the surtax on Sao Paulo coffee from three to five francs, to go into effect on September 24th. This is the equivalent of one dollar per bag, and is incidental to the consolidation of the valorization borrowings into the $75,000,000 loan, another measure passed by the legislature being the limitation of export to 9,000,000 bags in 1909, 9,500,000 bags in 1910 and 10,000,000 bags in future years. It is proposed to have an additional duty of 20 per cent. ad valorem on coffees exported when the limits of exports already named have been reached.

Herman Sielcken, of the firm of Crossman & Sielcken, who is the representative of the State of Sao Paulo in New York, refuses to discuss the charges which are being made against the banking and other interests in connection with the valorization plan, but other interests identified with the proposition attribute the predictions of the failure of the plan to market influences.

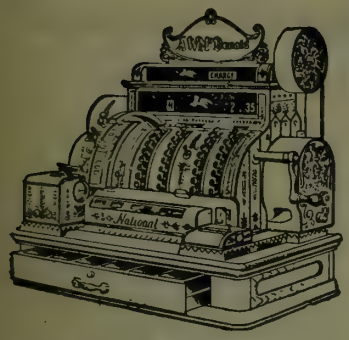
The plan has now been in operation for a year and Sao Paulo has borrowed about $75,000,000 to carry it through. In this process it has purchased 8,000,000 bags of coffee, a large part of which has been warehoused in Europe and here. The success of the plan depends on the belief of the experts that the phenomenal production of 1906-7, which was about double a normal crop, cannot be repeated for many years to come, and the state counts on a shortage of the Brazilian crop for the next few years, which will allow the warehoused surplus to be marketed.

The foreign firm, whose circulars attacking the plan have just reached the coffee trade here, makes the claim that the Brazilian authorities are now apprehensive that their calculations of short crops to follow the bumper production of 1906-7 will not be borne out, and are now secretly selling warehoused coffee.

The Journal of Commerce says: "At least $10,000,000 of the $75,000,000 loan will be taken in New York, according to present arrangements, and will be financed through the National City Bank, and the remainder will be taken up very largely by continental houses. It is proposed to consolidate all the present loans into the new one, which will, it is understood, be distributed at about 90. This will make a nice banking commission for the National City Bank and its friends, who subscribed the $15,000,000 5 per cent. loan last year at about the same terms, and will now be able to transfer it at par into the new loan at 90. Truly Brazilian banking is showing spectacular liberality, and the coffee planters are paying the bill. The coffee loans to be consolidated include the original loan of $16,000,000 on 2,000,000 bags of coffee taken by Arbuckle Bros. and some smaller coffee houses in this city and prominent coffee and banking houses in London, Havre and Hamburg. The $15,000,000 Schroeder-National City Bank loan will also be taken over if present plans carry. The consolidated loan will also include the various other coffee loans that have been made on similar terms as the first-named loans secured by warehouse receipts for coffee."

Do They Pay?

Ask the Man who Has One!



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F. E. Mutton, Canadian Manager

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HAND POWER
ELEVATOR

LOAD, 1,500 lbs. CAR, 6 x 5 FT.

$100.00

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We supply drawings and instructions enabling anyone to install.

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Write our nearest office for full particulars.

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HEAD OFFICE — TORONTO, ONTARIO

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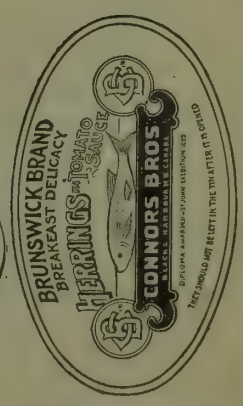
"Brunswick Brand"

BRUNSWICK BRAND
KIPPERED HERRING
CONNORS BROS.
BLACK'S HARBOUR N.B. CANADA
DIPLOMA AWARDED at ST JOHN EXHIBITION 1885
THEY SHOULD NOT BE LEFT IN THE TIN AFTER IT IS OPENED



Connors Bros., Limited

Black's Harbor, N.B.

FACTS ABOUT GROCERIES

Interesting Information for Grocers and Clerks Regarding the Goods They Sell.

The Value of Flavor.

There is no doubt that the matter of flavor counts for more with the average purchaser of food supplies than does the consideration of nutriment. People will buy what is palatable rather than what is nourishing. At first glance this may appear a very foolish procedure, but on reflection one is inclined to think that food which pleases is calculated to do quite as much good as food taken according to prescription, even though the latter may be according to the book.

Oysters are exceedingly extravagant as food, as there is practically no protein obtainable from them. Cavair, again, will not compare with the plebeian bloater as regards nutritive value. There are other points, however, to be considered than scientific theory. An invalid, for instance, may be tempted to take oysters in preference to beef steak, and although he would require to consume no fewer than 200 of these succulent bivalves to obtain the equivalent in albumen or fibrine of a pound of beef, that fact counts for nothing if the beef could not be digested. Chemical analysis of food takes no heed of the physical factor of digestion and when food is pleasing, digestion is materially aided.

Cranberries.

Cranberries play a most important part in the repertoire of all sorts of caterers at this season of the year, though little attention is given to the extent these little red berries are cultivated. The bogs and meadows of Cape Cod are the natural home of the cranberry, where they grew in a wild state until about one hundred years ago, when they were deemed worthy of cultivation. The results of the first cultivation, however were so satisfactory in the way of increased returns that other tracts were planted, until now the acreage of cultivated cranberries in the Cape Cod district amounts to more than 6,000 acres, which produced, according to statistics, upwards of 600,000 bushels of cranberries in 1900.

About 25,000 acres are now devoted to cranberry raising in the United States, but Cape Cod leads in the total output, though the acreage in New Jersey is not far from 9,000 acres at the present time. The industry has also been developed to some extent in the Maritime Provinces and there is talk of making use of the bogs in Northern Ontario for the same purpose.

In this country, cranberries are used almost exclusively for making jelly and for stewing, while abroad they are put to more varied uses. In Russia wine and other beverages are made from them; in Germany they are preserved in sugar, and in England they are kept in bottles filled with pure water and tightly corked. American berries are larger and brighter than the European variety, and large quantities of them are exported annually. The old-fashioned way of gathering the crop was by picking the berries by hand; but of late years they have been gathered with the assistance of a mechanical picker. There are several varieties of these devices, most of them being like overgrown combs with long, blunt teeth of wood or iron, with which the berries are raked from the vines. It is said that with one of these devices a person can gather about 400 quarts a day, while a handpicker cannot gather more than one-half that quantity.

Cranberries are not marketed as soon as picked as the demand for them does not begin until several weeks later. In the meantime, the fruit is stored in the bogs, the only precaution necessary being to prevent their freezing. People used to think that cranberries must be packed in casks and covered with water if they were to be kept any length of time, but that custom has disappeared.

When the fall and winter holiday season commences there is no fruit that is more in demand by all classes of people than cranberries, and in years of short crops which occur occasionally, as in 1874, the little tart, red berries command very high prices, and brought in the year mentioned $16 and upwards a barrel.

Thyme.

A dwarf herb of the mint family. One kind is botanically indicated as Thymus vulgaris, and grows wild as a bushy undershrub from six to ten inches high, with very small ovate leaves, which have an agreeable, strong and penetrating odor; but the kind cultivated in gardens is a native of the South of Europe. It loves rich sandy soil in the sun, and is more delicate in perfume than the other. The leaves should be gathered for drying at end of July or in August. It is used, both green and dried, as a warm, pungent, aromatic seasoning for soups, stews, stuffings, sauces and other culinary preparations.

To Avoid The Financial Crisis, Handle

SHAMROCK

BIG PLUG

SMOKING TOBACCO

It will pay you a good profit. Besides building you a trade.

McDOUGALL'S

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THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

To Increase the Volume of Your Business

it pays to always carry in stock these famous brands of cigars :

Champlain — St. Louis (5c. retailer)
Havana Second — El Sergeant (10c. retailer)

The last named received the Gold Medal of Merit at the Paris Exposition, 1900.

If your jobber refuses to procure these brands for you write direct to

JOS. COTE

The Largest Importer of Smokers' Articles and Wholesale Tobacco Merchant in the Dominion.

Office, 186-188 Rue St. Paul. Phone 1272
Warehouse - - 119 Rue St. Andre
Branch - 179 Rue St. Joseph. Phone 2097
QUEBEC

Tel. Up 2076 — Tel. East 5964

YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Buidlng, MONTREAL.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade

Australian Storekeepers

handle

"OXOL"

FOR CATTLE

in immense quantities.

Canadian Storekeepers

will shortly do the same.

"OXOL" FOR CATTLE

No. 1, "Oxol" Pulverised Doses; No. 2, "Oxol" Drench for Calves; No. 3, "Oxol" Horse Balls; No. 4, "Oxol" Salve; No. 5, "Oxol" Easy Milking Pomadium; No. 6, "Oxol" Swine Powders.

These six very scientific preparations are compounds of the purest and highest quality. They **Feed, Fatten and Cure** Horses, Cattle, Sheep and Swine. **One Agent Only** will be established in each district, and will be advertised as Sole Superintendent of our trade in his particular territory. Applications for district agencies are invited to be sent in at once to

S. K. & T. C. WINDSOR, 253 St. Paul and 2 St. Vincent Sts, MONTREAL

and in England, Australia and New Zealand

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

THE IDEAL STORE FIXTURE

"WALKER BINS"

There is a personal satisfaction in having a store equipped with Walker Bin Fixtures.

The beauty of their design and their elegant appearance are unsurpa sed, and for this, as well as for the peculiar attractiveness of their display, they impress the customer and offer a continued and irresistible temptation to buy. Their compactness and convenience are appreciated by the clerk, who finds everything he wants, when and where he wants it. They are a joy forever to the proprietor, for he sees his sales increasing, his losses, from waste, dirt, insects and samplers, diminish ng and his store service prompt and effective.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,

BERLIN, ONT. Limited

Representatives

Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

Montreal; Kenneth H. Munro, Coristine Bldg.

The Elgin National Coffee Mills

40 Sizes and Styles

They are the

Fastest Grinders

Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.

We make a specialty of

COUNTER CHECK BOOKS

for all kinds and makes of LOOSE LEAF SYSTEMS

Write for prices and samples.

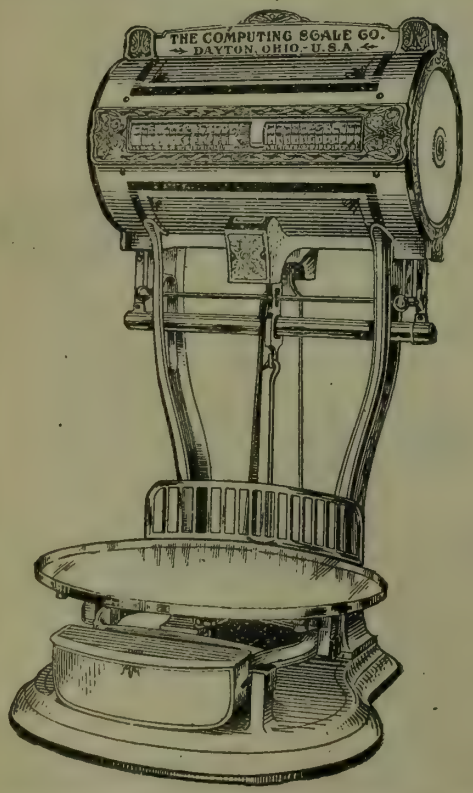
We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL

Canada



DAYTON MONEYWEIGHT SCALE

NOTE THE LOW PLATFORM

Overweight Problem

Solved!

With this 1907 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

Thls is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

Gives the exact weight for the exacting dealer.
Gives the exact weight to all customers.
True as steel and built for a lifetime of exact weighing.
Weighs to an ounce computes to a cent.
Low platform—only 6½ inches from the counter.
Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited

164 W. King St., Toronto, Ont.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

—

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30	00
" " "	6 months...	17	00
" " "	3 months...	10	00
50 " "	1 year.....	17	00
" " "	6 months...	10	00
25 " "	1 year.....	10	00

PERIODICALS.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

NATIONAL AID—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, Cor. Yonge St. and Wilton Ave., Toronto, Ont.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

IT PAYS FOR ITSELF.—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, Cor. Wilton Avenue and Yonge Street, Toronto, Ont.

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

SITUATIONS WANTED.

PREPOSSESSING YOUNG MAN (railway stenographer) wants make change to grocery line. No objections to clerking in store. Box 215, CANADIAN GROCER, Toronto.

REFRIGERATORS
FOR BUTCHERS AND GROCERS
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

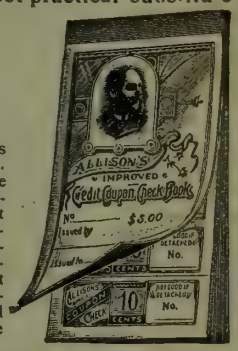
might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

It Takes a Lot of Time to Keep Books

and when the entries are made up of many small items the expense is away out of proportion to the amount involved. Many attempts have been made to devise some safe and economical way to avoid this burdensome labor. The most practical substitute is the

Allison Coupon System



It is safe. Keeps a perfect record. Leaves no loophole for complaints. Eliminates 95 per cent of the labor. Requires the investment of but a trifling sum. Does not necessitate the employment of skilled clerks. Here is the plan:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no chargin', no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by the

Allison Coupon Co.

INDIANAPOLIS, IND.

Persons writing advertisers will kindly mention having seen their ad. in this paper.

Lea's

Our Faith in the Canadian Consumer Confirmed

We have packed and shipped more pickles in the last 45 days than we sold last year, and we are still 4,000 cases behind.

Does this not prove to you that the Canadian consumer will support home industry, when the goods have quality? We are packing as fine goods as firms of international reputation, and at a price that will appeal to the pocket of your customer in every walk of life. Do not doubt this, but try a small quantity if you have not already done so, and be convinced, as hundreds of retailers have been in the last year. This is proven by our sales.

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Western Representatives: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

October 2, 1908.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
2-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 65
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal-Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 10
½-lb. " " "	1 2
¼-lb. " " "	0 6

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Brooms

	Per doz.
Nelson's—	
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals

Wheat OS, 2-lb pkgs., per pkg	0 08
" 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
" Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

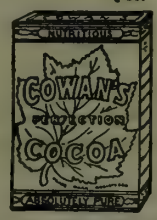
THE COWAN CO., LIMITED.

Cocoa—

Perfection 1-lb. tins per doz	$1 80
" ½-lb. " "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes	0 40
" ½-lb. " "	0 40



Sweet Chocolate—	
Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30
Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.	
Chocolate—	
Maple buds, 5-lb. boxes, lb	0 33
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz., $ .90
¼ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ¼'s (for cooking), doz	0 90
Prepared cocoa, ½'s	0 32
Prepared ½'s	0 30

Mott's breakfast cocoa, ½'s	0 42
" " ¼'s	0 42
" No. 1 chocolate, ½'s	0 36
" Navy ½'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
¼ and ½ b. " "	0 27½
¼ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15	15 lb. pails and 10, 25 and 50 lb.

boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 13	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 1
Desiccated	0 16	....	0 5

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ¼ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD. White Swan Blend.

1-lb. decorated tins, 32c. lb	
Mo-Ja, ½-lb. tins 30c. lb.	
Mo-Ja, 1-lb. tins 28c. lb.	
Mo-Ja, 2-lb. tins 28c. lb.	

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 8 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —Imperial

Large size jars, per doz	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 6's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
" " 10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, "	0 25
Maple Buds 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 3½
500 books to 1,000 books	3

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	¼ "	9 00

THOMAS J. LIPTON

Prices on application.

Assorted Case,	Contains 2 doz..$2.50
Chocolate (Straight)	Contains 2 doz..$2.50
Vanilla (Straight)	Contains 2 doz. $2.50
Strawberry (Straight)	Contains 2 doz..$2.50
Lemon (Straight)	Contains 2 doz..$2.50
Unfavored (Straight)	Contains 2 doz..$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

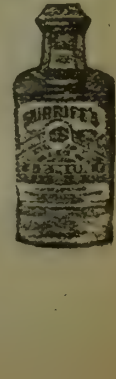
Robinson's patent barley ½-lb. tins	$1 35
" " 1-lb. tins	2 25
" groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.



RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides

MORSE BROS., Props. - Canton, Mass., U.S.A.

Variety is the Spice of Life

IT is change which relieves the monotony of existence and adds to the enjoyment of both work and play. In the matter of reading, Noah Porter, the eminent American philosopher, once said, "No man can read with profit that which he cannot learn to read with pleasure." The October edition of the Busy Man's Magazine is so varied in contents and entertaining in character that it will afford profit and pleasure to all. Procure a copy and you will be thoroughly well satisfied to become a permanent reader of this popular periodical.

BUSINESS AND INDUSTRY
A Bank Entirely Free From Private Interests.
The Timber Supply of The Future.
The Executive's Buffer.

ARTICLES FOR THE WORKERS
Where Progress and Education Join Hands.
The Older He Grows The More Active He Is.
A Common Place Business Career.
What Happens To The Grouch.

ENTERTAINING SHORT STORIES
Masterson's "Bargain" Motor Boat.
Mrs. Carstairs' Last Bet.
The Outwitting of Mr. Bearby.
Visiting Bob's People.
A Problem For Two.

TRAVEL AND DESCRIPTION
The Oldest Religious Band in America.
The Story of "The Coward."

THE
October
Busy Man's
Magazine
is on sale at all newsstands

The Magazine with the Red Cover

20 cents a copy ; $2.00 a year.

LIFE STORIES OF SUCCESSFUL PEOPLE
A Business of Millions Managed By a Woman
A Man Who Has Helped Many a Young Man In Business
How Mr. Derbyshire Became The "Cheese King" of Canada.
The New Occupants of Government House.

POLITICAL AND COMMERCIAL AFFAIRS
A Corner In The Price of Drinking Water.
How we Elected The Old Man.
What Constitutes True Leadership?

OTHER BRIGHT ARTICLES
Where Women Have To Cast Their Votes.
Dancing Is Only An Expression of Life.
The Littlest Woman In The World.
An Exhibition That Breaks Many Records.

ADDITIONAL FEATURES
Contents of the October Magazines
The Busy Man's Bookshelf.
Improvements in Office Devices.
Humor in Magazines.

The Busy Man's Magazine

Montreal Toronto Winnipeg New York London, Eng.

ASK ANY MAN

what is the best blacking to buy and he will say almost invariably *"2 in 1."* Why? Simply because he has read more about it, heard more about it and got better satisfaction from it than any other blacking he ever used.

2 in 1

SHOE POLISH

Aren't you going to share in the profits that come from handling this staple article? Get in line to-day with the wide-awake dealers who are selling it.

"Our advertising will bring you trade, while the merits of "2 in 1" will hold it."

The F. F. DALLEY CO., Limited

HAMILTON, CANADA
BUFFALO, N.Y., U.S.A.

Sell These

And Make Money

"SIMPLY DELICIOUS"

IS THE VERDICT INVARIABLY GIVEN

Agents: Rose & Laflamme, Limited
Montreal and Toronto

Shelled Almonds

Valencias and Jordans

Table Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case.....per lb. 07½
5 and 7-lb. tin pails, 5 and 9 pails in crate.....per lb. 0 07
7 and 14-lb. wood pails.....per lb. 0 07
30-lb. wood pails ..... " 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb. 0 07
30-lb. wood pails..... " 0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 80

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited

GENESEE PURE FOOD CO.

Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

weight 8 lbs. per case; freight rate and class

THE ROBERT GREIG CO.

White wan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price "Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....	$0 09½
½-bbls.	0 10
Tubs, 50 lbs.	0 10
20-lb. Pails.	2 05
20-lb. tins..	1 95
Cases 3-lb..	0 10½
" 5-lb..	0 10½
" 10-lb..	0 10½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pallets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks.....	1 45
" 100 sticks.....	0 78
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 00
3 cases of 4 doz.....	2 50
5 cases or more	1 40

Marmalade.

W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb.	glass	jars.
Pineapple	" 1	"	"
Green Fig	" 1	"	"
Green Fig and Ginger	" 1	"	"
Lemon	" 1	"	"
Grape Fruit	" 1	"	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Shredded"—	
1-lb. glass, doz.....	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4.7
" " hotel.....	4.90
Silver Cow Milk.....	5.00
Purity Milk.....	4..0
Good Luck.....	4.30

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins.....per doz.	$ 1 40	
"	½-lb. tins ..... "	2 50	
	1-lb. tins ..... "	5 00	
Durham	4-lb. jar.....per jar.	0 75	
"	1-lb. jar..... "	0 35	
F. D	½-lb. tins .....per doz.	0 85	
"	-lb. tins..... "	1 45	

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	3 50
" ½-pts. 24's.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.
½-pint bottles, 3 & 6 doz., per doz..... 0 90
Pint " 3 doz..... .... 1 75

THOMAS J. LIPTON
Prices on application.

Soda.

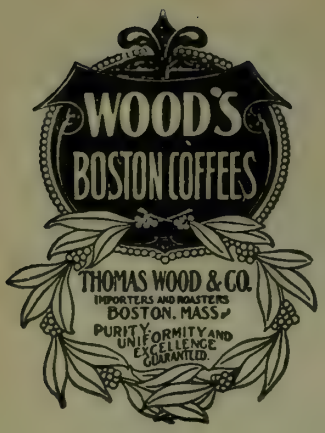
COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 60 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND. Per case

No. 1, cases,	60 1-lb. packages.....	$ 3 75	
No. 2, "	120 ½-lb. "	3 75	
No. 3, "	{ 30 1-lb. " 60 ½-lb. " }	3 75	
No. 5 Magic soda—cases 100—10-oz. pkgs.			
1 case		1 35	
5 cases.....	.....	3 75	

STRIKING FEATURES



PURITY appeals to all classes of consumers.

UNIFORMITY holds the patron to his favorite brand, so that your trade is not fluctuating, but permanent, with possibilities for increase always before you.

SUPERIORITY lends its powerful influence to the other claims, and

WOOD'S COFFEES

are known far and wide as the ideal goods for the millions.

They are not "here to-day, there to-morrow" products, but are like faithful allies, and hold up the Grocer's hands in extending trade.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	12 00
Straw hat polish	"	10 20

3 doz. to box $3 45

6 doz. to box..... $6 90

30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 1-lb. cartons	
No. 1 " " 4-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-tid boxes.	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss; large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 8½

BRANTFORD STARCH WORKS, LIMITED. Ontario and Quebec.

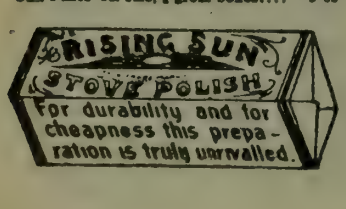
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 7½
Kegs 100 lb.	0 07½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Culinary Starches—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

pkges, cases 5 doz., per case.. 4 75

Stove Polish.

	Per gross
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 60
Rising Sun, 3-oz. cakes, gross box	4 80
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ per lb.
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.

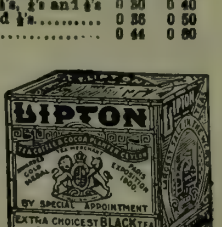
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton

75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label, ½'s and 1's	0 24	0 30
Orange " ½'s, ¼'s and 1's	0 30	0 40
Pink " ⅛ & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's	$0 30	$0 75
Blue Label, ½'s	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—		
Victoria, hf-c, 90 lbs	0 25	
Princess Louise, hf c, 80 lbs	0 19	
Ceylon Green Teas—Japan style—		
Lady, cases 60 lbs	0 18	
Duchess, cases 60 lbs	0 19	

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

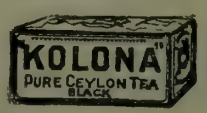
	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ½'s	0 70	1 00
" " ¼'s	0 55	0 80
" " ½'s	0 44	0 60
" " 1 lbs. & ½'s	0 40	0 60
" " ¼'s	0 38	0 50
" " 1 lbs, & ½'s	0 35	0 50
" " 1 lbs, ½'s	0 30	0 40
" " ¼'s	0 25	0 32
" " ½'s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

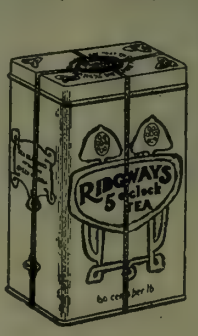


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20	
" " ½-lb., " "	0 21	
Blue Label, retail at 30c	0 23	
Green Label, " 40c	0 30	
Red Label, " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label, " 80c	0 56	

RIDGWAYS.

London, Vancouver, Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Count, ½'s and ¼'s	0 35	0 50
5 o'clock, 1's and ½'s	0 43	0 60
H W B, 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s, and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s, and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s, and 13s	0 53
" Club, 6s, and 12s	0 45
" Universal, 13s	0 47
" Dixie, 7s	0 53

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C., Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ¼-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

WARNING!

Crescent BM&Co. TRADE MARK. Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

Good Vinegar

Sells just as easily as the other sort and it is a deal more satisfactory to handle.

WHITE, COTTELL & CO'S

Vinegar is Good Vinegar

All who have used and tested it agree on that point and will tell you so. The best is always sure to win in the trade race, so have an early shipment of our vinegar as a starter.

CANADIAN AGENTS—
Hudson's Bay Co., Vancouver, B.C.
W. L. MacKenzie & Co., Ross Ave., Winnipeg
Kenneth H. Munro, Coristine Bldg., Montreal.
Kyle & Hooper, Front St. E., Toronto
Royal Stores, St. John's, Nfld.
W. A. Simonds, St. John, N.B.

White, Cottell & Co.,

Camberwell, S.E. LONDON, ENG.

SALT

for every purpose.

Season Advancing!

Advisable arrange for
your stock NOW.

VERRET, STEWART & CO.
LIMITED
MONTREAL

Yellow Peaches

In 2's, 3's or Gallons. Light and Heavy Syrup, also Standards.

We are able to supply you this year with the best goods that have ever been packed.

We have just installed a most up-to-date system for peaches *solely*, which embodies the most approved Californian ideas. *Our quality will surprise you.*

What about Your Order?

Place it now. We will ship after a while if you wish.

J. H. WETHEY, LIMITED
ST. CATHARINES
PACKERS OF LAUREL CANNED GOODS

A Bargain in Pickles.

A Cheap Line of Ceylon.

Empire Brand

"Future" Raisins.

Currants and Peels at low prices.

The Kiji Japan on the way.
Extra value.

4 Free Phones Here for Use.
USE THEM

SEE OUR TRAVELLERS OR COMMUNICATE WITH US—LETTER, WIRE OR PHONE.

GEO. E. BRISTOL & CO.
(Successors to Lucas, Steele & Bristol)
Hamilton, - - - - Ontario

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, OCTOBER 9, 1908. NO. 41.

"At home and abroad"

KEEN'S OXFORD BLUE

enjoys the reputation at home and abroad as the most perfect and satisfactory blue made — Knowing this Mr. Grocer, it's money to you to make it your leading laundry blue.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion **Montreal.**

"Crown" Brand Table Syrup

(CORN SYRUP)

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½ Brls. Kegs and Pails.

Freight paid on 5 cases and over to al railway stations east of North Bay.

The enormous increase in the demand for this delicious table syrup in all parts of Canada is your most positive argument to stock it. The consumer knows it to be Pure, Clear, Rich, Nutritious and Healthful.

SOLD BY ALL JOBBERS. DEMAND "CROWN" BRAND.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

Imported Cheese

Roquefort (Societe)
Gorgonzola
Gruyere (Swiss)
Edam
Camembert
Limburger
Stilton (Melton Mowbray)

Our importations of foreign cheese are made under conditions that warrant the different varieties—which are selected from the best factories in Europe—reaching here in a perfectly matured condition. We buy largely, and are thus enabled to get the closest price, which we offer to our customers in turn. You can depend upon quality, price and delivery.

MacLaren Imperial Cheese Co., Ltd.

Head Office: TORONTO

RING out THE OLD

1908

RING in THE NEW

NOTICE

On and after 1st November we shall discontinue shipping old style Gelatine and only supply

Cox's Instant Powdered Gelatine

This is the **most perfect,**
most convenient,
most attractive
and in every way the **BEST**
article of the kind—absolutely pure.

There will be no change in the size or appearance of the packages—and no change in price—only the Gelatine is up-to-date and made to suit the age as it can be prepared in a **few moments.**

J. & G. Cox, Limited

Gorgie Mills, - EDINBURGH

Sole Manufacturers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

G. WALLACE WEESE
Manufacturer's Representative
Grocers' and Confectioners' Supplies, Storage and Distribution attended to.
Am open to accept one or two more clients, established connections.
Offices: Myles' Fireproof Storage Warehouse
HAMILTON, CANADA. Correspondence Solicited

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

HOWARD BLIGH & SONS
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Importers, Exporters and General Commission Merchants.
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.
Domestic and Foreign Agencies Solicited.
Highest References.

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FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
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TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
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Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
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Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connect on with the grocery trade.
Correspondence will receive promp attention

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GROCERY AND FRUIT BROKER
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Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

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T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

On the spot
EVAPORATED APPLES
WHITE BEANS
LOWEST PRICES
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

TORONTO.

TAPIOCA
We have both
Medium Pearl and Seed
ON SPOT and our prices are right
Anderson, Powis & Co.
Agents
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Dominion Storage & Forwarding Co., Ltd.
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Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.
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W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Don Storage & Cartage Co. Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

(Continued on page 4.)

Our first new season's shipments of

ELEME FIGS
CANDIED PEEL
MALAGA RAISINS
SULTANA RAISINS

ARE NOW IN STOCK— GET OUR QUOTATIONS FOR PROMPT SHIPMENT

EBY-BLAIN, LIMITED

Wholesale Grocers TORONTO

A TIP

Compare our Price List below with other Package Teas you are buying. It is bound to appeal to the up-to-date grocer.

TRADE PRICES

TERMS : DRAFT THIRTY DAYS NET. FREIGHT PAID

YELLOW LABEL.—Pounds cost you 20c. Half pounds cost you 21c., you sell at 25c. per pound. This grade when bought alone cash must accompany the order.

GREEN LABEL.—Pounds and half pounds. Costs you 24c., you sell at 30c. per pound.

BLUE LABEL.—Pounds and half pounds. Costs you 25c., you sell at 35c. per pound.

RED LABEL.—Pounds, half pounds, quarter pounds and one-eighth pounds. Costs you 30c., you sell at 40c. per lb.

WHITE LABEL.—Pounds and half pounds. Costs you 35c., you sell at 50c. per pound.

GOLD LABEL.—Pounds and half pounds. Costs you 42c., you sell at 60c. per pound.

PURPLE LABEL.—Half pounds and quarter pounds. Costs you 55c., you sell at 80c. per pound.

DOLLAR TEA, EMBOSSED LABEL.—Half pounds and quarter pounds. Costs you 70c., you sell at $1.00 per pound.

ALL GRADES PACKED IN BLACK, MIXED AND GREEN

THE BLUE RIBBON TEA CO., Limited
266 St. Paul St. - Montreal

Manufacturers' Agents—Continued.

QUEBEC

J. P. THOMAS
WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
Correspondence invited
25 ST. PETER STREET, - - QUEBEC

WINNIPEG

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

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Wholesale Commission Merchants and Brokers
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Correspondence Solicited

BRACK & KIRKLAND
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Track Warehouse, 137 Bannatyne Ave. E.
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Grocery Broker and M'f'rs Agent
WINNIPEG, CANADA
Branch at Calgary

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

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Carman Brokerage Co.
Wholesale Grocery Brokers
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
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'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

...ESTABLISHED 1849...

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Firms Abroad Open for Canadian Business.

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LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

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You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
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Coffee, Its History, Classification and Description

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This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
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This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

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IT WILL PAY YOU TO SEND AT ONCE.

MACLEAN PUBLISHING COMPANY
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"Just As Good" As Canadian Canners' Are Not As Good.

In almost every line of merchandise there is some leader, in comparison with which other articles of the same class are claimed to be "just as good." The claims of other packers that their brand is "as good as Canadian Canners'" is really a compliment to our brands. The shrewd merchant at once concludes that there is nothing to be gained by experimenting and that the way to hold and increase his trade is to stock the standard lines once more.

ORDER FROM YOUR JOBBER:

BRANDS:—"Canada First" (Aylmer), "Little Chief," "Log Cabin," "Horseshoe" (Bowlby), "Auto" (Canadian Canners), "Kent," "Lynnvalley" (Simcoe), "Maple Leaf" (Delhi), "Lion" (Boulter), "Thistle" (Brighton), "Grand River" (Lalor), "White Rose" (Lakeport).

Canadian Canners, Limited

Hamilton, Canada.

Quality Inspires Confidence

Ever since we've been in the canning industry—and we've been in it some little time now—we've made a practice of keeping the quality of our goods up to the very highest standard. And the high-water mark of quality was that we wouldn't turn out a can of goods that we might not care to have for our own personal use. Of course this meant unusually close precaution to see that none but the very cleanest and purest product entered into the contents of the cans. But we tried to look at it from the standpoint of the consumer, and we figured out that it would pay us in the end by inspiring the confidence of the consumer in the high-grade quality of our goods, and our efforts to satisfy him on a square-deal basis. This is the chief reason why

OLD HOMESTEAD

Canned Fruits and Vegetables

are the best canned goods you can get anywhere for your money. Because we have from the first insisted on quality.

OLD HOMESTEAD BRAND CANNED GOODS are prepared from rich, ripe, juicy fruits and vegetables—sound, wholesome and clean—and we preserve their natural flavor and nutritious qualities by up-to-date canning methods and the best of white labor. These are some of the features that have made OLD HOMESTEAD BRAND the canned goods of quality—profitable to the dealer and satisfactory to the consumer. Order a sample shipment—you will appreciate their quick-sale qualities.

All good jobbers carry OLD HOMESTEAD BRAND
All the best class of customers demand it.

The Old Homestead Canning Co.

Picton, Ontario

THE TEST OF TIME

The TEST OF TIME decides whether an article merits the confidence of the public or not. During the seventeen years we have been in business, without a single exception our sales have shown marvellous increases. Last week alone the sales of "SALADA" were

20,363 LBS.

GREATER than the corresponding week of 1907. Does this not prove that "SALADA" has the confidence of the grocer and the consumer? Is it not reasonable in view of the matchless quality and value offered? There is more real profit to the retailer in stocking and pushing goods already well-known for quality and ready sale than in any unknown goods with the attendant risks. We absolutely guarantee the sale of "Salada" and refund the full-purchase price if it does not sell.

TORONTO SALADA CEYLON TEA MONTREAL

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

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Purveyors to H.M. the King, Mayfair Works, Vauxhall,
LONDON - ENG.

RAISINS AND ROWLEY

are synonymous. The standard wherever the finest fruit, most neatly put up, is desired. To satisfy your customers to-day, to-morrow, all the time, to bring them back, see that your leaders in raisins are

F. W. ROWLEY
DENIA
Extra Fine Selected

and

S. BODI
DENIA
Finest Selected

YEARS HAVE PROVED THEIR QUALITY

Now is the time to place your order. You will require these brands for your Xmas trade. We wish to hear from you about SHELLED ALMONDS also. Beautiful stock, in 14-lb. and 28-lb. boxes. Prices attractive.

UNDERDOWN & CRICHTON

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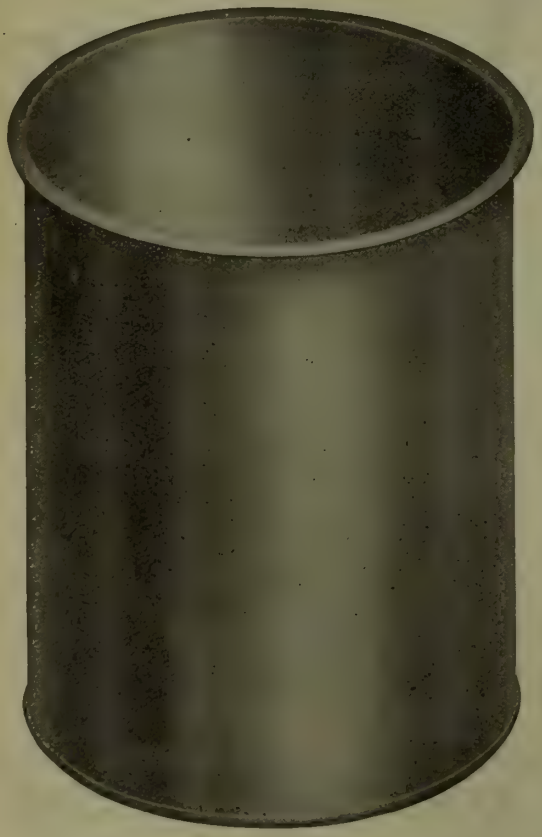

Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato,** not the **Tomato** to the size of the **Opening.**

Pack **Whole Tomatoes,** not Crushed Fruit.

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

Max Ams Patents

A Faultless Product

¶ There is no better factory in the world, adapted solely to the production of Macaroni and similar pastes, than that of Felix Codou in Marseilles, France. Every modern appliance is there—it is scrupulously clean—the original has been enlarged several times to meet the steadily increasing demand from particular people.

Codou's Macaroni

¶ Vermicilli, Spaghetti, Fancy Letters and Figures, as well as Macaroni are the specialties produced—each one has a national reputation for high quality.

Taganrog Russian wheat is used exclusively—the wheat that yields the BEST results—the wheat that is peculiarly adapted to the desired purpose. "Codou's"—that is the name to think of when the best is wanted.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal *84 Victoria Street, Toronto*

Canadian-made Licorice

Y. & S. Brand

All Druggists

MANUFACTURED by NATIONAL LICORICE CO. MONTREAL

ACME PELLETS

M. & R. WAFERS

and a complete line of **LOZENCES, ETC.**

Hard and **Soft Licorice Specialties**

Price Lists and Illustrated Catalogue on request.

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MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES

(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP

(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

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Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

$7

That is the cost of a case—$7 and up. Buys the finest line of after-dinner wine ever offered the trade.

MARSALA WINE

Great money-maker. Most popular. Has but to be sold once to create lasting desire

ORDER TO-DAY.

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"KIT"

COFFEE

IS

BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

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Lea's

Our Faith in the Canadian Consumer Confirmed

We have packed and shipped more pickles in the last 45 days than we sold last year, and we are still 4,000 cases behind.

Does this not prove to you that the Canadian consumer will support home industry, when the goods have quality? We are packing as fine goods as firms of international reputation, and at a price that will appeal to the pocket of your customer in every walk of life. Do not doubt this, but try a small quantity if you have not already done so, and be convinced, as hundreds of retailers have been in the last year. This is proven by our sales.

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Western Representatives: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

PEEL

THE DAVIDSON & HAY LIMITED

Wholesale Grocers

36 YONGE STREET - - - TORONTO

Quaker Salmon

NOW IN STORE!

Never offered you better. Really something extra that your customers will appreciate.

TRADE MARK

FLATS $2.15 — M — **TALLS $2.00**

SONS

ESTABLISHED 1834.

Now is the time for all good grocers to get in on the ground floor.

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

THREE BRANDS THAT PAY YOU TO STOCK

PURNELL'S

Vinegar Pickles Sauces

No better line to stock than these high-class English goods.

Our pure malt vinegar has been a standard article for over 150 years.

Pickles and Sauces of irreproachable quality, piquancy and flavor.

Get in touch with our agents, so as to have early delivery.

Purnell & Panter, Ltd.
Bristol, England

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H. Haszard, - Charlottetown, P.E.I.
Erb & Rankin, - - - - Halifax, N.S.
C. S Harding, Ottawa, Quebec & Montreal
Kyle & Hooper, - - - Toronto, Ont.
J. W. Bickle & Greening, - Hamilton, Ont.
Carman, Brokerage Co., - Winnipeg, Man.
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We are booking orders for all popular brands of canned goods, and are delivering early lines. We are desirous of filling your order, because we can sell you at prices minus the freight, allowing you that much more clear profit.

WRITE US TO-DAY.

T. A. Bourque & Co., Reg., Sherbrooke, Que.

Wholesale Grocers

THE CONTENTS WILL STAND THE TEST

Examine the contents of a jar of our jams and jellies and note the fresh, clean natural smell of the carefully prepared fruits. This, however, is but a slight indication of the unvarying purity of

E. D. S. Brand Jams and Jellies

that has made their reputation for quality among people who care. E. D. S. Brand of Jams and Jellies are prepared from the ripe, juicy, luscious fruits of the most fertile garden district in Canada and Government tests have guaranteed their quality– 100% pure.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.

100 per cent. pure makes their quality sure.

E. D. Smith's Fruit Farms, Winona, Ont.

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.

APRICOTS and PEACHES

Evaporated : Boxes, 25 lb. New Goods.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT. WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER MITCHELL & Co. COFFEE IMPORTERS TORONTO

Fruit Jars
Jar Rings
Butter Tubs
Butter Paper
Brooms, Brushes
Baskets

Walter Woods & Co.
Hamilton and Winnipeg

Smile—And Keep Your Temper

By using our simple

"Duplex"
Counter Check Book

You will be able to do away with all worry and anxiety regarding business transactions. The "Duplex" Counter Check Book keeps an accurate account of your sales, etc., helps you to avoid disputes with customers, and saves your temper, money and trade.

IT'S WORTH YOUR INVESTIGATION
LET US SEND YOU PARTICULARS.

The Carter-Crume Company Limited,
TORONTO, CANADA

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.

Agents :
GREEN & CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

IMPORTANT

Our Representative is visiting the Dominion establishing agencies for the sale of our renowned

"TEA PLANT"
PACKET TEAS

His address is, 303 Frank St., Ottawa. Write him.

For over half a century

Cooper Cooper & Co's Teas

stand on the highest rung of the British TEA TRADE.

OUR TEAS PAY YOU WELL

Cooper Cooper & Co. Ltd.

"The World's Most Famous Teamen"

Head Office: 71-73 Tooley Street LONDON, ENGLAND

PEOPLE whose work brings them into contact with dirt, grease, paint, etc., will appreciate an up-to-date dirt-chaser like

Snap

"Better than Soap"

It is the best hand-cleaner ever made and no toilet article can approach it for being so sure and satisfactory in its results. It leaves the hands smooth, clean and white. : :

ORDER A SAMPLE CASE FROM YOUR JOBBER

You won't have it on your hands long. It's a quick-mover and a sure profit-bringer

Snap Company
Limited

Montreal, - - - - Quebec

"WHITE SWAN GOODS ARE GOOD GOODS"

—ALWAYS—

CEREALS, SPICES, COFFEES, ETC.

THE ROBERT GREIG CO. LIMITED

WHITE SWAN MILLS - TORONTO

E NICHOLSON

D H BAIN

CODES.
A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON

EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

Herewith please find Acreage and estimated yield in the Provinces of **Manitoba, Saskatchewan** and **Alberta:—**

WHEAT.	Acreage.	Estimated Yield per Acre	Total
Manitoba	2,710,000	15 bushels	40,650,000 bushels
Saskatchewan	3,170,000	18½ "	58,645,000 "
Alberta	410,000	21 "	8,610,000 "
Total			107,905,000 "
	Total acreage in the three provinces.	**Estimated Yield per acre**	
Oats	2,660,000 acres	34 bushels	90,440,000 bushels
Barley	860,000 "	21 "	18,060,000 "
Or a total in the three Cereals of			216,405,000 bushels

September wheat is quoted at Fort William at 98c per bushel, October 95¼c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39½c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **$150,000,000.**

We are brokers and Commission Merchants exclusively. Can we not handle your goods in the Great West? Yours truly,

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise, also cars distributed at Winnipeg, Calgary and Edmonton.

TO THE TRADE:

DO YOU KNOW WHY

CEYLON TEA

HAS

Unvarying Excellence?

IT'S BECAUSE:

Ceylon's Climatic Conditions are Equable;
Ceylon's Volcanic Soil does not Degenerate;
Ceylon's Tea Culture is an Exact Science.

AND, STEP BY STEP,

CEYLON'S MACHINE PREPARATION PROCESSES

CAN BE RELIED ON TO

GIVE UNIFORM RESULTS

Facts Worth Noting

Our Four leading lines in Extracts and Jelly Powders are Sure Sellers. You are sure to please your customers. You are sure to please your salesmen. You are sure to satisfy yourself in having a good profit and quick sales.

No. 1 Prince of Wales Extract
No. 2 Club Extract
No. 3 Fleur de Lis Extract

These are the result of the latest, approved and most economical process for extracting the true flavors from their natural source.

Our Club jelly powders, with Club Cream in same packet, have proved a great success. They pay the storekeeper to buy them, and delight the customer who tries them.

S. H. EWING & SONS 98 King St. Montreal

"Salad, Edible and Cooking Oils"

WINTER PRESSED

"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

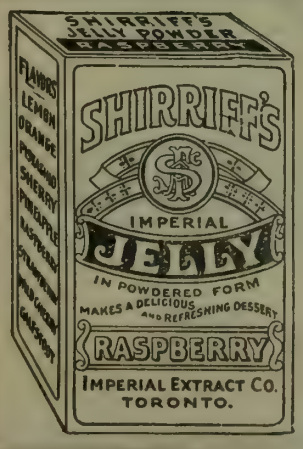
BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

Norton Manufacturing Co.

HAMILTON



Poor Jelly Powders Annoy the Housewife

Ask any housewife what she thinks of the grocer who sells her jelly powders that won't make good jelly. Then avoid giving her offence by selling only

SHIRRIFF'S JELLY POWDERS

They Please the Housewife.

IMPERIAL EXTRACT CO., 18-22 Church St., Toronto

Tartan BRAND

PIN YOUR FAITH TO LIST BELOW:

ALL TRADE WINNERS

Tartan Vegetables and Fruit } **Are the finest goods packed.**
" **Salmon**
" **Tea, 25, 30, 40, and 50c., packed at the Gardens.**
" **Coffee, Spice and Extract—Absolutely pure and guaranteed high grade**
Imperial Vinegar—Undisputed Quality. **Lea's Pickles**—With the home flavor.
Wagstaffe's Jams, Jellies, Marmalade, Mincemeat, and Plum Pudding.

Our travellers have full information.
Phone 596, Free to Buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

THERE IS ONLY ONE WAY

to gain the confidence and business of the retailer, and that is by selling him the best class of canned goods that it is possible to procure. You may pay a little less for inferior quality, but the saving of a few dollars will not compensate for the lack of confidence and loss of trade which will result from such a course.

FARMER BRAND

Canned Fruits and Vegetables

are made from wholesome, ripe, sound fruits and vegetables, grown on the rich, fertile soil of the garden section of Prince Edward County, Ont., and canned by the cleanest and most up-to-date methods. Their purity is backed by our personal guarantee, and attested by the continually repeated orders of satisfied customers.

FARMERS' CANNING CO., Limited

BLOOMFIELD, - ONTARIO

THE NAME OF BORDEN

means **the Best** in every respect—purity, cleanliness and healthfulness.

Every Can Of

"Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream is absolutely reliable and guaranteed. : : : :

Unsweetened

Remember BORDEN'S BRANDS when buying. ***Every Jobber Sells Them***

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. ***Shallcross, Macauley & Co., Vancouver and Victoria, B.C.***

SAUCE

ENGLAND'S MOST POPULAR SAUCE

H.P.'s popularity as an ideal kitchen Sauce has reached Canada.

The "live" H.P. Canadian Advertising is creating a demand for YOU to supply.

The name H.P. signifies "House of Parliament" and this famous condiment is in use on the dining tables of "the House" and enjoyed daily by the members of Parliament.

Write for samples and prices.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

A Little Thing Multiplied Many Times Becomes a Big Thing.

If you were to put all the money you get selling Mathieu's Nervine Powders into one Till you would be surprised at the largeness of the profit. This headache cure sells awfully well—little profit, multiplied many times becomes a big profit. Your order now please.

Merely to remind you that Mathieu's Syrup of Tar and Cod Liver Oil is in demand all through summer.

J. L. Mathieu Co., Sherbrooke, P.Q.

Proprietors

L. Chaput, Fils & Cie, Wholesale Depot, Montreal

MOLASSINE MEAL
MOLASSINE DOG CAKES
MOLASSINE POULTRY MEAL

The Unique and Wonderful Foods for Horses, Cattle, Pigs, Dogs and Poultry

Ask for Particulars and Free Booklets

FROM

ANDREW WATSON

SOLE IMPORTER

91 Youville Square - - MONTREAL

CAPSTAN Brand

High-Grade Tomato Catsup

Put up in 10, 16 and 20 oz., bottles of a new design and is very attractive. This catsup is far superior to many others and is giving perfect satisfaction.

Sold By all Wholesale Dealers.
Once Sold Always Asked For.

THE CAPSTAN MFG. CO.

TORONTO, CANADA.

DR TIBBLES' Vi-Cocoa

A leading British line well-known and largely advertised.

The World Renowned Food Beverage

THE PUBLIC SAY:

"THERE IS MERIT IN IT,"

And

THE TRADE SAY:

"THERE IS MONEY IN IT."

Agent for Montreal:
J. WALTER SNOWDON
413 St. Paul St.
Montreal

Ontario Agents:
GREEN & CO.
25 Front St. E., Toronto

WRITE OUR AGENTS FOR PRICES, Etc.

W. H. ESCOTT, 141 Bannatyne Avenue East, Winnipeg

Sample Cases Now Ready for Delivery

THE WORLD'S STANDARD **WHITTEMORE'S POLISHES** ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World

Dirty Canvas Shoes

made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust No rubbing off.
A Sponge in every package, so always ready for use.

Large size, per gross,
10c. size, per gross,

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Largest quantity; finest quality. Its use saves time, labor and brushes, as it

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . .

OIL PASTE

for ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Ola's.

Price per gross . . . . . .

Excellent for old rubbers.

"SUPERB" Patent Leather Paste

For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. ¾ lb. boxes
Per doz. ½ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . . . .

Also in Russet and Ox Blood

"ELITE Combination"

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . .

BOX CALF PASTE
FOR BOX CALF VICI KID PATENT AND ENAMEL LEATHERS
WHITTEMORE'S "ELITE" ELITE POLISH
BOX CALF
VICI KID AND ALL BLACK DRY LEATHERS

"BABY ELITE" Combination

10c. size per gross

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross .

Star Russet Combination

10c. size per gross .

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . . .

Elite, Ox Blood and Brown Pastes same siz and prices

If interested write for CANADIAN PRICES.

WHITTEMORE BROS. & CO., 20-22-24-26 ALBANY STREET CAMBRIDGE, MASS., U. S. A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.

MONEY-MAKING LINES

AROMA TEA
AND
AROMA COFFEE

The most satisfactory goods to the consumer.
The most profitable goods to the merchant.
Two good reasons to justify buying these well-known lines.

Our Traveller will tell you about them.

W. H. GILLARD & CO.
Wholesale Grocers
HAMILTON
Branch House—Sault Ste. Marie

WE WANT YOUR ORDERS
FOR

"Balmoral" Scotch Marmalade

It's a Trade Winner.
It's absolutely Pure.
It's well made.
For Quality and Flavor it has no equal.
We ask no favors. "Balmoral" sells on its merit.

Write us for Samples and Prices.

J. W. WINDSOR
MONTREAL

VALENCIA RAISINS

It is just as easy for you, and infinitely more satisfactory to your customer, to secure the very finest quality Valencia Raisins. You are assured of this, and also of uniform packing, if, when ordering, you specify

"BEAVER" BRAND

SPECIAL FANCY QUALITY

This brand has the reputation of being the highest quality obtainable.

Packed by
Mahiques Domenech & Co
Denia, Spain

Canadian Agents:
Rose & Laflamme, Limited
Montreal and Toronto

Good Value to Your Customer

Paterson's Worcester Sauce

ROSE & LAFLAMME, Ltd.
Agents, Montreal and Toronto

Large Profit To You

JELL-O

FOR DESSERT

This is the famous preparation that is revolutionizing the grocer's trade in dessert goods as well as the housewife's dinner calculations.

It is being advertised so effectively that the people know about it and want it.

We hope you, friend Retail Grocer, will get a large share of the benefit.

JELL-O FLAVORS: Lemon, Orange, Raspberry, Strawberry, Chocolate, Peach and Cherry.

JELL-O ICE CREAM POWDER

for making ice cream is also being advertised by the distribution of booklets.

The Genesee Pure Food Co.

LE ROY, N.Y.

WHITE DOVE

COCOANUT and ALMOND PASTE

My Attractive Package:
½, ¼, 1 and 5 lb. tins.

The Winners!

The best that money can buy. If your wholesaler cannot supply you, write direct for prices and samples.

Agents:
Geo. A. Stone, Vancouver, B.C.
Scott, Bathgate & Co., Winnipeg, Man.
Frank M. Hannum, Ottawa, Ont.
C. E. Macmichael, St. John, N.B.
J. W. Gorham & Co., Halifax N.S.

Packed in 5-lb. Tins, 12 to case
" 10-lb. " 6 "

Manufactured by

W. P. DOWNEY,

24 and 26 St. Peter St., - - - MONTREAL

"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

ESTABLISHED OVER 200 YEARS

CHAMPION'S IS THE BEST VINEGAR

MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.

ONTARIO AGENTS : The Lind Brokerage Co., 23 Scott St., Toronto
Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal
W. H. Escott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS — WRITE OUR AGENTS FOR PARTICULARS

Begin the day well with
Ridgways Tea
Largest sale of High Grade Tea
in the World!
Why?

CANADIAN OFFICE, - VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

ABSORBINE

Will reduce inflamed, strained, swollen Tendons, Ligaments, Muscles or Bruises, Cure the Lameness and Stop pain from a Splint, Side Bone or Bone Spavin No blister, no hair gone. Horse can be used. Horse Book 2 D free. $2.00 a bottle at dealers or delivered.

ABSORBINE, JR., for mankind, $1. Reduces Strained Torn Ligaments, Enlarged glands, veins or muscles—heals ulcers—allays pain. Book Free.

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canadian Agents.

TRY A

Condensed Ad.

IN THE

Canadian Grocer

When writing advertisers kindly mention having seen the advertisement in this paper.

MAPLE SYRUP AD.

It will pay you to see it—page 51

"Canada First" Brand Evaporated Cream and Condensed Milk

RECEIVED HIGHEST AWARD AND GOLD MEDAL, Halifax Exhibition, 1908

NO DEAD STOCK — EVERY CAN GUARANTEED

Aylmer Condensed Milk Co., Limited : Aylmer, Ontario

"Pride of Canada"

Has meant the highest attainable perfection in Maple Syrup and Maple Sugar for years.

This is to-day recognized by trade and public alike, and the modern grocer makes this brand his leader.

IT PAYS

The Maple Tree Producers' Association

WATERLOO, - QUE.

TORONTO BRANCH: 512 Dundas St., Phone Park 308

If you should ask any grocer what his best selling pickle is, he would without hesitation say that

STERLING BRAND PICKLES

were the most popular line he handled. These Canadian made Pickles justly deserve their reputation.

ORDER FROM YOUR JOBBER OR DIRECT

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada

PHONE PARK 376

Wagstaffe's

Wagstaffe's fine old English Plum Puddings and Mince Meat now ready for delivery. Kindly get prices and see samples before buying elsewhere. To be had of all Wholesale Houses in Canada.

Wagstaffe Limited

THE PURE FRUIT PRESERVERS

Hamilton

A QUESTION EASILY ANSWERED

WHICH IS THE BEST?

Extract from Dominion Government report on Condensed Milk—January 3, 1908.

SEE INLAND REVENUE DEPARTMENT BULLETIN.

CONDENSED MILK, sweetened

No. 144, Page 11	Total Solids	Butter Fat.
REINDEER MILK	**72.68**	**8.61**
Clover "	71.78	7.91
Eagle "	68.50	8.00
Gold Seal "	69.12	7.33
Silver Cow "	70.34	7.64
Nestle's "	68 35	7.87
Pheasant "	68 29	5.10
Challenge "	68.90	7.37

STERILIZED CREAM, unsweetened

JERSEY CREAM	**27.96**	**8.05**
St. Charles "	27.06	7.10
Peerless "	26.98	6.50
Carnation "	24.94	6.93

Value is determined by amount of Butter Fat and Solids contained.

THE TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Whenever you want

SOAP

When you want in quickly, no matter what kind, and at reasonable prices write to us.

SAVONS FRANCAIS

C. Pagnuelo, Manager.

Factory: 1653 Notre Dame St. E. Offices: 235 Coristine Building

Canned Fruits from the Model Factory

The Niagara Falls Canning Co., with the finest, most modern and most sanitary Factory in Canada have placed on the market

THE

"Pride of Niagara Falls" brand

of Canned Goods. These are of the finest quality and are sure to bring customers for every grocer who stocks them. ALL FRUITS are packed in SANITARY ENAMEL LINED CANS which preserves the natural flavor and color of the fruit, also safe-guarding the consumer against ptomaine poisoning.

REFUGEE WAX BEANS, SELECT HAND PICKED TOMATOES, CHERRIES, PEACHES, PEARS, RASPBERRIES, STRAWBERRIES

Selling Agents—Eby-Blain Co., Limited, Toronto
Frank L. Benedict & Co., Montreal

Our travellers will show you samples of the above.

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal

SYMINGTON'S COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. EDINBURGH

For Storage in Ottawa

There is only one place that will suit you. We have the largest, most modern and best managed warehouse in the Ottawa Valley. Direct connection with all railways—C.P.R., G.T.R., Ottawa & N.Y., Pontiac—meaning the expeditious handling of your goods. A large and competent staff ensures the best attention to your commands.

Secure our reasonable rates to-day

The Dominion Warehousing Co.

J. R. Routh, Manager — **52 Nicholas St., OTTAWA**

Australian Storekeepers

handle

"OXOL"

FOR CATTLE

in immense quantities.

Canadian Storekeepers
will shortly do the same.

"OXOL" FOR CATTLE

No. 1, "Oxol" Pulverised Doses; No. 2, "Oxol" Drench for Calves; No. 3, "Oxol" Horse Balls; No. 4, "Oxol" Salve; No. 5, "Oxol" Easy Milking Pomadium; No. 6, "Oxol" Swine Powders.

These six very scientific preparations are compounds of the purest and highest quality. They **Feed, Fatten and Cure** Horses, Cattle, Sheep and Swine. **One Agent Only** will be established in each district, and will be advertised as Sole Superintendent of our trade in his particular territory. Applications for district agencies are invited to be sent in at once to

S. K. & T. C. WINDSOR, 253 St. Paul and 2 St. Vincent Sts, MONTREAL

and in England, Australia and New Zealand

STOVE POLISH

A good Black Lead is the best form of Stove Polish

JAMES DOME

is the best in the world. Sort up your stock and send in your order for Fall trade.
All jobbers carry it.

W. G. A. LAMBE & CO., Canadian Agents

IN STORE MALAGA RAISINS

Our celebrated brands,

SOVEREIGN, IMPERIAL, ROYAL

Boxes, ¼ lb., 1 lb. Cartons.

NEW SHELLED ALMONDS

James Turner & Co., Limited

Hamilton, Ontario

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Ottawa Grocers' Pure Food Show

A Most Successful Exhibition of Food Products in Connection With the Central Canada Fair—Local Retailers Worked Hard for the Function—A new Building Next Year—Some of the Leading Exhibits Described and Illustrated.

Once more has the Ottawa Retail Grocers' Association as a body distinguished itself, and again have the members individually proved that they are entitled to front rank among the retail grocers of the country, for the Pure Food Fair conducted by them in connection with the Central Canada Exhibition was a grand success. The grocers had been working on the proposition since last April, and they deserve every praise for the successful manner in which the whole affair was managed.

Every space was sold, manufacturers, wholesalers and agents from all over the country being represented.

A timely word must be said right here about the officials of the Central Canada Exhibition Association. Last year several suggestions were made by exhibitors and the press regarding needed improvements in the grounds and in the manner of conducting the Fair, and the public found this season that many radical changes had been made. In place of fairly good grand stand attractions and a mediocre evening entertainment there was, during the week of the Exhibition, September 16 to 26, a programme of the very finest vaudeville nature to amuse the public during the day, and one of the very latest successful comic operas as a

F. W. FORDE,

Chairman Committee, Ottawa Grocers' Pure Food Show.

drawing card for the evening. The result was record breaking attendance. Always worth seeing, the Fair this year was easily 75 per cent. better than any previous effort. Many improvements in the grounds were noticeable, showing that the board of directors, of which T. Cameron Bate is the energetic president,

A. G. JOHNSON,

Secretary Ottawa Pure Food Show.

and E. McMahon the hard working secretary, had been busy.

The Best Fair Yet.

Everybody said that the Fair was the best yet held, and it was admitted on all sides that the first effort of the Ottawa Retail Grocers' Association was crowned with success.

Neither would have been possible had not the crowds been brought to the grounds.

Much activity was displayed by the grocers of Ottawa during the week of the Fair. On Thursday evening there was a banquet, tendered the Association by the Canadian Shredded Wheat Company. This was a most successful affair, and was well attended. After the dinner a most pleasing musical programme was rendered.

Better Building Next Year.

There was one feature in connection with the Food Fair which is open to criticism—the building. Mostly all of the exhibitors expected to show their goods in a better building than the one used, the annex to the Howick Pavilion and Lansdowne Park. It was seen as soon as the Exhibition opened that the building was unsuitable—and nobody regretted this fact as much as the Ottawa Retail Grocers' Association. The executive promptly interviewed the management of the C. C. Exhibition Association with a view to securing a better building for 1909, and this has been assured them.

There is talk of making the Howick Pavilion a Process Building, as it was originally meant to be. This is likely to be done next year, as the management of the Exhibition are considering the advisability of an open air evening show in preference to the theatrical attraction usually to be seen in the Howick Pavilion.

It is sincerely to be hoped that the Process Building will become a reality. F. W. Forde, chairman of the Pure Food Fair Committee, assured the Exhibition authorities that the Ottawa Retail Grocers' Association would see to it that the grocery trade was well represented in the building. The Annex was too small, had a low ceiling and was not properly ventilated.

Everything considered, however, highest praise is due members of the Associa-

C. J. PROVOST,

Treasurer Ottawa Pure Food Show.

tion for the splendid results achieved in this their maiden effort.

During the week, and long before the Food Fair became a reality, the executive and members were very active. Par-

ticular praise is due F. W. Forde, chairman, and A. G. Johnson, secretary of the Food Fair. They worked day and night in the interests of the Association, and to them largely is due the magnificent success of the Fair. C. J. Prevost, treasurer, was also an indefatigable worker, while Wm. York, president of the Association, and Herb Ellis, who for nine years acted as secretary, were most active workers.

The Right Place for the Food Fair.

Someone suggested holding the Food Fair elsewhere than in the Exhibition Grounds—during Fair week. This would be a big mistake. The place to hold the Food Fair is in Lansdowne Park. Exhibitors are assured of an attendance of at least 100,000 here. Were the foodstuffs exhibited down town not nearly so many would view the exhibition.

The exhibits of various manufacturers in the Annex and the Main Building were particularly pleasing, as the illustrated descriptions which follow prove beyond a doubt.

H. C. ELLIS,

One of the Workers in Connection With The Pure Food Show.

PROGRAMME.

Rendered After a Banquet Thursday Evening.

Piano Solo...Miss C. Desjardine
Address..F. W. Forde, Chairman
Song (selected).Miss Hilda Kirby
Recitation.....Harry Sproule
Song (selected).A. E. Ecclestone
Song.....Miss A. Gagnon
Address.....Mr. Hewitt
Song (selected) .....
.....Stewart de la Ronde
Song (selected)..Miss Handyside
Recitation.....J. Cox
Song (comic).....E. Bambrick
J. A. Smith, Accompanist.

PERSONAL.

B. Grennan, representing Woods Boston coffees, was in Toronto this week introducing a new representative, T. Wheeler Jones, who will henceforth have charge of the company's business in Ontario. Mr. Jones, though a young man, has had considerable experience in teas, as well as in coffee, having lived for some years in Colombo, Ceylon.

CHARLES GURD & CO., LTD.

A most pleasing display of soft drinks was made by Charles Gurd & Co., Ltd., Montreal. As usual, their booth attracted a great deal of attention. The crystal clearness of the many varieties shown was a point of excellence frequently commented upon by the public and by the grocers visiting the Fair. Gurd's lines are standard in Canada to-day, a reputation of nearly half a century being behind them. Gurd's famous Caledonia Water occupied a prominent place in the display. Bottled under the personal supervision of experts, this delicious table water is unequalled. Quite as popular is Gurd's apple nectar, a sparkling beverage unparalleled in the Dominion, and appreciated everywhere for its undoubted excellence. Gurd's cream soda, cherry phosphate, lemonade, orange soda, sarsaparilla, ginger beer, seltzer, potash, Scotch kola and lithia water, were among the other widely known lines on exhibition. Gurd's ginger ale was, of course, first in place of prominence, as it is in popular favor. Gold medals were awarded this company at Paris, France; Ottawa and Montreal, besides three silver and five bronze medals, and eighteen diplomas at London, Eng.; Chicago, and other centres. These awards certify the excellence of the many lines, which are put up in syphons, cylindrical and other shaped bottles. Walter Gurd was in charge of the firm's display at Ottawa.

OTTAWA PURE FOOD SHOW—Exhi bit of C. Gurd & Co.

THE WEST INDIES EXHIBIT.

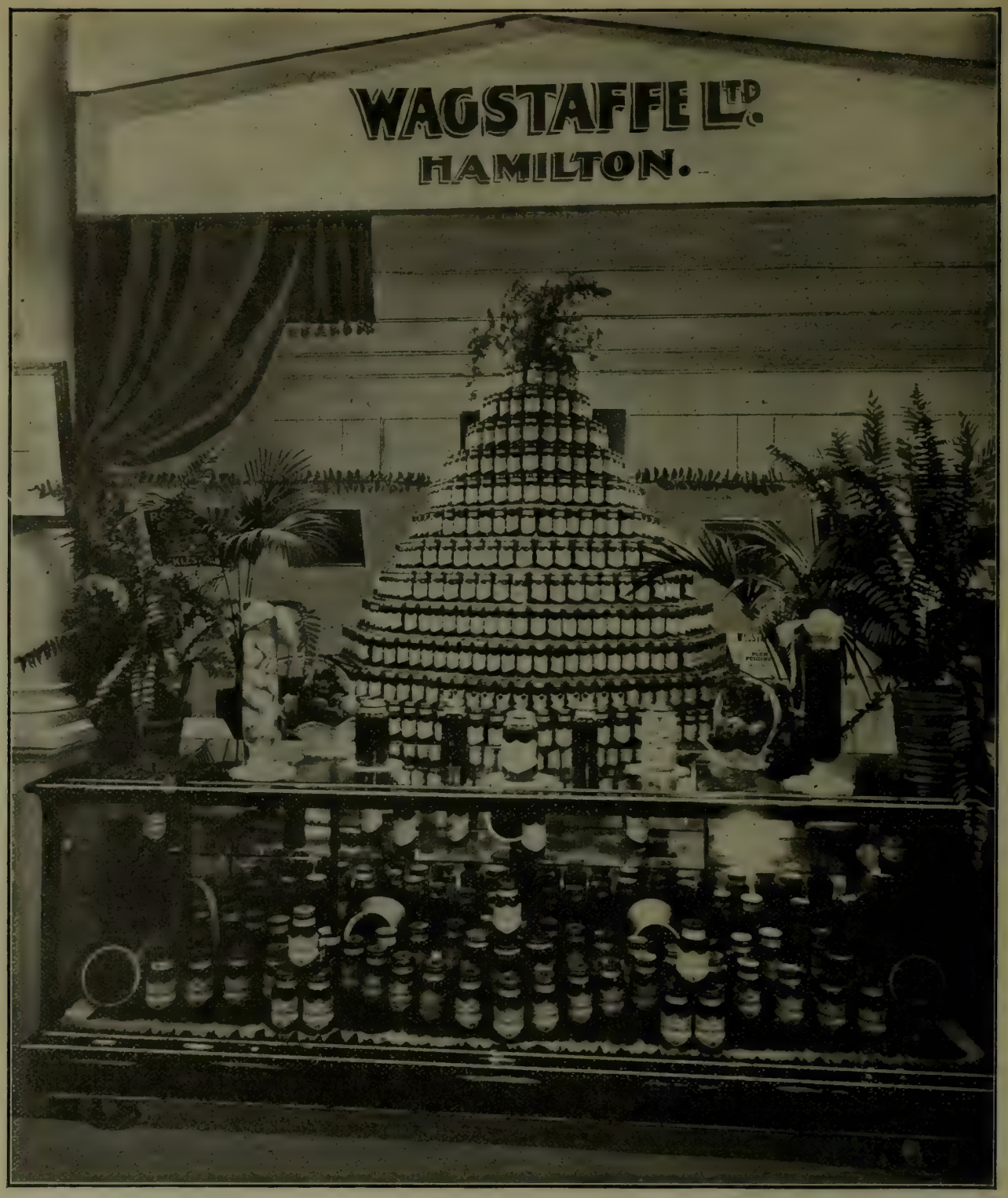
C. S. Pickford, of Pickford & Black, Halifax, was in charge of a comprehensive display of the products of the British West Indies, sent up by the Exhibition Board of the Government. The exhibit was made to show the products of the islands with a view to increasing business with Canada, and, as such, was exceedingly interesting. Samples of sugar, molasses, chocolate, cocoa, coffee, lime juice, canned fruits, cigars, etc., were a surprise to most visitors, and did a good deal along educational lines in showing the possibilities of the islands.

WAGSTAFFE, LIMITED.

Breathing quality and style in every jar, the display made by Wagstaffe, Limited, Hamilton, gave one the impression that Canada most assuredly occupies a place in the front rank of manufacturers of high class marmalade, preserves and jam.

Wagstaffe's goods are not new, though the company has been doing business in Canada only a few years, for during 17 years Wagstaffe's lines were made in Manchester, England, earning there the high reputation, which, considerably enhanced, still attaches itself to all goods bearing the Wagstaffe label.

Wagstaffe's pure orange marmalade is deserving of particular mention, being made from genuine Seville bitter oranges and pure cane sugar only, by special machinery and the best of experts. Containing all the aromatic properties of the essential oils that give it such a piquant flavor, it is very much in demand by lovers of the finest and purest marmalade, and, in consequence, the grocer finds it a rapid seller—and a good



OTTAWA PURE FOOD SHOW—Exhibit of Wagstaffe, Limited, Hamilton.

profit producer. It is obtainable in cases of 1, 2, 5 and 7-lb. packages.

Really and truly, the tempting display made by this firm was remarkable. So dainty looking, so essentially pure were the preserved peaches, plums, pears, cherries, black currants and raspberries, that one's mouth watered but to look at them. And the jams were every whit as attractive. The appearance of the package put out by Wagstaffe in itself predisposes one in favor of the goods, and a trial does the rest. The firm's plum pudding and mince meat, two specialties which will soon be stocked again by the trade, were also displayed. Visitors were served with tasty dishes and given every opportunity to judge for themselves the general excellence of the goods.

Wm. R. Cummings, Cummings' Bridge, purchased the entire display of 75 cases, which illustrates the faith of the trade in the goods.

Mr. Wagstaffe was down from Hamilton for a couple of days himself, while A. G. Snowdon, of Snowdon & Ebbitt, Montreal, agents, was on hand during the Fair.

THE MAPLE TREE PRODUCERS' ASSOCIATION.

No less than five booths were used by this firm to display their many lines of maple goods. Two of the busiest men at the Fair, in consequence, were John Grimm the president, and M. F. Goddard, the manager, who were on hand

personally several days to look after things. The company's booths were in three of the buildings, so that it was possible for the public to secure purest maple sugar and maple syrup anywhere on the grounds. It was "Pride of Canada" maple syrup and maple sugar which attracted the greatest amount of attention. The firm takes especial pride in maintaining the absolutely unparalleled quality of their goods, particularly this brand. The syrup being put up in bottles and tins, and the sugar in standard blocks, this brand is a most popular seller. Thousands of dollars have been spent in educating the public to buy "Pride of Canada," and the grocers of Canada are now reaping the benefit of this publicity. One point particularly worth emphasizing is that the maple goods put up by this firm are absolutely genuine, and have the really true smack of the maple. As proof of this one has but to refer to the last bulletin, on maple products, issued by the Dominion Government. This report shows that samples of the Maple Tree Producers' Association's goods were collected in every part of Canada, and tested, and every sample was found to be absolutely pure. This is a record. As will be seen from the photograph herewith produced, the arrangement of the goods was most artistic. All the company's chief lines were displayed. Creamaple, a splendid cake icing, came in for a lot of attention on the part of housewives. "Pride of Canada" maple syrup and "Pride of Canada" maple sugar are certainly becoming more popular every day.

OTTAWA PURE FOOD SHOW—Exhi bit of the Maple Tree Producers' Associ ation.

McCORMICK'S NEAT DISPLAY.

Few Food Fairs pass without the public being once more made aware of the fact that McCormick's biscuits are "The Biscuits." Progressive at all times, this firm believes in assisting the grocer in every way possible, and finds this one of the finest means of assisting him. Their biscuits are so well and widely known, however, that it is scarcely necessary to so display them, except for the help it is to the trade. McCormick's famous Jersey cream sodas occupied just as prominent a position as ever, and, needless to say, were commented upon quite freely by lovers of something really good in biscuits. Among their other popular sellers in evidence were tourist, tea, five o'clock tea, jam-jams, Windsor, milk chocolate, mixed cakes, gingerbread and other lines really too numerous to mention. They were all there, just the same, and they were familiar lines to everybody. So much for the power of judicious advertising, backed by quality which has stood the test of years. As a high-class biscuit and confectionery house, no firm in Canada bears a more honored reputation than McCormick's. It is possible to say this to-day only through the policy of the company, maintained for years, to permit no goods to leave the factory which could not be guaranteed, and the giving of the "square deal" to the grocer at all times. The company does business from coast to coast, having branch warehouses at Montreal, Ottawa, Kingston, Hamilton, Winnipeg, Calgary and Vancouver.

OTTAWA PURE FOOD SHOW—Exhi bit of McCormick's Biscuits.

A NEAT MAPLE DISPLAY.

John E. Grimm, Montreal, had a very neat private display of maple syrup and maple sugar, which he put up in the interests of the maple products industry in Canada. It was a perfect display and attracted wide attention during the course of the Fair.

ANGLO-SAXON TEA.

Every grocer appreciates a good brand of tea, one that he can confidently stock in the knowledge that it is the best line procurable, for he knows that if there is anything a housewife dislikes and will not excuse it is to be sold inferior tea. Never was there a grocer who had cause to complain of Anglo-Saxon black or green tea on the score of customers coming back with words of anything but

praise for this brand. It is put up in ½ and 1-lb. packages, and for years has given both grocer and user highest satisfaction. H. N. Bate & Son back this line of tea, which retails 25c to 50c, with their reputation. However, it may safely be stated that their good standing will never be affected by such a guarantee requiring fulfillment. When a tea has stood the test as long as Anglo-Saxon there must be quality in it or it would not last. A. Miller was in charge of the firm's booth, in which were displayed also Anglo-Saxon coffee, the 40c (retail) line, and Izzogud coffee.

OTTAWA PURE FOOD SHOW—Exhibit of Anglo-Saxon Tea.

HOLBROOK'S EXHIBIT.

A booth which aroused a considerable amount of admiration was that which was used to exhibit the high-grade sauces, pickles, vinegars, etc., made by Holbrooks, Limited, of Birmingham, England, who have a selling branch in Toronto. The booth itself was simple yet artistic, and demonstrated how attractive and inviting a good range of high-class specialties can make the appearance of a store even though the fittings may not be elaborate. Mention of the Holbrook exhibit reminds us that a little over three years ago their goods were practically unknown on this side except for the echo of their reputation which came from other parts of the world, but to-day it would be difficult to find any good grocery store in Canada without a range of the Holbrook products, especially Holbrook's sauce, and a glance at their attractive lines is sufficient evidence of their growing popularity. Their Canadian manager, Mr. H. Gilbert Nobbs, was in Ottawa last week for a few days and during the remainder of the Exhibition the booth was in charge of Mr. Crawford, their Eastern Ontario representative.

OTTAWA PURE FOOD SHOW—Holbrook's Exhibit.

TELFER'S HIGH-CLASS BISCUITS.

One of the most interesting exhibits was that of Telfer Bros., Ltd., Collingwood, known to the grocery trade as makers of high-class biscuits. The booth occupied by this firm was one of the most attractive at the Fair, being most artistically arranged and at all times brilliantly illuminated. But it was not the booth alone which attracted the thousands passing through the building. The 250 odd lines of biscuits manufactured by this progressive concern commanded the largest share of attention. And such choice lines were those on display that the average housekeeper was most anxious to sample them. This sort of thing very materially assists the grocer in making sales. Some of the lines displayed were Telfer's peerless cream sodas, the great favorites; water thin wafers, arrowroot, ginger snap, Vanilla wafers, oatmeal crackers, Graham wafers, all in the famous 10c packages which are so popular. Then there was to be seen fruit cake in one and two-pound packages, peel, Sultana and pound cakes, in fact, so many lines of high-class fancy biscuits were there it would be difficult to enumerate them all. The majority of the lines were shown in tins with glass fronts. These look very attractive on the shelf. The number of

OTTAWA PURE FOOD SHOW—Exhibit of Telfer's Biscuits.

visiting grocers who left orders, "repeats" at that, is the best indication of the merit and popularity of these biscuits. They are great sellers.

THE BEST REFRIGERATORS.

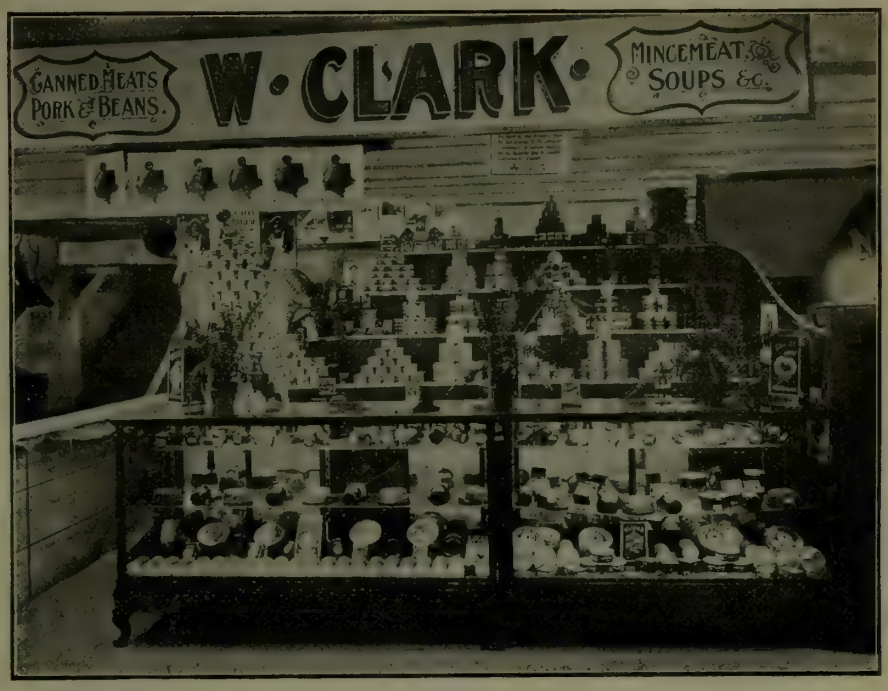
"The Best" Refrigerator, the refrigerator backed by a guarantee, was shown in the Lansdowne Building by the Barnet Mfg. Co., Renfrew. This firm makes refrigerators of all kinds for all purposes, and the members of it take particular pride in the undoubted excellence of the line they turn out. "The Best" Refrigerator is constructed on scientific principles. There is free circulation and absence of odors; freedom from moisture; cleanliness and ease in keeping clean; coldness and low uniform temperature, 36 to 48 degrees; perfect ventilation; pure dry air; economy in ice consumption, and snow-white baked enamel lining as cardinal points in favor of this particular refrigerator. Surely one, upon being assured of these points, would feel safe in the thought that in "The Best" he was purchasing the finest refrigerator made in Canada to-day!

The manufacturers have a refrigerator which they can guarantee. The insulation is perfect, there being eight walls to protect the ice and maintain a low uniform temperature in the inside. The Barnet Company's own Syphon and Ventilation System, which no other manufacturer can use, ensures perfect ventilation. Imagine being able to place indiscriminately on the top shelves, onions and butter, melons, fish or other such odorous foods! This is quite possible with "The Best." Drainage is perfect, the drip pipe being placed in the bottom of the refrigerator and being only three inches long. Thus, the long, slimy drainage pipe is dispensed with, and it is only necessary to keep the short drain pipe and the drip pan underneath clean. The company grants a twenty-day free trial. Mr. Cummings was down from Renfrew to look after the exhibit.

CENTRAL CANADA EXHIBITION— Display of Barnet Mfg. Co., Renfrew.

WM. CLARK, MONTREAL.

Wm. Clark, Montreal, was one of the first to take space in the Pure Food Fair Building. Mr. Clark is always first in what he undertakes. It is the same way with the many lines of canned meats he puts on the market under his label. They have each and every one of them, from concentrated soups to pork and beans, got a reputation for excellence which cannot be surpassed by any firm, and which is equalled by very few indeed. Grocers in every part of Canada have for years been selling the products of Wm. Clark, and never in all the time they have stocked these goods have they had cause for complaint on the score of quality.



OTTAWA PURE FOOD SHOW—Exhibit of Wm. Clark, Montreal.

Clark's corned beef, lunch tongue, roast beef and pork and beans were given prominent position in the attractive display, while the now famous Inglass brand of sliced smoked beef ox tongue and mince meat were most favorably commented upon by the thousands who visited the Exhibition. Among the other lines manufactured by Wm. Clark might be mentioned jellied hocks, Cambridge sausage, Paragon ox tongue, boneless pigs' feet and jellied veal.

But, bear in mind, these are a very, very few of the many different lines of canned meats which are sold by wholesale and retail grocers throughout the Dominion. To give a complete list would require too much time and space.

"Bert" Clark was his father's representative at the Fair, and certainly looked after the firm's interests very ably.

THOS. J. LIPTON.

Thousands of samples were distributed by Thos. J. Lipton, who occupied a booth about the centre of the Lansdowne Building. Here Lipton's famous tea, known everywhere in Europe, America and all other countries, was shown and demonstrated. Cingalese at-

tendants, dressed in their own quaint way, served thousands of visitors with a tasty and nourishing demi-tasse. They immediately suggested to one wonderful times. Much credit is due Mr. Snowdon (Snowdon & Ebbitt, Canadian agents), for the very pretty display made. The photograph here reproduced gives one a good idea of it. Rowat's Worcestershire sauce, preserved walnuts, chow-chow, gherkins and white onions were also shown.

CENTRAL CANADA EXHIBITION—Thos. J. Lipton's Exhibit.

Ceylon with its magnificent tea plantations. Here Thos. J. Lipton owns several large plantations. He supervises the growing, picking and packing of Lipton's famous teas, "sold in air-tight tins only," as the complete advertising literature of Thos. J. Lipton states. Lipton's coffee, ever a ready seller, was shown, as was also Lipton's jelly tablets. These are becoming more and more popular with Canadian housekeepers every day, and, consequently, with the grocer. It is only necessary to dissolve them in hot water to prepare a very dainty dessert. Lipton's other specialties, including pickles, gherkins, chow-chow and preserved walnuts were displayed, too.

A. E. Carson, Canadian manager for Thos. J. Lipton, spent three days in Ottawa during the Fair, and was frequently seen at the booth. He reports magnificent increases in sales, as compared with those of a year ago.

ROWAT & CO.

It is a number of years since A. G. Snowdon first went into a grocery house and sold an order of Rowat's pickles and olives. That first sale may have been a difficult one to make, but the orders came after that with surprising frequency and were greater in size until hundreds of carloads are placed in Canada to-day. Unless this Glasgow factory was able to deliver the goods, if their pickles and olives were not of the very highest quality, scientifically put up, such a trade could not have been worked up even in a century. Every housewife knows and appreciates Rowat's pickles and olives, which are obtainable in packages of standard size. The grocer finds himself able to recommend them at all

OTTAWA PURE FOOD SHOW—Exhi bit of Rowat & Co.'s Goods.

The whole display, 91 cases, was purchased by Wm. R. Cummings, Cummings' Bridge, Ottawa.

SEPTEMBER FRUIT CROP REPORT.

The Agricultural Department's fruit crop report, which is being issued from Ottawa this week, shows fairly favorable conditions for the fruit yet to be harvested, a summary of the report presents conditions as follows:

The weather conditions have been fairly favorable for plums, peaches and grapes, but not for pears and winter apples.

Apples—Early and fall fruit is nearly all harvested, the winter fruit ripening prematurely and dropping, reducing the crop already below medium.

Pears—Are ripening rapidly and are of good quality. Exports to Great Britain are larger than usual.

Peaches—The crop is all harvested, but a few late varieties. Prices have been below the average.

Plums—Are nearly all harvested, except in Northern districts.

Grapes—There is a full crop of excellent quality. Prices lower than for several years.

Tomatoes—Have ripened too rapidly for the canning factories, but are of excellent quality.

Cranberries—There is a good crop. There is a demand for the Canadian berries in the United States.

Insects and fungous diseases have developed slightly this month. Pink rot has developed to a serious extent, especially among apples.

Winter apples in the United States have depreciated in quantity and quality. Prices for Canadian pears and apples in Great Britain have been good and shipments larger than usual.

AMENDING NEW SOUTH WALES FOOD LAW.

Changes Made Will Benefit British Columbia Salmon Canners.

Canadian Trade Commissioner for Australasia, J. S. Larke, writing from Sydney recently, reports that amendments have been made in the New South Wales Pure Food Law, recently passed, which make it more agreeable to Canadian packers of canned salmon. One clause of the law rendered it obligatory that canned goods should have stamped upon the end the name of the packer and the year in which the packing took place. But as this clause seriously affected the canned salmon trade from British Columbia, representations were made to the Premier having regard to the impracticability of such a restriction.

The bill was re-introduced a few days ago and the Premier has made the changes which he promised. The clause now reads:—'Except in the case of a package of food which has been exempted from any or all of the provisions of this section by the regulations, there shall be legibly and durably written on or attached to every package of food packed or enclosed for sale a statement or label indicating the trade name or description, the net weight or the number, true measure or volume of the contents thereof, and the name and address of the vendor, as well as the name and address of the maker of such contents or of the agent thereof or of the owner of rights of manufacture. No person shall, after the expiration of six months from the commencement of this act, sell in a package any food unless such a statement or label is written on or attached to such package as required by this section.'

Respecting the weight, another clause of the bill provides that:—

'Weights and measures closely approximating those indicated on the statement or label will be allowed, but the degree of approximation may be fixed by the regulations, either generally or with respect to particular articles of food.'

This change covers the objection of the Canadian salmon canners, but objection is still taken to the difficulty of having the name and address of the vendor upon the package. It is probable that the bill will be further amended in this respect and also in respect to the clause affecting the sale of advertised medicines.

TEA BUSINESS IN THE WEST INDIES.

Trade Commissioner Presents Opportunity to Canadian Merchants.

Canadian Trade Commissioner in Barbadoes, E. H. S. Flood, writing under date September 15, reports an opening in the West Indies for good business for Canadian tea merchants. Speaking of importations of tea into the islands, he says:—"The bulk of the importation comes from the United Kingdom and the remaining portion from the United States and Canada. Black teas are the favorites and are chiefly imported, with only a small quantity of green. About three-quarters of the import appears to be Ceylon tea, practically all in package form, in pounds, half-pounds and even in ounce packages. A few years ago tea was imported principally in bulk; at the present time, package tea has quite replaced it.

"Tea drinking is becoming quite general in these islands. I am assured that this is due partly to the improved purchasing power of the tenantry, as the blacks are called, and partly to the manner in which the tea is placed on the market, viz.: in small packages, thus making it possible to expend but a small amount on this article at one time. The market for tea is becoming increasingly better as a result of the unusually prosperous times these islands have of late experienced."

A new field is thus offered for Canadian enterprise and the importance of the opportunity should be appreciated by Canadians. Tea, which a few years ago was purchased only by the upper classes, is now being used by all classes alike. There is an increasing demand to which the attention of the Canadian tea merchant should be directed.

CANADIAN CIDER FOR GREAT BRITAIN.

Favorable Opening for Our Manufacturers—The Demand Steadily Increasing.

W. A. MacKinnon, Canadian Trade Commissioner in Bristol, in this week's report from the trade and commerce department, speaks of opportunities in Great Britain for Canadian cider manufacturers.

"From time to time," he says, "Canadian Trade Commissioners have reported on the opening for good Canadian cider afforded by British markets. It has been pointed out that only a first-class article will meet with a ready and constant demand here, and that even then the best Canadian cider might have for a time to find its chief use in blending with English cider.

The industry here, as is well known, has been brought in certain counties to a high degree of perfection, and is assisted by the experiments carried on under the auspices of the National Fruit and Cider Institute. These experiments have involved the trial of a great number of varieties of apples (and concurrently of pears for the making of Perry) and an infinite number of blends in varying quantities: in fact it seems to be accepted that the choicest commercial ciders are always the result of blending, though some varieties of apples produce by themselves a most acceptable beverage.

"The Board of Agriculture has recently issued a bulletin on 'Cider Orchards,' from which the following is an extract:—'The future welfare of the cider-making industry depends upon a large increase in the planting of fresh orchards during the course of the next few years. Probably the majority of the existing orchards have long passed their best days and are now dying out; and few are being planted to fill their places. In unfavorable seasons the supply of fruit is by no means equal to the demand, with the result that prices are high and it is difficult to manufacture pure cider at a reasonable profit. The present state of affairs points to a regular and more serious shortage of cider fruit within a few years, and this, unless something be done, means a decline of the industry from the position it now occupies.'

"It would appear from this that if Canadian cider makers enter seriously and scientifically upon the task of supplying British markets with a first-class product, the demand is likely to increase rather than fall off, even in years when the English crop and quality are satisfactory. It may be well to repeat that the practice of cider drinking is on the increase in this country. It would not be difficult for any Canadian manufacturer to obtain samples of some of the most popular makes of cider, as known in Devonshire, Somersetshire, and other famous cider counties."

ANOTHER FRUIT JAR COMPLAINT.

Editor Canadian Grocer: We have noticed a great many complaints in your valuable paper about our Canadian fruit jars. We also wish to add our experiences in this matter. We have been handling these jars for years, and a good many of them. We have made very little profit on them, but have received a good many complaints from our customers. We have found at least one dozen damaged or broken jars in every gross that we have sold.

Could it not be arranged among dealers to have an agreement in buying these jars so that the damaged ones might be replaced or have the amount of loss allowed on the invoice? We think all dealers agree with us that something must be done if we continue to handle these Canadian jars.

We might also state that the condition of the boxes in which the jars are packed can be compared with the quality of the jars.

STUEBING & SON, Berlin.

VANCOUVER'S PURE FOOD SHOW.

Retail Grocers' Association Arranging Exhibition for Next Week.

Vancouver will have a Pure Food Show on October 12th to 17th in the Dominion Hall, under the direct management of the Vancouver Retail Grocers' Association. The show was a splendid success in every way last fall, but arrangements are now under way which should ensure it being a bigger and greater success than ever this year. Pure food shows are popular throughout the country, and judging from the crowds which attended last fall, it appeals as strongly in Vancouver as elsewhere.

Already quite a number of exhibitors' spaces have been sold, and those remaining will be allotted as orders arrive, with no reservations. W. J. C. Hunter, credit manager and secretary of the Vancouver Retail Grocers' Association, has charge of all details in connection with the show.

Levi Davis, a gardener at Rideau Ferry, near Smith's Falls, Ont., has a hundred bushels of onions, each of which measure from 14 to to 15 inches in circumference.

MAPLE SYRUP AD.

It will pay you to see it—page 51

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BUTTER AND EGGS ARE CLIMBING

The price of butter and eggs all over the country is showing a general advancing movement, and this is true also, though to a less extent, of cheese, honey and provisions.

The butter situation is following pretty closely along the lines prevailing since the commencement of summer, and is bearing out the prediction made early in the season. For months creamery butter has steadily held its own between 24c and 26c in the larger eastern Canadian markets, and now with the coming of cooler days the markets are firming up for an advance. Reports from various sections of Canada bear out this statement. Prices are not anticipated to go so high as last winter, but they may be expected to come within striking distance of last year's figures. What will tend to keep prices a little lower than last winter is the fact that there has been a much larger make this year, farmers who supplied cheese factories a year ago having this season turned their attention to the creameries. The farmer's lot was a comparatively easy one, too, this season. He had simply to wait at home for the buyer who offered the highest price. Commission man, wholesaler, retailer and consumer went up and down the country buying butter to the immediate benefit of the farmer, though this was rather detrimental to the business of the commission merchant.

A great deal of the butter bought would have been sent to Great Britain, but the high price paid in the first instance precluded the possibility of exporting and giving a profitable return to the dealer. Consequently, rather large supplies were placed on the Canadian markets. The consuming public, however, suffering from a dearth of butter at famine prices during the past winter, readily paid what was asked, and so saved the situation. Commission men were unwilling to pack at the high prices, but realizing the fact that prices would not come down and that a large native consuming demand was growing, eventually had to pack at prevailing prices.

Retailers, too, had done not a little storing, and as the charges for this are very light—about a cent a pound for eight months—it is believed that supplies are fairly large. Certainly they are a great deal larger than a year ago; and if so, prices will hardly soar so high as they did then. On the other hand, dealers who bought at a fairly high price can hardly be expected to sell without making some slight profit. Taking into account the increased demand for butter during the winter months, and if to the present price storage and other charges are added, it is likely the wholesale price for creamery butter will not be far below 30c a pound during the coming winter season.

As to eggs, practically the same conditions hold good, as prevail in the butter markets, with this difference, however, that probably the egg situation is in a slightly more advanced stage. Eggs are not now and have not been for several years exported to the Old Country, the local demand and consequent high prices shutting out almost entirely this feature of the egg business. During the summer supplies were free, but the demand for eggs was pretty great, due, no doubt, to the high prices of meats and provisions. As was to be expected, the hot weather was responsible for a high rate of shrinkage, and it is only now with the cooler weather, that this shrinkage is showing any appreciable lessening. As it is, however, the shrinkage at present in Ontario is about a dozen and a half to the case. This shaves pretty close the profit to be made on eggs, especially as the dealer has to take so many chances. On account of the high prices, eggs were not put away until quite late in the season. There is not, however, the large stock there is in the butter line, and since the cooler days have come supplies have dropped off somewhat. This, with the higher prices demanded by farmers, will undoubtedly boost prices, and at present is doing so. During the past three weeks eggs have gone up two cents, and when the time comes that supplies are short and dealers must draw on their reserve in cold storage, the price will be pretty close up to that asked for butter.

THE GROCER AND THE ELECTIONS

In view of the approaching elections the old difficulties regarding business men's participation in politics becomes a live question. Whenever things of this nature crop up it is always a good plan to get the views of successful business men regarding them, because it may be taken for granted that they have pursued the right course, or else they would not have been successful. Of course, a man's politics are not so liable to become a topic of the tea table conversation in a city as in the smaller country towns.

The opinions which we have heard enunciated are all about the same when summed up. Some grocers said they took no part whatever in politics; some voted quietly; some were very outspoken in their political allegiance, and some, it is said, although I have them yet to encounter, were offensively partizan. To vote is a national duty, and no man should try to avoid it, but it is exactly the same with this as with many other things in life—it is the way and manner in which it is done. Take for example, a man who is so self-opinionated that his views of life are narrowed down to very fine limitations, it is exceedingly difficult for him to see the two sides of anything, except a dollar bill, and the chances are that he cannot talk politics or anything else without giving offense. On the other hand, there is the man who can see both sides of the question, and who respects other people's views, and he does not offend, even if he may have a discussion with a customer. Sometimes there is a peculiar respect engendered among men for one another by virtue of the fact that they hold different views, and when they are broad-minded enough to look upon such conditions in the proper light. It is a poor man, indeed, who has no convictions at all in such matters, and shows a lack of proper interest in national affairs. All this goes to show that a merchant may have his own views on certain subjects, but it is wise for him to abstain from thrusting them too strenuously upon those whose patronage he enjoys.

RATHER ANNOYING.

A Canadian special delivery stamp on a letter addressed to a point in the United States, or a United States special delivery stamp on a letter mailed in the latter country for Canada does not insure its quick delivery. It is delivered as if it had only an ordinary 2c stamp affixed.

There have been some specific instances lately where lack of knowledge in this respect has caused delay and annoyance to business men.

To ensure special delivery of a letter mailed in one country for delivery in the other, the envelope must bear the special stamp of the country to which it is sent. To procure this stamp is not always either easy or convenient.

This is a matter which should receive attention from the Post Office Department of the two countries. If a 2-cent stamp insures a letter being delivered in either country in the ordinary way, why should not the special delivery privileges be accorded to a letter when the special delivery stamp of the country from which it is sent is attached ?

KEEP THE STORE WELL LIGHTED.

The lighting of a store is always a problem. Both daylight and artificial light should be supplied in an ample degree. In the congested quarters of the cities it is not always possible to get sufficient daylight, but it is always possible to have a good quantity of artificial light. When the days get short, the well-lighted store is the one that commands attention, and beginning at the front door, which should always be well lighted, the window should be resplendent, of course, taking for granted the dressing is attractive, otherwise the lights ought to be as dim and few as possible. The efficacy of good lighting in the store itself is obvious. First, there is the psychological effect on the customer when he comes into a flood of light where everything seems to speak a welcome full of warmth. Secondly, in ill-lighted stores dirt and rubbish are more likely to collect and lead to an unsanitary condition. Thirdly, there is the general satisfaction to be derived from working in a well-lighted store, as compared with work anywhere in a dim and insufficient light. Electricity is undoubtedly the best form of light, as it is the cleanest, least cumbersome and most easily taken care of, requiring very little attention. Gas and acetylene come next, and coal oil last. There are many kinds of acetylene plants, and some of them give a very brilliant light, but they require considerable attention.

THE SITUATION IN THE WEST.

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Oct. 5.—At the close of the first month of the crop year of 1908 there has passed inspection at Winnipeg 10,339,350 bushels of wheat, or a little over one-tenth of the estimated crop. This is a new high record in grain movement and is marvellous in view of the fact that the C.P.R., the road having the greatest mileage in the wheat belts, was hampered by a strike, that is now two months old. The total number of cars of all grains carried was 11,018. This was against 7,085 in the September of 1906, and 6,283 in the September of 1905. Comparison is not made with 1907, because harvest was too late last year for anything of a record to have been made at crop movement in September. In 1906 and 1905, however, harvest began rather earlier than this year, there having been cutting as early as August 8 in 1905. In spite of this heavy movement there is a constant complaint of car shortage. This is mainly due to the fact that so many farmers have been able to thresh early this year, September having a practically unbroken record for fine weather, and the rush of wheat to market has been beyond all precedent and very naturally the railways were not in a position to handle it. In addition to this the C.P.R. had 42 engines and a large number of cars tied up on construction of the double track from Winnipeg to Fort William. The company wisely refused to take the trains off until the 250 miles from Winnipeg eastward was complete and ready for use, feeling that what time was lost in crop movement before October 5th would be more than made up after that date. Your correspondent has it officially that the bulk of the work trains will be released for grain movement to-day, though the public announcement in the Winnipeg papers will not be made for some days yet. When these engines and cars are put on the western wheat things will go with a rush, and the railway being able to use the 250 miles of double track without a break and the balance of the 420 with the exception of a break of nine miles where some heavy filling-in is required, will not only get their cars to lake terminals more readily. but will be able to return them to the wheat belts much more quickly.

Though so large a volume of wheat has already been moved, it is too early to talk about the improvement on the financial situation. A large amount of the grain sent forward has not yet been finally disposed of and though, no doubt, the farmers have received a percentage, they have not received all that that amount of wheat represents in money. In another week or ten days there should be good accounts from the wholesale houses.

The wheat market has continued somewhat of a mystery to dealers, owing to what would seem abnormal strength in the light of the indifference of British buyers and the fact that during the past week they have shown more disposition to place orders for January and February deliveries of Argentine wheat than to purchase Manitoba. At the same time any additional strength in Manitoba (and the market was a strong one all week) seems to be reflected in Liverpool. With the rapid increase of receipts that may be looked for this coming week, the world's visible climbing up and the world's shipments increasing rapidly, a break would seem in order, but though the market occasionally breaks a little, it quickly goes back again because every break brings out not speculators, but buyers of actual wheat.

One of the features of the past week has been the enormous increase in the export flour trade, which has picked up wonderfully in the last ten days. The Assiniboia, sailing from Fort William on Wednesday morning, carried 2,200 tons of flour, almost all of it for export, and flour trains are pulling into Fort William every day. The Lake of the Woods Milling Co., at Keewatin, is receiving wheat at the rate of 100 cars daily, and though it is not so easy to check the Ogilvies, they are no doubt receiving just about the same amount. The Western Canada Flour Mills at St. Boniface is also busy and the rebuilt mills of the Maple Leaf Flour Milling Co., at Kenora, is being rushed in order to grind this crop.

Moose Jaw is putting up a splendid 1,000-barrel mill, which is really an addition to the mill that has been established at that point for some time.

The cattle trade shows few changes during the past few weeks. There has been a complaint of shortage of cars for cattle also, and it is claimed that there are still 20,000 head to come out this fall. If this is correct the year 1908 will be a banner one in export cattle, as already more have been shipped than for the whole season of 1907. Prices have been low, owing to the drop in the British market, but as there is some slight improvement there, prices here may stiffen a little. It is expected that cattle, as well as wheat, will move more quickly this coming week.—H.

A new variety of fruit, called nartjes, somewhat in the nature of an orange, with an outward appearance of a quince and yet quite different from either, is being shown on the London, Eng., market. The nartjes comes from South Africa.

THE "PURE FOOD" GROCERY

Would It Pay to Sell Only Guaranteed Goods?—How It Should Work Out in Actual Practice.

Some time ago I wrote an article on "Pure Food." In it I tried to show how much better a man's conscience felt when he sold "straight" groceries. I even quoted Emerson, "The reward of a thing, well done, is to have done it," trying to show that it was sufficient reward to a grocer, who had gone to great pains to sell only pure goods, to have the satisfaction of knowing he was a public benefactor. But all my theories fell to the ground when an old grocer, after reading my essay, said: "If you want to get the grocers to take up the idea of selling pure goods only, you must show them, demonstrate plainly, that they can make more money that way."

The Trade Paper and How it Helps.

Why do merchants read a trade paper, anyway? To get market reports and new light and new ideas on their particular line of business. It isn't always the new ideas that help the most, though sometimes the old ideas are presented differently, sometimes you knew a thing was right, but had never adopted it, perhaps reading it again will lead you to use it. It's the same with advertising. The public know in a sort of a way that you have a grocery store, and sell good goods, but assertive advertising, quoting prices, leads them to patronize you.

The Same With the Other Question.

It's the same with this Pure Food question? You all think it's a good thing in regard to jams, syrups, etc., but are rather doubtful as to whether handling nothing but guaranteed groceries from cellar to roof would pay.

Just suppose, for example, two men, A and B, were engaged in the grocery business in the same town. A has a reputation for high-class groceries that is not confined to high price fancy goods, but every article in the store can be depended on as absolutely pure. If A is doubtful about anything, he has it analyzed and will allow nothing to be sold he does not personally know to be above suspicion. He doesn't do nearly as much business as B, but as his profits are larger in a year's time he makes exactly the same amount of money. B is all for big sales, hurry and splash. The quality of the goods doesn't worry him so long as the price is low and his customers don't complain too frequently. To illustrate: A traveler carried different grades of spices, vinegars, etc., and B, invariably bought the lowest priced grade, even though assured it was not "straight." His reply was, "Oh, folks round here won't know the difference," which was true enough for quite a number, but their health would suffer when it was too late.

An Interesting Question.

Suppose B is that kind of a man. At the end of a year won't A be far ahead, even though their profits were the same? A has a reputation for quality that could not be purchased with money.

There is a great deal of pleasure in selling a high-class article, a nice fat profit for yourself, a satisfied customer and likely a repeat sale.

I believe in grocers branding and guaranteeing standard articles, such as tea, coffee, extracts, baking power, etc. Ascertain by chemical analysis, if necessary, that they are pure, then put your own name on them and stand behind them.

Work for the Associations.

Grocers' associations are doing a great deal of good all over the country, such as organizing for collection of bad debts, protection against combines and unfair competition, and bettering trade conditions, and they could do an even greater work by employing a chemist to determine the purity of the various staples and advertised brands of groceries that are on the market, having the results published among the grocers, and combining together to educate the public as to the relative merits of the various articles without fear or favor.

In the meantime, it would be a great honor as well as very profitable to be known as the "Pure Food Grocer" of your town or city.

EXTENDING THEIR BUSINESS.

W. H. Millman & Sons, wholesale grocery brokers, 27 Front St. E., have just completed arrangements to take over the whole of the large building, where their offices now are, which has been for some years known as the Dixon Storage warehouse. They take possession of this building on November 1st, in addition to their already successful brokerage business. With their promptness and reliability in all their business, they, no doubt, will do well with the new undertaking. Merchants and shippers throughout the country, anticipating storage, could not deal with a better firm, and the location of this building is the very best in Toronto. They solicit business for all kinds of merchandise. A new advertisement, announcing the addition to the business, appears on page 49 of this issue.

TRADE NOTES.

Thirteen carloads of Kettle River Valley (B.C) apples have been exported to Australia. Besides filling local demand the valley will market over thirty carloads of fruit at outside points.

Clark & Reid, Ottawa, have recently been appointed selling agents in that city for the Robert Greig Company, Toronto, and have already secured a large number of orders for "White Swan" goods. With this agency they should make the sale of White Swan coffees, spices, cereals, etc., larger than ever.

Secretary Gillett, of the New York State Fruit Growers' Association, states that the apple crop in that State is 93 per cent. of last year's crop, and 60 per cent. of average crop. The counties bordering on Lake Ontario have a full average crop of the best quality, while the Hudson River Valley counties have a small crop of medium quality.

With a view to increasing the consumption of salt-water fish in the inland Provinces of the Dominion, an Order-in-Council has been passed empowering the Dominion Government to defray one-third of the cost of express rates on shipments of fish to the West from the Maritime Provinces. This payment is in the nature of a subsidy for part of the year to the fishing industry of the East, and should prove a great boon to parts of the Dominion where there is at present great difficulty in getting any good supply of fresh sea fish. The reduction in the cost of transportation will apply throughout the fall shipping season.

PERSONAL NOTES.

J. P. Gallagher, representing Alp. Raymond, formerly J. A. Perrault & Co., Montreal, importers of jams, jellies, pickles, etc., was a caller on the jobbing trade of Toronto and Hamilton this week.

J. W. Windsor, of Montreal, left Saturday last for Winnipeg on a business trip, where he is placing Ice Castle Brand canned goods and Balmoral pure jam jellies and marmalades on the market.

The largest cargo of apples ever carried from Halifax to Liverpool was taken a few days ago by the steamer Halifax City. It consisted of 17,099 barrels of the choicest Nova Scotia apples. It is not unusual to send large apple cargoes to London, but Liverpool has never before called for such a large shipment. London is taking great quantities of Nova Scotia apples at present.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

A new company now doing business in Montreal is the Dominion Cocoa & Chocolate Co., 16 Place Royale. The firm offers the trade "Favorite" brand cocoa, which is put up in ½-lb. tins, and also in 10-lb. canisters and in bulk. Absolutely no adulterants are used in the making of this line.

Schlesinger Bros. & Co., Montreal, are selling Maestrini milk chocolate more freely than ever before. This line is made in Switzerland, the factories being located in the finest dairying districts. The candy is most attractively wrapped.

MAPLE SYRUP AD.

It will pay you to see it—page 51

Markets and Market Notes

See Also Provisions, Cereals and Fruit, Vegetable and Fish Departments on Pages following.

QUEBEC MARKETS

Montreal, October 8, 1908.

POINTERS—

Fish—Easier.
Cheese—Easier.
Butter—Firm.
Spices—Advanced.
Vegetables—Advanced.
Fruits—Advanced.
Sugar—Firm.

The past week has not been any too bright and trade in all lines is somewhat slack. The high butter market and the prospects of it going still higher is certainly not a pleasing aspect of the market for those who have to provide for families. Vegetables and fruits have gone forward slightly, and this has given an impetus to the canned vegetable trade, which is brighter than for a long time. Canned fruits, however, do not seem to have been benefited in the same way, but this may be due to the fact that they are more of a luxury, and can be bought even under wider fluctuation in price than vegetables, which are a necessity. Sugar remains the same in price, although the demand has largely fallen off. Japan teas are active, also the better grades of coffee. A good business is passing in all kinds of fish. Provisions are firm and in good demand. The high prices for molasses have somewhat checked the demand for that commodity. Spices are active. The new dried fruits arriving are opening up well. Collections cannot be said to be more than fair.

SUGAR—The sugar market is much duller than at last report. The price, however, remains the same. There is an undertone of uncertainty to the market. Refiners are not sure that it will react along ordinary lines as it has shown many surprises during the year. In many cases it has failed to do what was expected of it.

Granulated, bbls	$4 70
" ½-bbls	4 85
" bags	4 65
Paris lump, boxes, 100 lbs	5 50
" " " 50 lbs	5 60
" 25 lbs	5 80
Extra ground, bbls	5 05
" " 50-lb. boxes	5 25
" " 25-lb. boxes	5 45
Powdered, bbls	4 85
" 50-lb. boxes	5 05
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 " bbls	4 30
No. 1 " bags	4 25

SYRUP AND MOLASSES—There is a fairly good demand for molasses, but it is plain that the prevailing high prices are keeping trade within a smaller area. Syrups are in fair demand, and prices remain the same as at last quotation.

Barbadoes, in puncheons	0 37	0 39
" in barrels	0 39½	0 41½
" in half-barrels	0 40½	0 42½
" fancy	0 38	0 40
" extra fancy	0 38	0 42
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03¾
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " ½ doz. "		2 75
" 10-lb. " ¼ doz. "		2 65
" 20-lb. " ½ doz. "		2 60

MAPLE PRODUCTS—Maple products are dull and featureless, with no change in prices.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 06	0 07
Pure syrup, 8½lb. tin	0 60	0 65

TEA—Locally the Japan market is showing more activity this week. In Japan the market is firmer, with about ½ cent advance on quotations of three weeks ago. The market for blacks is not very active. There is some little trade passing in the cheaper grades, otherwise the market is dull. Quotations have not altered.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25½
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—For some time there has been a slight preference shown in this market for the cheaper grades. This, however, is changed now. Dealers report a very decided increase in the volume of trade in the higher grade coffees. Business is brisk in all lines. Prices remain the same as last quoted.

Jamaica	0 16	0 20
Java	0 20	0 35
Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15
Maracaibo	0 15	0 20

Roasted and ground 20 per cent. additional.

DRIED FRUITS—A remarkable feature in the dried fruit markets this season has been the almost total absence of serious fluctuation. Prices have been steady with very slight changes since the opening. The last direct steamer from the Mediterranean, the Jacona, has now completed loading at Denia and should reach Montreal with a full cargo early in November. Belated orders from Mediterranean ports are still coming in via Liverpool and should reach here before navigation closes. Quotations on dates from London ex. first tide steamers are on a very reasonable basis, showing disposition on the part of London shippers to make an effort to recover the business which they lost under the ad valorem duty, but which they now have a chance of securing since the change to the specific rate. Tarragona almonds have strengthened somewhat, which condition has not been anticipated, as opinions in general were that this market would become easier. Filberts are firm and reports from the Messina exchange indicate a possibility of them remaining so.

Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb	0 03½	0 04
Packages "	0 06½	0 06¾
Malaga Raisins—		
London layers		2 35
"Connoisseur Clusters"		2 40
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
"Excelsior Windsor Clusters"		5 50
" ¼'s		1 50
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 11
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb		0 32
Peaches, "		0 18
Pears, "		0 18

Prunes—	per lb.	
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08½	0 09½
" " " 50-60s	0 08	0 08½
" " " 60-70s		0 09
" " " 70-80s	0 07½	0 08
" " " 90-100s	0 06½	0 07

SPICES—Peppers are stronger this week, nothing being obtainable under 16c. Ginger is also higher, being quoted at 18c to 20c instead of 16c to 20c as at last report. Nutmegs are firm at 30c to 60c. Other lines remain the same as at last quotation. Demand for all kinds of spices is good owing to the pickling season now being on.

	per lb.	
Peppers, black	0 16	0 20
" white	0 18	0 27
Ginger, whole	0 18	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—The rice market offers nothing new this week. Locally demand is poor. Prices are unchanged. Tapioca is slightly more active, but there is still much room for improvement. Prices have been fully maintained during the week.

Rice, grade B, bags 250 pounds	3 15
" " " 100 "	3 15
" " " 50 "	3 25
" " pockets 25 pounds	3 25
" " ½ pockets, 12½ pounds	3 35
" grade c.c., 250 pounds	3 05
" " 100 "	3 15
" " 50 "	3 15
" " pockets 25 pounds	3 15
" " ½ pockets, 12½ pounds	3 25
Tapioca, medium pearl	0 05

BEANS—Only a limited amount of the new crop are yet available. The demand is fairly good and would be better if supplies could be procured. Austrian and Indians are meeting with an indifferent sale.

Ontario, pickers, new	1 85	2 00
Austrian		1 90
Indian		1 65

EVAPORATED APPLES—There is nothing to report of any consequence in this market. Prices are unchanged.

Evaporated apples 0 07½

MAPLE SYRUP AD.

It will pay you to see it—page 51

CANNED GOODS

There is very litle new to record this week regarding the general situation. The rivalry between the independent companies and the Canadian Canners continues, though nothing of this is on the surface, except in the West. The real situation will hardly show itself till later in the season. Some of the factories seem anxious to get rid of their stock of tomatoes, and, judging from this and other circumstances, one is pretty safe in concluding that the tomato pack has been generally large. How the situation will work out remains to be seen.

MONTREAL.—Peas, beans, tomatoes and corn are in good demand. Canned fish is also in good demand, but meats, both Canadian and American, are somewhat neglected. Fruits also are not active, owing to the season for fresh stock now being at its height.

TORONTO.—While a large part of the goods have already been sold there is good demand this week for canned vegetables. Business in canned meats seems to have dropped off a little since the cold weather has set in.

WINNIPEG.—There is no change in the local situation. Corn, peas and tomatoes are still being sold at very low figures, and there is no sign of the end of this competition in prices.

NEW PRICES—1908 PACK.

	Per doz. Group 1.	Per doz Group 2
FRUITS.		
3's apples, standard	1.00	.95
3's apples, preserved	1.45	1.40
Gals apples, standard	2.55	2.50
Gals, apples, preserved	4.00	3.95
Blueberries (Huckleberries)—		
2's standard	1.20	1.15
2's preserved	1.70	1.65
Gals, standard	5.05	5.00
Cherries—		
2's, red, pitted	1.95	1.90
2's red. not pitted	1.55	1.50
Gals. red, pitted		8.00
Gals. red, not pitted		6.50
2's black, pitted	1.95	1.90
2's, black, not pitted	1.55	1.50
2's white, pitted	2.05	2.00
2's white, not pitted	1.65	1.60
Currants—		
2's red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals. red, standard		5.00
Gals. red, solid pack		7.00
2's black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals. black, standard		5.25
Gals. black, solid pack		8.00
Gooseberries—		
2's, heavy syrup	2.15	2.10
2's, preserved	2.40	2.35
Gals., standards		6.00
Gals., solid pack		8.00
Grapes—		
2's white, Niagara, pres'd.	1.45	1.40
Gals., ditto., standards	3.55	3.50
Lawtonberries—		
2's, heavy syrup	1.95	1.90
2's, preserved	2.20	2.15
Gals., standards	7.55	7.50
Peaches—		
1½'s, yellow, (flats)	1.70	1.65
2's yellow	1.95	1.90
2½'s yellow	2.65	2.60
3's yellow	3.05	3.00
3's yellow (whole)	2.30	2.25
2's white	1.85	1.80
2½'s white	2.55	2.50
3's white	2.80	2.75
3's, pie, not peeled	1.45	1.40
Gals., pie, not peeled	4.30	4.25
Gals., pie, not peeled	6.05	6.00
Gals., assorted pie fruits (add 5 p.c.)		
Pears—		
2's Flemish Beauty	1.70	1.65
2½'s Flemish Beauty	2.00	1.95
3's Flemish Beauty	2.15	2.10
2's Bartletts	1.90	1.85
2½'s Bartletts	2.20	2.15
3's Bartletts	2.35	2.30
3's pie, not peeled	1.30	1.25
Gals., pie, peeled	4.05	4.00
Gals., pie, not peeled	3.55	3.50
2's, light syrup, "Globe"		1.25
3's. ditto		1.85
2's pineapple, sliced	1.95	1.90
2's, do., grated	1.95	1.90
2½'s, do., whole	2.45	2.40
Plums—		
2's, Damson, light syrup	1.00	.95
3's, ditto	1.40	1.35
2's Damson, heavy syrup	1.15	1.10
2½'s, ditto	1.80	1.75
3's ditto	1.90	1.85
Gals., Damson, standard	2.90	2.85
2's Lombard light syrup	1.00	.95
3's " "	1.45	1.40
2's " heavy syrup	1.20	1.15
2½'s " "	1.85	1.80
3's " "	1.95	1.90
Gals. " Standard	3.05	3.00
2's G. Gage, light syrup	1.40	1.35
2's " heavy syrup	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00
3's " light syrup	1.85	1.80
Gals. " Standard	4.05	4.00
2's Egg, heavy syrup	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00
Raspberries—		
2's, red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals., red, standard	7.05	7.00
Gals., red, solid pack	9.80	9.75
2's, black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals., black, standard	7.05	7.00
Gals., black, solid pack	9.80	9.75
2's, rhubarb, preserved	1.80	1.75
3's rhubarb preserved	2.45	2.40
Gals., rhubarb. preserved	3.30	3.25
2's strawberries, heavy syrup	1.95	1.90
2's " preserved	2.20	2.15
Gals. " standards	7.05	7.00
Gals. " solid pack.	9.80	9.75
VEGETABLES.		
Beets—		
2's, sliced, br., "Simcoe"		.95
2's, sliced, b.r., Simcoe		.95
2's, whole. b.r., "Simcoe"		.95
2's, whole, br. "Rosebud"		1.15
3's, sliced, br., "Simcoe"		1.25
3's, whole, br., "Simcoe"		1.25
3's, whole, br., "Rosebud"		1.40
2's, golden wax, midget, "Auto"	1.25	
Beans—		
2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85
3's, ditto.	1.40	1.35
2's. Refugee, midget, 'Auto'	1.25	
2's, Crystal Wax	1.00	.95
2's, Red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's corn	.90	.85
Gals., corn-on-cob		4.50
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's cabbage	.95	.90
2's cauliflower	1.50	1.45
3's cauliflower	1.90	1.85
2's parsnips	1.00	.95
3's parsnips	1.10	1.05
Peas—		
1's No. 1 extra fine, sifted	1.12½	1.07½
2's No. 4 standards	.82½	.77½
2's No. 3 early June	.87½	.82½
2's No. 2 Sweet Wrinkle	.97½	.92½
2's No. 1 extra fine, sifted	1.42½	1.37½
Gals., No. 4	3.77½	3.72½
3's pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's table spinach	1.30	1.25
3's table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's succotash	1.20	1.15
3's squash	1.15	1.10
Gals., squash	3.55	3.50
2's tomatoes	.90	.85
3's tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's turnips	1.00	.95

ONTARIO MARKETS.

POINTERS—

Sugar—St. Lawrence declined 10 points.

Teas—Ceylons firmer in primary markets.

Butter—Advancing.

Eggs—Firmer.

Collections—Fair.

Toronto, October 7, 1908.

Not a great deal of change is noticeable in the wholesale markets this week and business continues along about the same lines. Business in California fruits is fairly good and new raisins and currants are in pretty fair demand. Other lines are only passing as usual, and while the jobbers speak hopefully, things are seemingly a litle quiet.

About the only noticeable change during the week was a decline of 10 cents on St. Lawrence sugars, which occurred on Wednesday afternoon. At the time of writing the other companies had not followed, the decline, and, indeed, there was no official notice of the decline. New crop Western Ontario beans are on the market.

SUGAR—The only change of the week was the decline in St. Lawrence noted above. As official notice of the change had not been received at time of writing local prices had not changed. It is expected, however, that the other companies will follow, and the decline be general. This decline followed immediately on the report of a 10-cent decline on the New York market on Wednesday morning.

Business has been rather dull in sugar since the close of the preserving season, and the markets have eased off a little as a result. Before this week's decline prices were on a basis 30 points above the market at this time last year, and it seemed likely there would be a falling off to some extent at least. Retailers would do well to curtail their purchases for some little time at least.

Willett & Gray, reviewing the raw market, say:

"In the absence of sales during the week under review the market quotations remain nominally unchanged, although

efforts to sell a cargo of Javas at the current quotations failed for want of a buyer and the sugar is going into warehouse rather than meet buyers' views at a lower level. The outcome of the present inactivity depends upon Europe to a large extent and the beet sugar markets have shown a small receding tendency, October being quoted at 9s 6d, against 9s 7½d last week. The fluctuations are small under continued reports of favorable weather for the beet crop thus far, but the weather of October will prove critical, for good or bad development. A preliminary estimate of the beet crop of all Europe ranges from 6,350,000 to 6,785,000 tons, an average of 6,567,500 tons, against an outturn last year of 6,532,000 tons. Cuba crop reports continue favorable, with one central still working and the Six Ports stock reduced to 34,000 tons."

A peculiar feature of the market for several days during the week was the fact that there was no Wallaceburg beet sugar to be had. Supplies of raw sugar coming in from the factory were held up for some days in the St. Lawrence and in the meantime the factory was forced to suspend operations. The arrival of the supplies, however, has remedied matters. Prices at time of writing were as follows:

Paris Lumps, in 25-lb. boxes	5 [illegible]
Paris lumps, in 5-lb. boxes	5 75
" in 100-lb. "	5 65
Paris lumps, in 20, 5-lb. boxes	7 10
St. Lawrence granulated, barrels	4 80
St. Lawrence Beaver	4 55
Standard granulated	4 50
Imperial	4 55
Acadia granulated, (bags and barrels)	4 70
Phœnix	4 75
Bright coffee	4 70
No. 3 yellow	4 60
No. 2 "	4 50
No. 1 "	4 40

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—There is very little demand for this class of goods and prices are unchanged.

Medium	0 30	0 35
Bright	0 40	0 45
	Per case.	
2 lb. Tins, 2 doz. in case		2 40
5 " " " "		2 75
10 " " ½ "		2 65
20 " " ¼ " "		2 60
Barrels		0 03½
Half Barrels		0 03½
Quarter "		0 03
Pails, 38½ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 12 "		4 80
Quarts, 24 "		4 80
Pints, 24 "		2 50
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 35

TEA—There is a fair amount of business passing with no particularly new features. Cables received during the week by local brokers report a firm market all round for Ceylons.

Keary & Tonge's September report, just to hand, says regarding the situation in Ceylon:—"The month of August has been decidedly interesting for the tea trade, and Ceylon has not been behind hand in what might be termed surprises. On the Colombo market very near a panic has occurred, buyers tumbling over one another to secure teas with quality, and paying any price for them. For teas above common, prices have been rushed up to an extent which has not been equalled on this market for many years. Improvement in quality cannot altogether account for this excitement, as although there has been improvement it has not been in excess of that which is usual at this period of the year. About the middle of the month the estimate for shipments to the United Kingdom had to be revised, and reduced from 8,500,000 lbs. to 6,500,000 lbs. owing to cold winds and drought; and with this came news from India that the crop there was below the average in quality. The probability is that this has been over-rated and consequently the high level in prices which fine tea has reached is extremely dangerous. Common tea continues to be neglected and the market for this grade is again lower, the statistical position is fairly strong—prices therefore for this grade are as low as they are likely to be. Medium tea has been in very strong demand, and prices have advanced rapidly during the month; in many cases there has been rises of 1½d. to 2d. per lb. Fine tea.—There has been a large supply of this grade, and with a very strong demand prices have gone up to a most unusual extent."

COFFEE — Business continues very fair with a slight stimulation in some quarters as colder weather sets in. Prices are unchanged.

DRIED FRUITS—California prunes, apricots and seeded raisins are passing off fairly well. There seems to be less demand than expected for the new Mediterranean fruits and some houses are cutting prices on raisins, quoting as low as 5½. Just how good business this is remains to be seen. The regular market price is 7½. Valencias have been sagging a little in Denia during the week, going down as much as 2 shillings. A recovery has been made, however, to former prices, and the change has had no influence on local quotations.

	Per lb.
Prunes—	
40-50's, 25-lb. boxes	0 09½
50-60's, " "	0 08½
60-70's, " "	0 08½
60-70's, 50-lb. boxes	0 08½
90-100, " "	0 07
Apricots—	
Choice, 25-lb boxes	0 12
Fancy, " "	0 14
Candied and Drained Peels—	
Lemon 0 09½ 0 11 Citron	0 19 0 21
Orange 0 10½ 0 12	
Figs—	
Elemes, per lb	0 08 0 15
Tapnets, "	0 03½ 0 04
Bag Figs	0 02½ 0 04
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 09 0 09½
Patras 0 08 0 08½	
Uncleaned, ½c less.	
Raisins—	
Sultana	0 09½ 0 13
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias, old crop	0 06 0 06½
" new crop	0 07½
Seeded, 1-lb packets, fancy	0 10 0 10½
" 16 oz. packets, choice	0 09½
" 12 oz. " "	0 08
Dates—	
Hallowees 0 05½ 0 05½ Fards choicest	0 08 0 09
Sairs 0 04½ " choice	0 06½

SPICES—Business is easing off a little since the pickling season is drawing to a close. Zanzibar cloves are a little higher in primary markets, but no effect is felt here.

Peppers, black pure	0 16 0 20
" white pure	0 25 0 30
" whole, black	0 12
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 45 0 90
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 19
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

RICE AND TAPIOCA—Only a staple business is being done, with no change in prices.

	Per lb.
Rice, stand. B	0 03½ 0 03¾
B rice, 5 bag lots, delivered	3 05
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05½ 0 06½
Seed tapioca	0 06
Tapioca, medium pearl	0 05 0 05½

BEANS—New Western Ontario beans are on the market this week in good quality. Stocks of these have been very low for some time and the supplies of new goods will be welcome.

EVAPORATED APPLES — Little interest is manifest at this season. Prices are unchanged.

Evaporated apples	0 7½ 0 08

HIDES AND SKINS—The hide market is off, there being little demand for skins. Prices are as follows:

No 1 inspected steers, 60 lbs. up	0 09½
No. 2 " " "	0 08½
No. 1 " cows	0 09
No. 2 " "	0 08
Country hides	0 08
City Calf skins	0 12
Country Calf skins	0 10 0 12
Lamb skins	0 45 0 55
Horse hides, No. 1	2 50
Rendered tallow, per lb	0 05½ 0 06½
Horse hair, per lb	0 28

GAVE WRONG STREET ADDRESS.

An item in these columns last week, headed "New Sauce Manufacturers in Toronto," and referring to the Mason-Miller Co., who have just begun business in the city, inadvertently went astray in giving the street address of the new firm. The Mason-Miller Co. is at 27 Melinda Street, instead of on Wellington Street West, as was stated. Their No. 1 sauce and essence of beef, the latter in glass jars, though only a few weeks on the market, is being very favorably received.

SUGAR MARKETS DECLINING.

With the falling off in demand for sugar since the close of the preserving season, the markets have assumed a somewhat easier tone. This was evidenced by a decline of 10 cents in New York markets on Wednesday morning, and this was followed on Wednesday afternoon by the St. Lawrence Sugar Co., Montreal, who notified the trade of a decline of 10 cents. At the time of writing the other companies had not followed, but will probably do so in a day or so. Considering the present situation retailers will do well to curtail their buying as far as possible for some time at least.

TRADE NOTES.

J. S. Donaldson, the Toronto broker, who was injured on the street a couple of weeks ago, was able to return to his office on Saturday and is again on the street. His many friends in the trade are very glad to see him about again.

Hamilton Morton & Co., 1 Wellington St. E., Toronto, have been appointed agents for the city and district for Balmoral pure jams, preserves and marmalades, manufactured by J. W. Windsor, Montreal.

Millman & Sons, Toronto, received a quantity of new crop Western Ontario beans last week, and distributed them to the trade. The market has been pretty well cleaned up for some time and the new crop beans will relieve this somewhat.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, October 8, 1908.)

Increased activity is apparent in all branches of the grocery trade. The year's business is likely to show a small increase over that of 1907, with several of the wholesale houses. Money is more plentiful and collections are showing a marked improvement.

CANNED GOODS — There is no change in prices or conditions. Prices remain as follows:

FRUITS.

	Group No. 1.	Groups No. 2.&3
Apples—3's standard per case	2.44	2.34
" Gallons, standard "	1.55	1.52½
Cherries—Red pitted 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	9.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie unpeeled gallons	2.42½	2.40
" pie peeled gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe l. s. 2's		2.78
" Globe l. s. 3's		4.14
Plums—Damson l. s. 2's	2.28	2.18
" Lombard l. s. 2's	2.28	2.18
" Greengage l. s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red gallons	3.80	3.77½
" black 2's	4.18	4.08
" black gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards 2's	1.88	1.55
Early June 2's	1.98	1.65
Sweet Wrinkle 2's	2.18	1.85
Extra fine sifted 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes—2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Corned beef 2's per doz.	3 10
" " 1's "	1 65
Roast beef	
" 1's, per doz	1 65
" 2's, "	3 10
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

SUGAR—

Montreal and B.C. granulated, in bbls	5 20
" " in sacks	5 15
" yellow, in bbls	4 80
" " in sacks	4 75
Wallaceburg, in bbls	5 10
" in sacks	5 15
B.C. gunnies granulated, 5-18's to bale, per cwt	5 15
" " 5-20's " "	5 15
" hard pressed lump, 25's, per cwt	6 35
" " " half bbls., per cwt	6 70
" icing	6 00
" bar sugar	5 80
Icing sugar in bbls	6 00
" " in boxes	6 20
" " in small quantities	5 50
Powdered sugar, in bbls	5 80
" " in boxes	5 85
" " in small quantities	6 15
Lump, hard, in bbls	6 15
" " in ½-bbls	6 15
" " in 100-lb cases	

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 80
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 70
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bste., each	2 25

ROLLED OATS—Prices are as follows since the recent decline.

Rolled oats, 80 lb sacks, per 80 lbs	2 50
" 40 " " 80	2 60
" 20 " " 80	2 60
" 8 " " 80	2 65

CORNMEAL—Prices continue very firm with an upward tendency. Quotations are:

Cornmeal, per sack	2 35
" per ½ sack	1 20
" per bale (10, 10's)	2 65

BEANS—White beans are advancing in price and some houses are now asking $2.50 per bushel for hand-picked, and $2.35 for 3-lb. pickers.

POT AND PEARL BARLEY—Pot barley, $2.80 per sack. Pearl barley has declined and quotations now are $4.05 per sack and $2.10 per half sack.

MAPLE PRODUCTS—

Sugar, 25 lb. boxes, ⅓s. and ½s	3 00
Syrup gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 55

FOREIGN DRIED FRUITS — The first shipment of the new season Valencia raisins is now on the market. We quote:

Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 80
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 65
" " " 14's	1 00
" " selects " 28's	2 25
" " " 14's	1 15
" " layers " 28's	2 35
" " " 14's	1 25
California raisins, choice seeded in ¼-lb. packages per package	0 07
" " fancy seeded in ¼-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 08
" 4 " "	0 08½
Prunes 90-100 per lb	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 08½
" 40-50 "	0 08½
" 30-40 "	0 09½
Silver prunes	0 10
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 12½
Peaches, per lb	0 10
Apricots, standard, per lb	0 09½
" choice, per lb	0 10½

SPANISH ONIONS—New stock is quoted at $1.15 per crate.

NUTS—

Shelled Walnuts, in boxes, per lb	0 27
" " small lots, per lb	0 29
" Almonds in boxes, per lb	0 30
" " small lots, per lb	0 32

BUTTER—No. 1 dairy is a scarce article and the market is firm. Buying prices f.o.b. Winnipeg are as follows:

No. 1 dairy in print, per lb	0 21
" " tubs or boxes, per lb	0 19
" 2 " prints, per lb	0 17

EGGS—Supplies are short and eggs are being brought in from Ontario. Ontario eggs are selling to the retail trade at 26c per doz., and Manitoba storage stock at 25c.

LARD—Prices are as follows:

Pails, 20's, per pail	2 25
3's, per case of 20	8 00
5's, " 12	7 90
10's, " 6	7 85

A REAL EYE FOR BUSINESS.

Fred. Lowe, manager of J. H. Wethey & Co., St. Catharines, told The Grocer the other day of an amusing experience he had in Buffalo recently. He was over buying some barrels for pulping and reserve stock purposes, and ran up against a dealer in these. The barrel man was a lineal descendant of Abraham of Biblical fame, and, as was to be expected, a keen business man. After examining the barrels, Mr. Lowe decided they would do, and a price for the same was agreed upon. Then the question of cartage came up and Abraham's son agreed to deliver them at the station for 2½c each. His business caution, however, induced him to say: "Vait a few minutes, Mr. Lowe, und I vill see the cartage man and I'll be right pack."

Off he went about four or five blocks down the street. On his return he said: "Say, Mr. Lowe, dot carter won't do de job for less dan 5c a barrel."

This was not satisfactory, so Mr. Lowe said: "Now, look here, you agreed to deliver the barrels for 2½c a piece and as a bargain is a bargain, unless you can do them at that price we'll call the deal off and I'll get my barrels elsewhere."

This didn't suit Abraham a little bit, so he said: "You vait a meenute. I'll dell you vot we'll do. We'll run down und see de carter und maybe we can pring him down a bit. It's only a few blocks down. Let us valk dere."

As Mr. Lowe was pressed for time he suggested using the street car, but none being available in that direction they walked the five blocks. On arriving at the carter's place the Jew turned to Mr. Lowe with a very smuck and knowing smile, and said: "You see, Mr. Lowe, you hap saved the cartage on two barrels already."

"Talk about an eye to business, but it was funny," said Mr. Lowe, and it was.

MAPLE SYRUP AD.

It will pay you to see it—page 51

Grocery News from Coast to Coast

Quebec and the Maritime Provinces

Montreal Grocers Complain of Fruit Jars—Large Shipments of Potatoes to Cuba From the Maritime Provinces—Fish Markets Dull in Nova Scotia.

MONTREAL.

October 7.—W. Willison, of Willison Bros., corner of Prince Arthur and Elgin Streets, has returned from a short fishing trip to St. Margaret.

John Davidson, of Fraser, Viger & Co., has returned from an extended tour of the Lower Provinces and Newfoundland. Mr. Davidson talks interestingly of conditions in this part of Canada. He stated that times were bad in Newfoundland owing to the low price of fish, upon which the inhabitants largely depend for their maintenance. This condition is due to a somewhat extraordinary and interesting cause. Most of Newfoundland's output of fish finds its market in Spain, France and Italy. Some years ago when a shortage occurred in the supply, and prices consequently went high, the people ate pork as a substitute, and became so fond of it that they have never completely restored their allegiance to fish. In this way the supply required in these European countries, is much less than formerly. Mr. Davidson states that the people of the Ancient Colony are in the throes of a political struggle, and the price of fish seems to be one of the main issues, both parties promising an improvement. Although Newfoundland lies close to Canada, the habits, manners and customs of her people and her trade and affiliations place her in a position closer to England than Canada in everything except geographical situation. After visiting Charlottetown, P.E.I., Sydney, C.B., St. John and other points, Mr. Davidson reports business in the Maritimes fairly good.

Montreal grocers are experiencing their share of loss, and inconvenience with fruit jars. Owing to inadequate packing these goods are frequently broken, so that the profits are considerably diminished. From all accounts it looks as though the manufacturers are not alive to their own interests in this respect as already jars of foreign makes have made their appearance on the market.

J. D. Phillips, corner of Prince Arthur and Elgin St., has made an assignment.

John Robertson, St. Catharine St. W., has a striking window display this week. The base consists of a pretty design of wall paper, arranged so that it slopes toward the front of window at an angle of 45 degrees. Pyramids of imported French peas are built up from the floor of the window and about halfway to the top of these pyramids, which are from three to four feet high, they make their way through the paper. The holes in the paper are cut to exactly permit the pyramids to fill the holes. The appearance from the other side of the street is particularly striking. The pyramids seem to be cut off diagonally at the base, the same as a house appears built on a side hill.

J. S. Walker, late with A. T. Wiley & Co., has joined the staff of McClure & Langley, Montreal, as salesman.

Jos. White, Toronto, is taking charge of the advertising campaign being carried on by Chiclets in Montreal.

Walter Johnston, of Sao Paulo, Brazil, who has been a visitor in Montreal recently discussed in an interesting way the other day Brazil's valorization of coffee. From his words it seems that the country is having difficulty in carrying out its scheme, and the burden is becoming a heavy one. At the present time Brazil holds about sixty-five per cent. of the visible coffee supply of the world. It was assumed by the originators of the scheme that in this way prices would become pliable in their hands and could be molded to suit their aims. However it may be said for them, much to their credit, that their only ambition was to maintain a good healthy price, and in no way to force the price above this limit. Up to the present time the market has not yielded to their manipulation, and continued loans have to be made in order to absorb the supply and place it in storage. Mr. Johnston expresses the opinion that Brazil will always find it a burden to affect artificial ends in this way, and, at anv rate, the present experiment is becoming tiresome.

W. G. Cochrane, Eastern division sales agent of the Quaker Oats Company, Peterborough, was in Montreal for a few days this week.

RICHMOND.

October 6.—Potatoes are firm in price. selling readily at $1 per bushel. One of our grocers, however, is advertising a carload, to arrive from the Lower Provinces, at 65c.

Creamery butter is selling at 28c, and dairy at 26c per pound. Eggs are bringing from 22c to 25c per dozen.

Kenneth McCrae and G. J. Jamieson, two of our energetic grocers, recently returned from the Toronto Fair, and they report a very enjoyable trip. These gentlemen stated that they thought every grocer who could possibly get an opportunity should attend this Fair, as it was highly instructive.

The first carload of grapes which has ever been brought into Richmond was received by P. J. Girard last week from St. Catharines, Ont., from which place he obtains nearly all his Canadian fruits.

The arrival in town of one hundred Italians, who are employed laying steel, made it necessary for the grocers to resort to all sorts of methods to discover their wants and requirements. They swarmed the stores nightly, and as they were limited to their own language many dealers were forced to adopt the deaf and dumb system of communication.

Business is not any too brisk at the present time. Everyone is busy thinking and talking about the approaching elections.

ST. JOHN.

October 6.—Business continues very satisfactory. There have been practically no changes in the prices of staples. In the produce line, meats are somewhat lower owing to the opening of the game season. Beef and mutton have declined one cent a pound. Carrots, beets and turnips are cheaper. Tub butter has advanced and is now quoted at from 22 to 24 cents a pound. Dry codfish are now coming in quite freely. The latest quotations are large, $3.75 to $4; medium, the same; small, $2.75 to $3; Pollock, $1.50 to $1.75. These prices show a marked decline in values.

The outlook is good for some heavy shipments from St. John to Cuba during the next few months. At the present time St. John is receiving a visit from Bartole Ruiz, of Havana, Cuba, accompanied by Mr. Berutich, an interpreter. They represent Yaguierdo & Co., of Havana, one of the largest dealers in potatoes on the island. The visit here is to endeavor to arrange for large quantities of potatoes to be shipped to Cuba during the next three months. Mr. Ruiz is arranging with A. C. Smith & Co., of the west side, and F. E. Williams & Co., for shipments, and it is altogether likely that a new market will be opened up to the potatoe growers of New Brunswick, and one that will prove fully as profitable as the Ontario market. The next steamer to sail from St. John for Havana will take away about 6,000 barrels of potatoes.

Tenders for supplies for the Municipal Home have been awarded as follows: M. & H. Gallagher & Co., groceries; G. A. Reicker, drugs; G. F. Smith, bread; O'Neill Bros., meats.

Alderman J. W. Vanwart, the Charlotte Street grocer, was away last week on a moose hunt.

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HALIFAX.

October 6.—The feature of the grocery markets last week was a sharp advance in the price of pork, which took a jump of two dollars per barrel. In sympathy with pork, lard has also gone up, and a further advance is looked for. The price of beef is somewhat easier at present. On October 1st canned peas were advanced two and one-half cents per dozen.

Australian sugar has been advanced twenty cents per bag. Some weeks ago there was a reduction in this article, but it is now again on the upward trend.

Eggs are a little easier this week The receipts have increased somewhat, and the quality of the stock is much improved. There is only a fair demand for eggs at present.

Now that the pickling season is on there is a good demand for such lines as vinegars, spices, mustard, onions, green tomatoes and cauliflowers, all of which are used in making chow-chow. As the home-made article is very appetizing it is in great favor here and large quantities are made to tide over the long winter months.

Very little winter butter has come on the market so far, but the indications are that there will be a fairly good supply later on. One favorable sign is that there is a good demand from several districts for empty tubs, and it is taken for granted that there must be butter in sight to fill them.

Some fine cranberries are now on the market, quoted at six dollars per barrel.

The Elder-Dempster line steamer Bornu, loaded 14,000 barrels of potatoes here last week and sailed on Saturday for Havana and Mexico.

The shipments of apples from Halifax to the English market continue very heavy for so early in the season. The Furness line steamer Tobasco, which sailed this week for London, took away 23,300 barrels.

Conditions in the fish trade are not particularly satisfactory to the dealers at present. There is a general depression in all the consuming markets and the effect of this is being felt in Nova Scotia as much as anywhere else. Prices are much lower this year than was the case last year, and, according to many dealers, there is not very much prospect of any improvement before next year. "The market at present is dull, stale and unprofitable," was the way in which one dealer put it recently, and he added that as far as he could see there was not very much chance of any great improvement for some months. Many causes are assigned for this condition of affairs. The decline in prices seems to be pretty nearly world-wide. Prices have been comparatively high for some years now, and, in some quarters, the decline is regarded as only the natural sequence of the former good prices. There was a considerable stock of fish carried over from last year, and at the beginning of the season it all went into the markets, particularly in the West Indies, and this has had some effect in reducing the prices. At any event, the drop in prices has been considerable. About this time last season the Lunenburg Bank catch was bringing about $5.50 per quintal. In June, at the beginning of this season, it sold at $5. Then the price began to drop. It went to $4.75, then to $4.50, and steadily declined until now it is only bringing $3.10 per quintal, and some dealers fear that it will go even lower.

Interesting Ontario Items

Brantford Grocers' and Butchers' Association Meets—Perth is Having a Coal Oil War—London Grocers' Planning Annual Banquet.

CHATHAM.

October 6.—In common with the rest of Ontario, Chatham has just experienced a sharp rise in butter and egg prices. Last Saturday for dairy butter 28c a pound was the prevailing price on the local market, while creamery ranges as usual several cents higher. Eggs sold for 22c.

The apple crop throughout the country on the whole is pretty good, though it is a question if Winter apples will be as good a crop as were the earlier varieties. From all account, the Northern Spy crop will be short. Other fruit is plentiful.

E. R. Snook's grocery now presents an imposing "red front," thanks to a recent generous coat of paint.

At Ridgetown last week the East Kent Liberals renominated D. A. Gordon, M.P., President of the Wallaceburg Sugar Company, for the Commons. To Mr. Gordon is largely due the introduction of sugar beets, now a staple crop, into Western Ontario; while in his home town, Wallaceburg, he is a sort of uncrowned king.

The grocery stock and fixtures of Geo. Harrison, who up to a short time ago conducted a grocery at Wilkesport, were recently offered for sale. There was nothing doing, however, none of the tenders received being sufficient to cover the reserve bid.

According to reports which have reached here Leamington will likely capture the Canadian branch of the Heinz Pickling Company, which it was at one time thought would locate here. Mr. Heinz, accompanied by his solicitor, visited the Leamington Fair last week, and is reported to have been very much struck with the abundance and excellent quality of the fruits and vegetables exhibited. A conference was held with the town industrial committee, and it is understood that if Leamington will provide the company with the Ward tobacco factory as a site, the branch will be located there. A civic delegation will visit the Holland, Mich., branch at the company's expense.

E. W. Wills has opened a new grocery in Dresden, and is making a special feature of Saturday "bargain windows."

The Chatham Board of Trade on Tuesday evening last held the first meeting which has taken place since the commencement of the hot weather. The gathering was well attended. The big general meetings of the Board of Trade, addressed by outside speakers on important subjects, which were a feature of last year's work, will be continued this year.

That Chatham is now in direct connection with the Michigan Central is evidenced by the fact that through the recently-completed C.W. & L.E. electric line the M.C.R. will shortly open an office in the C.W. & L.E. building. They will, it is understood, make a strong bid for both passenger and freight trade.

The work of city numbering was commenced last week on King Street, and is making rapid progress. It will be some months, however, before the entire city is numbered, owing to the fact that plans have to be drawn as the work progresses.

LONDON.

October 6.—Wholesale trade is fair; prices are unchanged, and collections are good. To induce orders, producers are offering currants and Valencia raisins at reduced prices and the goods are beginning to move slowly.

Retail trade shows a slight lessening of activity. The preserving season having passed, and the heavy frost of last week destroying what cucumbers and tomatoes were left in gardens having put a sudden end to pickling operations, demand for sugar, spices and vinegar has naturally dropped to normal.

A local wholesaler is offering the trade new canned tomatoes at 85 cents per dozen, which is 10 cents less than the combine prices and would enable the retailer to sell at three for a quarter.

W. H. Bloomfield, grocer, has removed from the corner of King and Ridout Streets to the corner of Richmond and Kent.

At the next regular meeting of the Retail Grocers' Association it is likely the question of holding the annual banquet will be taken up. The success of last year's function was such that members feel it would be a mistake not to continue the banquet as an annual affair.

A number of grocers intend taking in the Delaware Fair on Wednesday of this week. A year ago a party of them went out and spent such an enjoyable day that they feel it would never do not to repeat the visit.

PETERBORO.

October 6.—Raymond Perry, employed with W. Bradshaw, grocer, was brutally assaulted on Thursday night a few rods from his own home and robbed of his watch and chain. He usually locks the till and closes Mr. Bradshaw's store, and it is thought the highwayman suspected he would have some money in his pocket. Perry was badly injured and is yet confined to his bed, but will recover.

The assessors' returns, which have been handed in to the City Clerk, show

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that the city's population has increased 491 during the last year. It is now 16,491.

Samuel Long, East City, has purchased the bakery and confectionery business from Wm. Wheeler. The change in ownership was made on September 28th.

The general store owned and managed by John Duff, Indian River, for many years, has changed hands. The new proprietor is Walter Kidd, a young man who lived in Dummer Township, near Warsaw. Mr. Duff also owned the grain elevator at Indian River, which has been purchased by F. A. Kidd, a brother of Walter Kidd. Mr. Duff and family have come to Peterboro to reside.

Apples in this vicinity are now as scarce as was predicted some time ago. Buyers of the city who have been out through the country state that there is a heavy crop of fall apples. The winter varieties are, however, somewhat scarcer, but the St. Lawrence, Wealthy Bell Flower, Garden Lily, Tallman Sweet, etc., are plentiful.

GUELPH.

October 6.—Hats off to Harry Sibbley, driver for Chas. T. Hicks, for again showing the rest a clean pair of heels at Fergus show in the delivery rig class. McHardy's outfit got second and O'Mara's third. McHardy rang in another horse, and O'Mara brought one of his fine roadsters from Palmerston and put on his Guelph rig, but still old Harry cleaned up first money. The interest this year in this class has been very keen and bids fair to bring out a better class of horses and rigs in future. The prizes are small, however, and should be extended. A driver showing his horse and rig should also be allowed the prize money to keep up his interest, and also to pay him for his extra time in fixing up the outfit for show purposes. The best of feeling prevailed, and each one of the defeated outfits congratulated the winner and now I suppose we will all settle down for another year on the delivery rig question.

Business was quiet last week and again on Saturday, owing to the absence of the farmers. Prices again went a notch higher, and the creameries were again called into requisition to supply the scarcity of butter.

The Post Office Department has promised a free rural mail delivery in South Wellington along the stage lines, and to be extended as soon as practicable. This will mean more business for the merchants in Guelph.

The President of the Retail Merchants' Association has promised to attend to the observance of the Lord's Day Act, complained of in last week's issue.

Ald. Geo. Thorpe, one of the largest shippers of turnips in this district, is quite disappointed at the outlook in this section this year, and apparently Market Clerk Doughty is also, as he has applied to the Council for a rebate on account of the turnip business being to such an extent a failure.

The Guelph correspondent has to plead guilty to one offence. He was buying a few candies for his best girl and offered the young lady a 25c piece in payment, which she pronounced bad. That was bad enough, but two of our wise old grocers happened to be in the store and saw the transaction and wanted to know if that would go in The Grocer. I wonder if I got that 25c piece from either of those gentlemen the big broad smile indicated perhaps?

The second crop of clover in this section is simply fine to look at, and there is no reason for scarcity of pasture as an excuse for the high price of butter, except that it may lack nutrition.

R. A. Pratt, of Red Rose Tea, was in the city again this week giving the boys all a nice lead pencil with the usual inscription on it, "Red Rose Tea is Good Tea, Sell an Extra Pound To-day." These little tokens are appreciated by the boys and girls behind the counters.

It is a comical thing to get some orders these days that you never get. I saw a grocer get an order the other day from a stranger to him, I could see, and after thinking he had landed a new customer he got a surprise when the stranger to him, but not to all of us, said: "I am to make a personal canvass of this district for Mr. So-and-So, and I suppose you can give him a lift this time." Does a grocery order change votes at election time? It helps business.

New cranberries, raisins and peels in the grocery advertising this week makes a fellow feel good. The best time of the year is coming, shorter hours, better sales, longer nights, time to read, time to think.

ST. THOMAS.

October 6.—Saturday's market, especially the East End, or Horton Market, was very largely attended by both buyers and sellers notwithstanding the imposition of fees, and the prediction that the farmers would boycott the market on that account was all wrong. Butter and eggs were up, the former selling for from 28c to 30c, and the latter 25c per dozen. There were vegetables galore, and the sales were large. Potatoes, however, owing to the dry weather, were not so plentiful, and the prices ranged from 80c to $1 per bushel.

Lard is away up, and the grocers now pay 14¾c per lb. for the best grades, and some are still retailing it at 16c lb., which does not pay to handle at present cost at that figure.

The Burgess prosecution by Inspector Shaw at the request of the defence, was again postponed to-day, and comes up for a hearing before Police Magistrate Glenn next Monday; in the meantime the peddling continues. It seems strange that the City Solicitor does not aid Mr. Shaw in these prosecutions as the revenue and licenses derived from peddler is reaped by the city and the defendants in every instance have legal help, and quite necessarily, as the transient traders and peddlers by-laws have been so frequently amended that the result is very confusing to the lay mind.

Our grocers generally report that business for August and September months were both ahead of last year, which is most gratifying.

Joseph J. McAdam, one of St. Thomas' pioneer grocers, is paying a short visit in the city, and was much pleased at the many improvements made during the three years since his last visit here. He is now located at Prescott.

BARRIE.

October 6.—W. P. Soules, an old Sixth Ward merchant, has decided again to go into the grocery business after a retirement of four or five years, and is fitting up his store on the corner of Dunlop and Mulcaster Streets, lately vacated by Thos. Calwell.

The contents and stock of Sam Calwell's grocery were all disposed of this week and the building will now be turned into a bowling alley.

Last week would have been a bumper week for the merchants had we had fine weather, our Exhibition being held the first half of the week. As it was, there was a record crowd on Tuesday, the main day, and a big business was done, principally in the fruit line.

Local merchants are not buying very heavily in canned tomatoes this year in comparison with other years, owing to the large crop this year and the low prices. Fruit jars are all cleaned up, some of which have been laying in storehouses for a couple of years.

Butter jumped in price on our local market Saturday, when as high as 27 cents was paid, while the general price was 25 and 26 cents. Eggs also had the same tendency, selling at 22 to 25 cents.

Trade is picking up in groceries the past week or so, now that the fruit season is over, and people are beginning to buy dried fruits, canned goods, etc. The first new raisins and figs arrived in town last Wednesday, and new peels and currants are arriving this week, and the grocery fall trade will now be in full swing. "Thank goodness," remarked a merchant the other day, "that the fruit business is over. I can now make a little money selling groceries to even up with my losses of the fruit I have been selling during the summer."

James Vair is in Winnipeg and the Northwest Territories with several carloads of apples. He reports sales very good, but apples rotting very quickly, owing to the previous hot, dry weather. R. A. Thomas is up in New Ontario also with several cars of apples, and reports an active demand in that country for apples, owing to the fact that no apples are grown in that section.

On Saturday evening a pleasing event took place at the home of A. C. Garden, when a great number of the Commercial Travelers' Association, of Barrie, assembled to show their appreciation of one of their brethren, R. M. Butler, on

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the eve of his departure for Toronto, after thirty years' residence here. On behalf of the travelers, Mr. Garden presented Mr. Butler with six handsome pieces of cut glass and a gold-headed cane, while Wm. A. Griffith read the address. A good time and speeches were indulged in, and the merry gathering broke up early in the morning singing, "He's a Jolly Good Fellow."

BRANTFORD.

October 6.—The annual meeting of the Brantford Grocers' and Butchers' Association was held last Tuesday evening, September 29, in the new hall in the Bank of Hamilton building. In the absence of the president, Fred. C. Harp occupied the chair. The reports showed that everything is in a prosperous condition and that the membership was steadily increasing. The election of officers was deferred for one month on account of the absence of the president. After the business of the evening was disposed of those present adjourned to a restaurant, where a tasty luncheon was served. The speeches were numerous and interesting. Regret was expressed that Ed. Church and Clarke Moore were retiring from the association, having recently disposed of their business on Dalhousie Street to Geo. J. Harp.

GALT.

October 6.—Trade in Galt is exceptionally brisk at present. Many of the factories which have been running on short time have resumed the 10-hour day, and a couple which have been entirely closed down have opened up again and consequently public confidence has been restored to a certain extent. Those housewives who were most frugal when the working hours were shortened now see their way clear to spend a certain amount on what might be termed "necessary luxuries" and most of these emanate from the grocery store, and the grocer reaps the benefit.

T. G. Robinson, who recently opened a grocery store in the north end of the town is doing remarkably well. A neat little store, a fine stock of goods and courteous treatment will do the same for most any grocer.

The large grocery of John Sloan was closed for two days this week owing to the death at Guelph of Robert Sloan, who had reached the ripe old age of 90 years. Deceased was the father of the proprietors of the grocery.

Deans & Walker had two nicely decorated windows last week. The display was arranged for the benefit of the many ladies who come down town to attend the millinery openings in the evening. The firm recognized the opportunity of placing themselves before the ladies, and for two days before the openings advertised that on that evening the "Red Front" would have something special in a window display. The head-line of the advertisement conveyed the statement in big type that "The windows of a store are an index to its interior." One window was devoted to fruits, while pickling requisites were displayed in the other.

The Galt Retail Merchants' Association presented a valuable cup for a competition among the various townships represented at the Galt Fall Fair this year.

OTTAWA.

October 6.—Nowhere was the prevailing cold snap, which has characterized the weatherman's offerings these last few days been more noticeable than on the Ottawa market. Long drives through the chill morning air had made the hucksters as blue of face as the chickens some of them were selling, while the faces of others were enriched by noses which, red before, had now assumed a lovely royal purple. Those who were selling meat, however, consoled themselves with the reflection that it's an ill wind that blows no one good, for these cold days are just the brand of weather to encourage the buying of meat in quantities. Notwithstanding the general frigidity there is a good showing of vegetables and prices in most cases had undergone no alterations. Celery was again plentiful at the same figure as on last market day. Butter was again a little stiffer at 28c a pail. The hens are not so active as they were some time ago, and, as a result, the supply of eggs on By Ward Market is smaller, and the prices asked for them are higher. Nice fresh ones, ones that no hen would be ashamed to mother—commanded 30c this morning, while for others not so fresh 28c was asked.

Milk is now so scarce in the city that one of the largest firms selling is refusing to supply corner groceries with any. This, of course, affects the customers to whom they sell. The company on Thursday began charging 8 cents a quart for milk, and it is expected it will be 9 cents. The company has had to refuse to supply milk to some new customers applying. This condition of affairs is by no means confined to Ottawa. The meadows have been poor for weeks, there is no straw, and the hay crop is perhaps not even up to the average. There is a better crop of corn and field roots than usual and this is about the only "silver lining in the cloud" to farmers at present. All this affects the city, and already milk is being brought into Ottawa by rail. It is stated that the scarcity of feed will very materially affect the price of butter this winter.

Apple shippers are warned that pink rot appears to be very prevalent this year, and hence the shipping of apples not perfectly free from apple scab and showing signs of pink rot, is particularly hazardous.

PERTH.

October 6.—At present Perth has a coal oil war. A coal oil peddlar struck town and sold for several days before he paid a fine and bought a license. Local dealers have dropped their prices to: American oil, 15c gal.; Canadian, 13c. At present buyers are filling every available can with oil, wondering how long present prices will hold and whether or not the peddler can stand the opposition.

During the season just past N. E. Dodds, the Gore Street grocer, has had his store remodeled. The whole old front was torn out and a new plate glass front put in. He has improved his lighting and added a silent salesman. His store is now one of the brightest in town and should draw increased trade.

Where is Perth's Retail Merchants' Association? We have not heard of it for some time.

Apples are a poor crop in this section so probably more western apples than usual will be needed.

Notes from British Columbia

Making Arrangements to Bring in California Fruit — Local Manufacturers Reduce Biscuit Prices.

VANCOUVER.

October 5.—John Hendry returned this week from Montreal where he was in attendance at the annual meeting of the Canadian Manufacturers' Association. He was tendered the nomination of president, but did not care to undertake the responsibility of traveling East three or four times a year. Apart from the main matters of importance transacted at the meeting, Mr. Hendry remarked that hitherto there has been an unintentional sectionalism between the East and the West, but this has happily been removed and a unification of the manufacturing interests in Canada has been brought about.

Another reduction has been made in the price of Ramsay's sodas, which are manufactured in this city. For some time the price has been 21¼c, but this has now been brought down to 21c.

Butter men are already getting into communication with houses in California to arrange for shipments north when the scarcity sets in here. No further advices have arrived as to conditions in Australia, but it is expected that the usual consignments will come from that country. New Zealand has good butter for export, but the benefit will not be felt here, as there are no cold storage facilities on the boats plying between there and British Columbia.

The Southern Okanagan Canning Company, Penticton, has installed a new cooker, and is turning out on an average about 900 cans per day. An effort will be made to interest sufficient capital to have the plant increased so that from five to ten thousand cans will be turned out next season. This year's operations were something in the way of an experiment, but were successful. The demand has been double the output.

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Prices are delivered, freight paid, to all railroad points in Ontario, Quebec, New Brunswick and Nova Scotia.

MAPLE SYRUP

Small's Selected

Tested and marked "Pure Maple Syrup." Oldest registered brand in British Empire and standard world over.

5 Gallon tins,	1	in case	$6 50
2½ " "	2	" "	6 60
1 "wine"	6	" "	6 90
½ " " "	12	" "	7 10
¼ " " "	24	" "	7 50
23 oz. bottles	20	" "	4 60
23 " "	90	bbl.	20 00

Small's Maple Sugar

Tested and marked "Pure Maple Sugar."

25 lb. pails			$2 90
9 oz. blocks	44	in case.	2 90
¼ lb. "	90	" "	2 90
5 " "	6	" "	3 30

Not Sugar Buttons—but Maple Cream Buttons

18 lbs. in case..... $1 80
(better'n-er, tandy—sentiments of a little girl.)

Small's Maple Granulo

18 tins in case..... $3 60

Small's Maple Cre-mo Cake Icing

18 tins in case		$3 60
23 " "		3 60
Assorted		3 60

Complete list of Small's Maple Specialties sent on application.

Small's Maple Chocolate Cream Bar

28 bars in box, 4 boxes in case $4 00

COUPLED BLOCK

GROCERMAN,—

Dark days past when competitors marked maple flavor, pure maple. Therefore we give more attention to local market, (we are equipped to compete) 30 years record world over, not one bloated can, not one complaint. Scientific pack, color and thickness. Pioneers with a history and still making it. First to adopt uniform packages; use no junk bottles; first to adopt crown stoppers. New features this season are 2½ gallon tins for bulk syrup; less exposed at a time, easy to handle; boy can serve customer without spilling or loss. Through all Jobbers, Brokers at London, New York and Winnipeg.

Small's Standard

Untested and marked "Maple Syrup Mixture," equal in many respects to selected. Complete satisfaction with high-class trade.

5 Gallon tins	1	in case	$3 90
2½ " "	2	"	4 00
1 "wine"	6	"	4 45
½ " " "	12	"	4 70
⅓ " " "	24	"	4 75
23 oz. bottles	20	"	3 90
23 " "	90	in bbl.	17 00

Habitant Brand

Maple Flavor Syrup. While this syrup is void of any of the medicinal properties of maple, it is preferred by some, being to them more palatable.

5 Gallon tins	1	in case	$3 80
2½ " "	2	"	3 90
1 "wine"	6	"	4 40
½ " " "	12	"	4 70
¼ " " "	24	"	4 70
23 oz. bottle	20	"	3 80
23 " "	90	"	16 50

Small's Maple Chocolate Creams

¼ lb. Specials,	12	in box,	6	in case	$5 00
¼ lb. Fancy,	12	"	6	"	6 40
½ lb. "	6	"	6	"	6 00
1 lb. "	3	"	6	"	5 80
5 lb. Bulk			4	"	5 60

Small's Maple Fruitee Chocolate

Same prices and sizes as above.

Small's Cloverette Cream Chocolate

Same prices and sizes as of Maple.

Complete list of Small's maple confections sent on application to the Canada Maple Exchange, Ltd., Montreal.

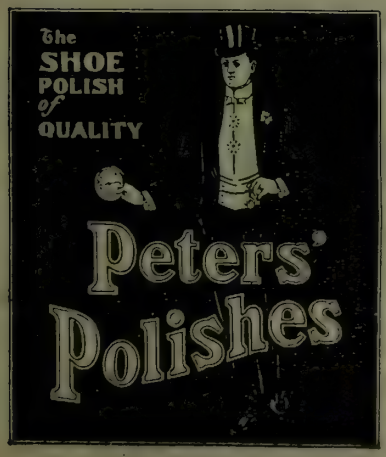
CANADA MAPLE EXCHANGE, LIMITED

MONTREAL

THOS. McCREADY & SON, Ltd.

Bonded Vinegar and Pickle Manufacturers

Est. 1883. *ST. JOHN, N.B.*



PETERS' POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St, West
Toronto

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

The
Canada Sugar Refining Co.,
Limited

MONTREAL

Royal Salad Dressing

has many imitators and imitations. There are plenty of people trying in one way or another to sell these imitations on the strength of the value, merit and popularity of **ROYAL SALAD DRESSING** by saying its just as good. . .

Royal Salad Dressing is made only by

The Horton-Cato Mfg. Co.
Windsor, Ont.
Detroit, Mich.

LARD

is scarce and has advanced in price. We can supply you and we can also give you excellent Lard Compounds and Cooking Oils.

F. W. Fearman Co.
Pork Packers and Lard Refiners
Phones 674 and 675. 17 MacNab North
Hamilton, Ont.

Lard, Hams, Bacon
Sausages
and Cooked Meats

IF YOU WANT THE BEST

BUY O'MARA'S

Select Poultry

ASK FOR QUOTATIONS.

JOSEPH O'MARA
PORK PACKER
PALMERSTON, - ONTARIO

Breakfast Bacon
Skinned Backs
Hams and Rolls

Finest Quality. Made from Selected Hogs.

The WM. RYAN CO.
LIMITED
PACKING HOUSE:
FERGUS, - ONT.
HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, October 7, 1908.

For the coming few months the butter market will offer a good field for those who are given to speculation. At the present time it is extremely difficult to forecast the outcome. The prevailing high price of butter has put it out of the running so far as export is considered. This means that all which is not being used for local consumption is going into storage. If it had not been for the extremely dry weather which has been experienced, some calculations as to the future could have been formed, but as it is this is impossible.

There seems to be, however, a widespread opinion that prices will be high, and it is interesting to note, the reasons why this conjecture might prove a fallacy. As it is at the present time, much butter, although the receipts are not heavy, is going into storage. This is being done on the presumption that the export business will be restored to a healthy status soon, when all this surplus butter would find a profitable outlet. This is an optimistic way of looking at the market, but there are many things which could preclude such a happy ending for the shippers and then they would find themselves with large supplies on their hands and then would be forced to sacrifice in order to save themselves.

Weather prophets prophesy a long, open fall, and if this comes true the yield may approach close to last year's record in the total and in this contingency there will be plenty of butter to take care of. It must be remembered that the English market cannot be depended on at this time of the year to maintain prices as some of the countries from which she draws her butter supply are just now starting their season. It will be seen from this that the dangers of the butter market are manifold at the present time.

Some English and Northwestern firms are holding butter here in the hope that the same opportunities will offer themselves for making good profits, as did last year. Australian butter will soon be a factor in the English markets, and there does not seem to be any definite information with regard to the prospects of the output. Owing to the smoky weather, navigation has been interfered with to some extent, therefore returns regarding shipment cannot be relied upon as an accurate reflection of the true conditions. Total receipts this season since May 1, 342,091 packages, as against 336,885 packages for the corresponding period of last year.

From these figures it will be seen the production is ahead of last year's record by 5,206 packages, notwithstanding the natural disadvantages of the season, owing to dry weather, as well as the fact that the number of cows participating in this result, is much smaller than last year. Locally, the market is firm, with finest creamery quoted at 25¼c in round lots, and 26 to 26½c in a jobbing way. Total shipments upto date from May 1, 85,035 packages, as against 65,788 packages for the same period of last year.

The cheese market is easier, owing to receipts being larger than was anticipated, and the fact also, that the export demand has fallen off largely on account of the high level of prices. It is thought however that prices will not change very materially as the factorymen are sold up close, owing to the fancy prices which they have been getting lately. Dealers are looking to a good local demand to exhaust their stocks, as the possibility of a heavy English demand is not good. This condition is due to the fact that many are out of employment there, and consequently there will not be so much money in circulation. Another factor which will militate against the Canadian product is the fact that reports arriving from New Zealand state the prospects are good for an enormous yield during their coming season. Up to nearly the present time the drought has not shown much effect on the cheese receipts, but for the last day or so there has been a scarcely perceptible falling off. The cheese which was made before the dry period has been the cheese which has been arriving, so in reality the effect on receipts could not be expected until the yield during that time got into motion.

Receipts of cheese since May 1 are 1,548,528 boxes, against 1,696,751 boxes for the same period of last year. Total exports since May 1 up to the present are 1,386,849 boxes, against 1,595,775 boxes for the corresponding period of last year. Locally the cheese market is firm with Westerns quoted at 12½c to 12⅝c, and Easterns at 12⅛c to 12⅜c.

THE PROVISION SITUATION

Toronto, October 8, 1908.

Conditions in the Canadian packing industry have not changed materially since reports of a week ago. Beyond the fact of a freer delivery of a better class of hogs the situation remains about the same. At the present time the supplies of hogs, which have been held back for the past four or five weeks when the packers wanted them badly and when a good price prevailed, seem to be coming forward. Either they have just been gotten into condition or the farmers are beginning to realize that they cannot hope for better prices this Fall.

This week, too, as happens over again to the misfortune of the packer when a supply of hogs is available, the British market falls off and chances for good export business are rather curtailed. Last week the British market dropped off several points owing, it was reported, to large supplies of Danish. This week it has sagged again, seemingly as a result of poor demand, an extensive strike of cotton operators in Lancashire and the consequent curtailment of purchases on their part being credited with part of the drop in consumption. The Danes, too, shipped in pretty heavy supplies last week and with a steady supply of Irish the market is pretty well supplied.

As a result of these conditions not much Canadian bacon is going forward. Business at home continues fairly good, though not so brisk as during the Summer.

With the demand lessened, as noted, and a fairly free delivery of hogs, it is only natural that the price offered has fallen off a little. $6.25 f.o.b. is being paid in the larger centres this week, but at other points the offering is from 10 to 15 cents below this. One improvement noticeable, and a very welcome one, is that the quality of hogs coming in is improving very noticeably. The animals are not so light as they have been running for some time past and they are consequently a good deal more acceptable to the packer.

Short stocks in the United States markets have awakened considerably more interest during the week, as is evident in the following review from the New York Journal of Commerce:—"There has been more interest and strength in these markets the past week, especially the latter half, owing to the big decrease in stocks at Chicago for September, which was much larger than expected, especially of lard, of which the world's stock shows a similar decrease owing to the continued prevalence of grass-fed hogs in the market, yielding very little lard. Other products also showed larger reduction than expected, and some have the suspicion that they have been made to appear smaller than they really are by the packers, as they own them and are anxious to work them off before the new crop of hogs comes on the market. There was, however, a long interest by professionals and the small packers in October stuffs, and the big packers broke prices and made heavy deliveries on the first when they bought the product thus shaken out at the same time they were bulling January and induced buying for "investment" because of their discount, although they supplied this demand at the advance. This is about all there has been to these markets during the past week, as cash demand at the East is not improving, and nobody has confidence enough in present prices to anticipate their wants, though January stuff looks somewhat cheap compared with the nearby deliveries. Consumption at the South and at the far West, however, has been good, and that has been the chief reason for the real reduction in stock, aside from the small production of lard."

PROVISION MARKETS

MONTREAL.

PROVISIONS—The provision market has been firm during the week, and prices have been fully maintained. Stocks are light and receipts of hogs are also light. Consequently, this has led to considerable strength of the market. Prices remain unchanged with a strong undertone.

Heavy Canada short cut mess pork, in tierces..	34 00	35 00
" " " " bbls.....	23 50	24 00
Selected heavy Canada short cut clear boneless pork.....	24 00	24 50
Heavy Canada short cut clear pork.....	....	23 00
Very heavy clear pork.....	24 00	24 50
Plate beef, 100-lb bbls.....	....	08 00
" 200 "	....	15 50
" 300 "	....	23 00
Pure Lard—		
Tierces, 375 lbs	....	0 12½
Boxes, 50 lbs., grained.....	....	0 12¾
Tubs, 50 lbs., "	....	0 12¾
Pails, wood, 20 lbs., parchment lined..	....	0 13
Tin pails, 20 lbs., gross.....	....	0 12½
Cases, tins, 10 lbs. each.....	....	0 13
" " 5 "	....	0 13¼
" " 3 "	....	0 13¾
Compound Lard—		
Tierces, 375 lbs.....	....	0 08½
Parchment lined boxes, 50 lbs	....	0 08¾
Tubs, 50 lbs.....	....	0 08¾
Wood pails, 20 lbs. net.....	....	0 09
Tin pails, in cases.....	0 09	0 09½

BUTTER—Butter continues firm and offerings are normal. In all probability the market will be maintained for some time at any rate. Exporting has fallen off owing to high prices, rendering it a profitless undertaking.

Fresh Creamery, solids, l.....	....	0 26
" prints, lb	0 26	0 26½
Dairy, tubs, lb	0 20	0 22½

CHEESE—Prices in the country are, if anything, a shade easier owing to falling off in export demand, which is not at all keen. Purchases at present will to a great extent have to be stored for future deliveries. The lateness of the season is responsible for decrease in the make.

Cheese, Easterns	0 12½	0 12½
" Westerns	0 12⅝	0 13⅛
" old	0 15	0 15½

EGGS—Eggs are a shade higher owing to falling off in supplies and consequent good demand for the finest quality of eggs. Trade is good in this line.

New laids	0 24	0 25
No 1 Eggs	0 20	0 21
No 2 Eggs	0 15	0 18

HONEY—The honey market is not quite so active as for some time past. There seems to be a large amount of buckwheat honey held throughout the country. Locally trade is fairly good. Prices have been maintained at last week's quotations.

White clover comb honey.....	0 13	0 14
Buckwheat, extracted.....	0 10	0 12
Clover, strained, bulk, 30 lb. tins.....	0 09	0 10

TORONTO.

PROVISIONS—Very brisk demand is made for general lines of provisions, especially from outside points. From the West and along the north shore of the Upper Lakes have come splendid orders during the week. Many dealers are getting in their winter supply now before the close of navigation, so as to avail themselves of the low freight rates. Prices generally remain at last week's quotations, though light and large hams are slightly firmer and short cuts have advanced 50 cents a barrel. Lard was expected to decline, but the hogs offering at present are short in the matter of lard, and supplies, while large enough for the demands now existing, are none too plenty to warrant a cut in price.

Hogs are commanding a higher price just now than is usual at this season of the year, and the packers are getting plenty for killing. It is likely the price will come down, however, but what effect this will have on the finished product is yet too early to say, as there are many varying circumstances to consider.

Long clear bacon, per lb.....	....	0 13
Smoked breakfast bacon, per lb.....	0 15	0 15½
Roll bacon, per lb.....	0 11½	0 11¾
Light hams, per lb.....	....	0 15
Medium hams, per lb	0 14½	0 15
Large hams per lb.....	0 12½	0 13
Shoulder hams, per lb.....	0 10½	0 10¾
Backs, plain, per lb.....	0 17½	0 18
" pea meal.....	....	0 18
Heavy mess pork, per bbl.....	18 50	19 00
Short cut, per bbl	....	24 00
Lard, tierces, per lb.....	....	0 13
" tubs "	....	0 13¼
" pails "	....	0 13¾
" compounds, per lb.....	0 8¼	0 09¼
Plate beef, per 200-lb. bbl.....	15 50	16 00
Dressed hogs.....	0 09½	0 09¾

BUTTER — Firming up steadily, though slowly, are all grades of butter. While continuing to quote creamery at 25½c, there is very little to be had at that price, and 27c is the more likely figure, as many houses now quote that price as the flat rate. Business is good and supplies are fair—though not so free as a fortnight ago.

	Per lb.	
Creamery prints.....	0 25½	0 27
Creamery solids.....	....	0 24½
Farmers' separator butter.....	0 22	0 24
Dairy prints, choice.....	0 22	0 23
" " ordinary	0 18	0 20
" tubs, choice	0 21	0 22

EGGS—Another advance is noted in the egg market. One house is still quoting 21c, though the general price is 22c, and a number of the smaller houses quote 23c. This latter will likely be the price next week, for the demand is very great and supplies have dropped off and are not at all so free as during September. The shrinkage, while lessening, is still pretty high, and cuts into the profit from sales.

CHEESE—At last there seems some life in the cheese situation. The northern parts of the Province are taking quite a little, the orders being fairly large. Prices are firming up. One of the largest Toronto houses still has some old cheese, but it is going out and soon will be out of the market.

Cheese, large, prime old.....	0 14½	0 15½
" " new.....	0 13	0 13½
" twins, new	0 13½	0 14

HONEY—An improving demand exists for honey lines. Combs are running all the way from $1.60 to $2. Prices generally are steady and there is no tendency upward or downward.

60-lb. tins	0 08½	0 09½
Smaller sizes.....	0 09	0 10
Combs, doz.....	1 60	2 00

POULTRY—Large supplies of poultry have been received during the week. Turkeys, young ones, are hard to get, but there are plenty of other birds to be had. Demand is growing and prices remain at the old quotations. Live weight continues to be quoted, though dressed birds are more frequently asked for. A number of wild ducks, shot by sportsmen in the north country, are being offered on the market this week.

Spring chickens, per lb, live.....	....	0 09
Hens, per lb., live.....	....	0 07
Young ducks, per lb.	....	0 08
Turkeys, per lb.....	....	0 13

M. J. Duffy, Vancouver, is trying to interest capital in a new egg preservative, for the packing and shipping of eggs, which will do away with the cold storage process.

GEO. W. PROUT
WINNIPEG and BRANDON, MAN.
Wholesale Produce
Always a Buyer and Seller
WRITE ME

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

We Want Butter !
Dairy Tubs, Creamery Solids
We will buy f.o.b. your station, in large or small quantities.
Write or phone us with best quotations.
Rutherford, Marshall & Co.
Wholesale Produce Merchants.
TORONTO.

FEATHERS of all kinds and of the best quality can be had at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.

USE OVAL WOODEN BUTTER DISHES.
THOMAS BROS., St. Thomas, Ont.

SITUATION VACANT.

WANTED—Catsup maker, man who thoroughly understands the business; must be sober and steady. Apply Box 218, CANADIAN GROCER, Montreal.

MAPLE SYRUP AD.
It will pay you to see it—page 51

Just Read the Directions!

GROCERS—

get familiar with the many uses of

GILLETT'S LYE

and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant. It's a sure trade bringer. REFUSE SUBSTITUTES and the various "Just as good" kinds. They may cost you a few cents less per case, but do they pay you as well as the old reliable—the standard—**GILLETT'S LYE?**

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

SELLING IS MADE EASY

when the customer wants a particular article and asks for it by **name.**

A grocer never loses a customer by selling him **what he asks for.** The fact is he never asks for anything in which he has not confidence.

That is why **CLARK'S MEATS** are business builders.

They are **asked for** so often that the grocer **knows** he can recommend them with confidence.

All lines are being advertised fully.

WM. CLARK

Manufacturer

MONTREAL

The reputation of

Rowat's Pickles and Olives

is one based on

Quality, Purity, Cleanliness of pack, Uniformity and generally bright packing.

Canadian Grocers

find them the most ready and profitable sellers of any line of imported or domestic pickles.

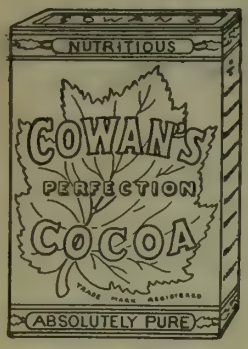
Are you getting your customers interested? Your jobber can sell them.

ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal
HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet
VANCOUVER—Jarvis & Co

Appetizing Nutritious

COWAN'S

Cocoa and Chocolate



It's purity is unvarying—it's quality undisputable. A delicious, appetising cup of hot cocoa or chocolate is just the thing for these chilly, frosty mornings. Suggest this idea to your customers, not forgetting to mention Cowan's, and see if the increased sales in this line don't make you smile.

Let us talk it over with you to-day.

The Cowan Co., Ltd.

Toronto, Canada

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice **Lozenges**

NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

There is something in a name after all—
This is particularly so when that name is

MOTT'S

The CHOCOLATE bearing this name under the brands

"Diamond" and "Elite"

is a profitable and ready seller with every grocer—

They are for sale by all jobbers.

John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

"MAKING BOTH ENDS MEET"

is a problem for most housewives in these times of pinched purses.

You can help "the woman behind the pocket-book" by telling her about

SHREDDED WHEAT

It contains more real nutriment than beefsteak or eggs, is more easily digested and costs much less. Two Biscuits (heated in the oven) with milk and a little fruit and a cup of coffee will supply all the nourishment needed for a half day's work at a cost of five or six cents.

Try it yourself and then tell your customers about it.

No other grocer makes a larger profit on Shredded Wheat than YOU do—no "deals," no premiums, no "sugar," no bribes. The same old policy—A Square Deal for a Square Dealer.

The Canadian Shredded Wheat Co. Ltd.

Niagara Falls, Ont.

THE FLOUR AND CEREAL MARKETS

All Lines Are Firm With Good Business—Large Exports of Flour and Oatmeal —Rolled Wheat Will Likely Advance.

Excellent business in nearly all lines and strong export demand is keeping the flour and cereal markets very firm this week.

Millers, particularly in Ontario, are busy, busier than they have been for years, according to reports from some quarters, this being accounted for by the excellent demand from abroad, and also by the large sales being made at home. While the markets are strong, no advance has as yet taken place, but a change before long is not improbable.

The large exports of oatmeal are making this commodity scarce in Canada and this market is also firm. Rolled wheat seems to be on the tapis for an advance shortly.

MONTREAL.

FLOUR—Foreign inquiry increased slightly and this coupled with a still improving condition of the demand in the country constitutes the new features of this market for this week. Stocks are small but dealers are not yet showing any disposition to order in large quantities, preferring small lots and frequent shipment, which they regard as the safer alternative.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household	6 00
Glenora	5 50
Manitoba spring wheat patents	6 00
" strong bakers	5 50
Five Roses	6 00
Harvest Queen	5 50

ROLLED OATS—Improvement, although slight, is practically the only new feature of the rolled oats market. Prices are unchanged at the last quotations.

Fine oatmeal, bags	3 05
Standard oatmeal, bags	3 05
Granulated " "	3 05
Golddust cornmeal, 98-lb bags	2 25 2 50
White cornmeal	2 00 2 05
Rolled oats bags	2 55
" bbls	5 35

FEED—Supplies of bran arriving are somewhat larger, which is due to the fact that some of the smaller mills are now contributing their share to the market. The price, however, remains firm. In a short time it is expected supplies will be ample to meet the demand. Shorts and middlings are fairly active. Prices have been maintained during the week at last week's figures.

Ontario bran	21 00 23 00
Ontario shorts	25 00 27 00
Manitoba shorts	25 00 27 00
" bran	00 21 22 00
Moullie, milled	27 00 31 00
" straight grained	27 00 33 00
Feed flour	1 80 1 90

TORONTO.

FLOUR—The market continues very strong and business is exceedingly good. "Not for several years have we seen such demand, both at home and abroad," said a local miller this week. "We could keep three mills busy just now if we had them." Prices are steady, but with the firm condition of the markets an advance is not improbable.

Manitoba Wheat.

90 per cent. patents	5 30
85 " "	5 00
Strong bakers	4 80

Winter Wheat.

Straight roller	4 00 4 20
Patents	4 4.
Blended	4 60

CEREALS—Oatmeal is scarce and firm, the large quantities being exported from all parts of the Province leaving the local market bare. Rolled wheat also is exceedingly firm. Millers have been turning out this goods very cheaply and seem to have been finding this out lately. An advance of from 20 to 25 cents per 100 lbs. may be looked for within a week. Prices this week are even with last reports.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 80
Oatmeal, standard and granulated, in bags 98 lbs.	3 10

CEREAL AND CONFECTIONERY NOTES.

W. H. Schierholtz, confectioner, Elmira, Ont., has assigned.

J. Whytock & Son's grist mill, Madoc, Ont., was burned last week.

Banton & Doggett, manufacturing confectioners, Vancouver, have dissolved.

Lorne Langstaff, confectioner, Emo, Ont., has sold his business to R. Nuttall.

The assets of Thibodeau & Cyr, manufacturing confectioners, Montreal, are advertised for sale.

The White Candy Co., St. John, N.B., may amalgamate with the Imperial Biscuit Co., Guelph, Ont., and locate in the latter town.

The Florida orange and grapefruit crop this year is estimated to be 25 per cent. greater than last year. The quality, too, is said to be first-class.

PECULIAR FOOD STUFFS.

Microscope Reveals Curiosities in Ordinary Grocery Supplies.

The United States Department of Agriculture, in its latest year book, grimly describes the things which the microscope revealed to the experts. Pepper contained a large percentage of ground olive stones. A chocolate coating preparation was found to be made of cocoa shells, corn starch, beef tallow and mineral matter sufficient to fix the color.

In adulterating celery seed, ground rock was employed, in some instances the foreign material being as high as 40 per cent. of the whole. How many cases of indigestion were caused, how many operations for appendicitis were made necessary, how many deaths were brought about, there is no guessing. The terror that hung over the period would have been as black as a tornado cloud had it been something tangible. Surely, the pure lood law came in time.—N. Y. Commercial.

Mooney's Perfection Cream Sodas are just like the kind mother probably would have been able to bake if she had had all the modern improvements in baking and the best quality of materials that the Mooney bake shop affords. No, you don't need mother's baking when you can get

MOONEY'S PERFECTION SODAS

so perfectly baked, and packed so that they always look fresh, crisp and deliciously inviting. These features will commend themselves strongly to your customers. Let us hear from you in regard to a trial order. Permanent business is built on quality. Mooney's Biscuits are made of quality.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

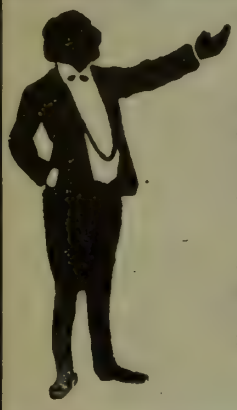
J. & G. COX, Ltd
Gordie Mills
EDINBURGH.

White Moss Cocoanut

It's been on the market for years. Many have tried to beat it, but they are still trying. The old ever-reliable quality stands by **White Moss.**

MADE BY

The Canadian Cocoanut Co., = Montreal



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kin of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

The Government is Against Preservatives

The Bureau of Chemistry has declared them injurious, and the law says they are illegal. When the law is enforced you may suffer loss if your stock contains goods that are not pure

HEINZ
57 VARIETIES
Pure Food Products

meet the requirements of all food laws. There are no preservatives in any of them, and they're guaranteed to please your trade. : : : :

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

Pittsburgh New York Chicago London

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S
CHOCOLATE & COCOA

Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

Freight is no more on full strength

MAPLE SYRUP

containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.

Canada Maple Exchange, Limited, Montreal

Small's TRADE MARK.

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

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Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

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First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES.

Satisfaction Guaranteed. Send for Catalog.

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BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.

B. C. GROCERS' CONVENTION

Retailers From All Over the Province Discuss Trade Questions—Trying to Put Butter Business on More Satisfactory Basis—A Pleasant Social Banquet.

Vancouver, Oct. 5.—An event of particular importance to the trade was the first annual convention of the British Columbia Grocers' Exchange, which was held here on Tuesday and Wednesday, Sept. 29 and 30. Not only did it bring grocers together to discuss matters of importance generally but it also enabled them to meet in a social way, which will not be without its effect when points of difference arise. Grocers on the coast are very well organized, having district associations as well as the central body, which holds its meeting once a year. The sessions were held in the Orange Hall, the President, F. J. Carne, of Victoria, being in the chair.

In addition to local men in attendance delegates were present from the following outside points:—Victoria, A. Thornton, S. Greenhalgh, T. Redding, E. J. Wall, E. J. Heald and Thomas S. Futcher; Nanaimo, J. A. Macdonald; Abbotsford, N. Athin; Seattle, J. J. Higgins and Lovett M. Wood. As the Provincial Fair is on in New Westminster, it was hardly to be expected that delegates would be present from there because of pressure of business.

F. Welsh, on behalf of the Vancouver Retail Grocers' welcomed the delegates, briefly outlining the work set out, and was followed by the President, who gave a short address. After committees were appointed the remainder of Tuesday afternoon was devoted to a general discussion on the following problems:—"Should we seek legislation making a wife jointly liable for necessaries supplied?" "How can we best unite with manufacturers in maintaining prices on proprietary goods?" "Shall we seek to discourage free deals from manufacturers?"

There was a large attendance at the evening session when some interesting addresses were delivered. The wholesale and jobbing trades had been invited and W. H. Malkin, of the W. H. Malkin Company, spoke on the relations of the manufacturers, the wholesaler and the retailer. He dwelt upon the fact that the relationship of common interests between the three was real and vital and went into the question of how to improve, foster and maintain it. J. J. Higgins, Secretary of the Washington State Grocers' Association, read a splendid address on "Benefits of Association," which was listened to with interest. Mr. Welch, of the B.C. Soap Works, and Mr. Nelson, of the Standard Soap Company, also gave brief addresses.

Regulating Butter Prices.

On Wednesday morning also a conference was held between the grocers and representatives of the B.C. Creameries Association, when the grocers put forward a proposition to remove the present margin on butter and inaugurate a 15 per cent. discount. The price of butter here is regulated by the Creameries Association, the 200 retail grocers in the exchange having agreed to sell the butter at a margin of five cents a pound above the price set by the creamery men. The grocers showed that they were selling butter at a loss, the five cents margin not being enough when butter is high in price to pay for distribution expenses, although at certain times of the year, when the price is low, the margin is sufficient. They, therefore, requested that the creameries set the price according to market conditions, the retailers to sell at the same price, but that the grocers pay for the butter at a 15 per cent. discount all the year round. D. Mackenzie, of New Westminster, Secretary of the Creameries' Association, was notified of this request four months ago, but no reply had been received from him, and it was alleged that he did not notify the creameries. The grocers took the stand that if the eastern men treated them more fairly than the managers of the British Columbia creameries, they would refuse to handle the butter manufactured in this Province, and encourage the sale of eastern butter. Upon motion of F. W. Welsh, 1st Vice-President of the B.C. Retail Grocers' Exchange, it was decided that the executive of the exchange should meet the price committee of the Creamery Association. Only four creamery men attended the conference, namely: Mr. Des Brisay, Mission; A. R. Wilson, Cowichan; J. Nicholson, Victoria, and W. Duncan, Comox. The Creameries Association has a membership of nearly 40, and the grocers felt much aggrieved at the small attendance.

Following the reading in the afternoon of a paper entitled, "The relationship of manufacturers of proprietary articles with the retail trade," by E. J. Wall, of Victoria, a discussion ensued, which was taken part in by Simon Leiser, Victoria; Percy Wollaston, representing Wilson Bros., Victoria; F. Elsworthy, Secretary of the B.C. Wholesalers' Association, Victoria; C. W. Veysey, Hudson's Bay Company; Mr. Macdonald, of A. Macdonald & Co., W. J. McMillan and Mr. Hyslop.

A Pleasant Banquet.

The menu at the banquet in the evening was characteristically social. For instance, the salmon mayonnaise was put down as "great stuff to Phil Malkin on"; roast beef, Lockyer style; lobster mayonnaise, where Greek meets Greek; assorted nuts, Brenchley, McMillan, Rainsford; hard nuts, Kelly, Malkin, Oscar Brown. W. Clark made an able chairman, while Frank Wright tipped off the toasts in happy style. After "The King," the toasts with those responding, were as follows:—"Our Visitors," J. J. Higgins, Seattle; L. M. Wood, Seattle, editor of The Trade Register. "The Wholesale Grocery Trade," W. H. Malkin, H. T. Lockyer, W. J. McMillan and Percy Wollaston. "B.C. Retail Grocers' Exchange," Fred. Carne; James A. Macdonald, Nanaimo; "The Retail Trade," W. Clark, Vancouver; S. Greenhalgh, Victoria; F. W. Welsh, A. R. Johnson, Nanaimo. "The Wholesale Fruit and Produce Exchange," W. "Fishy" Haddock and Mr. Campbell. Others scheduled to speak were A. 'Ajax" Brenchley, D. "Smooth" Naismith, and Charles "Bull's-eye" Milne. "The Manufacturers and Brokers," A. "Battling" Nelson, "Hon. Soda" Ramsay and H. H. Welch. Others scheduled to respond were "Sir" Percy Shallcross and "Rev." F. T. Schooley. "The Ladies," Oscar Brown and Harry Ross.

The next convention will be held in Victoria next September, during the annual Exhibition there.

The New Officers.

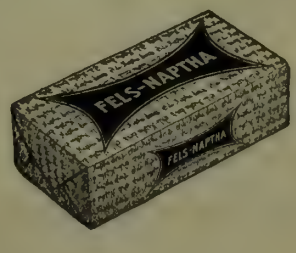
The election of officers resulted as follows: President, Fred Carne, Victoria; First Vice-President, F. W. Welsh, Vancouver; Second Vice-President, George Adams, New Westminster; Third Vice-President, James Young, Nanaimo; Directors, T. Redding, Victoria; W. H. Walsh, Vancouver; E. J. Wall, Victoria; Edwin Pooke, Vancouver; Secretary-Treasurer, T. J. Hunter, Vancouver; Mainland Secretary, W. J. C. Hunter, Vancouver; Island Secretary, T. S. Futcher, Victoria.

Some goods you sell need explaining. Takes time.

Not so Fels-Naptha soap—you need only tell any new user to try it according to the simple wrapper-directions, and that it has pleased every woman customer who purchased it.

Besides there is a regular steady demand for it. **Fels-Naptha's** popularity is well founded on quality.

Prove it by a personal test, Mr. Grocer.



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Heavy weights, fancy stock.

LET US HAVE YOUR ORDERS

Jamaica Oranges
Verdilli Lemons
Late Valencia Oranges

Valencia Onions
Large cases.

Canadian Onions
Yellow.

Canadian Apples
Fall and winter.

Write us for Close Quotations

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If your order reads thus:—

"Send me St. Nicholas or Homeguard"

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Sole Agent

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FRUITS, VEGETABLES AND FISH

Native Fruit Lines Declining—Spanish Grapes and Florida Grape Fruit New Lines—Bananas Scarce—Potatoes Easing Up—Oysters in Demand.

The Canadian fruit markets are preparing for the change of seasons, and warehouses which presented airy and vacant spaces during the hot days, are again filling up with stocks. Native lines, while not showing a great diminution in supplies arriving yet, appear to be over the hill and the finer grades of various lines are about done. Native grapes still hold their own, but they have seen their best days, and Tokays from California, and Almerias and Malagas from Spain are the select varieties being sold. Niagara peaches of the better quality have given place to Elbertas from California; and Idaho plums have displaced almost entirely both the Canadian blue and green plums.

Apples are still advancing, some dealers in Ontario asking as high as $2.25 for present or future delivery. Some Eleme figs are being shown in the larger centres, and Toronto reports the first arrival of Florida grape fruit. Bananas are scarce in the West on account of Atlantic storms delaying the arrival of shipments from the West Indies.

Potatoes of all grades are easier in price up and down the country. Tomatoes are firming up and are getting scarce. The hardier native vegetable lines are at stationary prices, but the summer vegetables are declining in price and quality. Fish business is still good. Oysters are experiencing a brisk demand, and dealers are stocking up with canned, dried and smoked lines.

MONTREAL.

GREEN FRUITS—California Valencias are displaying a little more strength this week, although the maximum price of $5 has not changed there are none offering at $3.75 which was the minimum last week. To-day the cheapest line is offering at $4.25. Bananas are also stronger now, being quoted as high as $2. Montreal melons are practically off the market. Cranberries remain strong at $9. Niagara green grapes are quoted this week at 22c, instead of 20c, and Roger reds have also gone forward to 25c. Other lines of fruit are unchanged. Locally demand is only fair.

Jamaica oranges, bbl		4 50
California oranges, late Valencias	4 25	5 00
Peaches, boxes	1 25	1 50
Plums, 4 basket crate, Italian and Hungarian	1 50	2 00
Pears, boxes	3 75	4 50
Grapes, California Tokays, per crate	2 25	2 50
Verdelli lemons	2 75	3 00
Bananas, per bunch	1 25	2 00
Watermelons, each	0 30	0 40
Pineapples	4 75	5 50
New Apples, per bbl	2 00	3 25
Quebec Famense Apples	2 50	4 00
Cranberries Cape Cod, early Blacks, per barrel		9 00
Canadian Muskmelons, in crates		1 25
Can Peaches, basket	0 75	1 25
" Plums, basket		0 75
" Pears, basket	0 60	0 90
Concord grapes, blue	0 18	0 20
Niagara " green		0 22
Roger " red		0 25
Delaware		0 35

VEGETABLES—Green pickling tomatoes are now making their appearance, and are selling at 40c to 50c per gin box. Yellow preserving tomatoes are selling at 20c per gallon. Red onions of particularly fine quality were offering at $2.50 per barrel. Turnips have taken an upward turn now, being sold at $1.25 per bag. Green beans, of which there are only a few on the market, are now ruling at $1 per bag. Tomatoes are stronger at 60c to 80c a gin box. Other lines remain the same as at last quotations. Locally trade is only fair.

Parsley, per doz. bunches		0 25
Sage, per doz		0 50
Savory, per doz		0 25
Celery, doz	0 45	0 80
Water cress, large bunches, per doz	0 25	0 50
Spinach, box		0 50
Green peppers, doz	0 15	0 20
Beets doz bunch	0 15	0 15
Carrots, doz. bunch		0 10
Montreal tomatoes, gin box	0 60	0 80
Green pickling tomatoes	0 40	0 50
Yellow preserving tomatoes		0 20
Spanish onions, large crates		2 75
Lettuce, per doz		0 50
Radishes, doz	0 10	0 25
Horse radish, per lb		0 10
Beans, green, bag		1 00
Egg plant, doz		0 40
Cabbage, doz		0 50
Montreal new potatoes, bag	0 90	1 00
Onions large bag		1 25
Red onions, barrel		2 50
Fresh corn, per doz	0 07	0 12
Turnips, bag		1 25
Pumpkins, doz		1 00
Squash		0 15

FISH—The cool weather is exercising a good effect on the market, increasing the demand to a considerable extent. All kinds of fresh fish are plentiful, arriving in good supply. Haddock and cod are especially in good demand. Lake fish are arriving freely and are being taken up well. Fresh salmon are nearly finished. In smoked lines, haddies and kippers are in good demand and are in fair supply. These fish are arriving by express until the weather gets cooler. Demand for bulk oysters is increasing, and will continue to do so as the weather becomes colder. Shell oysters are expected on the market this week. In prepared and salted lines new Labrador herring are now in and demand for them is good. Green cod are arriving more freely, but prices remain firm. Salted salmon continues scarce, no new pack on the market yet. Skinless cod in cases and boneless fish are now selling freely. Locally trade is very brisk in the fish market. Dealers report volume of trade as good as former years.

Fresh and Frozen Fish.

B.C. salmon, frozen	0 14
Brook trout, lb	0 22
Haddock, per lb	0 04½
Fresh halibut	0 10
Mackerel, "	0 10
Dore, "	0 10
Steak cod	0 06
Market cod, lb	0 04
Pike, lb brochet	0 08
Whitefish, lb	0 10
Lake trout	0 09
Sea trout, lb	0 12
Flounders, lb	0 10
American live lobsters	0 22
Bullheads (dressed)	0 10
Smoked—	
Haddies (exp) 15 lb. bxs., per lb	0 07½
Kippered Herring, new, per box	1 25
Bloaters, per box	1 25
Smoked herring, per box	0 18
Prepared—	
Skinless cod, new 100 lb. cases	5 50
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box	1 80
Dry cod, in bund'es 112 lb.	6 75
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	0 06½
Boneless cod, 90-lb. boxes	0 06

Boneless cod, 20-lb. boxes	0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks	0 05½
Boneless fish, 25 lb. bxs., loose	0 04½
Salted and Pickled —	
No. 1 Labrador herring, brls	5 75
" " " ½ brls	3 2

TORONTO.

GREEN FRUITS—The market is quieter, so far as trading is concerned, than for some time back. Front East, Church and Colborne Streets are again showing signs of renewed energy and the movement of commission men from the summer fruit market cannot long be delayed. Just now, however, with the cooler weather, and the consequent set-up in fruit consumption, interest is divided. The cars come in just as fully loaded and in just as great numbers as at the height of the season a month ago, and stocks are perhaps greater because there is a little slower movement on account of less frequent sales. On the whole, however, fruit men are very well pleased with the business done during the season.

The turn of the tide is at hand and the end of the native fruit season is in sight. Strictly summer lines are done, and imported fruits are coming to their own again. There are still a great many blue and green grapes arriving from Niagara, but they are hardly so firm as the earlier stock. They are slightly easier in consequence. The better grades of peaches are done, and mediums are in fair supply only. Plums are about off, very few baskets being seen and those are of not better than fair quality. Some late hardy pears are offering, the kind that improve and grow soft for eating the longer they are kept.

Apples are going up, snows for eating being quoted at $1.75. Imported fruits are showing strength. Peaches and plums from Idaho and California and some grape fruit from Florida being really first-class stock. Then there are the first arrivals of Spanish grapes (Almerias and Malagas), giving the first touch of Christmas.

Oranges and lemons are getting scarce, and there will hardly be any more arriving until the new stock comes along. Jamaicas are filling in the gap between seasons in the orange market, and if more lemons are required New York will be drawn on for small lots. Bananas are scarce, due to the non-arrival of vessels at Atlantic ports. A fierce storm has been raging on the sea for the past couple of weeks, and, in fact, September was a hard month on shipping. New stock will soon be along to relieve the situation.

Peaches, Canadian, fancy	1 00	1 25
" " medium	0 80	1 00
California Elbertas, box		1 25
Plums, Canadian greengage	0 50	0 60
" " large blue, basket	0 50	0 60
" Idaho, blue, crate		1 25
Pears, Canadian Bartlett	0 40	0 50
Grapes, Canadian, blue, basket	0 15	0 30
" " green	0 15	0 30
" California, Tokay, box	1 75	2 50
" Almeira, keg		5 75
" Malaga, "		6 00
Apples, Canadian, snow, bbl	1 75	2 00
" cooking, bbl	1 75	2 00
Crab Apples, basket		0 35
Musk Melons, Canadian, basket	0 40	0 50
Cantaloups, Canadian, salmon flesh, basket		0 60
Oranges, late Valencias, California, box	4 0	5 0
" Jamaicas, bbl		5 00

Cranberries

FANCY NOVA SCOTIAS

Grown in Canada. No duty to pay. Quality excellent.
Good size and color. Packed in new barrels.

TRY THEM. THEY ARE WINNERS.

WHITE & CO., Limited

Phone Main 6565. Nights, North 4036 **TORONTO**

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Fruit Broker
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*"'I am.' Enclosed find order which you will kindly give your personal care and attention. Express articles marked * — Freight balance."*
"Thank you, I will."
W. B. STRINGER

Phone Main 5672
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JUST ARRIVED

our first full car Extra Fancy Cape Cod

CRANBERRIES

Also car
Sweet Potatoes

New Layer Figs
"Camel" Brand

Oyster and Haddie

Season now on, and as usual we will handle only BEST produced.

HUGH WALKER & SON
GUELPH, ONT.

TO THE COUNTRY GROCERS:

We solicit your consignments of Poultry and Produce.
Correspondence solicited. Sales reported promptly.
THE DAWSON COMMISSION CO., TORONTO

Lemons, Messina	3 00	4 50
Limes, per case		1 00
Bananas Jamaicas, firsts	1 50	2 00
" Jamaica eights	1 00	1 25
" jumbos	1 40	1 65
Cranberries, Cape Cod bbl	9 00	9 50
" " crate		3 25
Citrons, doz		0 75
Figs, 10-lb. boxes, per lb	0 09	0 13
Grape Fruit, Florida, box	5 00	5 50

VEGETABLES—There is not so much interest in the vegetable line as in fruits. Nevertheless business is improving. Tomatoes are very scarce and are slightly firmer in price. Potatoes are a little easier and supplies are free. New Jersey sweets are down a little in price and so are both imported and native onions.

An effort is being made to enlarge the selling territory of the Canadian onion, at least the Ontario onion, which corresponds with the yellow Danvers of the United States. Certainly for this season the stock is A1. Bermuda onions are in a class by themselves. From August until March, Spain supplies the American markets. From April until the native green onions are placed on the market the little red onions from Egypt are in demand. The Ontario's and yellow Danvers have to fill in the vacant places during the late summer, the fall and winter. Now comes the attempt to push the natives, but the price will have to come down to compete with the Spanish onions.

Gherkins, basket		1 25
Tomatoes, Canadian, red, per basket	0 20	0 30
" " green	0 20	0 25
Beets, Canadian, basket	0 25	0 35
Egg plant, basket	0 20	0 30
Beans, wax, per basket		0 40
Potatoes, Ontario, per bag		0 75
" New Brunswick, per bag		0 80
" sweet, barrel	2 90	3 90
" " hamper		1 00
Onions, Spanish, per 50 lb. crate		0 90
" white, pickling, basket	0 75	1 00
" Canadian, dried, bag	0 90	1 00
" Valencia extra, cases	2 50	3 00
Carrots, new, per bushel	0 40	0 50
Green Peppers, basket		0 25
Red Peppers, basket		0 30
Cabbage, Canadian, bbl		1 25
Green corn, doz	0 09	0 10
Vegetable marrow basket		0 25
Squash, basket doz		0 30
White turnips bush		0 50
Cauliflower doz	0 50	1 00
Celery native, doz	0 35	0 40

FISH—Activity is noted in this line. Selling is good and plenty of supplies are arriving. The stock is excellent. A great quantity of canned, smoked and dried fish are being stocked, but the demand is more for the fresh lines. Some of the fish and commission houses are handling game sent in from the sporting territories in the north. Oysters are now in good selling demand, and all sea lines are having a big call. Perch is plentiful and other fresh water fish are rather free. Prices, while a little easier, are unchanged.

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07
White fish, Georgian Bay, per lb	0 09	0 10
Herring, medium, per lb	0 05	0 07
Whitefish, Lake Erie		0 10
Cod, fresh		0 08
Trout, fresh, per lb		0 09
Halibut, fresh caught		0 10
Shredded cod, per doz		0 20
Bluefins, small white, per lb	0 06½	0 07
Haddock, fresh		0 07
Sturgeon, per lb		0 18
Salmon		0 15
Pike	0 05½	0 07
Pickerel, yellow	0 08½	0 09
Frogs legs, pound		0 70
Soft shell crabs, doz		4 00
Soles, Nova Scotia		0 06½
Herring, Digby, smoked, bundle 5 boxes		1 85
" Kippered, 15-lb. box	1 30	1 40
Mackerel, each	0 18	0 20
Smelts, per pound		0 10
Pollock		0 05
Oysters, Long Island, standard gal		1 50
" " medium selects		1 75
" " extra		1 85
Sole, Nova Scotia		0 15
Ciscoes, basket, 15 lb		1 00
Finnan Haddie, smoked, 15-lb package	0 08½	0 09
Boneless cod, quail on toast		0 05½
" " imperial		0 07
" " steak		0 07½
Shredded cod, doz		0 90
Acadia cod, crate		2 40
" tablets, box		1 60

The Dominion Government will establish a fish hatchery at Port Arthur.

BUSINESS CHANGES IN CANADA.

Sales, Assignments and Brief Notes of the Grocery Trade.

A. McAuley, grocer, West Toronto, has assigned.

Pauze & Venne, grocers, Montreal, have been registered.

J. McLennan, grocer, Vancouver, is succeeded by A. Allan.

F. Mason & Co., grocers, Toronto, are succeeded by H. Proctor.

J. A. Wheelman, has opened a general store at Veregin, Sask.

Wolfe & Molser have opened a grocery store at Port Colborne.

Alexander Martin has opened a grocery store at Red Deer, Alta.

The Eagle Cigarette & Tobacco Co., Montreal, has been registered.

Marlatt & Son, grocers, Simcoe, have sold their business to G. H. Widner.

P. Richer, general merchant, St. Samuel de Horton, has compromised.

Z. Lelievre, general merchant, Little River East, is offering to compromise.

D. Pelletier, general merchant, Cedar Hall, has effected a compromise with his creditors.

The assets of Joseph Morin, general merchant, St. Theodore de Chertsey, are to be sold.

Allan Maybee, grocer, 440 Queen Street West, Toronto, is succeeded by Alfred Eddy.

The assets of David Schlaier, general merchant, St. Thecle, are advertised to be sold on Oct. 14.

Geo. H. Widner, late of Paris, Ont., and Indian Head, Sask., has bought a grocery store in Simcoe.

Jos. Hatch has taken over the grocery business of James Smale, Yarmouth Heights, near St. Thomas.

Malcolm Rumhar, grocer and dairy produce dealer, Toronto, is succeeded in business by W. Chandler.

Burglars blew open the safe in John Sloan Co.'s grocery warehouse in Belleville and secured $20 in cash.

The assets of Theodore Lefebvre & Co., manufacturers of coffees and spices, Montreal, are advertised to be sold on October 12.

Mrs. Mary Ann Woods, grocer, Stratford, has assigned. H. J. Clarkson, 964 Bathurst Street, Toronto, has sold his grocery business.

TRADE NOTES.

The Ontario Government will likely establish fish ponds for black bass in Northumberland County.

J. Lorne McDougall, Haileybury, has raised tomatoes in the Temiskaming country, some of the specimens weighing two pounds each.

Robert Elliott, Goderich, Ont., was convicted of a violation of the Inspection and Sales Act and the Fruit Marks Act recently by marking inferior apples "No. 1." This is the first conviction of the season.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
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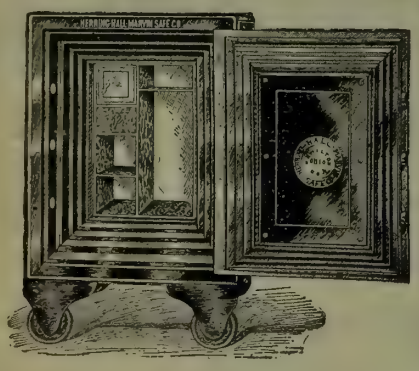

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Protection against heat, flame and water.

Protection from injury in falling while in heated condition.

Protection from burglars.

The interlocking Flanges Double-Grooved Lock Spindle, Hand Welded Steel Angles, Plates of Drill Proof Steel and Heavy Steel and Fireproof Construction are characteristic features that give absolute protection.

SAFES FOR EVERY PURPOSE.

THE CANADIAN FAIRBANKS COMPANY, LIMITED

MONTREAL.

St, John, Toronto, Winnipeg, Calgary, Vancouver.

The Sardine Fishery

of France is reported a failure this year. Portugal only fair.

Some years ago this fact would have been serious. Now that Norwegian Sardines have taken a foremost place and through quality of catch and superior government inspected pack are considered more desirable, grocers are not disturbed.

The leading brand is

"King Oscar"

Ask your Jobber for them.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

SYDA & COUSINS

FAMOUS SCOTCH HADDIES

are arriving by express daily

8 cts.

'Phone us for your hurry up orders.

O'Connor's Fish Market

MONTREAL

UP 4512 AND UP 4513.

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Ship your goods in car lots in our care, Mr. Manufacturer, and we will distribute them among your customers. We have a large warehouse with excellent track facilities and we make a specialty of this class of work.

Correspondence Invited.

R. B. Wiseman & Co.,

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Manufacturers' Agents and Brokers.

Open to handle one or two more lines of groceries or fruit.

Have You Stocked

Or have you yet to find out what a winner it is?

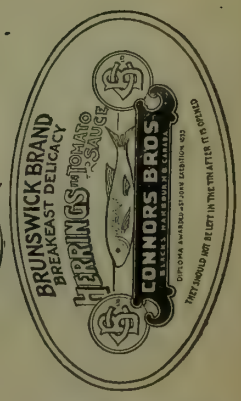
THE CANADIAN CONDENSING COMPANY

Chesterville - Ont.

Sales Agents— S. H. EWING & SONS, MONTREAL

To restore lost appetites is the mission of that wonderfully restful relish known as

"Brunswick Brand"



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FACTS ABOUT GROCERIES

Information for Grocers and Clerks Regarding the Goods They Are Selling—Tea Found to be an Excellent Fertilizer—Jam Factories in India.

In the fields of scientific research probably the work in no single line has been attended with more satisfactory progress during the past few years than that directed toward the preparation of commercial fertilizers. This progress has taken place not only in the direction of determining more accurately the exact fertilizing value of the various products used for promoting the growth of certain plants or for increasing the general fertility of soils, but also in the direction of discovering new fertilizers, the value of which for such purposes has been hitherto unknown.

Observant persons may have noticed during the Fall and Winter just past the utilization of a new kind of fertilizer on the lawns and flower beds of the city parks in preparing them for next Summer's growth, says the New York Press. The substance, which is of a glossy brown color at a distance, is found on closer inspection to be composed wholly of small, moist leaves, which instantly remind one of the dregs at the bottom of a teapot. Such, in fact, they are, tea leaves; a fertilizer the high quality of which has but recently been discovered in this country, though it has probably been known for a long time in the parts of Asia where tea is grown. But in no city of America to-day, excepting St. Louis, can this unique plant food be found in use, for it was in New York city that its value is said to have been first learned, and it is here that it is produced in such large quantities as to be available.

It seems a strange fact that a product so foreign to the Mississippi valley, and even to the American continent, should be found so abundantly in St. Louis, but such is the case. The tea is imported literally in shiploads from China, Japan, India and Ceylon, by a chemical manufacturing company having its plant at Lafayette Avenue and Second Street, where a chemical product known as caffeine is extracted from it. The process it is put through does not impair, but rather increases the value of the tea as a fertilizer, and, after the caffeine is taken out, the by-product, useless to the manufacturers for other chemical purposes, is given away to the city in quantities of many tons, to be used in the parks.

The fertilizing value of the tea was first discovered quite by accident. It was noticed that on the open ground around the chemical plant wherever a small quantity of the leaves happened to fall there the grass and weeds took on most unusual vigor of growth. A few truck gardeners and farmers were then given some of the product for experiment, and they reported highly satisfactory results, some even stating that on the parts of a field treated with it the crop was twice as large as that on the parts of the same field not so treated. Finally an analysis, made at the experiment station of the University of Missouri, showed that it contained nitrogen, potash and phosphoric acid, the three most important constituents of a complete fertilizer, in such quantities and in such available form for plant food as to render it an unusually good material for increasing the fertility of any soil. Moreover, the chemical process through which it passes purifies it so thoroughly that it can carry to the earth nothing but its beneficial properties, while its peculiar quality of attracting moisture makes it uncommonly useful as a mulch. Small quantities of it were used in the St. Louis parks during the Summer of 1907, with such good results that, as before stated, it is being used exclusively for the coming season.

Jam Factories in India.

Three flourishing little factories at Simla, in the foothills of the Himalayas —7,000 to 8,000 feet above sea level— provide jams and preserves for the tables of the British exiles in India. "A very nice line of jams and preserves," says Consul-General Michael. "The strawberries, blackberries, raspberries, apricots, green gages, yellow plums, lemons, citrons and mangoes are grown on the sides of the mountains about Simla by the natives. The apples, quinces, peaches, damsons and pears are grown eighty miles north of Simla, in the mountains at Kulu. The guavas and oranges come from the plains near Lahore. The fruits from Kulu, eighty miles back in the mountains, are carried by coolies in baskets, which weigh each sixty pounds, strung over their backs. It requires four days for the coolies to make the trip in, over the narrow, tortuous path from Kulu to Simla. For this they receive 24 cents a day. The path or road is owned by the Government, and two annas, or four cents, toll is charged. This is paid by the firm that buys the fruit. Men and women carry baskets of fruit, the women, as usual, receiving less than the men for the service."

The assets of Godin & Desjardins, meat packers, Montreal, are to be sold.

Normandin & Frere, cheese makers, St. Cesaire, Que., have been registered.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
Those made by McDOUGALL are peerless. Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scot.

To Increase the Volume of Your Business
it pays to always carry in stock these famous brands of cigars :
Champlain — St. Louis (5c. retailer)
Havana Second — El Sergeant (10c. retailer)
The last named received the Gold Medal of Merit at the Paris Exposition, 1900.
If your jobber refuses to procure these brands for you write direct to
JOS. COTE
The Largest Importer of Smokers' Articles and Wholesale Tobacco Merchant in the Dominion.
Office, 186-188 Rue St. Paul. Phone 1272
Warehouse - - 119 Rue St. Andre
Branch - 179 Rue St. Joseph. Phone 2097
QUEBEC

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Buidlng, MONTREAL.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Our New "Walker Bin" Catalogue

Will be off the press in a few days.

It should be in the hands of every Grocer

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

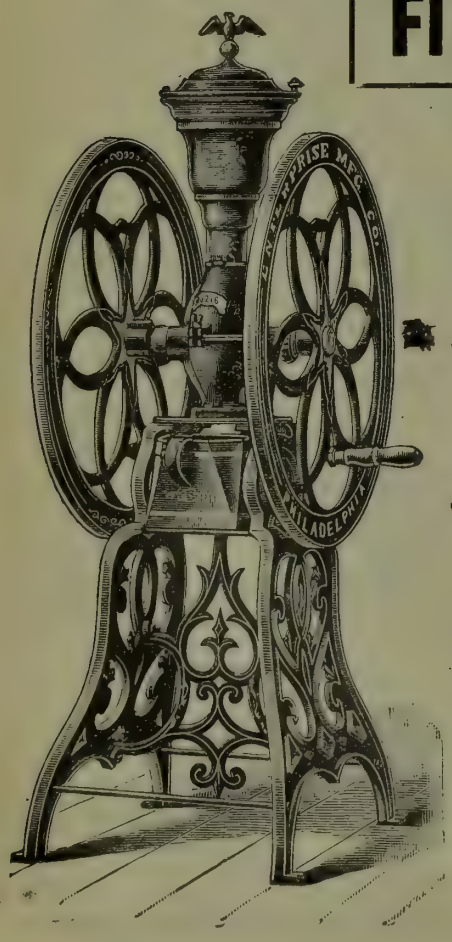
We make a specialty of
COUNTER CHECK BOOKS
for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.

We manufacture
SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

FINE!

All of them can be adjusted for fine or coarse grinding while running and either way results are "FINE"



"ENTERPRISE"

Rapid Grinding and Pulverizing Mills

If you are interested in a hand Mill, you will find exactly what you want. Between the large and small Mill shown here are many sizes, styles and prices—all of "Enterprise" excellence.

No. 216, at the left, holds 6½ pounds of coffee and grinds a pound with 50 turns. It stands 5 feet 8 inches high and weighs 320 pounds. Can be equipped for power.

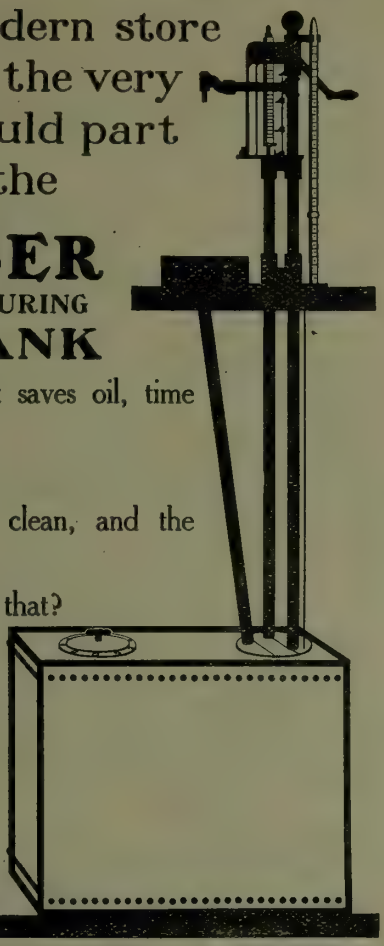
No. 7, at the right, holds 1¾ pounds of coffee and weighs 62 pounds. It stands 21½ inches high and will grind a pound of coffee with 75 turns. Made for granulating or for pulverizing. As in all other "Enterprise" Mills, the grinders are warranted equal to steel. Write for illustrated catalogue.

The Enterprise Manufacturing Company of Pa.,
21 Murray St., New York PHILADELPHIA, U.S.A. 438 Market St., San Francisco

MY BEST FIXTURE

"Of all my modern store equipment the very last I would part with is the

BOWSER
SELF MEASURING
OIL TANK



That's because the Bowser is the biggest money saver—it saves oil, time and labor.

Wouldn't you appreciate this?

It keeps the oil pure, the store clean, and the groceries free from any oily smell.

Wouldn't your customers appreciate that?

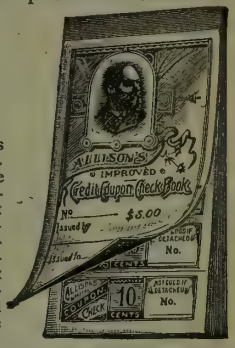
Send a postal for Bulletin 5054
It tells how to make oil pay big.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

It Takes a Lot of Time to Keep Books

and when the entries are made up of many small items the expense is away out of proportion to the amount involved. Many attempts have been made to devise some safe and economical way to avoid this burdensome labor. The most practical substitute is the

Allison Coupon System



It is safe. Keeps a perfect record. Leaves no loophole for complaints. Eliminates 95 per cent of the labor. Requires the investment of but a trifling sum. Does not necessitate the employment of skilled clerks. Here is the plan:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book; and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by the

Allison Coupon Co.
INDIANAPOLIS, IND.

When writing advertisers kindly mention having seen the advertisement in this paper.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

TALKING POINTS FOR DEALERS
ON
BANNER, CANADA, ONTARIO and HICONE
LAMP BURNERS

The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect, thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

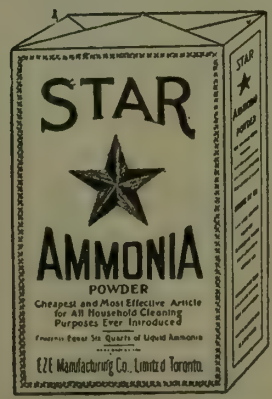
BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case


STAR
AMMONIA
POWDER
Cheapest and Most Effective Article for All Household Cleaning Purposes Ever Introduced
E.E. Manufacturing Co., Limited Toronto.

Its Merit Brings Repeat Orders

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion, 1 year.....	$30 00
"	"	6 months...	17 00
"	"	3 months...	10 00
50	"	1 year.....	17 00
"	"	6 months...	10 00
25	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

AN EXTRA 1 PER CENT. PROFIT—A National Cash Register will earn at least an extra 1 per cent. profit for any retail merchant. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto, Ont.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

IT PAYS FOR ITSELF.—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, Cor. Wilton Avenue and Yonge Street, Toronto, Ont.

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MACLEAN PUBLISHING CO., Technical Book Dept., 10 Front St. E., Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

BUYING AGENTS WANTED in Toronto, Ottawa, Montreal and Winnipeg for Pure and Soluble Cocoa in tins and packets. Liberal terms offered. Apply Richard Percy & Co., Cocoa and Chocolate Manufacturers, Bristol, Eng. (42)

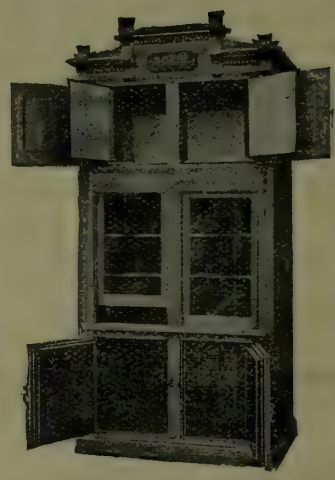
SITUATIONS WANTED.

YOUNG MAN, 25, ten years' experience in grocery business, seeks position. Thoroughly understands business. Splendid references. J. G. Jackson, 159 Sherbourne St., Toronto. (41)

When writing advertisers kindly mention having seen the advertisement in this paper.

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880
Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax



Arctic Refrigerators
for Grocers and Butchers, The Coldest, Dryest and most up-to-date refrigerator on the market.
Western representatives, Ryan Bros., Winnipeg
Eastern representa tives Wolf, Sayer & Heller, Montreal. Write for Catalogue.
John Hillock & Co., Ltd.,
154 George St., Toronto

Queen City Water White Oil
GIVES PERFECT LIGHT
The most economical high-grade oil ever sold in Canada.
FOR SALE EVERYWHERE

Persons writing advertisers will kindly mention having seen their ad. in this paper.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Size.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	11 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 95
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

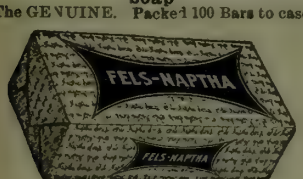
Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

	Per doz.
Nelson's—	
Pansy	$3 65
Shamrock	3 45
Thistle	3 25
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Soap

The GENUINE. Packed 100 Bars to case.



Prices Ontario and Quebec:

Less than 5 cases	5 25
Five cases, or over	5 15

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

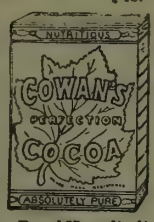
Chocolates and Cocoas.

Cocoa— THE COWAN CO., LIMITED

Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb.	0 22

Special quotations for Cocoa in bbls., kegs, etc
Unsweetened Chocolate— Per lb.

Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—

Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb.	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30
Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.	
Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " "	0 35
" " nonpareils, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, ½ doz. to case, per doz.	$ .90
¼ " " 1 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ½s (for cooking), doz	0 90
Prepared cocoa, ½'s	0 32
Prepared ½'s	0 30

Mott's breakfast cocoa, ½'s	0 42
" " " ¼'s	0 42
" No. 1 chocolate, ½s	0 36
" Navy " ½'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes.	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18		0 16
Special Shred	0 17		0 15
Ribbon	0 19		0 17
Macaroon	0 17		0 15
Desiccated	0 16		0

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz.)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14
Package Coffees	
Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 2 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy litho-graphed canisters	0 30

Cheese —Imperial

Large size jars, per doz.	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

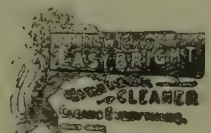
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each (3½
500 books to 1000 books	(3

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

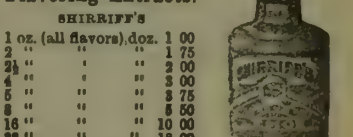
LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz., case of 2 doz	$3 20
" 2 "	1 "	3 00
" 4 "	1 "	4 50
" 20 "	½ "	4 75
" 20 "	1 "	9 00

THOMAS J. LIPTON

Prices on application.



Assorted Case,	Contains 2 doz..$2.50
Chocolate (Straight)	Contains 2 doz..$2.50
Vanilla (Straight)	Contains 2 doz..$2.50
Strawberry (Straight)	Contains 2 doz..$2.50
Lemon (Straight)	Contains 2 doz..$2.50
Unfavored (Straight)	Contains 2 doz..$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz.		1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application.

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides

MORSE BROS., Props. - Canton, Mass., U.S.A.

Variety is the Spice of Life

IT is change which relieves the monotony of existence and adds to the enjoyment of both work and play. In the matter of reading, Noah Porter, the eminent American philosopher, once said, "No man can read with profit that which he cannot learn to read with pleasure." The October edition of the Busy Man's Magazine is so varied in contents and entertaining in character that it will afford profit and pleasure to all. Procure a copy and you will be thoroughly well satisfied to become a permanent reader of this popular periodical.

BUSINESS AND INDUSTRY
A Bank Entirely Free From Private Interests.
The Timber Supply of The Future.
The Executive's Buffer.

ARTICLES FOR THE WORKERS
Where Progress and Education Join Hands.
The Older He Grows The More Active He Is.
A Common Place Business Career.
What Happens To The Grouch.

ENTERTAINING SHORT STORIES
Masterson's "Bargain" Motor Bo .
Mrs. Carstairs' Last Bet.
The Outwitting of Mr. Bearby.
Visiting Bob's People.
A Problem For Two.

TRAVEL AND DESCRIPTION
The Oldest Religious Band in America.
The Story of "The Coward."

THE
October
Busy Man's
Magazine
is on sale at all newsstands

The Magazine with the Red Cover

20 cents a copy ; $2.00 a year

LIFE STORIES OF SUCCESSFUL PEOPLE
A Business of Millions Managed By a Woman.
A Man Who Has Helped Many a Young Man In Business
How Mr. Derbyshire Became The 'Cheese King" of Canada.
The New Occupants of Government House.

POLITICAL AND COMMERCIAL AFFAIRS
A Corner In The Price of Drinking Water.
How we Elected The Old Man.
What Constitutes True Leadership?

OTHER BRIGHT ARTICLES
Where Women Have To Cast Their Votes.
Dancing Is Only An Expression of Life.
The Littlest Woman In The World.
An Exhibition That Breaks Many Records.

ADDITIONAL FEATURES
Contents of the October Magazines
The Busy Man's Bookshelf.
Improvements in Office Devices.
Humor in Magazines.

The Busy Man's Magazine

Montreal Toronto Winnipeg New York London, Eng.

The Choice of People Who Know

"2 in 1" Shoe polish is the choice of those people who know and appreciate the merits of a good article.

They *know* that ***"2 in 1"*** gives the quickest shine, the most brilliant shine and the most lasting shine of any shoe blacking they ever used.

2 in 1 SHOE POLISH

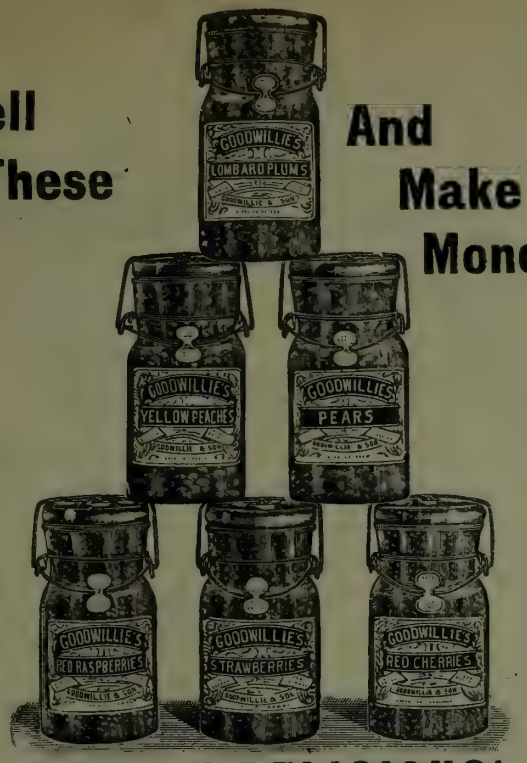
If ***"2 in 1"*** is the choice of discriminating people, don't you think it would pay *you* to handle it, Mr. Grocer? People of this class have trade that is well worth cultivating.

"Our advertising will bring you trade, while the merits of *"2 in 1"* will hold it."

The F. F. DALLEY CO., Limited

HAMILTON, CANADA
BUFFALO, N.Y., U.S.A.

Sell These



And Make Money

"SIMPLY DELICIOUS"

IS THE VERDICT INVARIABLY GIVEN

Agents: Rose & Laflamme, Limited
Montreal and Toronto

Shelled Almonds

Valencias and Jordans

Table Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflam.me, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case.....per lb. 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb. 0 07
7 and 14-lb. wood pails.....per lb. 0 07
30-lb. wood pails ..... " 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 0 07½
7 and 14-lb. wood pails, 5 pails in crate per lb. 0 07
30-lb. wood pails..... " 0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 80

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited

GENESEE PURE FOOD CO.

Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG CO.

White wan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price 'Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 09½	
½-bbls. 0 10	
Tubs, 60 lbs. 0 10	
20-lb. Pails. 2 05	
20-lb. tins.. 1 95	
Cases 3-lb.. 0 10½	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Binged" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5 lb. cans .....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED.	Per case.
1 case of 4 doz.....	$3 00
3 cases of 4 doz....	2 50
5 cases or more	2 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars '	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Sbredded"—	
1-lb. glass, doz.....	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4.7
" hotel.....	4.90
Silver Cow Milk.....	5.00
Purity Milk.....	4.70
Good Luck.....	4.30

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins.....per doz.	$1 40
" ½-lb. tins ..... "	2 50
" 1-lb. tins ..... "	5 00
Durham 4-lb. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F. D ½-lb. tins .....per doz.	0 85
" -lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—

Minerva, qts. 12's	$5 75
" pts. 24's	3 50
" ½-pts. 24's.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

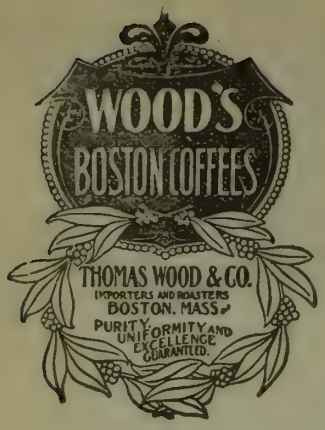
COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½ lb. (containing 3 1-lb. and 60 ½-lb pkgs), per box, $3 00
Case of 5c. pkgs. containing 96 pkgs., per box.

MAGIC BRAND. Per case

No. 1, cases, 60 1-lb. packages.....	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {60 1-lb. " 60 ½-lb. " }.....	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	1 00
5 cases.....	4 75

STRIKING FEATURES



PURITY appeals to all classes of consumers.

UNIFORMITY holds the patron to his favorite brand, so that your trade is not fluctuating, but permanent, with possibilities for increase always before you.

SUPERIORITY lends its powerful influence to the other claims, and

WOOD'S COFFEES

are known far and wide as the ideal goods for the millions.

They are not "here to-day, there to-morrow" products, but are like faithful allies, and hold up the Grocer's hands in extending trade.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	15 00
Maypole polish	"	10 20

3 doz. to box..... $3 45

6 doz. to box..... $6 90

30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. cartons	
No. 1 " " 8-lb. "	
Canada laundry	0 06½
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 8½

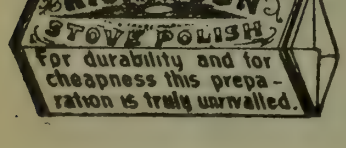
BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 7½
Kegs, 100 lb.	0 07
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 8
Kegs, ex. crystals, 100 lb.	0 7
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.
pkges, cases 5 doz., per case.. 4 75

Stove Polish.

	Per gross
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ per lb.
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East, Toronto.

Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ⅛'s, ¼'s and 1's	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ¼'s and 1's	0 44	0 60
Gold " Afternoon blend, ¼'s and 1's	0 50	0 70

Blue Label, 1's $0

Blue Label, ¼'s	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—		
Victoria, hf-c, 90 lbs		0 25
Princess Louise, hf c, 80 lbs		0 19
Ceylon Green Teas—Japan style—		
Lady, cases 60 lbs		0 18
Duchess, cases 60 lbs		0 19

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

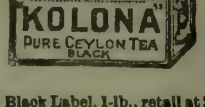
	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

HELAGANA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs, & ½s	0 35	0 50
" " 1 lbs, ½s	0 30	0 40
" " ½s		0 32
" " ¼s	0 25	0 30
" " 1 lbs	0 24	0 30

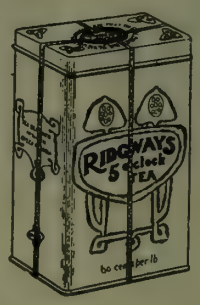
We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c		0 22
Green Label, " 40c		0 30
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 56

RIDGWAYS.
London, Vancouver, Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H. M. B., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 43
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 8s. and 12s	0 46
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 55
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 70
" " 1-lb "	0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$12 00
Absorbine Jr., per dozen	1 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

DWIGHT'S

BAKING SODA

We can add little to all that has been said about the absolute purity and superiority of

"Cow" Brand Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is THE BEST, and it is always in packages *only*.

CHURCH & DWIGHT

Manufacturers

MONTREAL

Kops' Ale & Kops' Stout

(Non-Alcoholic)

Ideal Summer Beverages

Scientifically brewed from the finest Kentish Hops, retaining the healthful bitter principle derived from Hops only. They are, nevertheless, non-alcoholic and non-intoxicating.

There are no more wholesome, salutary, palatable beverages than these.

Possess distinct tonic and stimulating properties.

If you did not try them last Summer we should like to make arrangements to supply a sample lot.

The Best for Your Trade

KOPS' BREWERIES, - London, S.W., England

CANADIAN AGENTS—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldg., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, Nfld. W. L. MacKenzie & Co., 606a Center St., Calgary.

SALT

for every purpose.

Season Advancing!

Advisable arrange for your stock NOW.

VERRET, STEWART & CO.
LIMITED
MONTREAL

WETHEY'S
Condensed Mince Meat

is becoming as

Staple as Sugar

One package (retailing at 10c.) makes two large or three small pies.

Why sell from the unsanitary, disease-breeding open pail when you can offer your customers better goods in a dust proof package?

Ask your jobber for it.

J. H. WETHEY, LIMITED
ST. CATHARINES

IN STORE

Empire Brand

New Malaga Raisins,
New Shelled Almonds,
A Bargain in Pickles,
New Peels,
New Valencia Raisins,
A Snap in Ceylon Tea "Kandy"

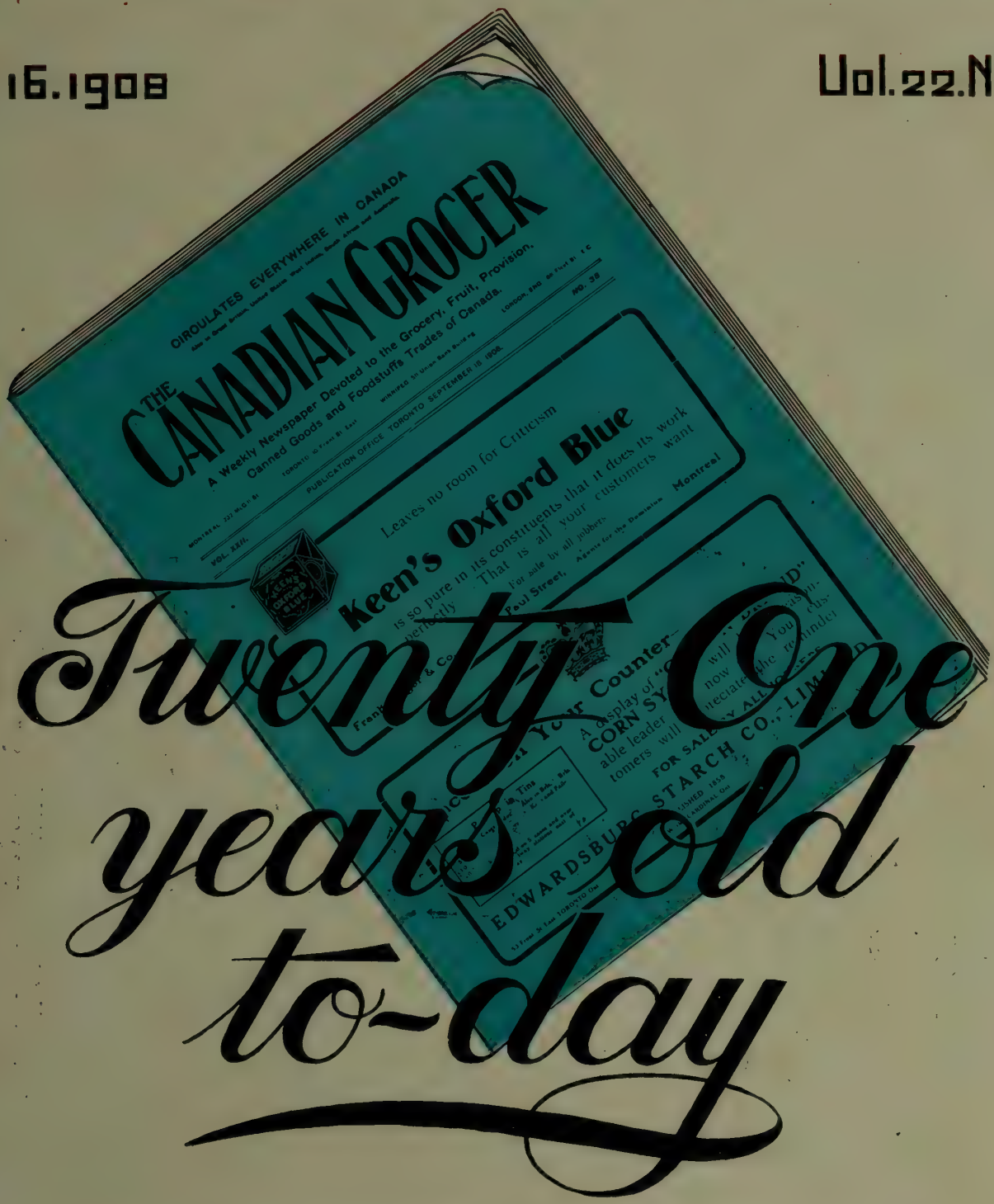
4 Free Phones Here for Use.
USE THEM

GEO. E. BRISTOL & CO.
(Successors to Lucas, Steele & Bristol)
Hamilton, - - - - Ontario

Coming-of-age Number

Oct. 16. 1908

Vol. 22. No. 42


CIRCULATES EVERYWHERE IN CANADA
THE CANADIAN GROCER
A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.
PUBLICATION OFFICE TORONTO SEPTEMBER 18 1908
Keen's Oxford Blue
Leaves no room for Criticism
is so pure in its constituents that it does its work perfectly
That is all your customers want
For sale by all jobbers
Paul Street,
Montreal
EDWARDSBURG STARCH CO.

Twenty One years old to-day

The Maclean Publishing Company
LIMITED

Montreal-Toronto-Winnipeg-London, Eng.

20 lbs.
NET
EDWARDSBURG
CROWN
BRAND
REGISTERED
PURE
TABLE SYRUP
WE GUARANTEE THIS
TABLE SYRUP
TO BE PURE AND WHOLESOME.
MANUFACTURED BY THE
EDWARDSBURG STARCH CO.
CARDINAL, ONT.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, OCTOBER 16, 1908. NO. 42.

THERE'S A LOT OF

Robinson's Patent Barley

going into Canadian homes. The grocers of Canada have found it a ready and profitable seller. Every family should have it. Suggest it to your customers.

The world's Standard and Leading Laundry Blue is

Keen's Oxford Blue

It never varies in quality, and is always your best seller.

For sale by all Grocery Jobbers.

Frank Magor & Co., Agents for the Dominion, 403 St. Paul Street, Montreal

Two Important Lines

For Canadian Grocers

Edwardsburg "Silver Gloss" Starch (for the laundry)

Benson's "Prepared" Corn (for cooking purposes)

These starches are the recognized "best sellers" in Canada. Every grocery jobber sells them.

In Table Syrups—The remarkable increase in the demand for "Crown" Brand Corn by the consumers of Canada shows that its richness, purity, flavor and healthful qualities are appreciated—Sell "Crown" Brand Table Syrup.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont. Works, CARDINAL, Ont. 164 St. James Street, MONTREAL, P.Q.

UPTON'S

Jams, Jellies, Marmalade

are made by Canadians for Canadians

Canadian fruit is second to none, no matter in what part of the world it is grown. Sugar refined in Canada from the raw cane has a higher standard of purity than any other.

UPTON'S

UPTON'S

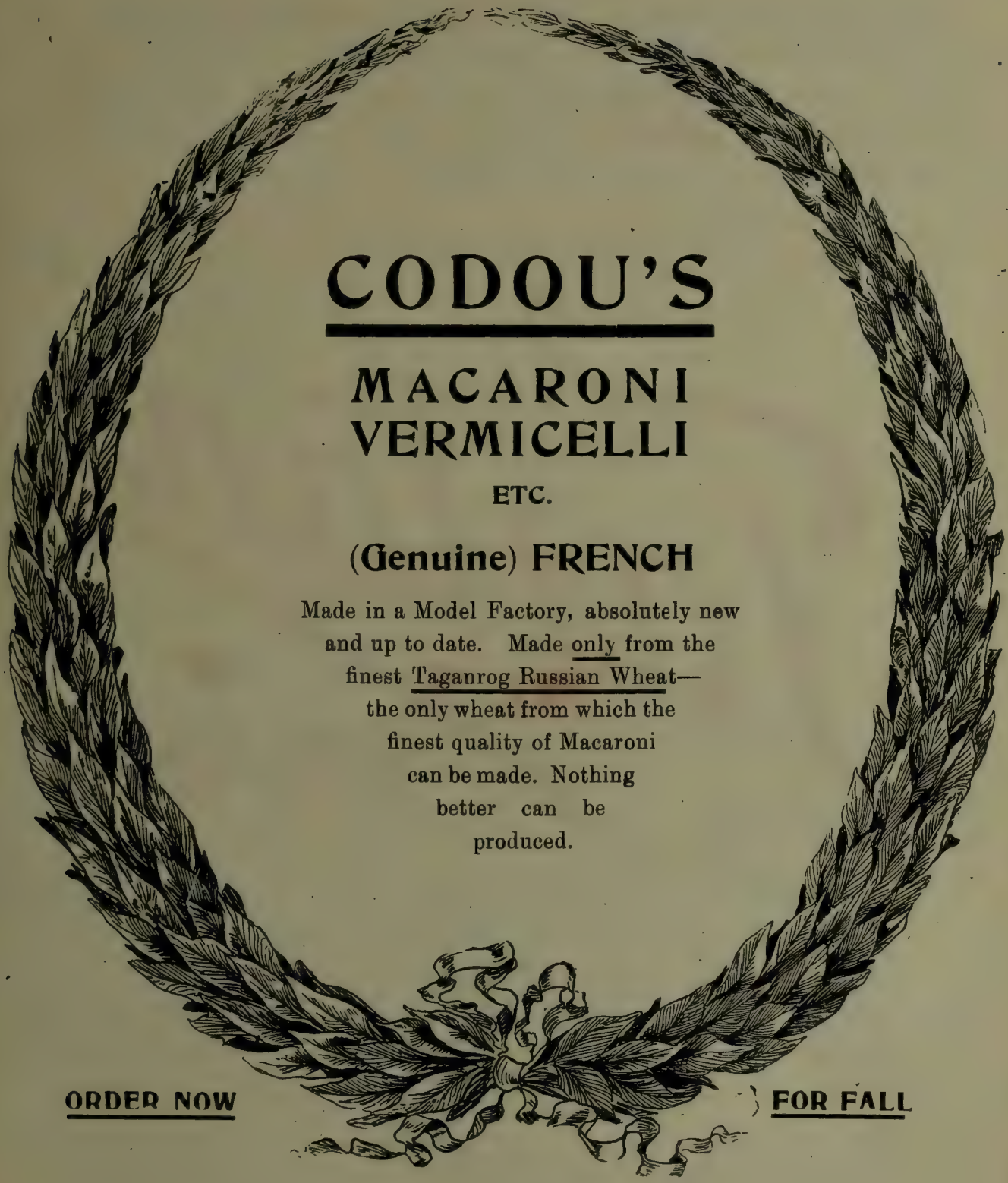
Our name on the label is the grocer's safeguard. During all the years we have been in business we have stood behind every bottle of our products— we are doing so to-day— and will ever do so.

YOU ARE PROTECTED

when you handle our lines. YOU get value—your customers get honest value for their money. YOUR profit is good and sure, because the goods SELL. What is more, you get satisfaction; because UPTON'S appeal to your customers as no other preserve will, and as a Canadian you build up your trade in Canadian lines.

When you ask your jobber for Upton's Jams, Jellies or Marmalade be wary of the "just as good," insist and you can get the real thing.

The Upton Company, Limited, Hamilton, Ontario



CODOU'S

MACARONI
VERMICELLI

ETC.

(Genuine) FRENCH

Made in a Model Factory, absolutely new and up to date. Made only from the finest Taganrog Russian Wheat—the only wheat from which the finest quality of Macaroni can be made. Nothing better can be produced.

ORDER NOW **FOR FALL**

ARTHUR P. TIPPET & CO., Agents

8 Place Royale,
MONTREAL

84 Victoria St.,
TORONTO

Brands come and go, but **"Tartan Brand"** has stood the test of time. An ever-increasing demand. If you want to handle the best goods you must have the **"Tartan Brand."** Write for full particulars if our travellers have not called on you.

Soaps	Canned Vegetables	Coffees
Spices	Canned Fruits	Currants
Peels	Canned Salmon	Extracts
	Package Teas	
	Baking Powder	

FULLY GUARANTEED BY

Balfour, Smye & Co., Hamilton, Ont.

MAIL ORDER DEPARTMENT IN CHARGE OF EXPERTS

P. O. BOX 1137 Phone 3576

MASON & HICKEY

Manufacturers' Agents

Agents for

E. D. Smith
Pure Fruit Jams, Jellies and Preserves
Gorman, Eckert & Co., Ltd.
Coffee, Spices and Olives
Wallaceburg Sugar Refinery
E. D. Smith
Canned Fruits and Vegetables
Lea Pickling and Preserving Co.

Sarnia Salt Co.
Ingersoll Packing Company
Standard Computing Scales
and Cheese Cutters
Ingersoll Cream Cheese
Suchard's Cocoa and Chocolate

WRITE US FOR QUOTATIONS—WE CAN SAVE YOU MONEY

Track Warehouse—Write Us for Storage Facilities. Correspondence Invited with Manufacturers. All Goods Carried in Stock at

108 PRINCESS STREET, - WINNIPEG, MANITOBA

Three famous brands well known in Canada as the

Purest and Best for All Purposes

Made in Ingersoll, Ontario, and sold by all progressive Grocers. No trouble. No loss. Always ready and never fails. EVERY CAN GUARANTEED.

THE ST. CHARLES CONDENSING CO.

FACTORIES: Ingersoll, Canada. St. Charles and Chemung, Illinois, U.S.A.

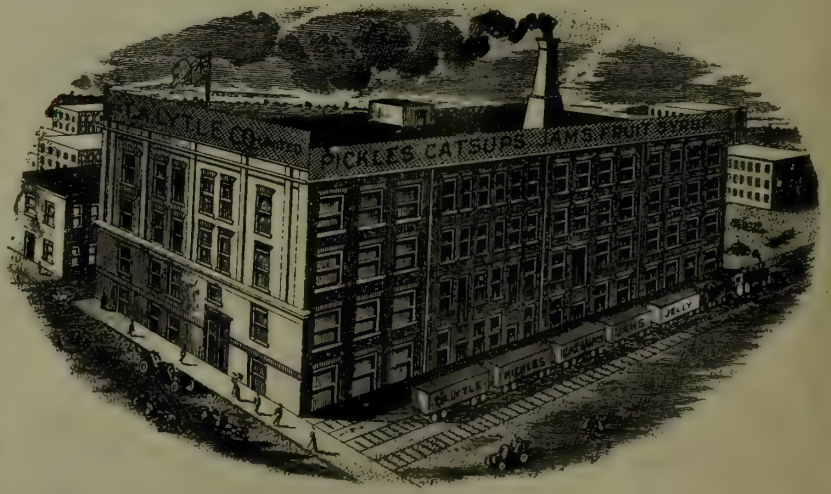
The word "Sterling" means more than "of excellent quality." It was originally written "Easterling" once the popular name of German traders in England whose **money was of the purest quality**—What it meant then in money it means now when applied to

Sterling BRAND

Food Products

Here's a list of our products sold by up-to-date grocers from the Atlantic to the Pacific.

- "Sterling" Brand Pickles in Glass
- "Sterling" Brand Chow-Chow in Glass
- "Sterling" Brand Sweet Pickles in Glass
- "Sterling" Brand Catsup
- "Sterling" Brand Sauces
- "Ster ing" Brand South Africa Relish
- "Sterling" Brand Canadian Relish
- "Sterling" Brand Flavoring Extracts
- "Sterling" Brand Jams and Jellies
- "Sterling" Brand Marmalade
- Maple Syrup in Glass and Tins, all sizes
- Bitters—Bobs, Celery, Orange, Jack Canuck
- Unfermented Fruit Wines
- Unfermented Phosphate Wines
- Mixed Pickles in Bulk
- Chow-Chow in Bulk
- Sweet Mixed Pickles in Bulk
- Mince Meat in Wood and Fibre Pails
- Cake and Icing Colorings



THE T. A. LYTLE COMPANY LIMITED

Manufacturers of Canada's Highest Grade

PICKLES and RELISHES

Factory and Offices: STERLING ROAD, TORONTO

PHONE, PARKDALE 376.

SALTING STATIONS – STERLING ROAD, TORONTO, HOLLAND LANDING, SCOTLAND, STOUFFVILLE, STREETSVILLE, ONT.

Ready for Fall Business——

We have complete stocks of the following lines and are quoting at especially interesting prices for both **spot** and **future** shipment:

California Apricots, Peaches and Silver Prunes
New Peels, Figs and Currants
California Seeded, Malaga and Valencia Raisins

WE HAVE A SPECIAL——

"Prosperity" Brand Canned Pears and Peaches

These will retail at **15c.** per tin—and show you a nice profit.

GET BUSY—— ORDER NOW——

EBY-BLAIN, LIMITED Wholesale Grocers TORONTO

THE DIFFERENCE

The difference between "SALADA" and all other brands manifests itself so readily in the "SALES TEST" as to convince the most skeptical of its superiority as a leader in his tea department. Every pound of

"SALADA"

you sell presents a clear profit. You do not have to wait for months for part of it. You do not have to buy more than you want to make part of it. All the profit goes straight into your pocket every time you hand the packet across the counter. Then you have the satisfaction of knowing that every packet contains a tea uniform in excellence, purity, deliciousness and economy in use. A tea that has built up an Annual Sale of over

18,000,000 PACKETS

"O.K."

REGISTERED.

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Garlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

Trade Winners

To secure a successful fall trade it is necessary to buy the best goods the market affords, so it is in the interests of the retail trade to buy

GLADIATOR CLEANED CURRANTS
CHAMPION CLEANED CURRANTS
PRIZE WINNER CLEANED CURRANTS

SOVEREIGN, IMPERIAL AND REGAL MALAGA RAISINS

AND BEAVER CANDIED PEELS

T

CANNED FRUITS and VEGETABLES

Tried and found satisfactory and gaining more trade every year.

JAMES TURNER & CO., Limited Hamilton, Ont.

Sold in 1 & ½ lb pickgs retailing at 25, 30, 35, 40 & 50c a lb.

RED CLOVER TEA

Is a PURE INDO-CEYLON TEA.

BULK TEAS A SPECIALTY.

SPECIAL ATTENTION given to import orders.

Charles H. McDonald
ST. JOHN N.B.

Direct Importer

E NICHOLSON

D H BAIN

CODES
A.B.C. 4th & 5th EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG
CALGARY.
EDMONTON

NICHOLSON & BAIN

WHOLESALE

COMMISSION MERCHANTS & BROKERS

EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

Herewith please find Acreage and estimated yield in the Provinces of **Manitoba, Saskatchewan** and **Alberta:—**

WHEAT.	Acreage.	Estimated Yield per Acre	Total
Manitoba	2,710,000	15 bushels	40,650,000 bushels
Saskatchewan	3,170,000	18½ "	58,645,000 "
Alberta	410,000	21 "	8,610,000 "
Total			107,905,000 "
	Total acreage in the three provinces.	**Estimated Yield per acre**	
Oats	2,660,000 acres	34 bushels	90,440,000 bushels
Barley	860,000 "	21 "	18,060,000 "
Or a total in the three Cereals of			216,405,000 bushels

September wheat is quoted at Fort William at 98c. per bushel, October 95¼c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **$150,000,000.**

We are brokers and Commission Merchants exclusively. Can we not handle your goods in the Great West? Yours truly,

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise, also cars distributed at Winnipeg, Calgary and Edmonton.

The Best Always Cheapest

SAINT-LOUIS VICHY WATER

RED CLOVER BRAND

The Most Delicious
The Most Natural Sparkling
Superior to all Others

A Sure Cure for

STOMACH TROUBLES
GOUT
GRAVEL
DIABETES, ETC.

In case you cannot procure this water from your dealer, **Write us direct,** and we will fill your order, **PREPAYING CHARGES.**

A wine glass before or after meals will help digestion.

SOLD EVERYWHERE

PINTS ***QUARTS***

AT ALL GROCERS *AT ALL DRUGGISTS* *AT ALL BARS*

L. CHAPUT, FILS & CIE., WHOLESALE IMPORTERS, **MONTREAL**

SOLE AGENTS FOR CANADA

SAMPLES SENT FREE ON APPLICATION.

Imperial Breweries, Ltd.

Montreal

Brewers of Finest

Ales, Porters and Lager Beer

Brewers of the Famous Salvador Lager

A Trial order will convince you of our ability to give you and your customers entire satisfaction.

Do You Sell?

BRANDS:

Wonderful	(Cake)
Royal City	Bar
Peerless	"
Standard	(Cake)

Crystal Soap Chips in package and bulk.

A Woman Looks Down Upon

the grocer who sells her inferior soap or cleansing powders. She compliments the grocer who recommends to her the magic cleanser — WONDERFUL SOAP which curtails her servants' work and heightens the effect in the wash. No laundry soap is so good as WONDERFUL SOAP and none so pure, perfect and uniform in quality. It whitens clothes and saves hard work and time. So will our celebrated Crystal Laundry Chips.

MANUFACTURED BY

Guelph Soap Co., Guelph, Ont.

Mr. Canner
Mr. Manufacturer
Mr. Wholesaler

¶ Every one of you doing business in Ottawa, or in the Ottawa Valley, will be interested in knowing that we offer you the finest, most modern storage at reasonable rates of any firm in this district. Every convenience to expedite your business. Direct connection with C.P.R., G.T.R., Ottawa & N.Y., and Pontiac railways. Large warehouses—bond and excise. Insurance.

A COMPETENT STAFF. A TRIAL WILL PROVE OUR CLAIMS TO SUPERIOR SERVICE.

ASK FOR OUR RATES TO-DAY

The Dominion Warehousing Co.

52 Nicholas Street - - - - - - - - - - - - OTTAWA

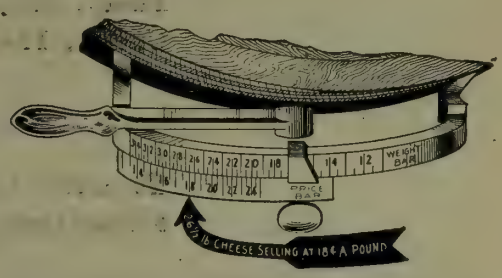
J. R. ROUTH, Manager

Insist on Getting The "Perfection" Cheese Cutter

Don't Take Any Imitation

Cheapest at any price. Lasts ten years longer than any other. Simplest in construction. Simplest to operate. Most accurate cutter made. Highly finished. All up-to-date wholesale grocers carry it or can get it on short notice.

Price, $17.50



Set price mark opposite total weight mark. Now, every time lever is raised you measure off 5c. worth of cheese. ***That's all.***

Manufactured only by

The American Computing Company of Canada

Hamilton - Ontario

Plic Books
Counter Check Books
Shipping Tags
Monthly Account Systems

WRITE FOR SAMPLES AND PRICES

The Carter-Crume Company, Limited

Toronto and Montreal

VALENCIA RAISINS

Finest selected	5½
to arrive early November.	
Selected Raisins, do	5⅛

CALIFORNIA SEEDED RAISINS

Fancy, 16-oz	9¼
Choice, 16-oz	8¾

TAPIOCA

To arrive in about 3 weeks	4⅛
5 Bag Lots	4

PRUNES—California (to arrive)

	50-lb. Boxes	25-lb. Boxes
30/40		9¾
40/50		9
50/60	7¾	8
60/70	7¼	7½
70/80		6¾
80/90		6¼
90/100		5½

BOSNIA

85/90	55-lb. Boxes	6
104/108		4¼

The above sizes are equal to 70/80 and 90/100 in California Prunes, principally owing to the smaller pit or nut.

SARDINES

"Stat" Brand of Norwegian Smoke Sardines (small fish) a special price to introduce the brand, per case $8.50.

We are headquarters for all staple groceries at reasonable living prices, fixed by ourselves.

MAKE YOUR DOLLARS COUNT.

Canada Brokerage Com

SALMON

The finest quality at most reasonable prices. Money cannot buy better quality of their respective grades—but we are satisfied with a reasonable profit.

"Regal," Finest Fraser River Sockeye	$1.90
"Yukon," Select Red Cohoes	1.45
"Cock o' the North," Select Red Cohoes	1.45
"Salad," Choicest	1.00

TOMATOES

Something New. The whole Tomatoes hand-packed in Sanitary Can (without solder or acid). To introduce the brands we quote:—

Per dozen ..... 90c.

Special quotations for carload lots. Competitors ask $1.25 for similar packed goods.

FRUITS

A Special feature (Sanitary Can, lacquer lined), which insures original color and flavor of fruit being retained.

Strawberries	$1.70
Raspberries	1.70
Lawton Berries	1.70
Crawford Peaches, 2s	1.70
Bartlett Pears, 2s	1.70
Lombard Plums	1.00

"MAYBELL" CEYLON TEA

The old, reliable and satisfactory. The best evidence of its uniform quality is its steadily increasing sale. If you have not tried it, write for samples and quotations.

pany, Limited, Toronto

"WAGSTAFFE'S"

Fine Old English Xmas

Plum Puddings

in porcelain bowls, packed 1 doz. in case,
2 sizes, to be retailed at 50 and 75 cents.

Our Celebrated

Mincemeat and Plum Puddings

are now ready for delivery. Get your orders in early.

Our New Season's Jams, Jellies and Sealed Fruits

are now in hands of the jobbers from the Atlantic to the Pacific

---

The name WAGSTAFFE on the label is a sure guarantee of quality.

WAGSTAFFE LIMITED

PURE FRUIT PRESERVERS

HAMILTON - CANADA

Established 1840.

We give you the best value, no matter what price broom you order, but the best value of all is our

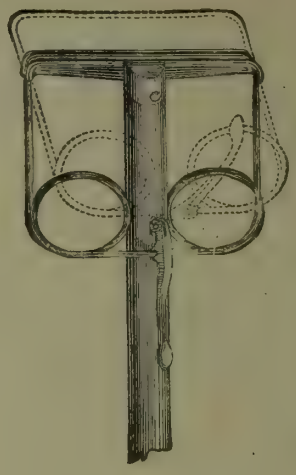
Pansy Broom

Made by the most expert workmen out of the very best material obtainable.

Order direct from the makers.
Freight paid on six dozen and over.

H. W. Nelson & Co.
Limited
Toronto

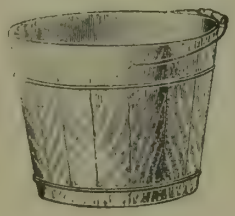
ESTABLISHED 1840

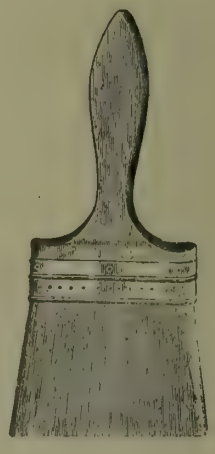


WHEN YOU WANT
ANYTHING IN

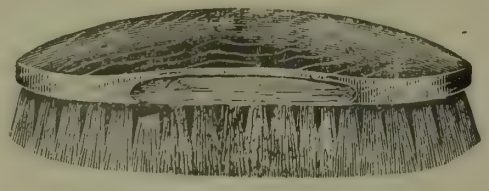
Baskets
Woodenware
Fibreware
Washboards
Brushes
Mops
Grocers'
Druggists' or
Tobacconists'
Sundries

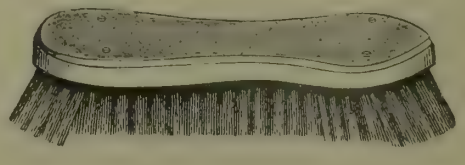
Write for our quotations.





H. W. Nelson & Co.
Limited
TORONTO





Ewing's Always Pure Spices

Established 1845

This trade mark is your safeguard. No matter where you see it you can always depend upon its significance— **Absolute Purity.** To be sure of what you are selling and recommending to your customers always carry these goods under the above brand :

Cream Tartar	**Baking Powder**
Black Pepper	**White Pepper**
Allspice	**Gingers**
Cloves	**Nutmegs**

Spices whole or ground. Half a century's experience as a guarantee behind every package. Also **Corks** and **Capsules** for all purposes. The dependable kind.

S. H. EWING & SONS

96-104 King Street, Montreal
Phones : Bell Main 65 and Bell Main 155

20½ Front Street East, Toronto
Phone Main 3171

THE WORLD'S STANDARD **WHITTEMORE'S POLISHES** ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World

QUICK WHITE
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY EASILY APPLIED.
ALSO CLEANS ALL ARTICLES MADE FOR WHITE CANVAS
WHITTEMORE BROS. & CO.

Dirty Canvas Shoes

made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust No rubbing off. A Sponge in every package, so always ready for use

Large size, per gross,
10c. size, per gross,

Also the following colors for canvas shoes : baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."

OIL PASTE

for ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Ola's.

Price per gross . . . . . .

Excellent for old rubbers.

"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Largest quantity; finest quality. Its use saves time, labor and brushes, as it

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross . . . .

"SUPERB" Patent Leather Paste

For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. ¼ lb. boxes
Per doz. ½ lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross . . . . . .

"BOSTON JUNIOR"

10c. size, per gross . . . . . .

Also in Russet and Ox Blood

"ELITE Combination"

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross . . . .

BOX CALF PASTE
FOR BOX CALF VICI KID PATENT AND ENAMEL LEATHERS
WHITTEMORE "ELITE" ELITE POLISH
BOX CALF
VICI KID AND ALL OTHER BLACK DRY LEATHER SHOES
Whittemore Bros. & Co.
BOSTON

"BABY ELITE" Combination

10c. size per gross .

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross .

Star Russet Combination

10c. size per gross .

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . .

Elite, Ox Blood and Brown Pastes same size and prices

If interested write for CANADIAN PRICES.

WHITTEMORE BROS. & CO., 20-22-24-26 ALBANY STREET CAMBRIDGE, MASS., U. S. A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.

If we could show you

just how and where our vinegar is made, you'd understand why it has won such distinction on both British and Canadian markets.

The best can't be beaten and our

Pure Malt Vinegar

is par excellence the finest product offered. Submitted to any test, domestic, commercial or chemical, it still makes good and retains its high standard. Order now from nearest wholesaler or agent.

CANADIAN AGENTS—
Hudson's Bay Co., Vancouver, B.C.
W. L. MacKenzie & Co., Ross Ave., Winnipeg
Kenneth H. Munro, Coristine Bldg., Montreal.
Geo. Stanway & Co., Toronto.
Royal Stores, St. John's, Nfld.
W. A. Simonds, St. John, N.B.

White, Cottell & Co.,
Camberwell, S.E. LONDON, ENG.

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents:

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
HAMILTON MORTON CO., 1 Wellington St. E., Toronto
W. H. AHRENS, 396 Victoria St., Winnipeg
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., LIMITED
Purveyors to H.M. the King, Mayfair Works, Vauxhall,
LONDON - ENG.

A WORD TO THE TRADE

Now is the time to consider placing your orders for the Fall and Holiday Trade.

You don't have to buy a sample order to be convinced that our goods are all we claim for them. All you have to do is to let us send you samples free of charge, and quotations ; you can then make your own comparison with the goods you are using.

A fair test will prove our claim, and your order will follow. Isn't this a fair proposition ? Of course it is. Then, don't keep putting it off. Write us to-day for tasting samples of our famous ***"Chocolate Bordeaux"*** and other lines of High-Grade Chocolates.

You may have tried the REST ; now try the BEST. Our Chocolates are the toothsomest morsels of confectionery you ever tasted. Tasting tells !

Always Fresh Always Good Always the Same

You want to be known as the leader in your locality. The surest way to do this, is to be recognized as the first to introduce the best products.

We manufacture a full range of Biscuits and Confectionery. Your enquiries solicited.

THE MONTREAL BISCUIT COMPANY

MANUFACTURERS BISCUITS AND CONFECTIONERY

MONTREAL

Carpet Tacks

Shoe Tacks

Clean Cut ***Uniform Goods***

All sizes in blued and tinned

One of Our Selling Helps

A child's wooden bank, silver and gold finish, filled with carpet tacks—Retails at 5 cents—Packed in half gross and gross boxes.

Samples and prices of our lines will interest you.

THE BAZIN MFG. CO.

94 ARAGO ST., - QUEBEC

ESTABLISHED 1887

Carman Brokerage Co.

Commission Merchants and Wholesale Grocery Brokers

REPRESENTING:

J. H. Wethey Ltd., - - - - **St. Catharines**
Mince Meats and Canned Goods

Leonard Bros., - - - - **St. John, N.B.**
Fish of all Kinds

Van Camp Packing Co., - - - **Indianapolis**
Pork and Beans, Soups, etc.

D. Van Der Kuel, - - - - **Vlaardingen**
Holland Herrings

J. Connell & Co., - - - - **London, Eng.**
Rangoon Rice, Spices, etc.

Purnell, Panter & Co., - - - **Bristol, Eng.**
Pickles, Sauces, etc.

J. Mackay Co'y, Ltd., - - - **Bowmanville**
Pot and Pearl Barley

Dixie Peanut Co., - - - - **Petersburg, Va.**
Peanuts

Arsenis & Co., - - - - **Patras, Greece**
Currants

and others

Best References. Can attend to a few more foreign and Canadian agencies.

Winnipeg, - - Man.

Balmoral
·REGD·
PURE JAMS · JELLIES
AND MARMALADES
·are·
ABSOLUTELY PURE
·and·
·THE · BEST·
IT IS POSSIBLE
TO PRODUCE
Sole Agents for Canada
·J·W·WINDSOR·
·MONTREAL·

TO THE TRADE:

DO YOU KNOW WHY

CEYLON TEA

HAS

Unvarying Excellence?

IT'S BECAUSE:

Ceylon's Climatic Conditions are Equable;
Ceylon's Volcanic Soil does not Degenerate;
Ceylon's Tea Culture is an Exact Science.

AND, STEP BY STEP,

CEYLON'S MACHINE PREPARATION PROCESSES

CAN BE RELIED ON TO

GIVE UNIFORM RESULTS

The Brand of Quality!

My Attractive Package:
¼, ½, 1 and 5 lb. tins.

Perfect Quality.

Attractive Packages.

Correct Prices.

Satisfaction Always.

Packed in 5-lb. Tins, 12 to case.
" 10-lb. " 6 "

The Leaders in their Class!

Were they not pronounced perfect they would not sell as they do. **White Dove** signifies perfection no matter what it is applied to.

White Dove Cocoanut has been for so many years the leading cocoanut that it has become the standard brand. Housewives who have once used it never use any other.

White Dove Almond Paste —The acme of perfection. As perfect in quality as a modern plant, skilled help and pure ingredients can make it.

For Perfect Satisfaction

Always insist on securing **Downey's White Dove Brands** when ordering from your jobber.

Write me direct if your wholesaler cannot supply you.

W. P. DOWNEY, 24 & 26 St. Peter St., MONTREAL

Agents: Geo. A. Stone, Vancouver, B.C. Scott, Bathgate & Co., Winnipeg, Man. Frank M. Hannum, Ottawa, Ont. C. E. Macmichael, St. John, N.B. J. W. Gorham & Co. Halifax, N.S.

IMPORTANT

Our Representative is visiting the Dominion establishing agencies for the sale of our renowned

"TEA PLANT"
PACKET TEAS

His address is, 303 Frank St., Ottawa. Write him.

For over half a century

Cooper Cooper & Co's Teas

stand on the highest rung of the British TEA TRADE.

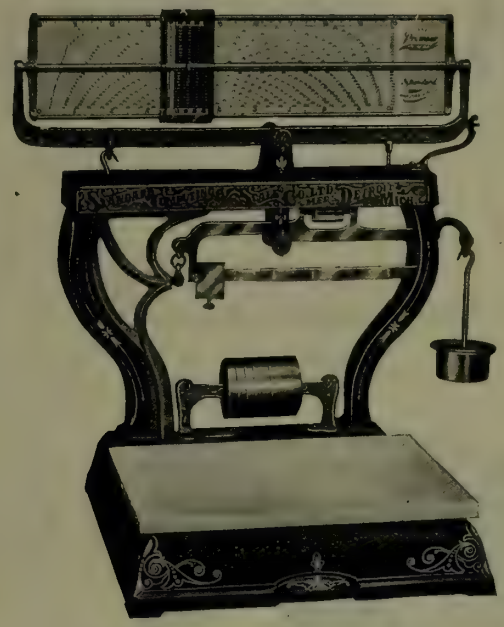
OUR TEAS PAY YOU WELL

Cooper Cooper & Co. Ltd.

"The World's Most Famous Teamen"

Head Office: **71-73 Tooley Street LONDON, ENGLAND**

WE SAVE YOU 30 PER CENT. ON A STRICTLY HIGH-GRADE COMPUTING CHART SCALE



Write for Illustrated Catalogue

Onward Manufacturing Co., - Berlin, Ont.

Stock the Best. **"KIT" COFFEE**

— IS —

BEST in Quality
SMARTEST in Finish
KEENEST in Price

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St.; Ontario, A. E. Bowron, 18 King William St., Hamilton Winnipeg, Mason & Hickey 108 Princess Street.

We can add little to all that has been said about the absolute purity and superiority of

"Cow" Brand Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is THE BEST, and it is always in packages *only*.

CHURCH & DWIGHT
Manufacturers
MONTREAL

Now is the Time to Push

BLACK KNIGHT STOVE POLISH

the most brilliant and durable stove polish on the market. Winter is coming on; and the stove assumes its due importance. A clean housewife likes a clean and shining stove—but she doesn't want to work too hard to attain it.

You can truthfully tell your customers that Black Knight Stove Polish gives a stove a more brilliant and durable polish than any other brand—and with a great deal less labor.

Black Knight is Clean to Handle

It will not stain the hands

Black Knight is the most economical stove polish—a little of it does a lot of work and does it a great deal better than a whole lot of any other brand. It comes in a very attractive box. Each sale nets you a good profit; and its unparalleled excellence is a guarantee of repeat orders.

Order a trial case from your Jobber!

The F. F. Dalley Co., Limited

Buffalo, U.S.A. **Hamilton, Canada**

EASTERN TOWNSHIPS GROCERS

$10 A MONTH

is a small estimate

of what you can consider

Added to Your Profits

if you buy your groceries from us. Figure it out yourself and you will find that by purchasing from us—located in your midst—you will save easily $10 to $25 in freight.

Why? you immediately ask. Because, being wholesalers, we can buy just as advantageously as other jobbers in the larger cities, and we can lay down groceries at a figure which makes it possible for us to quote you **exactly the same price as the Montreal or Quebec house, but minus the freight!**

We have everything you want—the very best. Just now we are shipping canned goods, salmon, dried fruits, confectionery and other fall lines.

Make up a trial order and send it to-day.
We will guarantee to satisfy you.

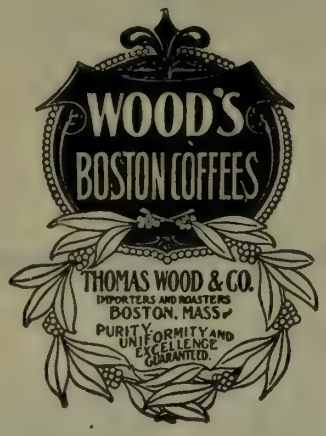
No reason why you should not have that $10.

T. A. Bourque & Co., Reg.

Wholesale Grocers

SHERBROOKE, - - - QUE.

No "Missing Links"



Like a long chain they form a complete unbroken line.

Each one link in that chain represents the best and strongest of its own grade and quality, from the ordinary to the very highest.

The whole Coffee world is represented in this magnificent line that constitutes

WOOD'S COFFEES

Canadian Factory and Salesrooms

No. 428 St. Paul Street : : : : : MONTREAL

Everything else being equal, a well-advertised article will always sell in preference to one that is not nearly so well known. That is one reason why

Snap

"Better than Soap"

is such a large and steady seller. The main reason, though, is that there is nothing to equal it as a quick and satisfactory hand cleanser. Snap will do the work that soap won't do. It don't irritate the skin, but leaves the dirtiest hands smooth, clean and white.

SNAP SALES ARE QUICK SALES.
ASK YOUR JOBBER.

Snap Company

Limited

Montreal, - - - - Quebec

Fruit Jars
Jar Rings
Butter Tubs
Butter Paper
Brooms, Brushes
Baskets

Walter Woods & Co.
Hamilton and Winnipeg

The Big —5—

No first class grocery stock is complete without these articles — each one is a STANDARD

CODOU'S
Macaroni
Vermicelli and Pastes
From Russian Wheat

COX'S
Gelatine
Perfectly Pure

Griffin's
Seeded Raisins, Canned Fruits, White and Green Asparagus, Griffin's Prunes, Cured Fruits, Griffin's Seedless Raisins

COURET'S
"Shell" Soap
67% Pure Oil

"THISTLE"
"Canned"
Haddies and Herring
The best packed

Arthur P. Tippet & Co., Agents
Montreal

When in Doubt

ORDER THESE BRANDS OF RAISINS

F. W. Rowley DENIA — Extra Fine Selected

AND

S. Bodi DENIA — Finest Selected

YOU are always sure of the best when ordering these famous raisins. Uniform quality and packing, unchanged for years, have given them an individuality it is impossible to equal.

Our SHELLED ALMONDS, in 14-lb. and 28-lb. boxes, merit your consideration at this season.
GREAT STOCK

UNDERDOWN & CRICHTON

London, Eng. Valencia, Spain Denia, Spain

Canadian Agents: Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg; J. A. Kavanagh, Hamilton, Ont.

VALENCIA RAISINS

It is just as easy for you, and infinitely more satisfactory to your customer, to secure the very finest quality Valencia Raisins. You are assured of this, and also of uniform packing, if, when ordering, you specify

"BEAVER" BRAND

SPECIAL FANCY QUALITY

This brand has the reputation of being the highest quality obtainable.

Packed by
Mahiques Domenech & Co
Denia, Spain

Canadian Agents:
Rose & Laflamme, Limited
Montreal and Toronto

A Fair Proposition

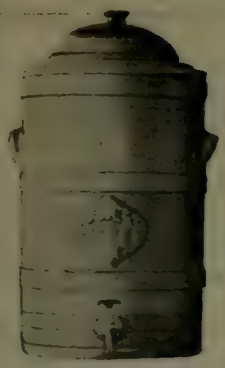
We want to sell you some

Paterson's Worcester Sauce

It sells well and gives good profit.

Can we?

ROSE & LAFLAMME, Ltd.
Agents, Montreal and Toronto

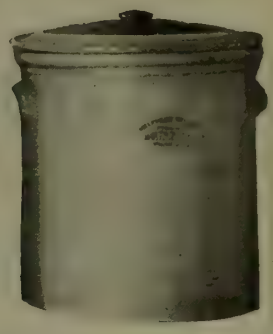


HART'S FAMILY FILTER

Butter Pots, Churns, Jugs, Flower Pots, Vases

Belleville Pottery Co.

Belleville - Ontario



FIRE BRICKS, FIRE CLAY, FIRE SAND, ROCK-WARE, EARTHEN FLOWER POTS

Ask Your Jobber

for

American Washing Powder

Best on the market. Good profit. People always asking for it.

American Washing Powder Co.

1193 St. Hubert Street, - MONTREAL

Telephone Bell East 6367

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

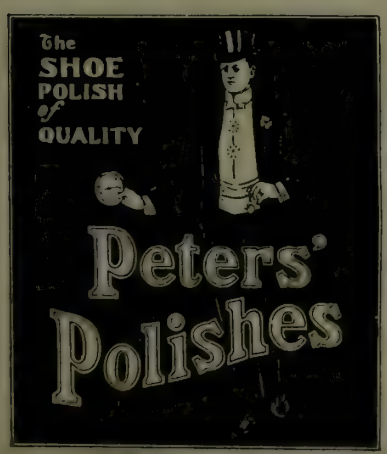
BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

Norton Manufacturing Co.

HAMILTON



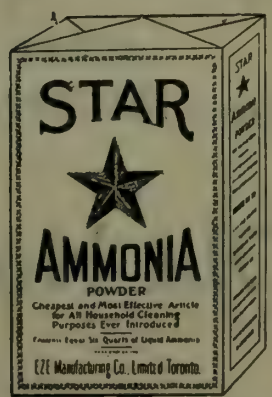
PETERS' POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,

617 Queen St, West
Toronto



Its Merit Brings Repeat Orders

What Is Profit?

You have been in the grocery business long enough to know that profits are not usually very large on one sale. To make money you've got to keep a customer with you.

How Can You Do It?

By selling goods of sound quality. The most slashing cut rates ever offered will not keep the people coming unless the quality of the goods is all right.

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

never alienate a customer. The quality of every can is really first class. The consequence is, you never have any old stock to dispose of at a dead loss if you insist on your jobber filling your order with Old Homestead Brand.

Order a trial case from your jobber to-day then note results.

The Old Homestead Canning Co.

Picton, Ontario

"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

"Canada's Pride" CANNED GOODS

Packed by the Napanee Canning Co.
Under the Most Sanitary and Scientific Methods

QUALITY, FLAVOR AND DESIGN OF LABEL unequalled in the Dominion

We Control the sale of "Canada's Pride" for Montreal and East

SPECIAL ARRANGEMENTS FOR CAR LOTS FOR DIRECT SHIPMENT. Write us for quotations

WILLIAM CALBRAITH & SON

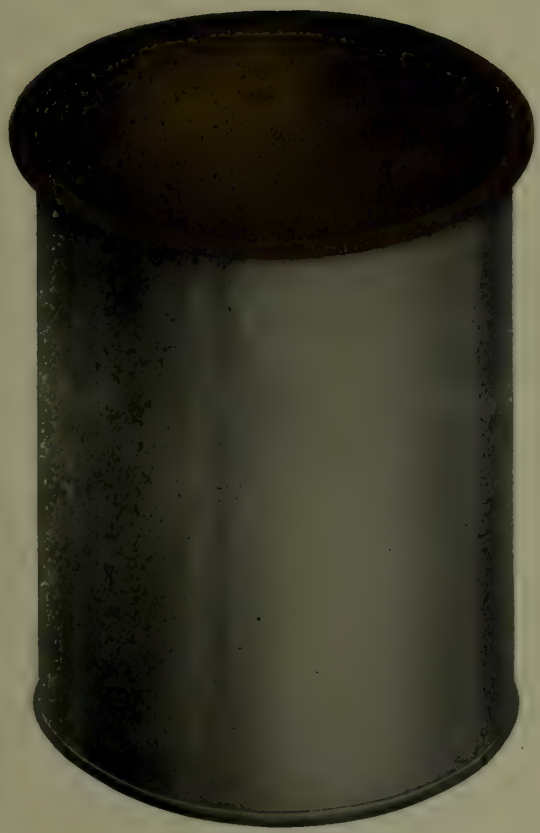
80-82 St. Peter Street, MONTREAL

SANITARY CANS

RAISE THE STANDARD OF QUALITY OF ALL CANNED GOODS

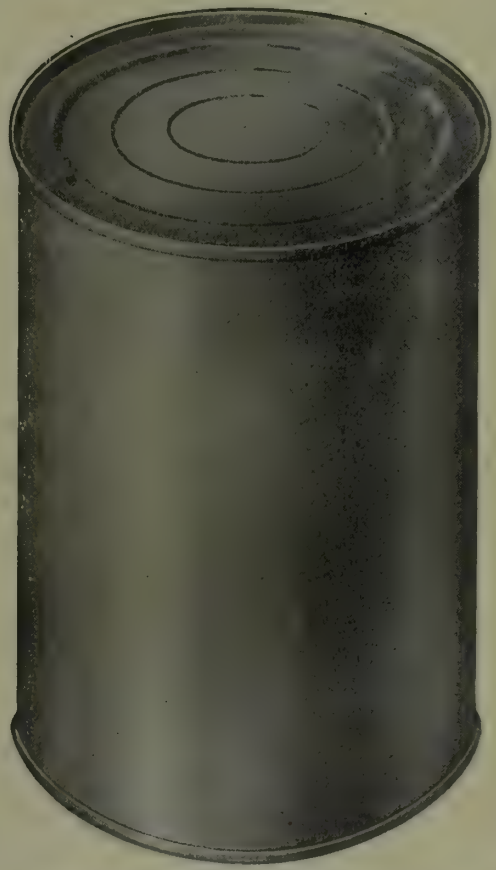
Sanitary Enamel Cans Preserve the Flavor and Color

of Strawberries, Red Raspberries, Black Raspberries, Blackberries, Blueberries, Sour Cherries, Beets, etc.



Entire End Open for Filling.

Sanitary Cans Sealed without Solder or Acid



Sanitary Can Sealed—"Bottom like the Top."

SANITARY CAN COMPANY, Limited

NIAGARA FALLS - ONT.

"Just As Good" As Canadian Canners' Are Not As Good.

In almost every line of merchandise there is some leader, in comparison with which other articles of the same class are claimed to be "just as good." The claims of other packers that their brand is "as good as Canadian Canners'" is really a compliment to our brands. The shrewd merchant at once concludes that there is nothing to be gained by experimenting and that the way to hold and increase his trade is to stock the standard lines once more.

ORDER FROM YOUR JOBBER:

BRANDS:—"Canada First" (Aylmer), "Little Chief," "Log Cabin," "Horseshoe" (Bowlby), "Auto" (Canadian Canners), "Kent," "Lynnvalley" (Simcoe), "Maple Leaf" (Delhi), "Lion" (Boulter), "Thistle" (Brighton), "Grand River" (Lalor), "White Rose" (Lakeport).

Canadian Canners, Limited

Hamilton, Canada.

GO where you may, throughout the length and breadth of Canada, you will find nothing to equal in attractiveness and value, the Essex garden-farms. The pick of their best products is included in the season's pack of

Essex Canned Goods

We never had better satisfaction to offer the trade, and notwithstanding the competition of low prices we can discount any canning and preserving establishment as regards quality and flavor.

The Essex Canning and Preserving Co.,
Limited
Toronto and Essex, Canada.

Did You Ever Hear the Story

of the grocer who said that people weren't very particular as to Brand. He's dead. But the retailer who handles

FARMER BRAND
Canned Fruits and Vegetables

is very much alive. He's got to be. It just keeps him on the jump supplying the demand for these goods. This only goes to show that QUALITY is at any time and always the first consideration with careful buyers. Handle the goods whose quality counts.

Farmers' Canning Co., Limited

BLOOMFIELD, - ONTARIO

100 per cent. pure makes their quality sure.

Agents:

W. G. Patrick & Co., Toronto
W. H. Dunn - - Montreal
Mason & Hickey, Winnipeg
R. B. Colwell, Halifax, N.S.
J. Gibbs - - - Hamilton

The People Demand Pure Food

and the grocer who has the wit to supply such a well-defined demand is ordering big shipments of

E.D.S. Brand Jams and Jellies

The brand declared by Government analysis to be the purest sold in Canada.

E. D. Smith's Fruit Farms, Winona, Ont.

Cerebos

By Royal Appointment to the KING OF ENGLAND and the CROWNED HEADS OF EUROPE

Without Doubt the Finest Table Salt Manufactured

Remember the difference between the ordinary Salt and **Cerebos** IS

The one is a seasoning.

Cerebos is a splendid food containing the most nutritive qualities essential to the physical framework.

W. G. PATRICK & CO.

AGENTS TORONTO

TO SETTLE DOUBT

Drop a postal to our Canadian Agents (mentioned below) for free full-sized tasting bottle of H. P. Sauce.

Try it on your own plate, and then you will see why your customers want it.

Wide-awake Grocers are making H.P. Sauce their leading line.

Our bright Canadian advertising tells the people all about H.P. and what it is made of, how good it is for the appetite, palate and digestion.

Large and quick turnover on H. P.

W. G. Patrick & Co., Toronto and Montreal
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EVERY TIME YOU SELL RED ROSE TEA YOU MAKE TWO PROFITS

First—You make the profit between the wholesale and retail prices.

Second—You make the profit which is so hard to measure in money: namely, the great profit of a reputation for selling ***good tea.***

You can't afford to lose the ***second profit.***

If you are not selling Red Rose Tea, may I send you a case ?

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ST. JOHN, N.B.

TORONTO—3 Wellington East
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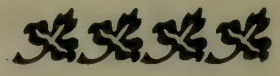
Seeded Raisins

to retail at 10c. (Full size pkg.)



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MALAGA SEEDED RAISINS

Freshly Processed and In Excellent Condition

——At a Popular Price——

The **Malaga Raisin** possesses the delicious flavor which is characteristic of all Spanish grown grapes. In use it cannot be surpassed. They will give your trade entire satisfaction. Before ordering Seeded Raisins **it will undoubtedly pay you** to ask us for particulars and samples.

If you need Seeded Raisins you can't afford to overlook this proposition.

We will ship 5 case lots and over for account of wholesalers, ex. store, Montreal

Rose & Laflamme, Limited

Montreal Toronto

Proprietor of

SODA FOUNTAIN
FRUIT JUICES and CRUSHED FRUITS.

ESTABLISHED 1890

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And. Melrose & Co.,	Edinburgh,	Fine Teas
Curtice Bros. Co.	Rochester,	Blue Label Ketchup

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Pure Gold Mfg. Co.,	Toronto,	Jelly Powder, etc.
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Libby McNeill & Libby,	Chicago,	Canned Meats
Ingersoll Packing Co.,	Ingersoll,	Smoked Meats
Bensdorp & Co.,	Amsterdam,	Royal Dutch Cocoa
"La Diane" Brand,	Bordeaux,	French Goods
Gillard & Co ,	London, Eng.,	Pickles
Castle Bros. Inc.,	San Francisco,	Dried Fruits
Alart & McGuire,	New York,	Olives
Geo. Lueders & Co.,	New York	Essential Oils

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Write for complete price list

WM. H. DUNN, Montreal and Toronto

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GAIL BORDEN EAGLE BRAND

Condensed Milk

Borden's "Eagle Brand" Condensed Milk

Has no equal

LEADERS OF QUALITY

Borden's Brands:

"Eagle Brand" Condensed Milk
"Gold Seal Brand" Condensed Milk
"Challenge Brand" Condensed Milk
"Peerless Brand" Evaporated Cream

are made from richest milk thoroughly inspected and prepared by the most competent milk experts in America with most modern machinery and under absolutely perfect hygienic conditions. There can be nothing purer, cleaner and better than Borden's Milk Products.

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The Original

EASTERN SALES REPRESENTATIVE

WILLIAM H. DUNN

Offices and Sales Rooms

Toronto, Montreal and St. John, N.B.

Borden's

"Peerless Brand"

Evaporated Cream

Peerless Brand Evaporated Cream

Unsweetened

SUPREME FOR PURITY

The selling prestige of Borden's Brands insures increased business for the Jobber and Retailer.

Borden's Brands, for Canada, are prepared in Tillsonburg, Ontario, by

Borden's Condensed Milk Co.

Leaders of Quality

ORIGINATORS OF CONDENSED MILK

Established in 1857

WESTERN SALES REPRESENTATIVES

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Shallcross, Macauley & Co.

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Gold Seal Brand Condensed Milk

For household use

BELLEVILLE CANNING CO.

(The Firm that Advertises through its goods)

We wish to thank our many Customers who have given

QUEEN BRAND
Fruits and Vegetables

first place on their shelves.
The Canning season is now at an end, and in spite of the drought, and short season, we wish to announce to our friends that we will fill all orders in full.
We have still unsold a small quantity of QUEEN BRAND CORN, and a few fruits. This surplus will not last long. Send in your order now, and be protected.

Belleville Canning Co. - Belleville, Ontario

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's
"Edinburgh"
Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
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People Who are Asking for Pure Malt Vinegar

generally want English Vinegar, good vinegar. Don't cause dissatisfaction amongst your customers by offering any but the best.

PURNELL'S

Vinegar Sauces Pickles

are of highest quality, made for appreciative people and all who want to be sure of purity, flavor and delicate piquancy. The best never fails to please. Order to-day from our

AGENTS

Purnell & Panter, Ltd.
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Purity *versus* Profit

The crystal purity of Windsor Salt has never been questioned—the element of doubt is eliminated absolutely from "Windsor." And the consequent profit from selling it is a bulwark of strength for the grocer's standing with his trade.

The profit is legitimate—and permanent. Purity assures it—a profit as sure as the rise and set of sun. No argument can possibly avail against it. If it's a question of purity against profit, let the great sales of Windsor Salt prove the case.

THE CANADIAN SALT CO., Limited
Windsor, Ont.

Windsor Salt

It is Quality that Counts!

Blue Ribbon Tea

Has so long been recognized as the leader in quality that to-day grocer and consumer alike regard it as the standard.

The grocer has found that Blue Ribbon Tea consistently yields him 20% to 35% profit, and that his customers are always satisfied. It is a good proposition to him.

We have never deviated in the slightest, in the matter of quality, from the high standard we originally set for ourselves.

This is the secret of our success and of the universal satisfaction of grocers selling Blue Ribbon Tea.

How are your Stocks?

The Blue Ribbon Tea Co., Ltd.

266 St. Paul St. - Montreal

IT is not a question of being able to dispose of

"MELAGAMA" TEA

but of having it on hand to supply customers who will have no other.

We regret the delay in supplying our customers owing to rush of orders; although we are running our plant night and day. Our ***Coin System*** along with the splendid quality of ***Melagama*** ensures ***Good Profits*** and ***Quick Returns*** as well as satisfied customers.

Our Fall stock of ***Japans*** are arriving daily and we have some good values to offer.

This is ***the time*** to buy ***Indians and Ceylons,*** we can save you money, our prices are right. See our travellers. Write, Telephone or Telegraph at our expense for samples and quotations.

MINTO BROS., TORONTO

THE FACTORY WHERE
THE WELL-KNOWN

KEYSTONE BRAND
BRUSHES AND BROOMS

ARE MADE FOR
HOME AND EXPORT TRADE.

Stevens-Hepner Company
LIMITED
Port Elgin, Ontario, Canada

Every Retail Merchant

should use a typewriter

It saves time and stationery. It creates a business impression that no man can afford to miss. Typewritten circular letters form the cheapest, quickest and most effective means of advertising. Personal letters drawing attention to new importations bring personal responses.

Every retail merchant should use a

Monarch Visible

typewriter. It's great durability, ease of operation, and adaptability to all classes of work make it a most economical machine to buy.

The Monarch
Typewriter Company, Limited
98 King St. West, Toronto

You, Mr. Manufacturer!

Can do a good deal larger and more satisfactory business in Montreal, Quebec Province and Eastern Ontario if your lines are pushed by a live representative right on the ground. You want someone who thoroughly knows the field and to whom the grocery business is not a Chinese puzzle. This field is a big one and you cannot neglect it.

Do you want work done here to build up your trade in

Pickles Brushes and Brooms Catsups

Teas ? Biscuits

Canned Goods

If you do, communicate with me. For nine years I have been calling on the trade here—the best grocers particularly. I have their confidence, have an A1 connection. I want agencies, but only for first-class lines. Give me your proposition. If it is a square and fair one, I will put any amount of work into introducing your lines, provided they are quality goods.

TAKE THIS MATTER UP TO-DAY. WRITE ME.

J. Walter Snowdon, - Commission Broker

413 St. Paul Street, Montreal

St. Lawrence Sugars

Granulated and Yellows

are the

Best and Purest

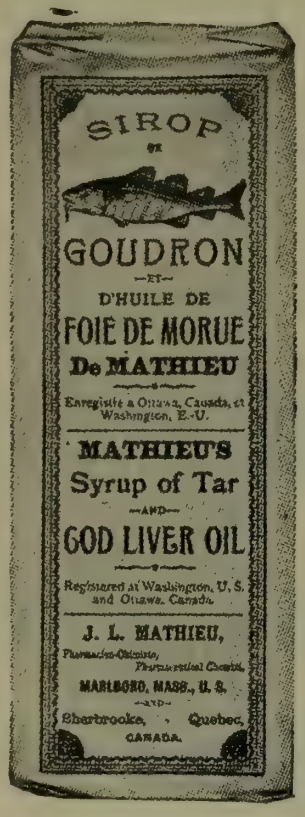
in the market

Made entirely from pure CANE SUGAR

The St. Lawrence Sugar Refining Co., Limited

MONTREAL

TWO GREAT REMEDIES



An Open Letter to Our Friends:

Since erecting our large new building we are in a position to give your orders all the attention they demand.

The sale of Mathieu's Syrup of Tar and Cod Liver Oil and Mathieu's Nervine Powders is constantly increasing.

This is due to their excellence backed up by an aggressive advertising policy.

We are now planning our Winter Campaign. This in combination with the weather is sure to create a big demand all over Canada.

Place your orders early so as to be prepared with a sufficient stock.

Mathieu's Syrup of Tar and Cod Liver Oil

is known as the best cough and cold cure. It not only cures a cold but strengthens the system so that a recurrence is impossible.

Mathieu's Nervine Powders

Known as the magic and harmless cure for all head and nerve pains. Taken in conjunction with Mathieu's Syrup it is the quickest cure for Grippe, Influenza, etc.

Sold by all Wholesale Dealers.

J. L. Mathieu & Co. (Props.,) Sherbrooke, P.Q.

The "EMPIRE" Brand

Stands for "QUALITY"

Teas, Coffees, Canned Vegetables, Salmon, Extracts, Etc.

Empire Brand

We pride ourselves on prompt attention to orders and quick despatch.

4 Free Phones Here for Use.
USE THEM

If you have not tried them do so.
They have brought business to other people, why not to you.

GEO. E. BRISTOL & CO.

(Successors to Lucas, Steele & Bristol)

Hamilton, - - - - Ontario

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the **PUREST**, contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

Coming of Age

WITH this issue THE CANADIAN GROCER completes its twenty-first year. It has arrived at the time when men and businesses are considered to be of mature years—the time when they look over the past and plan their castles of the future.

It was my intention to have told in this issue the story of the building up of the paper, and of its plans for the future, but one of the most important developments in its history is now under way and its completion is necessary to round out such an article. Later in the year when these matters are arranged the story will be published with many interesting illustrations.

In the meantime let me say that I am giving much thought towards such improvement of the editorial organization as will give our readers a still better newspaper in every sense of the term. We still have a number of subscribers who began with us twenty-one years ago and thousands who have been on the lists for ten to twenty years. In that time fully a score of other papers have attempted a foothold on the field. Some lived a few weeks, some even a few years. Many of them were actually circulated free, but the readers of THE CANADIAN GROCER were ever loyal and they grew steadily in numbers. This may be taken as a clear indication that we have given a satisfactory paper to our Canadian, Newfoundland and West Indian readers. It has also found favor throughout the world. Probably no paper published in Canada is as frequently quoted in so many different countries. Articles are reprinted from it almost every week in the papers published in the United States, England, China, Japan, Germany, Spain, Greece, Ceylon, India and Italy.

Notwithstanding this tribute to its contents, there will be no standing still; but, as I said, it will in the next few months be very materially strengthened in several directions. Just as soon as the growth of the country and the development of the business will permit, additional writers will be added to the staff. Even to-day I don't think any weekly paper of any kind anywhere in Canada carries as large an organization as does THE CANADIAN GROCER, and I believe the ratio of its growth as a strong, influential and reliable newspaper in the next twenty-one years will be vastly greater than in the period just closing.

JOHN BAYNE MACLEAN

Tea Buying in Lands of Growth

By J. M. LOBB, TORONTO.

When China was the principal or only country producing black teas to any great extent, European buyers had their offices in three ports. North China teas (commonly called Monings) were bought at two ports up the Yangtse river, Kiukiang, about 420 miles from the mouth of the river being the market for Keemun, Mingchow and Moning teas; Hankow, 180 miles further up, for all other North China blacks. In later years with the growth of Hankow, the several buyers have discontinued their offices in Kiukiang, and teas from this district are now sent up the river and put on the market in Hankow.

Hankow and Its Surroundings.

Hankow is, no doubt, the most interesting tea market in the world, possibly

Tea Buying in China—The "Hong," Taiping.

this is because it is the hardest. A city with a solid stone embankment for about three miles along the banks of the river, which is at this distance (600 miles from its mouth) a mile wide at high water, and rises every Spring from 36 to 43 feet above the low water mark, having a current midstream of 4 to 8 knots. The European Tea Hongs, which have offices down-stairs, living apartments upstairs, and tea rooms and warehouses adjoining, are nearly all situated in the British concession along the Bund and overlooking the river. Unfortunate are the few who are not so situated, for a breeze in Hankow in the latter part of June or in July or August is a treat, if not a necessity. But the charsee (tea-taster) has little time to enjoy the sit-

Tea Buying in China—On the "Bund," Hankow.

uation or the breeze, especially at the first of the season when the rush in the endeavor to secure the choice chops, keeps him in the tea room from 6 a.m.

Tea Buying in China—Outside a Chinese Hong: J. M. Lobb, the Writer of the Article, is on the Extreme Right. The Chinamen in the Centre are Native Brokers.

to 4.30 or 5 p.m., continually tasting the teas before him on an open market, so much depending on his taste and judgment in selecting best value from several districts which have each their peculiar flavor and character of leaf and liquor. It is, therefore, not the pleasure of being in Hankow that inspires interest in it to the charsee, for anyone would choose anywhere but there in summer and you might almost say that at this season it is the kind of a place that if you found the devil anchored to it you would pity him, but for the fact of it being an open market with its possibilities. A buyer in Hankow faithfully tasting the musters (samples) as they come in finds great interest in marking his selections for purchase, a buyer who shirks the standing and incessant tasting and trusts to luck can make horrible mistakes. There is little to guide one.

Tea Buying in China—Coolies Loading Tea.

Lists of competitors purchases of the previous day, more or less accurate, are "found out" by one's Chinese staff and are somewhat of a guide, but were a charsee to depend on these he would usually find that the best chops were bought the day before.

Teas are put on the market in Hankow through Chinese merchants or firms who either buy outright from the farmers or sell for the latters' account. TheEuropeans receive small samples of all teas as they arrive at the different Chinese hongs and negotiate for purchase through Chinese brokers representing the several hongs. These brokers go about

in chairs carried by two coolies. They dress in silks, are as a rule gentlemanly, clever and honorable. One exception to this mode of transportation, at least, Hankow has seen in Chu Peter, who chose a rickshaw as a means to beat his competitors in his rounds. On wheels, with a runner in shafts, he could pass all "old custom" grandeur in chairs many times and have contracts signed and be back after new business before others get in their offers. Possibly the reason that his star did not reach the zenith, was that some buyers considered him too sharp.

The Origin of "Pidgin."

All educated Chinese in these days speak English with only a few traces of the old-time pidgin. A digression may be pardoned to explain the derivation of this term "pidgin." The Chinese cannot iterate sounds of "s" or "b," but would say for business, "pidginess."

TEA BUYING—A Typical Japanese Tea Garden.

Thus, in the old days, English tea buyers' language with Chinese was called pidginess English, afterwards contracted to pidgin English. Even at the present time, pidgin is the common term for business with Chinese, as well as Europeans in China.

The Tea Hong Staff.

The Chinese staff of an European tea hong in China consists of the compradore, head of all the staff, and the one who takes charge of all moneys, pays coolies, the expenses at the godown (warehouse), etc. It is through the compradore also that all teas are negotiated with brokers or the hongs they represent. There is then a shroff (writer), who makes up invoices, books, etc., and usually is more proficient in the art of penmanship than the average European entry clerk, is very quick at figures and invariably accurate. Next is the godown man, the head of the godown, who superintends receiving, marking, labelling and shipping of teas. Tea boys sort and number the samples, weigh into the sampling pots, superintend drawing teas and keep the poor charsee well behind his work. One could wish these tea boys were not so quick and bright or untiring. They are on the spot with teas "reddy-hot" in the tea-room at 6 a.m., and as late as 11 p.m., may often be seen entering samples in their tea books, ready for the next day. These are the principal factors in the staff and they are waited on by coolies to any number as required.

Methods of Buying.

The selections of samples as made are offered to the Chinese broker, who reports to his hong and if the price is acceptable or approximate, a half-chest of the tea is sent in, inspected and price agreed upon, the broker signing contract in the buyers' book kept for the purpose and fixing the purchase with his hongs or by contract with the tea man for whom his principals are selling. It sometimes happens that in order to get the tea man to accept the price the Chinese hong "squeeze man" will resort to methods of persuasion, such as locking the unfortunate man in a room in this hong and arguing the situation. Occasionally one hears of such a stubborn subject that broken chairs and tables are reported, but never heads, and Chinese tables and chairs are flimsy articles at any rate.

Teas coming from the country up the river are called Hankow teas, and are, as a rule, "hard cargo," that is, actually on the spot before offered Of these, several half-chests may be sent to different buyers for inspection, while negotiations for purchase are going on, and it is the first best offer that usually takes the tea.

Of Kiukiang teas, which have to come up the river to Hankow, one or two are sent ahead of the cargo, and in purchasing, the price is usually fixed before the half-chest, called "muster chest," is sent for inspection. There is never more than one muster chest of these teas available, and a buyer having this in his possession is sure of getting the lot it represents at the price originally offered, or if possible a little under. Once this muster is opened the buyer is morally bound to complete the contract, unless some distinct difference is found between this and the original small sample.

Tea Buying in Ceylon—A View of Colombo Harbor.

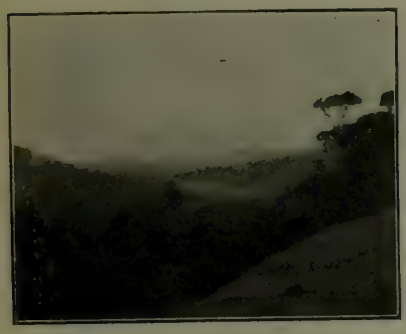
Tea Buying in Ceylon—One of Colombo's Main Streets. A Jinricksha Coolie in the Foreground.

Each purchase as completed is entered in a contract book and not taken into the godown until convenient or wanted for shipment. When wanted, the

teas are ordered to be sent in, weighed gross, (five half chests of each), and tared, (three of each), samples drawn from five half chests are compared with the original muster chest and if satisfactory, paid for on average weight of those weighed and tared. The teas are ready packed, leaded and papered, but are labelled, matted and rattaned in buyers' godowns.

Settling Differences.

Should a difference be found in the samples drawn from the delivery and samples from the muster chest, the broker is called in, the difference brought to his notice as forcibly as possible that he may impress the tea man and secure the best "cut" (reduction) he can in original price. This is often a trying part of the business for if one buys fine tea and the delivery does not come up to expectations it is impossible to buy other lots, as the market is usually cleared quickly of choice chops. It is fortunate, however, that as a rule the Chinaman is honest and seldom does a



Tea Buying in Ceylon—View of a Section of Tea-growing Country.

glaring difference in delivery and sample occur, rarely, if ever, in the "crack" (best known) chops.

Inspection is thorough and careful, for cases have occurred proving the saying "for ways that are dark and tricks that are deep, the heathen Chinese is peculiar." Fortunately for the tea buyers, few of this class have entered into his sphere, however. In selecting, teas when first arrived fresh fired, change in character as fire goes off and must be watched so as not to get burnt teas or teas underfired. The latter are the most dangerous, as they cannot keep sweet for long. It is worthy of remark that in China lots of as many as one thousand two hundred half-chests (chops), sold on one sample, will run evenly and up to "muster." All these teas are bulked by hand.

Tea Room Appointments.

The appointments of the rooms in China, as also in Japan, are carefully planned. A long black counter, facing a black wall, usually plank, slopes out about fifteen degrees, with a window across the top, invariably facing north. Every facility for examining leaf and color of infusion is studied.

The Chinese Season.

The season in Hankow lasts from six weeks to three months, in which time buying is finished and most shipments completed and buyers betake themselves to other fields, Shanghai for green tea season, or home for a well-earned rest. The Chinese staff, after packing away musters for the next season, closing the office and tea rooms, take on other "pidgin," either in Shanghai or private ventures on their own account. One old broker remarked, when asked what he did when the season was over, "Mi go look, see beef." After much speculation it was discovered that he meant that he went to the country for his rest, a place where cattle graze quietly.

In former years six or seven British steamers went to Hankow, carrying full cargoes of black tea for London. With the growth of the tea industry in Ceylon, exports of China blacks have fallen to such an extent that it would not be possible for even one ship to get full cargo for London, and the best customers of China are now Russians. Usually four steamers go to Hankow and load for Odessa.

Buying in Ceylon.

Here the method of selection and tasting is much the same as in China. As the teas are sold by public weekly auctions, however, there is some chance of comparison with purchases in previous week's sale, as a guide in buying. The tea-tasters' office hours are not so strenuous as in China, but as tea never stops growing in Ceylon (the only country in the world producing tea all the year round) the work never ceases, and when at Christmas and Easter one or two auctions are cut out, the holiday only leads to an increase in the number of samples in the auction following. In Ceylon and India purchases are made through English brokers, each firm of brokers having their own consignments from different estates, and personally conduct the selling of teas printed in their particular catalogue for each week's auction. As the bidding is open, it is possible for the buyer to watch the operations of his competitor and make his selections accordingly. One's mind must be quickly made up as to limit of price, there being little delay in the fall of the hammer, and hesitation as to whether the value is there at the usual one rupee cent higher (about 1-3c of our money), means lost opportunity.

The Brokers' Comprehensive Duties.

Teas come down to Colombo from the estates for sale and small samples are sent down to every firm of buyers, numbered according to brokers' catalogues. These samples are delivered four or five days before the date of auction, An ordinary sale would furnish from 2,000 to 2,500 samples of all kinds for the tea-taster to go through and make selections from. If he is in the market for every grade, viz, Broken Orange Pekoe, Broken Pekoe, Orange Pekoe, Pekoe, Pekoe Souchong, Souchong and Dust. The necessity of tasting and valuing all of these takes a deal of energy and patience to continue. Valuations are marked on catalogues, which the buyer takes to the auction sale for reference. It is necessary to remember from the notes on this catalogue the character of leaf, liquor and desirability of the tea for certain markets. Although the auctions are interesting to a keen buyer, there is not the same opportunity to beat the market as in China. One might even buy on the information he gets from

Tea Buying in Ceylon—Piduratallagalia, the Highest Point in the Island. Tea Grows to Within 200 Feet of the Point Illustrated.

others' bids in the auction room, without tasting the teas at all. This would be possible in Ceylon or India, but is impracticable in the open markets of China.

Ceylon and Indian teas are delivered upon payment of cash on date of auction or not later than ten days. The chests and half-chests are ready for shipment, requiring only to be marked with stencil shipping marks, and extra hooped when intended for American shipment. In all the branches of this great industry of Ceylon the tea-tasters and brokers, (a successful broker is necessarily conversant with the quality of his goods, hence a tea-taster also) do the work. The planters, who are for the most part a jolly lot of Britons, live in the beauty spots of this charming island, and although sometimes lonely and far from friends they can well enjoy life.

Book-keeping in a Modern Grocery

By W. A. CHADWICK

In beginning this article it might be well to describe my idea of a modern grocery. It is a clean, well-ventilated store, having about a dozen departments employing about ninety employes, with its necessary equipment of teams and catering to the public in every possible way.

Our business has been established over twenty-five years, and, of course, in that time there have been many improvements in the method of their bookkeeping. But one feature they had continued all these years and that was the old-time pass-book. When I was appointed head bookkeeper one of the first things I suggested was doing away with the pass-book and issuing statements in their place, and the introduction of duplicate order books for our order men and store clerks.

These suggestions were immediately put into operation, and are working fine. With duplicate order book the order man takes his orders, and sends his book to the store to be filled, the orders are all filled and then the book is turned into the office to be audited. When that is done the original and duplicate orders are separated and the original order is left at the store and the duplicate sent with the goods. The original orders are then paged and posted to the route ledgers. After being posted they are put into holders holding about 2,000 pages. The salesmen in the store use the same kind of books in making their charges, giving the customer the duplicate or sending it with the order. Every afternoon at five o'clock these books are returned to the office and a new supply given out for the following day. These used books are taken by one of the bookkeepers and the original orders are all torn out. These are separated, and paid orders are distributed to their respective ledgers. They are also paged just as the order man's slips were and are put in the same kind of holders. The paid orders are all checked up later when the cash is turned in.

Both order men and delivery men carry a duplicate cash book with them, and when receiving cash enter same on cash book, and every morning turn in their money and the original cash pages they used the day before, and their cash should agree with the amount on their cash pages. They retain the duplicate cash pages for reference. These cash pages are distributed to their respective bookkeepers, each bookkeeper having a certain number of ledgers to keep, and the cash received is credited to their respective accounts. That done, the cash pages are filed away in holders, each holder containing one main cash record. We also receive a great deal of cash at the office. It is entered in a cash book and posted in the usual way, and each day's leaves are filed away in a holder.

On the twenty-seventh of each month we close our books and make out our statements, so as to have them ready for mailing on the first.

Here is where we have made a saving of time over the old pass-book system. By the old way the pass-books had to be returned to the office and compared with our ledgers, and all charges not entered on the pass-books had to be added, taking much time and causing a great deal of trouble. By the new system a bill of items goes out with every order, and on the first of the month we send out our statements calling for only dates and amounts.

We have a book called a collection book, which each order man carries with him. These books are made up every week and show the amount owed by each customer right up to date, giving the amount of each individual purchase. Our ledgers are all divided into routes covered by our order men.

We have two ledgers for our customers who do not have our order men call on them, but who telephone most of their orders. We also have a petty ledger for small transient accounts.

CANADIAN GROCERY STORES—Interior of Jas. Clinkskill's Store, Saskatoon.

A Model Corner Grocery

CONVENIENCE AND COMFORT IN A COMBINED STORE AND DWELLING.

To combine a store and dwelling in such a way that convenience and comfort may both be realized to the highest extent and that neither business nor home life may interfere with each other looks at first sight to be no easy task. The dwelling combined with the store is perhaps not the ideal, but nevertheless, it offers many advantages, and to a great many grocers is an absolute necessity. A building of such a nature, which seems to carry out about as far as possible all requirements and this at a moderate cost, is illustrated and described in the following article. It will be interesting to all grocers, but particularly so to those who anticipate building. The premises occupied are those of Geo. Lever, grocer, at the corner of Bloor and Major Streets, Toronto. The building is not altogether a new one, being erected a few years ago, but it was so well arranged and so carefully planned that few stores of a like class built more lately can show any improvement.

A MODEL CORNER GROCERY—A View of the Interior.

The store is situated adjacent to one of Toronto's newest and best residential sections, a district that has become very popular with the better class of citizens in the last few years, and is rapidly being filled up. To the north of Bloor St. in the vicinity the homes belong nearly all to the professional class, and the housewives are naturally pretty good customers. To the south the section is older and not so pretentious, so that the store draws a pretty general class of trade. The location is fortunate from another standpoint, in that there is not, nor is there likely to be, another grocery nearer than a couple of blocks in any direction. This, in a district which is coming to be pretty closely settles, ought to be at least one factor of a good business.

Planned by the Owner.

Geo. Lever, the happy proprietor, who, by the way, may be seen standing in a very businesslike attitude in the doorway in the engraving of the store front here shown, has had a good deal of business in grocery stores in both city and country, having practically spent his life in the business. "I've spent some time in a good many stores," he says, "and got a good chance to see the faults of all of them. When I got ready to build my own, I drew up a sort of suggestive plan of the whole thing, store, house, stable and all and turned these over to the architect. The whole thing was built according to my own ideas." The building, the exterior of which may be readily seen in the engraving, is of red brick, tastefully decorated with cut stone. It is set far enough back from the street line to allow for a good-sized display of fruit and other goods when desired, and yet not far enough to lose the good effects from the windows. On the east side a little grass plot, which is kept in tidy shape, helps a lot in the general appearance of the place. Behind the store proper is a small yard, and in the rear of this a neat brick stable, which cannot be seen in the engraving.

A Convenient Store.

Naturally the most interesting feature is the store itself, and through his plan-

A MODEL CORNER GROCERY—The Store and Residence from the Opposite Corner.

ning Mr. Lever has managed to secure about as convenient an interior as one ordinarily sees. An excellent idea of the interior may be obtained from the accompanying engraving. The proprietor does not believe in filling all the floor space with tables and counters. "We like room to move round," he says, "and the way we hustle things out of here on Saturday nights is a wonder." A great deal of attention has been paid to the arrangement of stock so that it will be both attractive, and so far as possible, within reach. As will be seen, the bottled and package goods most frequently called for are on shelves directly behind the one long counter. These shelves are covered with sliding glass doors which aid a good deal in keeping the stock clean.

Immediately under the shelving a row of tin tea caddies for lines of bulk teas and the lighter lines of bulk goods are built in, in such a way as to allow them to be gotten at most conveniently. Below this again is a row of large zinc-lined tilting bins. Under the counter directly opposite is another row of these tilting bins for various lines of sugar, cereals, etc.

The Front Elevation.

Side Elevation of Store and Residence.

On the other side of the store is another line of shelving in which is kept some of the less frequently called for lines of canned goods and other lines of fancy groceries. In the centre of the store at the rear the refrigerator is placed, and just in front of this, behind the coffee mill, shown in the illustration, is a little meat table, where ham and cooked meats are cut up.

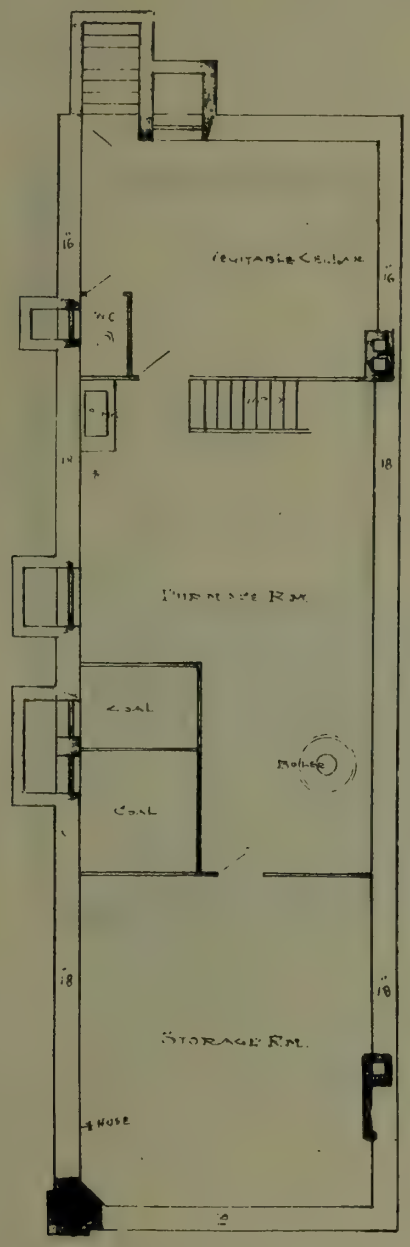
Hidden behind the piles of goods toward the rear on the right a little office is fitted up, with a good-sized desk and small safe, all out of the way and hidden from the sight of the ordinary customer. On the end of the counter, near the door, is a fair-sized show case

GROUND FLOOR

filled with a general line of confectionery.

The Windows.

One of the store's best features are its two large front and one side window. These are kept tastefully trimmed, and prove to be mighty good value as business drawers. Above the plate glass the neat diamond-shaped top is fitted with



BASEMENT

a refracting glass which helps to brighten up the store.

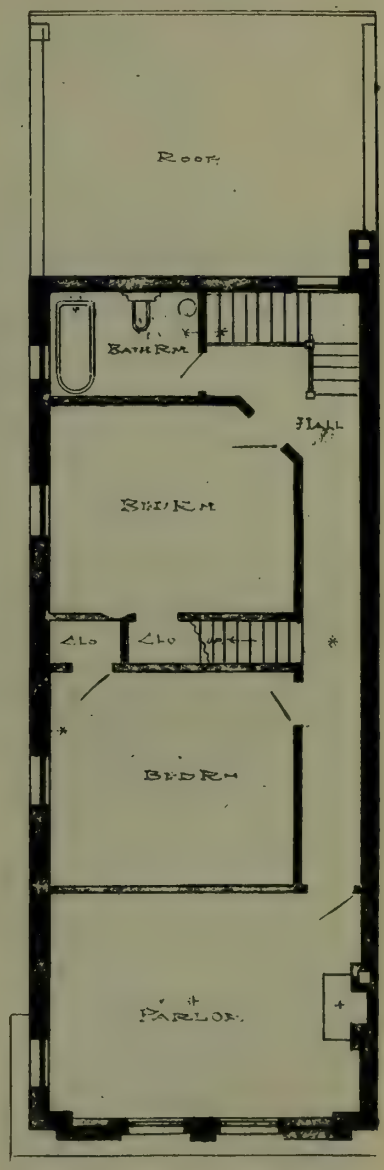
There is room enough in front, also, to allow for a good-sized display of fruit, in which the store specializes during the season, on either side of the doorway.

Ground Floor Arrangement.

The convenient arrangement of the rest of the ground floor may be seen from a glance at the plan shown herewith. Directly in the rear of the store proper is a good-sized dining room, with a door opening directly into the store, a very convenient arrangement during busy days. Alongside this runs a hallway. The partitions are so arranged, however, that they can be readily removed, if it becomes necessary at any future time to enlarge the store. At the end of the hall is a small store room, and this opens directly onto the yard. Behind the dining room is the hall of a very pleasant little side entrance, and a door from this opens into a good-sized kitchen.

The Basement.

A stairway from the hall just out of the store leads to the basement. This is divided into three sections. The front



FIRST FLOOR

section is used as a storage room for canned goods, sugar, and other bulky stock. Here, too, a pipe running overhead carries off the water from the refrigerator in the store above. In the

northeast corner, too, a small water motor has been put in to drive the coffee grinder above. The middle section of the basement contains the hot water heating plant, coal bins, etc., and some of the household equipment. The rear room, which is reached by a flight of steps from the outside, is used for the storage of vegetables and fruit.

Commodious Upper Floors.

The plans of the two upper floors give a good idea of the abundance of room furnished for a good-sized family. A large parlor and two bedrooms on the first floor and three more on the second floor provide for stowing away a good many sleepers. With a family of four boys and a girl, however, Mr. Lever manages to fill them up pretty well. A good-sized balcony at the rear of the second floor, which may be seen in the plan of the rear elevation, provides a pleasant place to spend the summer evenings.

A Convenient Stable.

Directly behind the house, though far enough away to avoid any unpleasantness, is a neat brick stable, built also according to Mr. Lever's suggestions. It provides stallroom for two horses, and two or three rigs can be stored downstairs. One of these includes a trim little runabout, which is used considerably after business hours.

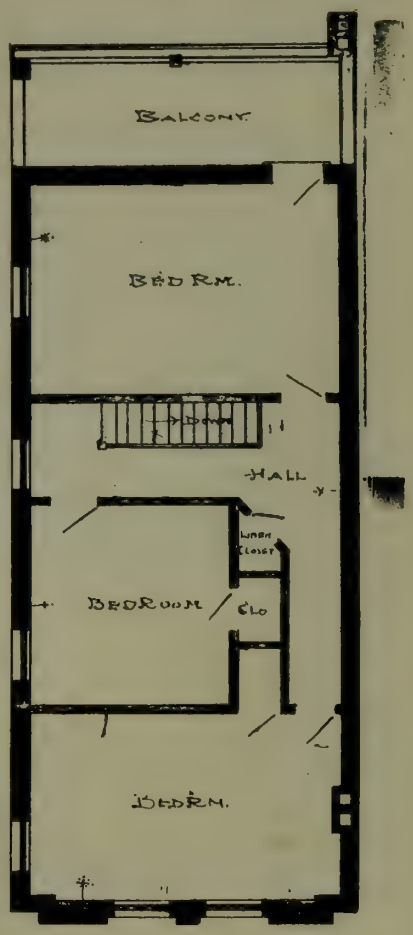
The front doors of the stable open on the yard. A door at the rear opens on a cross alley, so that it is possible to

Rear Elevation.

drive right through and backing in, and turning is obviated.

On the floor above a couple of winter rigs are stored, as are also several tons of hay, and thus, with a capacious oat-bin, which connects with the floor below by a chute, takes up about all the room above.

A large door from the upper floor



SECOND FLOOR

opens on the alleyway and above this is fitted a sling and pulley for hoisting rigs, hay, etc,, when necessary.

The delivery outfit belonging to the store may be seen in one of the engravings.

A study of the plans and the various conveniences of the building will convince one at once that taken altogether this store with its accompanying dwelling and stable, is about as complete as could well be imagined for a store of its class.

The Architect.

The plans and specifications of the building were prepared by J. Francis Brown, Toronto, who has also built several other grocery stores of a similar and of different class in the city.

GET CLOSE TO YOUR CUSTOMERS.

There is nothing which a customer appreciates quite so much, perhaps, as to feel that he or she is in close personal contact with the boss of the store.

This rule applies just about as well to the very big stores as it does to the small general merchandise establishment where all the work is done by the owner and one clerk.

There is a certain big dry goods store in the City of Topeka. Go into that store almost any day during the busy hours, and you will find the owner of the store himself walking about through the aisles, greeting the customers that he knows, watching to see that each customer is properly attended to, keeping his eye on the large force of clerks, and now and then stepping in politely and unostentatiously to help some slow customer make a selection. There is nothing that helps a slow customer so much as to get some personal consideration from the head of the establishment. It makes him feel that his visits to the store are appreciated, and that he will get the very best there is in stock for the money.

One merchant who ran a medium-sized store put in all his time in a little back office figuring on how to save two per cent. on this or that article, or how to get a little more profit out of some other line. He seldom was seen by the customers of the establishment, and his business proved very unsatisfactory until a shrewd business man suggested to him that he place his desk near the front of the store, where he might be able to greet people who came in, and turn them over to the proper clerk for attention. He tried the plan, and found that it worked amazingly well. It transformed a losing business into one of good profits.

To be on hand to greet with courtesy a new customer and see that he gets what he wants, or to shake hands cordially with an old friend and say, "Hello, John. What are you looking for?" is worth dollars to the boss of the firm. He can't afford to lose this personal leverage, until his business grows so great and his field of operations is so immense that individuality disappears and the administrative details require his constant supervision.—Merchants' Journal.

TWO EMPTIES.

Two tramps approached a railroad telegraph office not far from New York the other day and looked hungrily through the window, but there was not even a dinner pail in sight to induce them to ask for food. One of them finally tapped on the window, and the operator left his key long enough to inquire:

"Well, what can I do for you?"

"Just report two empties going east," replied the tramp, with a grin, and started down the track toward New York.

The Making of Brushes and Brooms

A DESCRIPTION OF THE MACHINERY AND PROCESSES USED IN A MODERN FACTORY.

To know how anything is made, the processes of manufacture that have been gone through, the good and bad points of any article is one of the biggest helps possible in selling manufactured articles. A good salesman must know his goods thoroughly and the better he is acquainted with them the better impression is he likely to give the customer.

Some of the most common articles handled by the grocer are those dirt removers so much in demand by the housewives, brushes and brooms, and yet in spite of their very common use and large sale, it is safe to say that very little is known about how either of these articles is made. How many grocers know, for instance, that the material in the ordinary scrubbing brush is rice root, imported from Mexico, or that the best broom corn comes from Illinois?

With a view to imparting some useful information along these lines, a representative of The Grocer took a walk recently through one of the most complete manufacturing plants for this kind of goods in Canada, the story of which is told herewith.

The Evolution of the Brush.

A small edition of a saw mill performs the first operation in the evolution of a modern brush. The wood is brought in the form of lumber, carefully selected so as to be free from knots, and is sawn into rough "blanks," about the size, but rather far from the shape of the finished brush handle.

The next operation is shaping and smoothing, which is done by a series of machines of the planer variety, adapted to the different varieties of brushes. The blanks for some of the finer varieties of brushes are sawn in two to provide for inserting the filling.

Boring the holes to receive the hair or "filler" is an interesting operation. In most varieties of brushes these have to be put in at different angles, and this is done by a remarkable automatic machine which bores 64 to 100 holes, according to the size and nature of the brush, in a time almost unbelievable.

The Brushing Material.

The material for filling the blanks, the real brush, varies, of course, according to the use to which the brush is to be put. Stable brooms, for instance, are filled with what is known as "bass," a tough, fibre-like substance, which is grown in India. Most of the scrub brushes, so familiar to the grocer, are filled with rice root, which comes from Mexico and goes through a process of water curing before being ready for use. It is an interesting fact that this rice root is steadily increasing in value, the price to-day being three times what it was ten years ago In other scrub brushes, again, bass and other fillers are used. The finer brushes are filled with hair and bristles of various grades and qualities, some of this material being exceedingly expensive.

MAKING BRUSHES AND BROOMS—A Corner in the Brush Department.

Filling the Brush Blanks.

How they get the "filler" in the holes is usually a puzzle to the inquisitive small boy, and, indeed, also to many of his elders. In the finer, hair-filled brushes, the blanks of which are sawn in two, the hair is deftly shoved through the holes, bound with wire and glued in place, the top section of the handle being afterwards glued or screwed on. Scrub brushes are filled by a most ingenious machine, which has only recently come into use. A supply of the rice root fibre is fed into the machine and the brush handle, already bored, placed below. A set of plungers, carrying the requisite quantity of rice root filler and above that a wire staple, descend, shove the filler, doubled, into a loop, into the holes, and drive the staples in on top. This operation all takes only a fraction of a second, and the machine operates as fast as an attendant can feed in the blanks.

A Triple Operation.

With scrubbing brushes, however, the holes cannot be all filled at one operation. The material, it will perhaps be remembered, is of three different lengths, the outer lengths set at a different angle. The holes for these have to be filled at another operation. After the brushes are filled, the rice root is trimmed off evenly in another machine. With the larger stable brushes the "bass" filler is shoved in by hand and stapled in a way similar to that followed in a machine. As a result of this stapling the brushes can be placed in hot water, or acids, without danger of loosening the filling. In other light brushes, where such hard usage is not expected, the hair or bristles are dipped in pitch and shoved tightly into the holes, being afterward trimmed off uniformly.

The Finishing Processes.

After being filled, the finer varieties of brushes are painted or varnished and then find their way, with the less pretentious scrub and stable brushes, to the packing room, where they are placed in cartons bearing the firm's name and trade mark and ultimately passed into the warehouse.

The Development of the Broom.

So much for brushes. The manufacture of brooms is even more interesting. Here, of course, the principal part is the broom corn, and a little homily on this is not out of place.

The ordinary round wooden handles are turned in a special machine, and then painted or varnished as the case may be. The bamboo for bamboo-handled brooms, is brought from Japan in large quantities, all ready for use.

MAKING BRUSHES AND BROOMS—Another View in the Brush Department.

The best broom corn, the manufacturers say, comes from Illinois. The climate and land there seem to be particularly favorable for the production of the tough, clear straw which is no necessary in a good broom. Broom corn is also grown to some extent in Oklahoma, Nebraska, Kansas and New Mexico, but Illinois holds the premier place as the grower of this much-used product. Broom corn is raised much like Indian corn, except that at a certain stage of its growth the plants are bent over. A field of corn treated in this way naturally presents rather a peculiar appearance, the bent-over plants forming a sort of roof. After a certain length of time it is pulled, dried, packed in bales and shipped off to the factories.

The broom corn, when a bale is opened at the factory, smells very like a field of new mown hay. Coming from the bale it is sorted according to length, quality and color, the best corn being utilized, of course, for the best quality of brooms, and the shorter lengths being made into various lines of whisks, as described hereafter.

Broom Corn Advancing.

Broom corn, too, is advancing in price, along with a great many other commodities. A few years ago it was possible to make a fairly good broom to sell at 15 and 20 cents. Since then the cost of material and labor has advanced so materially that a really good article cannot well be made now to sell below 25 and 30 cents.

Building Up the Broom.

The initial processes of broom making are particularly interesting. The broom maker, who goes through an apprenticeship and learns his trade, just as a grocer should do, stands in front of a peculiar machine, a combination of vise, and wheels and pulleys, driven by the foot, in which the broom is literally built. After the bare handle is clamped in the machine the broom-maker selects a handful of corn, places it with the tips pointing to the upper end of the handle, then drives in a staple and bends the handful of corn over to its final position. This process is repeated and subsequent handfuls of corn added, each being bent over and pressed together by the machine, until the exterior assumes a somewhat symmetrical appearance. This all sounds easy, but it takes an immense amount of skill and experience to turn out a really first-class broom. Some idea of the quantity of broom corn used may be gained from the fact that there are about 20 to 25 pounds of corn in a dozen ordinary brooms.

The Finishing Touches.

At this stage, while the broom somewhat resembles the finished article in form. it is rather a crude affair, so far as finish is concerned. The ends of the strands of corn are trimmed off so as to give a uniform sweeping edge, and then the broom is run through a "scraper" to take out the seeds of the corn. These seeds, by the way, make excellent chicken feed.

Sewing the Brooms.

The last process, and the one which gives the broom its flat finished form, is that of sewing. The machines which do this work, while not resembling the ordinary sewing machine, work on somewhat the same principle, though a good deal of ingenuity has been applied to adapt them to this special purpose. The broom is placed upright in the machine, and the needles, carrying the colored string, pass through the corn, binding the stalks closely together and pulling the broom into the smooth, flattened

MAKING BRUSHES AND BROOMS—Broom-makers at Work.

shape which aids so materially in sweeping. Four and five strings are put on the brooms, and sometimes, when to be used for special heavy purposes, they are bound with wire by hand. The machines, however, do nearly all this work. How rapidly the machines work is seen in the fact that with one attendant they sew about 40 to 50 dozen daily.

After being sewn and inspected, the brooms are packed in dozens and piled in the warehouse. The enormous piles one sees are considerable of a surprise and give an idea of the importance of the industry.

Broom Corn Whisks.

Whisks are made in much the same way as brooms, from the shorter straw. The long barber's whisks or dusters are made of broom corn alone, the handle of the straw tightly compressed Other whisks are provided with handles of various forms into which the broom corn stalks are pushed and fastened.

How to Use Brooms.

A word in conclusion as to the use of brooms might provide a helpful hint for a customer. A broom should be hung up, and not allowed to stand on the floor as this latter treatment will shorten its life materially. Again, it should be used in sweeping with a brisk, brushing motion and should not be pushed before one so that the work must all be done by one side of the broom. Nothing so quickly breaks the corn and shortens the life of the broom as this. It pays, too, to buy a good broom. They last longer and are so much more satisfactory in the end that it more than makes up for the little difference in price.

Note.—For the information in the above article and also for the illustrations, we are indebted to the United Factories, manufacturers of Boeck's brushes and brooms, Toronto.

HOW SHE GOT IT.

A little girl was sent by her mother to the grocery store with a jug for a quart of vinegar.

"But, mama," said the little one, "I can't say that word !"

"But you must try," said the mother, "for I must have vinegar, and there's no one else to send."

So the little girl went with the jug, and, as she reached the counter of the store, she pulled the cork out of the jug with a pop, swung the jug on the counter with a thud, and said to the astonished clerk :

"There ! Smell of that and give me a quart !"—Mother's Magazine.

The Grocer and His Partner

HELPFUL HINTS AS TO HOW TO GET ALONG TOGETHER.

When partners disagree at least one of them ought to smile. A disagreement with a set face and no smile generally costs the firm some money.

Enthusiasm and harmony are necessary to a successful store and a successful partnership.

If you get team work throughout the store there must be team work among the heads of the concern.

You cannot get partners made to order. You must take them as you find them.

Sometimes the fellow you think would make the best partner turns out to be the least fitted for it.

And again the fellow who would be the last one you would hitch up with may make the best trotting mate for you.

If your partner is a worker, if he takes interest in the business, if he holds his end up or anywhere near it, you are well hooked up as partners go.

You have heard the old story about Push and Pullback. It has been told on this page several times, but it is worth repeating.

Push was popular. He was a good salesman. Every one liked him because he was agreeable. Always said the right thing at the right time and rarely said anything disagreeable. His voice was music to the ear of the customer. His face always shone with cheer.

Push wanted to do more business. He did everything in his power to make the people of the community like the store. Every one said that if Push was running the business and was not handicapped by Pullback the store would do twice as much business as it was doing.

Pullback was courteous, but very firm. He looked after the collections and the finances. He was not near as popular in any sense as Push. Some traveling salesmen passed an unfavorable verdict on Pullback when he cut down the orders placed by Push. Cutting down the orders sometimes made Push mad, but Pullback was firm and insisted that for the good of the business it must be done.

Before Pullback would cut down these orders he always discussed the matter with Push. Nobody could say that Pullback was grouchy or disagreeable. He had the same qualities as any other good watch dog of the treasury.

People came to Push asking for credit. It was agreed that Pullback was to have the whole say on credits. Everybody liked Push as he passed them on to Pullback with his smile. Push frequently disagreed with Pullback about the financial responsibility of customers. Pullback firmly insisted upon the observance of certain rules in granting credit. He had iron-clad rules regarding a settlement day. Many people did not like Pullback on this account.

One day the firm of Push & Pullback dissolved. Push started a store of his own. Pullback kept the old business.

Many customers of the old store became the customers of Push. Everybody said Push's store was getting the most business. So it ran on for about two years. Push was doing more and more business and Pullback doing less.

At the end of two years the old feeling between the two men had worn out enough so that they could get together and talk things over. In comparing results Push found that he had done a wonderfully large business but had made no money ; too many dead-beats and too much overbuying.

Pullback's business was in fine shape financially. Accounts were well cleaned up and the stocks contained few odds and ends or unsalable goods, But he had not done enough business to make it very profitable.

So the old firm decided to get together again and from that time on the team pulled toward a successful result. Each had learned his lesson.

Has your partner qualities which you have not ? Have you qualities which he has not ? Do not criticize him because he is not like you. Those differences in makeup are necessary to a successful partnership.

Above all things, do not talk about each other to any one outside. Keep still and "saw wood." Remember Push and Pullback. Maybe your case is similar to theirs.—Commercial Bulletin and Northwest Trade.

Keep the new things before your customers, both by display, advertising and suggestion. People can be persuaded to buy a grist of things they never thought they needed.

Alberta annually ships $100,000 worth of butter to British Columbia, and some to the Orient, according to Hon. Mr. Findlay, Minister of Agriculture for the Province.

Handling Customers the World Over

BY A. G. HALES IN THE STOREKEEPER.

The following article, by a gentleman who has traveled in most quarters of the world, and has made himself acquainted with the grocery trade of a good many countries, throws considerable light on methods of treating customers, and will be interesting from this standpoint, as well as the lessons taught.

There is no trade that should be kept up-to-date with more scrupulous care than the grocery trade, both wholesale and retail. And if I am to judge by the complaints I hear from housewives amongst all classes of the community, there is at the present time much room for improvement.

I go about a good deal, and mix with folk of all degrees, and I often think it is a pity that people in the grocery line do not hear some of the scathing remarks that fall upon my ears. The general consensus of opinion amongst the womankind of these isles seems to be, that the grocers badly want waking up. They are behind the times, and are content to move along in the same old ruts and grooves in which their fathers moved. By so doing they help to keep back the progress of the nation as a whole, for when one wheel lags, the whole coach is delayed.

The Grocer in China.

In some circles it is considered witty to sneer at traders, either wholesale or retail. I do not belong to that circle; because the experience I have gained from travel in many lands, east and west, has taught me that the bona fide trader is the backbone of every nation; not the lawyer, the politician, the soldier, or the indolent aristocrat.

In many respects the Chinese are the wisest people in the world. They have lived and multiplied, whilst other nations have risen, fallen and passed away. In China a grocer ranks higher than a great actor; higher than a soldier, or a politician. The Chinese recognize that a grocer provides the wherewithal to live. He sells foodstuffs, and the comfort of many rests in his hands. He is an important factor in the welfare of a nation.

In Great Britain I have observed a certain amount of snobbery amongst the trading classes, which detracts from their manliness. A young fellow in the grocery line of business goes from his village shop, the city store, or his wholesale house, to the seaside for his holidays, and, in most cases he either tries to palm himself off as something else, or he hides his trade as if it were something to be ashamed of.

Be Proud of Your Trade.

He blushes to be called a grocer, forgetting that the grocers of old London were men of mark and high standing in the land at a time when writers, lawyers and actors were looked upon as being little better than vagabonds fit for the stocks. To my mind it is a sign of degeneracy, when a man tries to hide, in a shamefaced manner, all the evidences of his calling or trade. No man should be ashamed of his calling. If he is, he does not pick up much useful information from others, because he shuns the society of the very men who could be useful to him. He excuses himself by saying that he "hates to talk shop." Fools mostly do. The wise man picks up hints as he goes along, and turns those hints to his own advantage.

In this country there is too much snobbery, too much sham, too much posing, and I notice that the grocer is as bad as any in this respect, when he is away from his shop. He is ashamed to have it known that he sells tea and sugar, soap and candles. Just as if a smart, up-to-date seller of such articles were not as good a man as the person who sells law, or poetry, or pictures.

You should cut out the sub-heading, paste it on your hat, young man. The person who is ashamed of his daily work is seldom of much account. When he palms himself off as something else he is a fraud and a sham, and quite as much a fraud as an inferior article that is sold under a first-class but fraudulent label.

What You Find in Germany.

There is not so much of this kind of humbug abroad. Take Germany, for instance. If you travel far with a young German grocer he lets you know what he is, and he is thirsty for knowledge concerning his business. If he finds out that you have been in lands where tea, coffee, tobacco, rice, sago, sugar, spices and so forth are grown, he is after you for information all the same. He talks "shop." He is not such a vanity-smitten fool as to lose an opportunity of learning something for nothing, which he may turn into money.

When a traveler finds a young man trying hard to get something out of him, which is of no commercial value to the traveler, but may be of service to the questioner, he generally passes out the required information, and it leaves him none the poorer, whilst it enriches the seeker after knowledge. Your young British grocer will not so seek a knowledge, for fear he may give away the fact that when he is at home he works behind a counter for his daily bread. That makes him not only a snob, but it keeps him behind the times.

Conditions in America.

The American grocer is not like that. He may lie a bit about his salary, and tell exaggerated stories concerning his 'cuteness in the matter of "deals" with his rivals. But he is proud of the fact that he is a grocer, and he lets you know that before he is bald-headed he is going to have a big store of his own. In Australia there is none of this same shabby pride. A man says "I'm in the grocery line" with just as much pride as the big stock jobber says "Oh, I'm on 'Change."

And why not? Surely it is as dignified to sell a ham, or a side of bacon, as to sell shares in a "salted" gold or a silver mine! If a young Australian were to travel on the "snobbing" business, he would not only be disliked by his fellow tradesmen, but everybody else would look down upon him as a fool. Yet, with all his frank independence, I think the Australian grocer is a more civil and obliging man to his customers than the grocers of the old land.

The Australian Grocer.

Your Australian grocer looks upon himself as the equal of any man who comes into the shop where he is serving. And he treats his customers as he himself would like to be treated. He is not at all obsequious to the great squatters, neither is he rude to the tramp who comes in for his "six-penn'orth" of tea. He takes a greater pride in his work than the "born" grocer does. He is certainly on the lookout for what he terms "wrinkles of the trade," and it is his boast that he is as up-to-date as it is possible for him to be with the supplies at his command.

He is never above taking a hint. Let me explain. I was once walking along a street in Sydney with a celebrated color artist, who invariably dressed more like a tramp than a man of money. My artist friend stopped in front of a grocer's shop, and watched a man "dressing" his window. He was making a brave show with a vast pile of tinned fruits, meats and vegetables, the gaily-colored labels giving him ample material to make a fine display. After a while the grocer came out onto the footpath to survey the effect of his work,

and it was evident he was well pleased with what he had done. My friend ventured to make a suggestion. He was one of the mildest-mannered men on earth, though a great artist. The grocer looked at the shabby figure and smiled, but he had the sense to listen, even whilst he smiled.

Something in the trampish-looking person's remarks held the grocer's attention, and it ended in his going inside and pulling down his pyramids of tinned goods. Then he and the artist went to work and rebuilt the pyramids, the artist entering into the spirit of it, because he loved color more than anything else on earth. When the window was finished it looked a picture, and crowds gathered round to admire it.

"If you're out of a job, mister," said the grocer, "I'll give you one !" "Right you are," answered the artist, "when you happen to have something in my special line let me know," and he pushed his card into the grocer's hand, and walked away laughing. The grocer laughed also, and well he might, as he had been taught how to make a window look lovely with gay labels, and that meant money to him.

Now I wonder how many window dressers there are in Britain who would not resent, as an impertinence, a hint offered them by a shabby fellow on the pavement !

The Australian likes hints, he likes criticism, because he gets something for nothing. He doesn't wait for trade to come to him ; he goes out and looks for it. And when he has been out canvassing for orders, he doesn't say that he has been having a pleasant jaunt in the country. He's a business man, and proud of it.

HONEST GOODS AND HONEST METHODS WIN.

When put to the test of time, the people will be found to favor honest goods and honest business methods. Sometimes this does not seem to be apparent. Very often it appears unreasonable to have this confidence in humanity. And because this is another case of things not being what they seem, merchants who try to give genuine value sometimes become discouraged.

The people cannot be fooled all the time. They do not like to be humbugged. Only the ignorant and the very poor, the buyers of shoddy, the very cheapest trade, believe and respond to humbug advertising. In the long run, honesty pays, in advertising as in all things.

Let not the merchant who tries to give genuine value be discouraged. Sometimes honest merchants are inclined to refrain from advertising because they conceive, justly or otherwise, that competitors lie in their advertising. They think that the effect of legitimate publicity is thereby discounted. Nothing could be more distant from good judgment than any such decision. If the competitor lies, all the better, from a purely selfish standpoint, for the honest merchant.

The people, averaging the majority, can discriminate, and do. When they are given satisfaction by an honest advertiser they cannot be lured away from him by a dishonest one.—Commercial Bulletin.

CIDER vs. PICKLING VINEGAR.

John H. Brown, a well known chemist, of Atchison, Kas., writes :

"We once heard a famous housekeeper say that she always used pure cider vinegar for pickling and to find out when it was just right for pouring over the pickles, she dropped an egg into it, but could not remember whether it would sink or swim. Cider vinegar is not suitable for pickling because of its dark color and uncertain acid strength, unless it is first put through a vinegar generator, as the cause that changes it from apple juice will continue to change it, until its acid is exhausted. Good housekeepers use cider vinegar because their mothers did, and use it without any knowledge of how strong it is, or any thought as to whether cucumbers require it stronger or weaker than onions. Vegetables probably keep in cider because they are prepared in advance, by the addition of alum, spices or cooking. There is no question but that vinegar made by distillation from sound, selected corn is cleaner, more healthful and better adapted for pickling than vinegar made from wormy, rotten, rejected apples. Good cooks who have always used cider vinegar, have never investigated the matter, but large packers of pickles have found by experience and enormous expense that white distilled vinegar is the kind to use for pickling, and accurate hydrometers and testers are used to determine the proper strength necessary for different vegetables, as they have to guarantee their pickles to keep in any climate, and for all time. We do not doubt that many housekeepers have put up pickles and kept them for years, and received many compliments on them, but it would surprise them how much better they would have tasted if they had used pure white distilled vinegar that tested 42, as required by the national pure food law."—Trade.

KEEP UP STEAM.

The difference between success and failure, between getting business and not getting business, is not always so much in the quality of the effort put forth, as in the amount. In other words, the effort which gets business frequently differs from that which does not get business, more in degree than it does in kind. Men who do things and are heard from accordingly, seem to do their work a great deal like other men who never are heard from. The difference is that they are a little more intense, they hold out a little longer, and when the other fellow stops, thinking that the case is hopeless, they make another big effort and win what they are after.

It takes a lot of fuel and heat to bring water to the boiling point. It takes just about as much fuel and heat to raise the temperature of the water to 210 degrees Fahrenheit, but if you take away the fire when you have reached 210 degrees the water will never boil.

Moral—Add a little more fuel and keep the fire going.—Leadership.

CANADIAN GROCERY STORES—Interior J. G. Desjardin's Store, St. Denis Street, Montreal.

Some Matters of Mutual Interest

An incident occurred the other day which illustrates the way The Grocer has been appreciated by many of its subscribers during its twenty-one years of publication. Wm. Binnie, who has conducted a grocery store at 467 Adelaide Street West, Toronto, for many years, came into the office recently to tell us he had sold his business and was leaving for California, where he will reside henceforth. Incidentally, Mr. Binnie mentioned that he has never missed a copy of The Grocer during its twenty-one years of publication. He is one of the first and oldest subscribers and has shown his appreciation of the paper by continuing his subscription regularly during this lengthy period. This is surely an evidence of the paper's continued value, as are also a number of subscriptions on our lists of a similar nature.

* * *

Whenever a subscriber discontinues his paper the circulation department of the MacLean Publishing Co. ascertains the cause. As a result of this investigation it has been learned that out of every dozen that discontinues eleven do so because they have gone out of business. This is remarkable and shows the high appreciation in which MacLean's trade papers are held by their readers. The aim of the MacLean Publishing Co. is to make each issue of their numerous trade newspapers and magazines better than the preceding one and the results, as shown above, encourage to still greater effort.

It naturally follows that newspapers that can hold their subscribers so firmly must be good mediums for the advertiser. The best results are obtained from advertising when the advertisement is continuously being forced, issue after issue, upon the attention of the same readers. It is the constant seeing of an advertisement that makes the deepest impression upon a buyer, just as the more a man sees a pretty girl the deeper he falls in love with her.

* * *

One of the newer departments of the MacLean Co., and one which is becoming exceedingly busy, has been arranged with a view to helping advertisers by designing and writing their advertisements. If an advertiser does not wish to bother writing his ads. or feels that more striking work might be done by advertising specialists, he is perfectly at liberty to make use of this department. Advertisements will be prepared for him regularly, according to instructions and ideas furnished from time to time. Besides several expert ad. writers, the staff of the department includes an artist with wide experience in commercial designing, and the work turned out is being received with a great deal of favor.

* * *

A copy of the Special Spring Number was sent by one of our subscribers to a friend in Tampa, Florida. What was thought of the number in that city is shown in the following letter, which came to our Guelph friend some time ago :

"It was with no small degree of interest and pleasure that I perused the pages of the special May number of The Canadian Grocer. I had just returned from an extended trip through the Southern States and upon my arrival home "The Grocer" was among the first of the many things that claimed my attention.

"I was interested in the cover design, which shows the representatives of the various nations clamoring for Canada's products, but I was particularly struck with the fact that "Uncle Sam" was the only one who carried the bag, or in other words had the cash with him with which to discount his bill.

"I showed the special number to the two leading grocers of this city, and they were very much pleased with the matter which it contained and the manner in which it was arranged. One of them said that it surpassed anything of kind that he had seen. I asked him to write me an extended opinion of 'The Grocer,' but he refused to do the literary work, not being accustomed to writing news articles. He said, however, 'If you want to have my opinion, you can write the publishers, let them put my firm's name on their mailing list, send me a bill for a year's subscription, and I will mail them a cheque for the amount.' The firm's name is F. W. Ball Grocery Co., Tampa, Florida. I consider that the best endorsement a man can give of anything is to put some of his money into it.

"I am sure that the grocer who desires to enlarge his trade must keep in touch with the most up-to-date ways of doing so, and in my opinion he cannot do better than use from 'The Grocer' the many helpful suggestions it contains. The illustration showing the 'tasty' manner in which goods can be displayed is always an attractive and helpful feature of any publication, especially so of one which displays that which appeals to the gastronomic desires of the inner man. A great many grocers are yet in the kindergarten and need object lessons to show them how a thing is done and what it will look like, and for the grocer who is up-to-date in his methods they act as a stimulus to spur him on to improve and excel what the illustration reveals to him."

* * *

Here's another letter, this one from an old subscriber in the west, who has done well and become a prominent figure in his chosen town, which speaks good words for The Grocer, as well as for another of the MacLean Company's papers :

"Replying to your favor of the 1st, during the fifteen years in which I was actually engaged in the retail business here, after coming to Portage la Prairie, I considered 'The Canadian Grocer' and 'The Dry Goods Review' among the most valuable publications that we received, and always looked forward to the weekly numbers with the greatest interest. The information furnished was a distinct help in the conduct of our business, and I certainly think that every retailer in Canada should be a subscriber.

"Yours truly,

"The Mayor of the City of Portage la Prairie."

Johnson's Back Room

A STORY FOR GROCERS TELLING HOW ONE MAN MADE GOOD BY USING COMMON SENSE AND NEW METHODS.

The girl pulled in her horse and glanced sharply at the lad sprawled across the fence rails.

"Dreamin'?" she inquired. He laughed and nodded sheepishly. Then he shambled down into the road and leaned against her cart wheel.

"You're always dreamin'," she went on reproachfully.

He stretched his arms. The spring was in his blood. The April sun shone kindly on the girl in the buggy and lighted up the tints upon her face, the depths within her eyes.

"I'm through my work," he answered, "and I got a right to dream. I never dream till I'm through. There's another reason why I've got a right to dream * * * It's because I'm always dreamin' about you. I'm goin' to marry you some day."

The girl laughed boisterously. "No you're not, Bob Johnson," she replied; "when I marry, it's got to be a man who works, and not a man who dreams."

"Gee whiz!" he complained, "and don't I work? Say, has your old man ever had as good a man to help him since he started in to farm?"

The girl's face softened. "My old man," she repeated gently. Then she tapped her gloved hand with the whipstock sharply. "Oh!" she exclaimed, "I've got to get these opinions out of me. Bob Johnson," she added, "there's nobody loves my old man like I love him. But I want to let you into a secret, Bob." She lowered her voice. "I love my father, Bob, but I never can admire him. He ain't a success. He's a failure. Bob, a failure."

Robert Johnson—or "Bob," as the girl and the town familiarly knew him—opened wide his eyes. He did not speak, for the girl did not give him time. "My old man gets poorer every year. He ain't got an ounce of spunk in him. I love him—but look at my mother, Bob. They tell me she had me beat all hollow for good looks in her day. Look at her now. Thin, shriveled, without an idea in her head. That's my father and my mother, Bob. I love 'em, but they're just like all the rest of the fathers and mothers about here. Do you think I'm going to marry a man who'll turn out like my father? Do you think I'm goin' to slump into nothingness like my mother? Not much!"

"It's money you're lookin' for," protested Bob.

"No!" returned the girl hotly, "no! What I'm lookin' for is a man with success in him—with fightin' blood in him. I don't care whether he gets rich or not. I want him to have push, and snap and struggle in him. I can admire him then," she sighed. "And I'm beginnin' to think, Bob," she went on, "that I can't love a man well enough to marry him unless I can admire him."

She snickered gently. "Those are my sentiments, Bob, and I had to let 'em out on you."

Bob Johnson blinked his eyes. "Polly," he returned sadly, "you can have any man you want around here. I guess you know that yourself. But there's no such man as you've described—not around these diggin's, I can tell you."

She tossed her head. "Now, Bob," she exclaimed, "you keep to yourself what I'm sayin' to you. There's one man that comes pretty near to bein' a success—Hy Simpson."

"Hyler Simpson, the grocer?"

The girl nodded. "I'm goin' down there now," she said, "to get some flour and risin' powder. It ain't a question of whether I like him or whether I don't, Bob, he's a comin' man."

"Why," protested the boy, "why his father left him that there business. It was all made for him——"

"Makes no difference," she replied, "he's kept his end up, and they tell me he clears fifteen hundred every year. Fifteen hundred—cash. Ready money, understand."

Bob understood. Ready money—it was the shrine at which the farmers worshipped.

"Hyler Simpson's no man for you, Polly," he returned.

She smiled. "I didn't say he was, Bob," she answered, as she drove on. Bob stood and watched her, wondering.

"Maybe, after all," he told himself, "she's givin' me a hint."

Bob did not sleep that night. He did not even go to bed. He sat up in his bedroom staring out at the tree tops waving in the moonlight, and thought—thought hard. He thought specifically about every chance in town.

"I got fifty-three dollars in the bank" he said to himself, "I could go down to New York and——"

Well, Bob Johnson did not go down to New York. He went down to Hyler Simpson's and determinedly interviewed Hy.

"If you come at two-fifty a week, Bob," he said at last, "which is fifty cents less than I'm payin' my clerk now, and you board at my mother's, I'll take you in. Otherwise——"

Bob Johnson took the job. He had figured it all out the night before. And he had known somehow that this was his only chance for business, for ready money, for success. It was a beginning, at any rate.

"Polly'd laugh," Bob assured himself, "me gettin' less than what her old man paid me, and takin' a job under Hy."

"What's the trouble with business, Hy?" Bob queried after a week had passed.

Hy knew. He pointed a long, lean forefinger down toward the trolley station, a quarter of a mile away. "I'm off the line o' travel, Bob," he said "Every mother's son of 'em goes down to the trolley past the grocery store—Borchert's."

"That's queer," said Bob, "he's a new man, Borchert."

"He's cut in under me, somehow," said Hy.

Bob Johnson sniffed.

"Do you advertise enough, Hy?" he ventured.

Simpson laughed a raucous laugh. "There ain't a fence rail 'tween here and Donaldson that ain't got my name on it, hardly," he said, "and as for the County Chronicle, look at that."

Johnson looked at the County Chronicle ad. It did look all right. It looked enterprising and up to date.

"Pretty good ad, eh?" queried Simpson. Bob nodded his head.

"Simpson's name on every fence rail, and his ad in the Chronicle all the time. And yet——" Bob had read somewhere that if a man—a plumber, say—were mentioned (merely mentioned) in the prominent part of a newspaper every day for five years, his fortune would be made. It had not come to pass in Simpson's case.

"It's the tide of travel since that trolley came that's got us goin'," Simpson told Johnson.

"Well," said Bob, "it's just as well we've got a little leisure time. I've got to get to work."

"What you goin' to do?" queried his boss.

"Clean up the store a bit," said Bob.

"Well," returned the boss, "it don't need it. But go ahead. You might as well earn your salary, you know."

Johnson threw open a door that led into darkness. "What's this here room, Hyler?" he inquired. Hyler waved his hand.

"Less you have to do with that room the better, Bob," said the grocer, "that's dead stock. Old stuff. Won't sell."

"I'll take a look at it anyway, I guess," said Bob.

It was the night after Bob had explored the darkest recesses of that back-room cave—that very night that he saw the exhibition in the drug store on the corner. He was not the only man that saw it, nor woman, either. The store was crowded.

"What is it, anyhow?" the crowd inquired. Bob elbowed his way into the middle of the store and tapped Polly Anderson on the arm.

"What's goin' on?" he asked.

"Can't you see for yourself?" she answered, "it's a demonstration."

"Tooth powder?" he queried.

"Oh, no," she answered, "it's a correspondence school."

Bob plunged on into the front ranks. A young chap was explaining things. The crowd knew about correspondence schools. There were four men right there in town taking courses, and those four men had talked about it. But this, as Bob told himself, was the real goods. He drank it all in with his ears and his eyes. Not that he wanted any of it, but it was so interesting that he couldn't tear himself away. "You don't say so," he found himself exclaiming, when the young chap told the crowd that the school had nineteen pupils in one little speck of a town way off in India, and hundreds more even in the wilds of Africa. "Gee!"

He waited till the crowd thinned out. The young chap at the counter smiled and nodded to Bob. "See anything you like?" he queried. Johnson shook his head. "I'm a grocer's clerk," he answered. The chap swung upon him sharply and caught him by the arm.

"There are your specialties, right there," he said. Bob glanced vaguely at the list. "Which ones," he asked.

"Advertising," replied the demonstrator, "that—and Window Trimming. See!"

Bob smiled. "What do you folks know about advertising?" he asked doubtfully. The demonstrator smiled. "We drew the crowd to-night, didn't we, boy?" he answered, "and if you think we don't know anything about advertising and window dressing, just watch our window in this drug store for about a week—we'll be here a week—and see how many people stop and read. And come around at the end of the week and I'll tell you how many people have joined us just because we know how to advertise our own business. They won't regret it, either, because it's a blamed good business to be advertised."

Bob smiled and sauntered on. He had been the last man in the store, and it was close to eleven o'clock at night. "I got sixty dollars in the bank," he told himself. At the end of the week he walked into the drug store for the fourteenth time.

"Done any business?" he inquired. The man showed him a list. "Know any of these names?" he queried, "I got permission to show this list as often as I like." Bob whistled. "Jerusalem!" he returned, "say! you sure do know how to advertise. Say, let me see that list. No, he ain't there. I was lookin' for a man named Simpson. An' I was looking for the name o' Borchert. But they ain't there. So, naturally, gotto—I just gotto—say," he went on, thrusting his hand into his trousers pocket, "give me a line on what this costs. An' let me have a pen."

It was a month later, one night, that Hyler Simpson stepped into the big parlor at Peter Anderson's.

"Miss Polly in?" he queried. He sighed as he asked it. For Hyler had expected long ago, to ask Miss Polly to become Mrs. Polly Simpson. But he had put it off, and put it off—he was down on his luck. Business was growing worse each day, and Borchert was robbing him steadily of his customers.

"Is Miss Polly in?" he asked again. Yes, Polly was in, and she burst into the room from the sitting room, her face wreathed in smiles. She did more. She laughed.

"Well, we got your postal card," she said. And she burst into a laugh again.

"My postal card?" he queried.

"Yes," she answered, "your postal card—to mother."

He shook his head vaguely. "Haven't the slightest idea," he answered. She ran back into the sitting room and returned with a postal in her hand. This is what it said:

"Dear Madam. In our back room—old stock—we have seventeen wooden pails, originally priced at 30c. Nobody would have them at that price—wanted galvanized iron instead. They are old, but watertight, and we want to get them out of stock. We will sell them to-morrow for seven cents apiece. You can sometimes use a wooden pail where you can't a metal one—making cider vinegar, etc. Come and get a pail for seven cents and help us out. Yours, Simpson's."

The postal was written in pen and ink—neatly, carefully done. Simpson read and re-read it. Then his face flushed.

"It's that idiot, Johnson!" he exclaimed, "what did he do it for?" He did not know that that idiot, Johnson, was standing just outside the window, trying to see who was inside, trying to see whether he would have a clear field to call on Polly. Bob was no eavesdropper, but when he heard his name he listened through the shutters.

"Blamed idiot," cried Simpson.

The girl laughed and laughed again. "I should think he was," she answered, "to send out a postal card like that."

Polly Anderson's mother thrust her head into the parlor. "I'll tell you what, though, Mr. Simpson," she said, "I need a wooden pail, and I'll be down there in the morning to get one of those seventeen. Again the girl laughed, and again Simpson frowned and flushed. Hang it, what had Bob Johnson done it for? There was no point to it. It was trivial, foolish. And Simpson was a business man. He was not a child.

When he went home that night he found that Bob Johnson had gone to bed. "Blamed idiot," he growled, "what did you do it for?"

Bob rubbed his eyes. He smiled sleepily. "I wanted to clear out that old back room."

"They'll bring in a dollar-nineteen, and they cost over two dollars and a quarter just to buy. But that ain't it. They're old and they won't sell anyhow. The point is that you made me a laughing stock."

"Who laughed?" asked Bob. He knew.

"Well," returned Simpson, "the Anderson's—they laughed."

"But," protested Johnson, "you told 'em I did it, didn't you? Well, then, the laugh's on me, not you."

"Yes," answered Simpson, "you bet I told 'em you did it."

"Thanks," returned Johnson.

"For what?"

"For tellin' her—for tellin' them I did it and not you."

Bob Johnson turned over and slept the sleep of the just. Next morning Simpson wormed his way through the little crowd of customers in his store.

"I want one of them pails," said the first woman.

Simpson held up his hands. "Those pails," he groaned.

"And I want one of 'em, too," said another woman.

The pails were sold out inside of an hour and a half, and Simpson was glad of it. But still the farmers' wives came on.

"Thought I'd ride over and get one of them pails you wrote to me about," they said.

"Say," Simpson turned on Johnson, "how many of those blamed postals did you send out, anyhow?"

Bob Johnson grinned. "Just one for every cent that was comin' in on the pails. Just one hundred and nineteen cards."

"You'll ruin me, you idiot," said Simpson. But when things slackened up at noon, he turned again to Johnson. "Had a good business this morning," he exclaimed, adding up his sales, "sold about thirty-one dollars of real stuff today."

Johnson looked at him blankly, for an instant. "I kind o' thought you would," was all he had to say.

That night he took one of his postal cards and placed it over against Simpson's ad in the County Chronicle.

"You blamed blundering Simpson" he said, shaking his fist, "and I thought that was a crackerjack ad before I knew —before they taught me how." He settled down with. a book on his knee "We'll pass on now to lesson No. 12," he told himself. Well, the next time, he resurrected twenty-one reed push brooms—just like the brooms the "White Wings" use upon the streets of the Borough of Manhattan. "They're dead as a doornail," he told his customers, "they wouldn't sell. Best thing in the world to clean up stables and the like, and you know it, too. But—you wouldn't take 'em at a dollar, so you've got to take 'em at 29c apiece. Come and get 'em right away. H. Simpson."

The day the push brooms sold, the farmers stocked up on shirts and boots. The hat trade did well, too.

"And while you're about it chuck in another bag of feed," a man would say. Bob Johnson never let a man get away with a push broom, and nothing but a push broom—never. At the end of a week Bob Johnson touched his boss on the arm.

"I figure that we cleaned up about sixty dollars on those push brooms," he commented.

"We did on the other stock," said Simpson.

"No, on the brooms," persisted Johnson.

Simpson didn't answer. He was beginning to understand—but he could not see exactly how Johnson was pulling the wires, nor where the motive power came from.

"Next thing," said Bob, "we'll sell out the whole back room—all the dead stuff, in a lump. We'll auction it off, if we can't do better. But we'll get rid of it, anyhow. See if we don't."

"Then what?" queried Simpson.

Bob Johnson cast a critical eye about the shelves. "Then," he decided, "we'll dump the whole store into the back room. Most of it's dead as a doornail, anyway. Watch out."

Bob Johnson did a dastardly trick—he killed the Simpson ad in the County Chronicle. He cut it out—side-tracked it, and put another in its place. And this new one read about like this:

"Simpson's Big Back Room Sale. Do you know what our back room is? We told you what it was when you bought our old wooden pails and our old push brooms. It's our cemetery. It's where we put our Dead Stuff—stuff we've tried to sell and can't. We want you to sell it for us, to yourselves. You can have it at your own price, if you don't like ours. It's as old as the hills, but most of it's good. And we'll make a bargain with you, You can never tell anything about a thing until you've had it in the house for a day and a night. If you buy at this sale anything you don't like, bring it back within a week, used or unused, and wel'll take it back for cash. We're not going to tell you everything we've got in that back room. You must see the junk for yourself. But here's just a little bit that we can recommend: 51 Old-Fashioned Pillow Shams at 2c apiece; 16 silver-plated Butter Knives, vintage of 1895, at 7c; 5 Zinc Door Mats, rough on the shoes, but fine for the hired man at the back door, at 3c; 223 Neckties, for married man over forty (who don't care), for 3c."

Simpson was ready for them when they came. And they came all right. They found the back-room junk and pawed and haggled over it for a week. But they found something else at the store—something that had not been there before—a brand new stock of goods of every kind, good stuff, New York stuff, mostly seconds, which was the kind they could afford to buy; found fresh, new, cheap crackers, olives, delicatessen.

When the week was over, Simpson clapped Johnson on the back. "We took in—well, hundreds, this week, boy," he admitted. "Of course," he mused, "this can't last forever, but it was all to the good as far as it went. Say, Bob," he conceded, "those ads of yours are the blamedest, queerest, outlandish kind o' things—fact is, I'm ashamed of 'em. But they kind o' do the biz."

"Haw, haw," laughed Bob, pushing him across the floor, "why, they're nothin'. I'm just beginnin'. One o' these days I'll know somethin' about advertisin'. Don't you forget it. I'm just practisin' on you."

"What in thunder are you tryin' to do there," queried Simpson "with that framework? Why don't you leave it alone?"

Bob Johnson had been prying and jerking at the window frame of the big front window. He stopped for an instant. "I asked you to put plate-glass windows in here, Hyler," he said, "and you wouldn't do it. I'm goin' to unscrew these window frames now, and fix this window up to suit myself."

The windows in Simpson's store, and the window spaces, had had their uses from time immemorial. In one window was the proprietor's desk—in the left-hand front window—a big ugly piece of work, blotched and scratched and stained with ink. That and a lot of dusty billheads, and newspapers and old boots. The other front window gave room to the safe. And on top of the safe was a wagon wheel, some old harness, and a broken coffee-grinder. Bob Johnson moved the safe and the desk to the back window. And he took out bodily the window frames, for the window panes were small ones and begrimed with paint and dust. He made the frames portable, and provided them with bolts. He took them down every morning, and put them up every night. Inside of each window he built a platform and on the platform he built a pyramid—a new one every week. So that the public passing by could see the goods.

"Nothin' is goin' in these here windows but five-cent and ten-cent goods. The American public'll buy anything it sees, if it looks good and if it costs only ten cents. And these look good, all right.

He was right. Everything looked good, from the shredded codfish to the dainty little boxes of vanilla wafers. People driving past stopped and investigated. Automobile parties were irresistibly attracted.

"Oh, let's stop and get some of those," a fair occupant would say.

"That's a pretty fair dodge of yours, Bob," his boss admitted, "it seems to go. The public seems to like it."

"Pshaw," exclaimed Johnson, "I don't know window trimmin' from a hole in the ground. I'm only just beginnin'. But say, Hyler, I do wish you'd get those plate-glass windows. There's so blamed much dust and stuff. This business ain't all looks, you understand."

"Well," returned Simpson, good naturedly, "I'll get 'em. Hanged if I don't." And he put in the order then and there.

Johnson pushed over the County Chronicle and laughed. "Borchert is gettin' worked up an' worried, Hy," he said.

Simpson took the paper, and looked at Borchert's ad, and laughed. "Borchert's Big Bargain Back-Room Sale," was what it said.

"He's a plagiarist," said Simpson.

"Yes, and he's about a month too late."

That night Hyler Simpson called at Polly Anderson's. He felt now that the psychological moment had arrived. Busi-

ness had come his way and was likely to stay his way.

"Polly," he said, "I—want you. I'm not comin' to you a beggar. There's my bank balance in the First National Bank. And I've made good this year, way beyond the last. I'm a growin' man, a comin' man. I like you and I love you. And I want you to love me and be my wife."

Polly smiled gently and shook her head. "No, Hy," she answered, "I can't do it. You're a good man and you'll make somebody a good husband. But I can't do it. You're not the kind of man I want. I want to marry a man who's got, well—success—runnin' in his veins."

"Success!" yelled Simpson; "is there a man in the county that's doin' better than I am? Look at the figures. They don't lie."

She laughed. "It isn't the money, Hy," she answered. You're not the man I want. The man I want must have it in him, success, whether he's rich, or whether he's poor. I don't care, if he's got what I'm lookin' for—I don't care whether he's a millionaire, or whether he—whether he gets only two and a half a week and board."

Two years later Robert Johnson—or "Bob" Johnson, as the town knew him—sat down and wrote a long letter to the correspondence schools. "I want advice," he said, "I'm getting up an ad, and I enclose a copy just as I have set it up. I'm not sure that it is good. I want you to look it over and I want you to help me to fix it up in the best kind of style. I am shaky because it is about a new arrangement, and a big one. Please let me know as soon as possible what you think. Gratefully, Robert Johnson. P.S.—You see by the ad that the name of the new concern is the Johnson, Simpson & Borchert Company. Is the name O.K.? P.P.S.—You needn't hurry that criticism. I'm just going on my wedding trip, and I'll be back in just two weeks.

Polly Johnson leaned back against the seat in the parlor car. "It's a funny thing, Bob," she said, "you made a hit at the grocery business, and yet you told me once you thought you'd take up advertising. It's a funny thing you never did."

"Advertising," returned Bob. "Say, I've been in it ever since that day out on the road three years and more ago. Do you remember that day, Polly?"

"Yes," smiled Polly, "and I said that to you then because I knew you had it in you all the time. You were the man I meant, Bob."

"Only," added Bob, "we won't have to live in two rooms on a back alley, Polly girl, though I know you'd willingly do so."—Clothier and Haberdasher.

The Man on the Rig

HINTS FOR THE GROCER'S DELIVERY SYSTEM, BY LAURISTON OF EKILDNA.

That the rig, its appearance and its management, constitutes one of the best—or worst—advertisements a grocer can have, is undeniable. And, in making the rig a good or a bad advertisement, as the case may be, the Man on the Rig is a most important factor.

One reason lies in the fact that the driver is very frequently placed in complete charge of the rig, and of the horse as well. He is responsible for their care and appearance. If he does not actually do all the cleaning himself, the cleaning is pretty generally done under his supervision and direction; and the praise or blame for the manner in which it is done may safely be laid at his door.

There are, roughly speaking, two classes of drivers: the drivers who care and the drivers who don't care. If you see a rig—particularly an elderly and otherwise decrepit rig—looking spick and span, you may rest assured that the man on that rig is pure gold. And if you see a brand new rig bespattered with mud and looking as though it had gone through the War of 1812—well, the moral is obvious.

Must Learn His City.

Quick deliveries are an essential in the grocery business. Very few grocers in towns and small cities have as yet adopted a fixed system of deliveries to all parts of the town at regular hours during the day. In most cases the delivery system, so called, is very flexible and emergency calls are frequent. Where there are fixed hours of delivery and fixed routes, from neither of which the merchant deviates, the rapidity and accuracy with which the delivery man covers his ground is an important feature; but rapidity and accuracy are yet more important where the system is one of the hit and miss variety.

It is not essential that the man on the rig know his city at the outset, though it is always advisable; but it is most emphatically essential that he be willing and able to learn it. He must learn and remember streets and numbers, and must know in every case the most direct route to be pursued in reaching a given destination, or the approved manner in which to combine a series of destinations into a single route so as to make the shortest possible trip.

Not Speed, But Directness.

Though it may seem a paradox, yet in securing rapid deliveries, actual speed is of little value. It is not the driver who sends his horse sweating and tearing down the city streets at a by-law breaking pace, who does the most effective day's work. The public dislike the furious driver who just misses running over them at the street corners. The grocer's patrons waste no love on the man who smashes their high-priced eggs into an omelette which they did not order. Ten to one, this kind of driver, when he does reach the place which he has had in mind, will find it is the wrong place. Ten to one he will retrace his course half a dozen times to make the deliveries which a man of forethought could have made in a single trip.

The man of forethought has all mapped out beforehand the places to which he is going, the order in which he will make his deliveries, and the probable time he will take. Even when a half-dozen extra packages are slammed into his rig as he is on the point of starting his methodical mind can, with scarcely a jar, adjust those extra deliveries into his pre-arranged route.

"How to Deliver."

Having learned how to reach his customer, the delivery man should pay a little more than passing attention to the art of "how to deliver." True, the sale itself has been long since made and the goods are usually paid for by the time they come within the driver's sphere of action. But, if the past sale is unaffected by the driver's way of doing things, that way counts a great deal in its effect upon future sales. It is the man on the rig who leaves the final impression upon the purchaser; and final impressions are often the most lasting.

Furthermore, if the man on the rig does not use tact for his employers' sake, he should certainly use it for his own. The man on the rig may be the man in the store, some day. The acquaintances he makes while on the rig will help him; and the habits he forms while on the rig will do much to make or mar his business career. A habit of courtesy is a good thing. It hits the mark every time.

Courtesy and Tact.

Hence, it is not sufficient in making a delivery, to just knock at the doo say, "Here's your groceries," dump them down as quickly as possible, and depart. A polite greeting, an exhibition of some interest in the welfare of the groceries, and a willingness to go a little out of your way now and then to help the housewife stow them away —these things count up quite a bit, in the long run, though they may seem trivial at the moment.

In cases of doubt, the query, "Is this where Smith's live?" may seem commendably direct; but, "Good morning. In this where Mr. Smith lives?" may nevertheless jar less upon the housewife's soul.

Tact is just as essential on a delivery rig as in the store; just as essential in delivering the goods as in making the original sale. The wise grocer is building for the future in this regard; and his helpers will, if they are wise realize that his success is theirs, and will do their best to help him build.

Tact seems born in some people. I have known young boys on their first rig to make a pronounced hit; I have known old drivers to "fall down" lamentably. But, though it may seem inborn, it can in all be self-taught; tactlessness is, at worst—or best—merely the fruit of the trees of carelessness.

Things to Avoid.

If the man on the rig is wise, he will use his horses well. A handsome and well kept horse is a good advertisement. No experienced driver will maltreat a horse; from a purely selfish point of view he knows better. There are times when the whip is needful; but the less it is used, the more effective does it become when finally called into requisition.

Many youths just graduated from the window-washer stage to the driver's seat, revel in the figure they cut when they race through the streets with whip flying. If they could only glimpse the inner thoughts of the passer-by, they would read something like this:

"Isn't it a fright, the way Jackson let's that man of his whip that poor old horse?"

There is a lot of sympathy latent in the public breast for the downtrodden delivery horse. Though people want their goods to arrive on time, they, with rare inconsistency, bellow loudly if the decrepit and slow moving steed is stirred into life with the whip. The driver's carelessness in this respect often antagonizes would-be and actual customers.

Furious driving has the same effect. With a furious driver, accidents are always liable to happen; and the running over of a school child, even where the grocer escapes a damage suit, even where the child receives no more than a scare, nevertheless hurts business—such a powerful thing is public sympathy.

Business is Business.

And, above all, the driver should realize that his time is his employer's. It is better to keep in motion all the time than to dawdle half the day with the expectation of making up for it by covering the street at breack-neck speed during the other half.

I remember one lad on a rig. He was about seventeen at the time, and we all used to wonder how it came about that Browns, who lived right next door to us, came to buy so many things from Mr. Grocer Jones that the rig had to appear there every day and had to stay sufficiently long to unload a ton of foodstuffs. But present sharp eyes discerned the fact that old Brown's girl and the youthful driver were in close communion at the front gate every day. And so things went on and on and on through many moons, and the twain, the world forgetting but not by the world forgot, lovey-dovey and goo-gooed, afternoon after afternoon, for hours and hours and hours.

That was several years ago. The young man has outgrown his folly, but not without paying the penalty. He is married to the Brown girl and has a family now. Moreover, he is still on the rig —and the only wonder I ever heard expressed was, that Grocer Jones had the patience to keep him there.

GET READY FOR THE HOLIDAY SEASON.

Have you begun yet to make preparations for the busy holiday season? If statements received from many retail merchants are authentic, the average man who handles holiday lines, cleaned up his stock in pretty good shape last year and there will be a good demand for this class of goods during the season of 1908.

Catering to holiday buyers is a matter which is deserving of a great deal of careful thought and planning and should not be left until the time arrives. when the actual goods are needed. Many retailers have already anticipated their requirements for the coming busy period, but others have been holding back with a view to waiting to see how business opens up during the late fall and early winter. This is a mistake. It is almost impossible to overlook the fact that this year is going to be a good one as far as holiday sales are concerned and the merchant who is alive to his opportunities, should without further delay, prepare himself for the season which is rapidly approaching.

ENCOURAGE THE CLERKS.

"The clerks will be as a rule what their employers make them," said a well-known grocer to the Inland Grocer. We keep an account here with every salesman to show the sales made by him, and another account showing what department of the trade he has given most assistance to. It works out well, encouraging competition among the clerks and among the departments.

"On Monday, when not much is doing, we have special sales, the object of which is to familiarize our customers with special lines of goods. One week we had a special sale of woodenware, including clotheslines, washboards, tubs, brooms and brushes. Every assistant was expected to call the attention of the customers to the woodenware department.

"The order clerk on his route and delivery clerk on his rounds were encouraged to talk woodenware, and the sales the first day we tried it were astonishing. A very large percentage of customers who would not have thought of their need of something in that line, on its being suggested to them would think of some item of which they wre in need and give us an order. We kept a record of sales made and gave each assistant credit for his work.

"In a subsequent week we had a sale of farinaceous goods—beans, rice, hominy, grits, cornmeal and so on. They sold in increased volume.

"The next week we tried Callforn'a canned fruits. For this we opened a few cans and gave customers visiting the store a chance to see and taste them. We took orders for them by the dozen, instead of by the can, as had been the rule.

"We showed, on another Monday, canned vegetables—little string beans the size of a toothpick and just the thing for garnishing; petits pois and Maine corn—giving many people an idea, as many of them never before had, of the variety and delicacy of dozens of items obtainable in cans.

"It was the best advertising we ever did and put the clerks on their mettle. The found that they could develop sales in any line if they once made the effort, and, knowing that we were crediting them with every sale, they made the effort.

"We never let a week pass nowadays, unless it is the holiday week, without a Monday sale, and we are training up the best lot of clerks we ever had.

"The thing to do is to let the clerks know what the goods are and to pass the iaformation along to consumers. Both need to be informed, and there is no suggestion as good as the personal word."

Some Facts About the Peanut

Rapidly Increasing in Importance as a Commercial Product—How They are Prepared for the Trade.

Mighty few grocery stores but have a box of peanuts stowed away somewhere. The number, too, who are keeping a roaster at the door for transient sales is rapidly increasing. Everybody likes peanuts, but very little is known about them. The following article, then, for which, with the engravings we are indebted to the Spice Mill, of New York, will be of general interest.

FACTS ABOUT THE PEANUT—Cluster of Spanish Peanut Vines.

While the peanut had been cultivated in the United States to a limited extent for a long time, it is only since 1866 that the crop has become of primary importance to the eastern section of Virginia, which seems peculiarly adapted to its production. Between 1865 and 1870 the rapid culture of the peanut was phenomenal, due probably to the knowledge of them acquired by the individual members of the various armies which at one time or another occupied the eastern section of Virginia. Each year doubled and at times increased threefold its crop over that of the preceding year, so that this country, from being a large importer of West African nuts, was soon able to supply the domestic demand with the home-raised article.

Suffolk, in eastern Virginia, can boast of the largest peanut market in the world. There are located there about numerous peanut factories, to say nothing of the many warehouses of this nature. These factories, which are large brick structures, range from two to five storeys high, with thousands of feet of floor space, some being run entirely by electricity. Many hands are given employment the year round, the labor used being mostly colored. These peanuts are shipped to foreign countries, and there is hardly a cargo leaving the ports of this country that does not carry a big supply of peanuts.

Varieties of Peanuts.

Of the varieties of peanuts the following may be mentioned:

The Bunch peanut having large, fine pods. This is a popular nut with the buyers, always commanding a good price everywhere. It is prolific and the nuts grow all in a cluster, hence are picked by hand with greater facility than other varieties.

Flat or Running peanut, a large podded nut that is the staple and standard variety in Virginia and most States. At least seven-tenths of the entire annual output is of this kind. There are several varieties of the Flat nut, some of them having very small pods, which are not popular with the buyers nor profitable for the growers.

The Spanish nut is the smallest peanut of all. It is mild and savory, and, for eating, raw or cooked, it is the best nut of all. It is employed largely in the manufacture of candies, and it holds a place all alone in commercial circles that no other peanut can so well fill. The Spanish nut is grown almost exclusively in some districts, and the models of cultivating and harvesting are coming to be a distinct and separate branch of peanut culture.

Jumbo Running Variety of peanut is becoming a favorite where extra large nuts are desired. This variety is twice the size of the regular Virginia Running or Flat variety.

There is the Smooth-Podded Flat nut with a pod about one-half the size of the parent variety. Then there are two varieties in Tennessee known as the White and the Red. The White closely resembles the Virginia Running variety, and the Red, with somewhat similar pods, produces kernels of a dark red skin.

The North Carolina, or African variety, which is grown in the eastern part of North Carolina, has pods similar to

the Virginia variety, but the kernels contain more oil than the other varieties.

The Georgia Red, as it is sometimes called, is similar to the Red nut of Tennessee.

How Peanuts Are Prepared for the Trade.

Peanut cleaning and shelling is now one of the most important industries in Virginia. There are about twenty-five of these re-cleaning plants in this State, representing a capital of several millions of dollars.

The nuts, as marketed by the farmers, contain considerable quantity of dirt, vines, sticks, broken nuts and the like, and in the case of the Virginia peanut the first step in these re-cleaning plants is to remove this foreign matter. Most of the factories are five storeys high. The goods are elevated to the top floor, where they are graded according to quality, and dumped into large bins or hoppers. From these bins they pass through large cylindrical rollers, which remove the dirt and serve to polish the nuts; thence through a series of fans, which blow out the sticks, vines and trash, and the worthless hulls which contain no kernels. The goods then pass to the next floor, and after more fanning, which takes out the moderately light nuts, they pass over tables with endless belts, where negro women remove the dark and discolored nuts and the broken and cracked shells. This grade, which is known at Fancy Hand-Picked, drops to the lower floor, where it is put up in properly branded bags.

and made into grades known as No. 1 and No. 2 Virginia Shelled. The largest nuts from the Fancy Hand-Picked grade are screened before the goods are finally bagged, and go to make up what is known as the Jumbo grade of Fancy Hand-Picked, while the No. 1 Virginia Shelled are similarly treated, and the largest of these nuts graded as Extra Large Virginia Shelled.

The Spanish peanuts are cleaned by the same process as the Virginia nuts, only less care is given them, as these goods are shelled and the color of the hull kernels are sound.

of the kernels are split. These split nuts are screened from the whole kernels, and the unshelled nuts are picked by hand and go through the shellers the second or third time, or until they are shelled.

FACTS ABOUT THE PEANUT—Vines Shocked in the Field.

Valuable Food Products.

It has been shown that peanuts contain an average of 29 per cent of protein, 49 per cent. of fat and 14 per cent. of carbo-hydrates in the dry material, and take a high rank and are classed with such concentrated foods as soja beans, cotton seed, etc.

The vines are shown to be superior to clover hay. The food value of the hay is higher the greater the percentage of nuts left on the vine in harvesting. The hulls possess considerable value as a feedstuff.

FACTS ABOUT THE PEANUT—Flat or running Virginia Peanuts (exact size).

FACTS ABOUT THE PEANUT—Improved Spanish Peanuts (exact size).

The moderately light peanuts, which have been blown out, and the discolored nuts, which are picked out, are run into extra or second-grade of hand-picked, while the still lighter nuts are shelled

The shelling is done with a revolving drum in a semi-circular bed or grating, while the hulls are removed by a system of fans. Some of the smaller peanuts do not shell, while on the other hand many

The Grocer of the Old Country

HOW THE RETAIL STORES IN GREAT BRITAIN DIFFER FROM OURS.—BY MAC. J. RAY.

The first thing you observe about the grocery stores after landing in Liverpool is the height to which the outside displays and window trims are built up. In contrast with this country, where the people hurry so that it only pays to specialize in one, or at least a few things in a window, a big variety would hardly be observed. Over there they start a window at the bottom and dress it with everything they carry, clean to the ceiling. Customers seem to have more time and perhaps make their decision as to what to buy from the window before going in.

Of course, most grocery stores in England do not carry fruit or fish. These are handled separately, and a store with a big window trim would have little or no outside display. But any grocer could learn a lot by observing one of these fruit or fish store's outside displays.

How They Handle Fish.

In handling fish, especially, they have us beaten. They wouldn't think of sending a fish out in the rough state we sell it. After you buy your fish, they have two or three men who do nothing but clean, scale and prepare the fish all ready for the pan. Then their window will probably consist of a sloping marble bottom, on which are displayed most temptingly the different varieties, all on chopped ice. They have hooks running up the sides of the window and along the top, and a big halibut will be hung on each, so that it looks as if a chain of fish enclosed the window.

Utilizing Space.

In the grocery stores every inch of space is utilized—even the ceiling. It is apt to be hung with fancy baskets.

Store Fronts in Belfast.

Suppose you come with me into Belfast and take a jaunting car ride about the city about 7 a.m. The stores are just opening up and you will be astonished to see what appears to be a solid store front of metal rise like a theatre curtain, and disappear. Riots and street rows are common in Ireland, and stores with expensive plate glass windows protect them at night with a heavy iron curtain made like an old-fashioned slat blind.

Window Display Not General.

But it is only in the cities that the Old Country merchant believes in window dressing. In the country, except among a few of the more up-to-date, they believe window dressing is a waste of time, and the window, beyond the sign, is left bare, or is used as a waste box for any old rubbish. The writer won a bet by dressing a window for an Irishman in a little town—the bet being that the window couldn't sell one pound's ($5) worth of goods in a week. The shopman has changed his opinion and now religiously changes his window.

Working Under Difficulties.

The grocer of the Old Country is up against a hard proposition. There are co-operative stores everywhere—and chains of stores operated by big companies. These advertise and undersell special lines—and the poor, ordinary fellow doesn't get as good a living as his brother over here.

Taken altogether, I don't think I'd advise any Canadian grocer to go to the Old Country to make his future, unless he wants to organize a chain of stores on a big scale.

THE VALUE OF TACT.

Almost any kind of business has a lot little things connected with its successful operation that are to be done and left undone. Each in itself amounts to little. But collectively they seem to mark the difference between a well-ordered establishment and a go-as-you-please house. One of these little things, often overlooked by both proprietor and clerk, is tact. There are many little things included in tact, but one of especial importance is that of addressing a customer by name.

"Good morning, Mrs. Bronson," says the tactful clerk. "What would you like to-day ?"

There is no attempt at familiarity in this. It is just plain every-day civility.

Perhaps this is only the second visit Mrs. Bronson has made to the store. She may order the goods she purchases sent to the house, and when she asks the clerk to take her address he politely informs her that he knows her number.

Mrs. Bronson does not go into an analysis of all this, still she cannot help but wonder how the clerk knew her name and address so well. She feels flattered. She must be of some particular consequence in the neighborhood, and she is surprised to find she is so well known.

This is a pleasant feeling to Mrs. Bronson, for she is like the rest of the human family, always well pleased at anything which tends to prove she is not a nonentity or an obscure person. She gets a favorable impression of the clerk and the store.

Public men have long understood the value of being able to address men whom they meet by their names, and many of them have cultivated this quality until it became simply marvelous the number of men they could call by name. The professional politician cultivates this quality until he is able in some instances to call by name every man in his particular district.

The really good salesman never says, "Good morning, sir," to one of his customers. It is "Good morning, Mr. Jones," and then he supplements this with some other purely personal allusion.

The clerk, as well as the proprietor of a retail grocery store should know the name and address of every householder in the neighborhood. A list of these should be kept and studied. It is profitable to cultivate this kind of business tact.—Retailer's Journal.

CLEAN COUNTERS.

One of the first things an apprentice should learn is to keep his counter clean. Not merely to dust it and polish it early in the morning, but to constantly keep an eye on every speck of dirt and dust that may arise during the day. It should be clean and clear of obstructions ; parcels should not accumulate, and goods had out for display ought to be removed quickly, and that almost at the moment a customer leaves the counter, it should be clean and bright, ready for the next buyer. One of the rules prevailing in a drapery establishment is that the assistant should clear away goods shown before the customer leaves, oftentimes keeping a client waiting while he attempts the double duty of packing a parcel and clearing the counter. Method may be carried to an extreme, for it is obvious that any delay in completing the work of serving a customer causes annoyance. Counters, however, should be cleared as quickly as possible. Further, the modern practice of using a portion of the counter for the display of goods, curtailing the space for serving, is to be deprecated. It is quite possible to have a number of sundry articles ready at hand to show customers, to tempt them to buy if possible, without obstructing the counter by superfluous litter. This tendency to crowd too many articles on the counter requires checking—The Storekeeper.

Loafers, Outside and In

A QUESTIONABLE FEATURE OF SOME STORES—ADVICE IN ELIMINATING THEM—BY J. W. PORTER.

In fancy I still see him, unkempt and dirty, loafing with his fellows beneath the decrepit porch of Jacey Creation's general store at Talbotville. Talbotville, 20 years ago, was a small place but even there the loafer loafed in all his glory, just as he and his class have loafed since corner grocery stores first were. Though it was in quiet Talbotville that I first beheld the loafer, I have found him in every town or city where I have resided since then. He seems omnipresent, He is the corner grocer's bete noir.

Now, a good many grocers don't like the loafer. His society is odious to them, and all the more odious from the fact that he seems to think he has a divine right to adorn the exterior of premises with his nprepossessing presence. They would be glad to rid themselves of him. "But," say they, in extenuation of their failure to do so, "if we drive these people away, we will lose their custom." That statement is generally accepted as conclusive, and finishes the remonstrance which the passer-by his just lodged against being compelled to wade through three inches of tobacco spit.

But, suppose the grocer does lose the custom of the hanger-on? What then? Is it a good proposition, from a purely business point of view, to compel the loafer to graze elsewhere?

His Delightful Ways.

In the first place, it is very rarely that the habitual hanger-on buys anything. This is a sad but substantial fact. Two reasons are behind it. The first reason is that he hasn't the wherewithal; the second is, that he doesn't have to buy.

The majority of these outside loafers are boys, more or less overgrown—boys who have outgrown the manlier pursuits of swimming, fighting and playing hookey, and rather than earn a living, settle down to loaf. They buy nothing because they do not work; and, if a man work not, neither shall he eat—unless he steal. These "men" steal. They "snag" the tomatoes and cucumbers which the grocer has artistically grouped in baskets on the edge of the sidewalk; they pelt one another and objectionable passers-by with his potatoes; they demolish and secrete his watermelons when he isn't looking; on the pretense of "tendin' store" while he is away, they eat his confectionery and deplete his till. When not so vigorously employed, they sit in the shadow of the decrepit porch in front of the store which has from time immorial protected their kind from the ravages of sun and rain, chew tobacco and smoke cigarettes swiped from the grocer's show case, spit upon the sidewaalk and ogle any ladies who may be passing by.

Is Out of Date.

The grocer who tolerates this nuisance about his store is out of date. The custom he would lose by driving the loafers away doesn't amount to a hill of beans. It is as nothing compared with the custom he stands to gain by making his business premises respectable, eradicating the tobacco-spit trade mark from the front of his store, and protecting from gratuitous insult the passers-by, among whom he must secure the larger portion of his customers.

It is an incontrovertible fact, borne out by the police everywhere, that such hangers-on are at the bottom of a vast majority of the petty burglaries to which small towns are every now and then subject. This fact should prompt merchants of all classes to united action, especially where the merchants individually concerned is unable or hesitates to remedy the nuisance himself.

Dynamite the Porch.

The first step should be the removal, by dynamite if necessary of that time-honored porch, which, through bygone ages, has protected the genius loafer from the elements. Robbed of this shelter, under which he seems to thrive as do mushrooms in warm, damp shade, the loafer may usually be counted on to seek fresh fields and pastures new.

On a certain side street in my town are three groceries,. One is crowded with loafers at all times; the two others have never known them. Oddly enough the one where the loafers congregate, is the one with the obsolete verandah. Significant, too, is the fact that the store with the verandah—and the loafers—has always done the poorest business.

Firmness is Needed.

But the porch is not entirely to blame. Much rests with the grocer himself. There are some business men to whom these barnacles would never dream of attaching themselves. There are others to whom they almost instinctively cling.

Though it is easier to start right than it is to switch to the right path after one has been following the wrong one for years, nevertheless, business demands that the loafer be eliminated. A little firmness will usually effect the desired result. It must be consistent firmness, however. The grocer cannot afford to be violent one day, and atone for his violence by holding forth the olive branch the next.

In an extreme contingency, the intervention of the police, provided they can be awakened for the purpose, will do good. But in the instance I have mentioned, the two stores which were free from loafers were kept so without the policeman's aid. The fault lies largely where the remedy must also lie, with the grocer himself.

The Loafer Within.

Harder, perhaps, to deal with than the outside loafer, is the loafer within. I refer to the personal friend. Friendship is a good thing, doubtless; but the grocer is, first and foremost, a business man. It is his business to supply the public with certain recognized commodities, and anything which interferes with that business should be frowned upon.

So that, when your warm friend forms the habit of dropping in every day or so and talking to you by the hour, don't encourage him too much. The compliment is obvious; but it is not valuable in the upbuilding of your business.

Pleasure should never be allowed to interfere with business during business hours; just as business should never be allowed to intrude into the hours set forth for recreation or rest.

A Little Gentle Discouragement.

Hence, when your friend drops in and commences to tell you funny stories at which he laughs before he finishes them and at which you do not laugh at all, when he chats of the day's glorious fishing he has had up the creek and expatiates upon the beauties of his new gasoline launch or the cleverness of his new son and heir—if, in the midst of it all a customer comes in, seize the opportunity to politely murmur, "Excuse me!"

I know a grocer who always breaks off his personal conversations that way whenever a customer comes in. Whether his clerks are busy or disengaged, he always greets the customer personally. whenever possible he takes her order himself. This is good business. First, it has a dampening effect upon the friend's ardor to waste the grocer's time. Second, the customer appreciates the compliment. The word goes round: "I like to deal with Grocer So-and-So. No matter how busy he is, he always stops to speak to me."

A More Objectionable Type.

Occasionally the inside loafer is of a more objectionable type. Not only does

he consume your time in uninteresting conversation, but he makes your store his favorite "stamping ground." Here he meets his boon companions, when the party monopolize all the seats, and swap so-called "funny" stories. They usually smoke, they sometimes spit on the floor, then generally bear the aroma of booze upon their breath. The grocery, blessed with their presence, looks like a bar-room, just lacking the bar. While a case like this is exceptional, and rarely occurs where the proprietor himself is not of the same type, I have nevertheless known good businesses in other lines than groceries ruined by just such hangers on. It is scarcely necessary to point out that a practice of this kind must be nipped in the bud. The majority of the grocer's customers are housewives. The housewife is peculiarly sensitive on certain points; and the manner of store with which she deals is one of them. She will go further and pay more, rather than enter a store where there are two or three of these camp followers.

The grocer should never forget that business is business. The further he separates his business life from his private life the more successful he is bound to be. This is true with reference to his associates, as well as with reference to his handling of his business and private finances. From the mere point of view of money-making, it is good business to eliminate the loafer, whether inside or out. But the grocer's business is not mere money-making. He is concerned in supplying the needs of a vast army of people. Just as the commissariat department is the most important to the success of an invading army, so the grocery business is vital to the onward march of the world's work. In introducing honest goods at honest prices to an added army of workers, the grocer is doing good, not to himself alone, but likewise to them. And, in discouraging anything which stands in the way of the successful fulfilment of his mission, he is doing an integral part of his simple yet important duty.

THE REWARD OF VIRTUE.

People like to be talked to. The man who said "Silence is golden" may have been a good politician, but he was a poor salesman.

Even if your goods are gilt edged—the finest in this or any other planet—even if they ought to sell themselves, you will find it to your advantage to talk pleasantly with your public.

Your goods may possess all the four virtues, but these virtues will become apparent, more definite and concrete, if they are crystalized into expression and find expression in words.

Virtue that is not advertised has to be its own reward.—Curtis Publishing Company.

The Grocer's Man Outside

THE ADVANTAGES AND DISADVANTAGES OF ORDER TAKING

In the town or small city, the retail grocer's "man outside" is often an important functionary.

Many grocers make it a custom to send out men regularly, always once, often twice or more, each week, to call on favored customers and secure their orders. There is generally one such man attached to every leading store. He has his regular routes, and covers them usually during the mornings; in the afternoons, when business down town is brisk, he tends counter. Sometimes the head clerk is sent out; at other times the driver covers the city as part of his duties.

The "man outside" in no sense takes the place of newspaper advertising. He has little to do with the building up of new business. He does not go after it the way the wholesaler's traveler does. If enterprising, he makes the acquaintance of new residents and puts in a good word for his firm; but as for cutting into another grocer's territory, such a thing is contrary to professional etiquette and is usually frowned upon.

The Argument.

The argument, briefly, is this:

"During certain hours we have a quiet time in our store. If we have a staff equal to the exigencies of the busy hours, it is usually one or two men too large for the dull hours."

Hence, what more rational than to send out a man with a rig or on a bicycle, to make a tour of the firm's most favored customers and secure their orders. By so doing, the day's business is made to balance, and the surplus man is kept usefully employed. Furthermore, while incursions are rarely, if ever, made into a rival's territory, the regular visits of the order-taker help to keep the customer in touch with the firm, and to preserve the latter's territory intact.

The system has been in vogue for many years, and, that grocers carrying it on are satisfied with its workings is best shown by the fact that few, if any, have discontinued it.

Encourages Credit Business.

The order-taking system at the same time has one bad tendency. It discourages cash and encourages credit business. The man who solicits orders from house to house is in a certain measure asking a favor, and thereby placing himself in a false position. The public, queerly enough, argues upside-down in this regard. The argument runs thus:

"If I let you come to my house and take my order, I am doing you a favor, and you should reciprocate by not asking me to pay until I am ready. If, on the other hand, I come to your store and save you the trouble of sending for my order, you are perfectly free to insist that I pay cash."

Some of the resulting credits are pretty long. Grocers I know of have carried hundreds of dollars for such customers on their books. I know one account that probably during a period of twelve years was rarely, if ever, less than $100, and was sometimes double that amount. To be brief, the grocer sent a man to secure the order, delivered the goods, charged them at cash prices, and finally, made the purchaser a present of $100 in cash—for that is the amount which the interest on that long-standing loan would probably come to.

Must Know His Business.

To be of any use to his employer, the "man outside" must know his business. And yet, patent as this statement appears, it is not the rule by any means for him to know his business. Sometimes he doesn't have more than the faintest glimmer of knowledge.

The following is the substance of an actual conversation between a housewife and a prominent grocer's "man outside"—in this case the boy driving the delivery rig.

"How much are eggs to-day?"

"Dunno."

"Has Mr. S. any bananas in yet?"

"Dunno."

"How much is butter to-day?"

"Dunno," Then, with a sudden glimmer of intelligence, "I never bother to ask about them things."

This is the first type, the lowest strata, of "man outside." For all practical purposes, such an emissary might as well not be sent out at all. Housewives to-day are measurably educated in business methods. They have sold farm produce on the market, they have themselves clerked in stores or they worked in business offices. They want to know what they are getting, and how much they will have to pay for it. If the

order man doesn't know, the housewife doesn't buy. That's all.

No—it is not all. Chances are, the housewife buys elsewhere.

Some Just Order-takers.

Next in rank comes the "man outside" who is "just an order-taker." He knocks at the door, says "Good morning, Mrs. Smith," asks if there is anything she wants to-day, writes it all down on his little pad, answers her questions specifically, and finally, with another "Good morning, ma'am," departs.

He has held his own. He is a pretty fair cog in the business wheel. At the appointed time he bobs up in precisely the same place as ever, does his work in the same way, and departs with the same satisfied smile.

The Man With Initiative.

Right at the top of the ladder is the man with initiative. He knows groceries from start to finish. Sometimes he has been in business in a small way himself, and has transferred from the corner grocery and independence to the store on the main street and a salary, in order that he may gain experience in the wider field. After he has jotted down the order, he commences a polite cross-examination.

"But, is there anything more?" he asks insinuatingly. "We have some nice strawberries just in—the first of the season," or, "I suppose you are going to the picnic on Thursday. We have some nice cooked ham, just the thing for sandwiches." And, after the ham is jotted down, he suggests half a dozen other things for the picnic, till the order has mounted up from 45 cents to $2.75.

It all comes of knowing what the store has to offer, and prices, and everything about the goods. The man with initiative seems always to think of the right thing at the right moment, and very often he manages to accomplish that most difficult of achievements, presenting it in the right way.

To graduate from the indifference of the lowest rank to the self-satisfaction of the middle rank is less difficult than to graduate from the self-satisfaction of the middle to the hustle at the top. The low rank man is guilty of a fault; the middle rank man has formed a habit. But either can reach the top class, with its promise of greater things, if there is any vestige of man in him at all.

Each individual in partnership is responsible for the whole amount of the debts of the firm.

An endorser of a note is exempt from liability if not served with notice of its dishonor within twenty-four hours of the non-payment.

Selling Goods "At Cost"

IS IT ADVISABLE TO ADVERTISE IN THIS WAY?—WHAT THE CUSTOMER USUALLY THINKS.

The great semi-annual blunder of advertising goods "at cost" is keeping its dates as usual, as shown by an examination of newspapers from all parts of the country. Not that it is always a mistake to sell at cost, or even below cost, for there are times not a few when just that course marks the long-headed, far-sighted merchant. But to advertise that you are selling at cost is a mistake, no matter how true it may be.

In the first place, the merchant who advertises to sell at cost, and really does sell at cost, gives away his profits in a double sense; he not only loses his profits (which may be just the thing to do) but he lets his customers know his percentage of profit on the articles so sold (which certainly is not just the thing to do).

If, for instance, a customer who priced article before the price was cut, responds to the "at cost" ad and prices it again, that customer knows what your regular profit has been on that particular thing. If it happens to be a thing on which the profit is large, he will immediately conclude that your other profits are in proportion, put you down for a robber and keep away from you except when you cut prices. If, on the other hand, it happens to be an article that is sold on a very close margin, he will just as quickly put you down for a liar and keep away from you all the time.

It is perfectly safe and entirely fair to say "at cost and below," then print the old and new prices without specifying which are "at" and which "below." And, by the way, it is also well within the truth to say "below cost," if the cost marked on your goods is the price at which you were billed by your jobber or manufacturer, for your real actual cost includes freight, cartage, clerk-hire, rent, heat, light and a lot of fixed charges that most merchants do not take into account in marking costs, though they may be figured into the margin for profit.

You say a "below cost" ad will not be believed. Indeed it will. Simply say, "Here are these refrigerators—brand new, this season's goods, every one of them, and they'll be just as good next summer as they are now. But I can't afford to keep them and if you'll take one of them off my hands now, I can well afford to give up all my profit and more, too.

"Why? I'll tell you.

"I have, say, $425 in these refrigerators. If I don't get it out of them now, they will lay in my store-rooms all winter and not make a cent for me. If I can get say $400 out of them now, I can put that money into some winter goods that will turn over before the first of December with a profit of say $35, and then I'll have the ready cash to put into something else that will sell and pay a profit before the refrigerator season comes around again. In fact, I might be able, by my quick sales and small profits method, to turn that money over three times, each time with a profit before I could sell these refrigerators. That's the secret of my success—spot cash buying and no dead stock—and that's why you can now buy "This Season's Best Makes of Refrigerators Below their Actual Cost to Me."

(*Old and New Prices Here*)

That isn't necessarily a model ad of its kind, but it's a line of argument that ought to convince people and sell goods. It's absolutely frank and aboveboard; the reasoning will hold water, the general policy would be approved by most good business men, and, not the least important, it takes your customer into your confidence in a way that will make him trust you, and, more than this, your methods.—Printer's Ink.

WELL TRAINED GROCERS.

If we want pure food, honest weight and generally satisfactory service from the grocer, we must not look to laws to give them, but must expect them only when the grocer is well trained, when he is made fit, for it is through ignorance that most of the faults in the grocer's service have been allowed to develop. It would probably pay the state to provide schools of instruction for all dealers in food products, using for the purpose the funds now wasted through the foods and dairy commissions, in the running down of petty violations of the law that endanger neither health nor pocket. There are very many grocers who need no instruction in their duties, but "there are others," and there are also assistants, the coming grocers, who are finding it harder and harder to learn the things that were the common heritage of all grocers' apprentices in the brave days of old, ere package goods were known.—Merchants' Review.

Practical Grocery Advertising

THE STATEMENT OF PRICE A MOST IMPORTANT FACTOR IN AD. WRITING—
SOME ILLUSTRATIVE SPECIMENS.

In nine cases out of ten it is the price which decides the buyer. You may explain all the qualities of a certain article in the most interesting manner to a possible customer, but if you omit mention of the price, the inevitable inquiry of the customer is "Yes! But what's the price?"

It is not to be inferred, however, that because the price is usually the deciding factor in a sale that it is necessary to offer cut prices. Not by any means. The method of the most successful advertisers is to make the quality of the article justify its price.

Along this line a recent issue of "Printers' Ink" has this to say:

Play Up the Price.

"How does it happen that so many advertisers with eyes to see and brains to analyze persistently ignore one of the most compelling features of all advertising—the Price? The people, of all others, who are in best position to judge of the comparative pulling power of different kinds of advertising are the department stores. See how they play up the price. Much department store advertising is nothing more than a maze of prices. Yet how it pulls! We have heard some advertisers say: 'Advertising the price is all right for retail stores or cheap commodities but it would never do for me. I make the finest article of its kind in the market and my competitors are able to advertise much lower prices. Why, if I named my price it would scare away possible customers.'

"Don't you believe it. The price is vital. Suppose your price is higher—that is the best argument in the world that you have the best goods. If people would answer advertisements just to find out the price, then there would be some ground for this attitude. But they don't take that trouble. If the price isn't named, the natural inclination is to pass up the whole matter and go on to something more interesting.

"Another advantage of advertising the price is that it is the most direct way possible of saying: 'I want your order.' The way to get business is to ask for it. Talk, however clever, that doesn't lead right straight up to the buying thought is obstructive. There is a time and a place for "prestige advertising," but the trouble with too many campaigns is that they never get beyond the prestige point. Advertising that will "cash in" is needed to make prestige work profitable. Playing up the price never hurt any proposition that is on a sound, business-like basis."

In another place in the same issue of Printers' Ink the following illustrated comparison between a priced ad. and a non-priced ad. takes place:

An Illustrated Comparison.

"Which of these two advertisements is most likely to do the business? They appear side by side in the papers and

We've put down armfuls and armfuls of shoes—down on the bargain table.
High shoes of all sorts.
Oxfords of all sorts—including russets.
All sizes from 5½ to 11, in all widths.
$2.95.
ROGERS, PEET & COMPANY.
Three Broadway Stores.
288
842
1302
Warren st
13th st.
34th st
DRESSING THE PART
There's a lot in dressing the part, whether you sail a boat or not.
And in having a presentable crew.
Or perhaps motoring or tennis are more in your line.
The proper apparel, in any case, is to be had here and on a moment's notice.
Present prices are greatly reduced in both Clothing and Furnishings.
Hats one-third off
Browning, King & Company
Broadway at 32nd Street
Cooper Square at 5th Street
Fulton Street, Brooklyn

A Comparative Illustration of How to and How Not to Begin an Ad.

emanate from houses in the same line of business.

"One ad. travels all around the lot and then winds up by telling you that 'present prices are greatly reduced.' What does that mean? How does it interest me? What am I supposed to do about it anyhow?

"The other ad. tells about certain kinds of shoes that are on the bargain table to-day at $2.95. Here's something definite—a proposition that must either be accepted or rejected.

"Which of these two competitive advertisers is getting the most out of his space, and which is likely to be most pleased with the results of his advertising?"

A Good Specimen From Calgary.

The points brought out in the above discussion are pretty well brought out in the ad. reproduced herewith of S. G. Freeze, of Calgary, which appeared recently in the Albertan. This is a fine business-like piece of work and the ad.-writer has gotten right down to business and the talking of values and quoting prices without wasting a word. Some authorities would criticize the omission of an introduction but for the nature of the ad.—offerings for one day—this seems unnecessary. The closing line at the bottom of the prices, viz., "The above prices are for cash only and the goods are guaranteed to be first-class" could not well be better put, though a question might be aroused as to what the "guarantee" covered. This line, too, tells a good deal about the store's business methods and ought to have a mighty good impression on the housewives who read it. The ad. is well arranged and well balanced and the compositor who put it together ought to have Mr. Freeze's thanks.

Some Criticism.

Another business-like ad. is that of H. Morrow, but it lacks the good appearance and legibility of the Freeze ad., although both ads. are just about the same size. It is a fact that legibility counts a whole lot in advertising. The easier an ad. is to read the more people will read it. There is room for considerable improvement in the set-up of the Morrow ad. In the first place, no good purpose seems to have been served by setting the last two words of the headline (viz: "In Groceries") in a larger size of type than the other part of the sentence. The whole sentence would be much more catchy had the smaller size type been used. No improvement can be suggested for the next sentence. The itemized section of the ad. would be more readable and infinitely neater in appearance if set up after the style of the Freeze ad. The division into three columns makes paragraphs which have shorter lines and

more depth, thus adding immensely to its legibility.

A small ad., including a brief talk on tea, submitted by Harry Ranahan, London, is well-planned and nicely put together, but the space used was scarcely large enough to make the talk as convincing as it might have been.

DON'T ABUSE SUPERLATIVES.

Do not show peevishness or irritation with your rivals in an advertisement. For no one cares to know about an advertiser's griefs or feelings, as each person addressed has enough of his own. Ill-temper is never inviting, and one who finds it on the newspaper page will suspect its appearance at the advertiser's place of business.

Do not say that your store is the "only reliable place" in which to procure a certain line of goods. Either in a large city or a small village this statement can hardly be true, and if it were true it will seem to everyone who reads the statement incredible. Some of the most persuasive advertisements written are those which make thoroughly modest claims. Avowals that win belief, even if they are not magnificent, are vastly more effective than those which are too magnificently expressed. With the single exception of those who run shows and circuses, it is well for advertisers to be shy in the exploitation of superlatives. The public, for some reason, however, expects and tolerates a flambuoyant method for public exhibitions and would be disappointed if it were lacking when the heralds thereof arrive. It seems to be in fact a part of the show and which with the street procession, is given free.

Do not fail to consider the constituency you wish to address, but do not forget that there are some fish that can be caught in any stream. While the magazine printed for a girls' school would not be an ideal medium for a store that sells men's ready to wear clothes, it will still be true that almost everyone of its 700 or a thousand copies goes into the homes of the well to do where there are men. If a brief, inexpensive advertisement secures one pleased customer through any medium it will not have been placed in vain.

Do not conclude suddenly, if no response comes from advertising within ten days or two weeks, that there has necessarily been some blunder made which should be corrected. Lightning strikes, to be sure, soon after the flash, but there are some farm crops that it takes two years to harvest. The recoil from an advertisement, therefore, may be slow and yet sure.—Publisher and Retailer.

CHOOSING CATCH PHRASES.

The value of a good catch phrase in advertising is unquestioned, but it should be chosen with great care. To be of any value it should do more than attract attention—it should tell a story, concrete, compact and unforgetable.

One of the best examples we have ever had is the well-known phrase that helped to popularize amateur photography: "You press the button, we do the rest." Packed in this single, short sentence was the powerful suggestion that you could "take" all the pictures you desired, while the detail work of bringing out the finished product was not for you, if you wished to avoid it.

In contrast I give you an example of the folly of adopting a catch phrase just for the sake of having one. A furniture dealer in Boston, some years ago, used the expresion "when in doubt buy of ....." This is inapt, carrying as it does entirely the wrong suggestion. Our furniture friend was evidently a devotee of "Bridge," and his phrase was adapted from the well-known advice of Hoyle. It seems to me that if I had been a rival dealer I should have had something to say in my advertising to the effect, that: "There is no doubt in the minds of 10,000 pleased and satisfied customers that Andrews Furniture Co. is the best

Grocery Bargains

For Today--Wednesday

POTATOES—B. C. Potatoes; fine stock; Wednesday bargain per bushel 95c

ONIONS — Large Washington onions; regular 6 lbs for 25c; Wednesday bargain 10 lbs for 25c

CARROTS—New carrots; regular 6 lbs for 25c; Wednesday bargain, 11 lbs for....25c

BEETS—New Beets; Wednesday bargain, 11 lbs for....25c

TURNIPS—New Swede turnips; Wednesday bargain, 15 lbs for 25c

APPLES —New B. C. apples; duchess and yellow; transparent, for eating or cooking; Wednesday bargain, 6 lbs. for 25c, or per box $1.65

ROLLED OATS—The best brand Wednesday bargain per 8 lb sack 30c

JAM—The Diamond brand pure fruit jam in regular 25c bottles Wednesday bargain per bottle 15c

PINE APPLE —The Steamer brand in heavy syrup; regular 20c per tin; Wednesday bargain per tin 15c, or 7 for $1.00

BUTTER—Fine Dairy Butter; Wednesday bargain 2 lbs for 45c, or 5 lbs for $1.10

VINEGAR—Crosse and Blackwell's in large bottles; regular 30c per bottle; Wednesday bargain per bottle 25c

ORANGES—Fine sweet juicy Valencia oranges; regular 35c per dozen; Wednesday bargain per doz 25c

LEMONS—Extra fancy California lemons; regular 35c per dozen; Wednesday bargain per dozen 25c

PEACHES—Fine eating peaches; Wednesday bargain per lb 10c

CORN FLAKES AND MALTA VITA—These delicious breakfast foods; regular 12½c per package; Wednesday bargain per package 10c., or 10 for 95c

JELLY POWDERS—Wednesday bargain 6 packages for....25c

CATSUP—Tomato catsup; regular 2 tins for 25c; Wednesday bargain 3 tins for 25c

LARD—Fine quality pure Leaf lard, in 3 lb. pails; regular 60c; Wednesday bargain per pail 50c
Five lb pails; regular 90c Wednesday bargain per pail 80c

RED CABBAGE PICKLE—In regular 25c tins; Wednesday bargains per bottle 15c

FRENCH PEAS—Imported from Bordeaux, France; regular 25c per tin; Wednesday bargain 2 tins for 25c

SUGAR—B. C. Granulated sugar in 20 lb. sacks; Wednesday bargain per sack $1.15

TOMATOES—Nice ripe B. C. tomatoes in 5 lb. baskets; Wednesday bargain per basket 30c, or, per crate of four baskets $1.15

WORCESTERSHIRE SAUCE — Baird's sauce, imported from Glasgow, Scotland; extra good quality; regular 15c per bottle, Wednesday bargain, per bottle, ... 10c

CLOTHES PINS—Best wooden clothes pins; regular 5c dozen, Wednesday bargain, 4 dozen for 10c

CELERY—Nice fresh celery; Wednesday bargain 2 lbs. for 25c

BLUE—The Victoria brand; regular 10c packages; Wednesday bargain, per package 5c

TANGLEFOOT FLY PAPER—Sticky; regular 3 double sheets for 10c; Wednesday bargain 4 double sheets for 10c

SAPOLIO—This is one of the best scouring soaps; regular 15c per cake; Wednesday bargain; per cake 10c

STOVE POLISH—The Sultana brand; regular 15c per tin, Wednesday bargain, per tin 10c

The above prices are for cash only, and goods are guaranteed to be first class.

S. G. FREEZE

Phone 367 Pure Food Grocer 223a 8th Av. E

PRACTICAL ADVERTISING—A Well-written Ad. from Calgary.

place to trade." A home furnishing company in Detroit, Mich., did better, I think, when it said: "You furnish the girl, we do the rest." But this could have been improved upon and imitation avoided by saying, in the latter portion of the phrase, "we furnish the home" —that being just the thing that ought to be emphasized. You see what a difference it makes how you put it. It is like the old joke of the man who said that he "fell notwithstanding." A or three damage suits saved to pay it. Brevity is said to be the soul of wit—it is certainly the salvation of the sign writer.

"Twenty thousand dollars' worth of new furniture in every bottle" was not a bad expression to use in connection with a furniture polish.

"A square foot of real estate is worth more than a dozen castles in the air" goes well with an advertisement of house lots.

PAY-DAY BARGAINS IN GROCERIES

The following is a list of our special prices for our Cash Sale commencing on September 15th and ending September 24th, the last day of the fair.

Tomatoes, Gazelle brand, 3lb tin, regular 20c Sale price, **15c** per can, or **$3.25** per case

Peas, Gazelle brand, very finest, reg. 15c, Sale price, **10c** per can, or **$2.35** per case

Corn, Gazelle brand, reg. 15c, Sale price, **10c** per can, or **$2.35** per case

Wax Beans, reg. 15c, Sale price **10c** per can

Peaches, Gazelle brand, reg. 25c, Sale price, **20c** per can

Pears, Gazelle brand, regular 25c, Sale price, **20c** per can

Plums, best brand, regular 25c, sale price, **two for 35c**

Raspberries, Bowlby brand, regular 25c, Sale price, **20c** per can

Blueberries, regular price 20c, sale price, **two for 25c**

Condensed Milk, Reindeer brand, reg. price 20c, Sale price, **15c** per can, or 7 cans for $1.00

Condensed Cream, St. Charles, reg. price, 20c, sale price, **15c** per can, or 7 cans for $1

Celery, nice, fresh, crisp, B.C., regular 15c, sale price, **two lbs. for 25c**

Tea, Ceylon, regular 40c per lb, Sale price, **four lbs. for $1**

Pure Maple Syrup, 1 gallon, regular $1.75, Sale price, **$1.50**. Half-gallon, 75c.

Tea, finest, 50c grade, sale price, **35c**, or **three lbs. for $1**

Jam, Simcoe brand, 7 lb. pails, regular 75c, sale price, **60c** per pail

Golden West Lye, good disinfectant, regular 2 for 25c, sale price, **10c** per can

Golden West Soap, regular 25c per packet, Sale price, **5 packets for $1**

Royal Crown Soap, regular 25c per packet, Sale price, **5 packets for $1**

Sunlight Soap, regular 16 bar for $1, sale price, **20 bars for $1**. (One box toilet soap, worth 35c, with every $1 worth.

Rowat's Pickles, large, 40 oz. bottles, reg. price, 40c, sale price **30c** per bottle

St. George's Pure Jam, 5 lb. sealed tins, sale price, **55c**

B.C. Apples, 40 lb. Boxes, **$1.85**; 5 lbs. **25c**

Jelly Powder, Trophy brand, regular 10c. packets, Sale price, **4 for 25c**, or **65c per doz.**

Baking Powder, Trophy brand, regular 25c Sale price, **20c** per can

Evaporated Apricots, regular 25c, sale price, **15c** per lb.

Worcestershire Sauce, Bairds, ½ pint bottles, regular 20c, sale price, **2 for 25c**

TERMS CASH. Goods Delivered to all Parts of the City C. O. D.

H. MORROW

THIRD AVENUE **'PHONE 177**

PRACTICAL ADVERTISING—A Good Example from a Cash Grocery.

friend who tried to repeat the joke said that "he fell nevertheless."

When I was a boy railroad crossings bore a massive sign which read: "Railroad Crossing, Look Out for the Engine while the Bell Rings." But accidents were common, and finally one railroad management was wise enough to pay a man to produce something that would hit people quick and hard. This he did with the familiar sign: "Stop, Look, Listen." It is said that the writer received $6,000 for his work. It seems a large fee, but it would only take two

"It serves you right" and "There's a plate for you" are phrases that have been made the trademark of successful restaurants.

A barber in Chicago says over his door: "Take home a shave."

A lunch room in Haverhill, Mass., is called "The Life Saving Station." This may or may not be appropriate. I have seen places of that nature that I considered I saved my life by keeping out of. A catch phrase will inevitably have a facetious turn to it, but unless it does more than that, don't nail it to the masthead. A phrase that has a strained effect will never stick in anybody's memory.—Amos Woodbury Ridout, in Printers' Ink.

GET ACQUAINTED WITH COMPETITORS.

Have you paid that long-deferred visit to your competitor yet? It is time you did. Instead of listening to the tales brought by some customer that the fellow across the way is cutting prices, and following the lead without investigating, how much better it would be to go over and see for yourself that he is not as bad as painted, but that the customer is carrying stories just to get a few cents off regular price.

Probably the other dealer would be glad to come over to your store first, but he don't know just how you would take it, and he thinks you would suspect him of spying and trying to learn your secrets, how much stock you have on hand, and lots of other things that you would have no idea of accusing him of.

Go over and give your brother dealer a pleasant call. Go in the front door, and not armed through the rear. When your customers find that you are on friendly terms with the trade, they will cease trying to get price concessions; will pay their bills more promptly, and if there is one who wants to run an account in hopes of never paying it, he will hesitate to try it upon dealers who are friendly with one another.

Get acquainted with the other dealer the first opportunity you have. He'll appreciate your advances.—Eli Grocer.

USEFUL LEGAL NOTES.

A note by a minor is void.

It is a fraud to conceal a fraud.

It is illegal to compound a felony.

Ignorance of the law excuses none.

Signatures in lead pencil are good in law.

Notes bear interest only when so stated.

Principals are responsible for their agents.

A receipt for money is not legally conclusive.

An agreement without a consideration is void.

A promissory note dated on Sunday is void.

The acts of one partner binds all the others.

Contracts made on Sunday cannot be enforced.

The law compels no one to do impossibilities.

A note obtained by fraud, or from one intoxicated, is void.

If a note be lost or stolen, it does not release the maker; he must pay it.

Dispensing With Delivery

DISCUSSION AND SUGGESTION REGARDING A PROBLEM OF INTEREST TO EVERY GROCER.

A grocer in San Jose, California, is attempting to put into practice what thousands of grocers have always considered would be a good thing for the trade, but which they have decided was impossible of accomplishment, namely, the regulation of the delivery problem, so that only articles too large to handle would be delivered by the grocer.

In a circular letter which this merchant recently had published in his local paper, he says:

"The good public, as a rule, hardly realizes what a hardship and expense the delivery of groceries by grocers' wagons means to the man in business. While the free delivery of goods means much to many customers, it has its unfair points, and is not an equal privilege for all kinds of customers. For customers living in the city free delivery is a convenience more often overused than properly used. For the customers living outside of the city it is decidedly unfair; they cannot use the free delivery. This brings out one vital point: The town people should pay for delivery of goods, and the country people who handle their own goods would be ahead of this charge, which is surely due them.

"If the grocery people do not deliver goods the public would get about a 5 per cent. lower price on most goods.

"From city trade the grocer is troubled with small, in fact very small, orders, sometimes a cake of yeast to be delivered a mile; sometimes an order for 15 or 20 cents' worth of merchandise, such orders are unfair, and brings one to the point of making a minimum amount for delivery. Say orders for less than 50 cents' worth of goods will not be delivered. The amount is not large, and no larger than any housekeeper could make her order.

"Few ladies realize how much it costs to handle small orders. Some ladies don't send their order in until almost dinner or supper time, and, seemingly, they think their one order is the only order the store has to handle, as they expect it at once.

"The ordinary grocer makes four deliveries per day in well populated localities, and this immense amount of ground covered over and over again is hard on teams, wagons and men; although even this four-times-a-day delivery does not seem enough for some housewives; simply because they fail to give it the thought of getting together an order of any size, not because they don't care, but because they don't think over their wants.

"If delivery was to be charged for, and price of goods made correspondingly lower, the lady ordering four times a day would pay a minimum price of 10 cents per order, or 40 cents per day, or for a week $2.40. If she ordered only twice a week she would pay only 20 cents. This illustration is for lightweight groceries. For heavy goods, such as potatoes, grain, etc., charge would be as to weight—about 10 cents per hundred.

"Possibly if delivery was not made free it would be well to have a transfer company or an automobile service handle goods for the combined grocers.

"These deductions might not suit all grocers (that is, big and little grocers), but there is no argument that will down the facts that the free delivery of goods is a big expense, and one that is increasing; and one that is, sooner or later, going to be handled by a company organized for that purpose, where all buyers will get the same benefit, country buyers and city buyers alike, where the person carrying his own goods is allowed for this service, and all are charged a lower price for groceries than they are now paying.

"This argument may be a trifle ahead of time at the present moment, as to relation to not delivering groceries, but as to limiting the amount of purchase to say 50 cents' worth for free delivery, the time for consumers to consider such a fact is now. There is no merchant so overworked, so overtaxed, and no merchant asked to do so much free of charge as the groceryman.

"The buying public are the ones to give this article some thought, and they are the ones to lend their assistance to help the average grocer with some of these problems brought about by his aims to please the public in so many ways free of charge."

The above sounds first rate in print, and theoretically the idea is all right, but any man who has been in the grocery business long enough to understand the matter thoroughly, will admit that it will be a long time before the consuming public will accept and abide by the ideas outlined above. Co-operation amongst the merchants with the idea of centralizing and reducing the cost of that department to a minimum, is more practical and will command more careful consideration at the hands of the up-to-date retail merchant.—Trade.

CANADIAN GROCERY INTERIORS—McConnell Bros.' "Store of Quality," Moosejaw.

CRAZY WITH THE HEAT.

"Can you tell me what steam is?" asked the examiner.

"Why, sure, sir," replied Patrick confidently. "Steam is—why—er—it's wather that's gone crazy with the heat."—Everybody's Magazine.

Now is a mighty good time to get those alterations made for Winter that you talked about doing last February. Doesn't the sleigh need a new coat of paint?

More Dollars for the Grocer

BY D. DELOS BUTLER, BRANTFORD.

The following article, which gives a salesman's side of the question of soliciting orders will be read with interest by both grocers and clerks. Mr. Butler, whose photo appears herewith, is a clerk in Fred C. Harp's bright store in Brantford and has a few ideas of his own on grocers' problems. Incidentally, it might be mentioned that Mr. Butler won one of the prizes in The Grocer's last Christmas window-dressing contest.

Mr. Grocer! "Sit up and take notice." The taking of orders is more and more becoming one of the most important parts of the grocery business. How much business would you do through the week were it not for your orders?

Is there any room for improvement? That is the important question. What kind of a representative do you send to get the orders? Most grocers send the delivery boy or man. Some of these are bright, enterprising, exact and careful, yet with no knowledge of the stock or prices. Would you be content to allow the person you send for orders wait on those ladies if they come into your store or would you want a salesman, one who can sell?

If it is important to have a salesman in the store, it looks as if it were important to have a live salesman take the orders. He has not the goods to show, but if he knows his business and has the confidence of the customer, it means larger orders.

Did it ever occur to you that what profit is made on what the salesman sells over the regular order is clear gain? The same delivery, etc., does the work.

Most grocers have at least fifty places where they call for orders twice a week, a very modest number. A salesman could increase his orders, say, 25 cents on the average per order and this is not improbable figure out and see what you would gain in one year.

There is another good feature about sending a salesman. You can from time to time push off certain lines of goods that are going slowly. He also has an excellent chance to judge homes, his knowledge will be of help to you if you do a credit business. He can also be constantly on the lookout for more business, often a little prejudice may exist, a customer may become indifferent, a complaint in regard to the prices of other stores. These are little things but are important. A good salesman would be more capable of giving these their proper attention.

Mr. Grocer, was it not hard work to get customers? Now why not make them count for the very most? You must have an interest in seeing that

D. D. BUTLER,
An Energetic Brantford Grocery Clerk.

the orders are properly filled, that the salesman may keep faith with the customers and that he misrepresents nothing for the sake of making a sale. An honest statement about any article that the salesman has confidence in, will be sure to make sales, especially if he studies his work and uses enthusiasm and earnestness.

The hard feature for the salesman is that the employer never knows when the order comes in, what is the size of the order or, as is often the case, the whole order depends on the salesman.

Clerks, be aggressive. Never let well enough alone. Would you like to be a good salesman? The best salesmen are not best by chance, but by training. Salesmanship is the important part of the grocery business and everything else depends on it.

RETAIL GROCER IS A POWER.

The retailer is commencing to realize that he is a power and that as the last man between manufacturer and consumer he exerts a powerful influence.

The manufacturer creates the demand, but if the retailer is unwilling to hand out the article with good will a large portion of the manufacturer's effort is wasted.

The wise advertiser knows that the retailer is a very necessary link in the chain of distribution, and without the good will of the retailer for a product it is hard sledding to get an article to the consumer.

The consumer still has faith in the retailer, and a good word from him assists materially in marketing a product easily.

A retailer may keep in stock an article to which he is unfriendly and can curtail its sale very materially. Under the counter is a bad place for the manufacturer to have his goods stored. — Grocers' Review.

AN UNIQUE GROCERY.

A grocer in Greater New York territory has recently opened up a store on entirely new lines. He sells only one brand of each article, at only one price. For instance, Star Milk is the only brand he carries in this line. A 9d coffee, one grade of peas, one brand of tomatoes, and so on through the whole list. All goods are sold for cash, and no deliveries are made. Notwithstanding this peculiar condition, to say the least, interesting venture, the store does a business of £120 per week, with only a manager and one boy. This seems almost incredible when the average grocer considers the amount of help he has to have to carry on a business doing this amount.—The Storekeeper.

The children who come into the store should receive just as careful attention as their parents. A good impression made on them is sure to be reported and will have a mighty beneficial effect.

Keep the sidewalks and crossings adjacent to your store clean and as far as possible dry. A clean and tidy crossing will alone often attract a good customer.

Effective Grocery Window Dressing

EXAMPLES OF ATTRACTIVE WINDOW DISPLAYS—SUGGESTIONS FOR OUT-OF-THE-ORDINARY WINDOWS.

Though it is only October, ideas of Christmas are already beginning to percolate through peoples' heads, and many are already buying their holiday gifts. It is always good business to plan ahead and if the Christmas window display can be planned beforehand, and other matters similarly arranged, a good deal of the rush of the busiest season may be eliminated. With a view to helping in this good work, a couple of Christmas window displays are presented in this issue. They are both practical, easily made up from goods that can be sold and are consequently inexpensive. Both windows shown, indeed, were sent in for The Grocer's window dressing contest last December. They are both applicable, as well, for use during the winter months, not necessarily only for Christmas.

WINDOW DRESSING—An Attractive Christmas Window from Pembroke.

A Window From Pembroke.

Engraving No. 1 is a reproduction of a display sent in by H. Jones, of Pembroke. With the photo he forwarded the following description of the window :

"On the floor from left to right was a tray of table raisins, fancy boxes of chocolates, Christmas pudding, glass bowl of candies, large bowl of pears, glass stand of fruit, three tins apples, cranberries, oranges, Christmas crackers, packages of muscatel raisins, centre bowl of dates, packages in pyramids of currants, seeded raisins, figs, Christmas crackers, bowl of russet apples, three tier glass stand of apples, peccan nuts, grapes, bowl of chocolate, pudding in can, bottles of figs, tray of shelled walnuts, fancy boxes of candy. The middle of window rising from floor shows a box of prunes, with pyramids of preserved fruits, pyramids of tins of toffee, pyramids of fruits, topped by glass bowl of grape fruit, tray of almonds. The back of window to the left, drums of Chinese figs, canned fruit with pineapple on top, umbrella boxes of figs, with pyramid of Chinese figs,; right side same as left. Suspended from the ceiling were chains of fancy paper with Japanese lantern and large crimson bells and seasonable mottoes, fancy fans and evergreen, which owing to heavy reflection do not show in photo. The floor of window was covered with ruby paper which made a good background for the fruit and candies.

Engraving No. 2 shows a window dressed by J. C. Ecklin for J. Blood, 419 Yonge Street, Toronto. A companion window to this, dressed by the same clerk, carried off first prize in last year's contest. This is a comparatively simple window and yet is attractive and striking. The window pretty nearly tells the story of how it was dressed itself. The floor, as may be seen, is covered with nuts of several kinds, figs, raisins and boxes of Christmas confectionery and fruits. Boxes of confectionery are also hung by strings from the top of the window. Against a background built in the rear of the window is built a wall of oranges, a striking feature, aad this is topped oft and trimmed at the sides with holly. A border of green stuff around the front of the window also helps in giving a holiday touch. The window could have been made a great deal more effective by the addition of a few price tickets.

A Unique Window From Walkerton.

Engraving No. 3 shows a unique window which is particularly seasonable at this time of the year, and is certainly something different from any idea we have heretofore seen presented, The window was dressed by Geo. Alardyce,

clerk for Whitehead & Huether, Walkerton, who forwarded the following description with the photo :

WINDOW DRESSING—A Pleasing Window Dressed by a Toronto Clerk.

"The window includes a table set in the usual manner, with a good rug on the floor, with a small table in one corner of the window,- upon which is placed a few tins salmon, herring, corn syrup and jars of honey. Suspended from the ceiling by invisible wires are the following dishes : Vegetable dish, porridge bowl, butter dish, egg dish and milk pitcher, with neatly printed card attached to each, and a pair large goose wings firmly wired to each, showing them to have taken wings and gone beyond the consumer's reach. Pinned to the table cloth next the window are cards, which may be seen in the photo."

HANDLING FRUIT WINDOWS.

"One must be everlastingly 'on the job' if he wishes to prevent a fruit window looking ragged half the time," said a well-known window trimmer to the writer this week. He was about to close the store on a Saturday night. The window was bare in anticipation of early receipts the following Monday morning, except for bunches of bananas which hung in the usual fashion upon hooks suspended from the ceiling. Only a half-dozen or so of the fruit remained unsold on one of the stalks. The speaker removed the stalk from the hook and laid the remnant aside to be disposed of as 'seconds.'

"That is one of the first things I learned from my preceptor in this line," he went on. "Every night before closing I look over the banana display and leave on view only the full, good-looking bunches. Fag ends of a bunch do not attract trade. It is the same with any line of fruits. People do not care for the last orange of a lot, nor the last peach in a basket. When one sells from the stock on display, it is a good plan to keep the lot on sale filled up as long as stock and time permit. Buyers like to see their orders filled from an abundant lot of fresh-looking goods. When the stock in the window runs low, it is a good plan to take the remnant out, place in a basket or other container and offer it by itself. Fruit on display should never be allowed to take on the lonely old maid appearance. Same with vegetables."

The same authority discriminates between the use of different sorts of containers in displaying green goods. Small fruits in pony baskets and small boxes, he suggests, are best shown in those receptacles rather than in bulk, while the use of large bushel and half-bushel baskets and boxes gives the display a "woody" appearance, which detracts from the attractive appearance of the goods. Displays of fresh "ready-to-eat" goods are necessarily prepared quickly and have short shift of service, but we'd rather dispense with the baskets entirely when possible. If time permits, the effectiveness of the display would be enhanced by showing the goods in glass or china dishes, or even on big platters. Window experts are invited to try the effect of the two sorts of display. We'll wager that a composite group of fruit displayed on a fruit dish or platter will look so much better than the same line in a basket that customers will wish to buy dish and all—and dishes are profitable merchandise.

WINDOW DRESSING—An Out-of-the-Ordinary Display from Walkerton.

Some Novelty Windows

HOW THEY ARE MADE AND WHAT THEY HAVE DONE.

With a view to helping grocers to get away from the ordinary, in most cases a very desirable feature, in their window dressings, there are offered herewith a few suggestions of window displays which are sure to attract a good deal of attention, and at the same time are calculated to be helpful in making sales, which is, after all, the real thing to get at in window dressing.

NOVEL WINDOW DISPLAYS—Suggestion for a Kitchen Window.

A Kitchen Window.

The first display, numbered 1, is of a nature that will attract every housewife and child, and a good many of the men, too, who pass the store, and will set them talking about it at home. The sketch and suggestion appeared originally in the Grocery World. The only difficulty met in building this window will be in providing the wall to carry the shelving in the rear of the window. Some stores already have this in place, and in that case it only needs covering to represent the wall. Where this does not exist, a light framework covered with thick millboard can easily be arranged to fit the rear of the window. This covered framework should be preserved intact as it can be used over and over again for other windows.

It is surprising what a good kitchen display can be made with grocery goods. The stove, sink, table and all are made of cartons and cans. It's a hot stove, too. Inside the stove is an electric light with red tissue paper bunched up for it to shine through. Don't wrap the tissue paper around the lamp, though, and take a chance of fire. The tissue paper can be arranged around the light so that it will not touch the bulb at all.

The shelving is carefully covered with shelf paper of a delicate tone to harmonize well with the colors of cartons in the display. The goods are nicely arranged on the shelving to suggest a pantry. The sink is covered with cartons and some plates are placed on it.

The kitchen stove is a work of art. The stove pipe may be the real article, or cartons may be used, except for the elbow, where a genuine stove pipe elbow will answer best. A tea-kettle, a frying pan and other receptacles are setting on the stove. In the oven, which is open to view, a cake is baking.

Don't forget to have a broom somewhere in sight. Every good kitchen is well guarded against dirt. Then there is a chair and a table. On the table is a beautifully snow white cloth. A few articles and products, such as cartons, cans and bottle, are placed on the table.

A Window That Sold Butter.

The Grocery World tells of a window display which, with some activity and new methods, is said to have increased the butter sales of one store 500 per cent. How the result was accomplished, together with a description of the window that did the work, is given herewith. The story is told by the originator as follows :

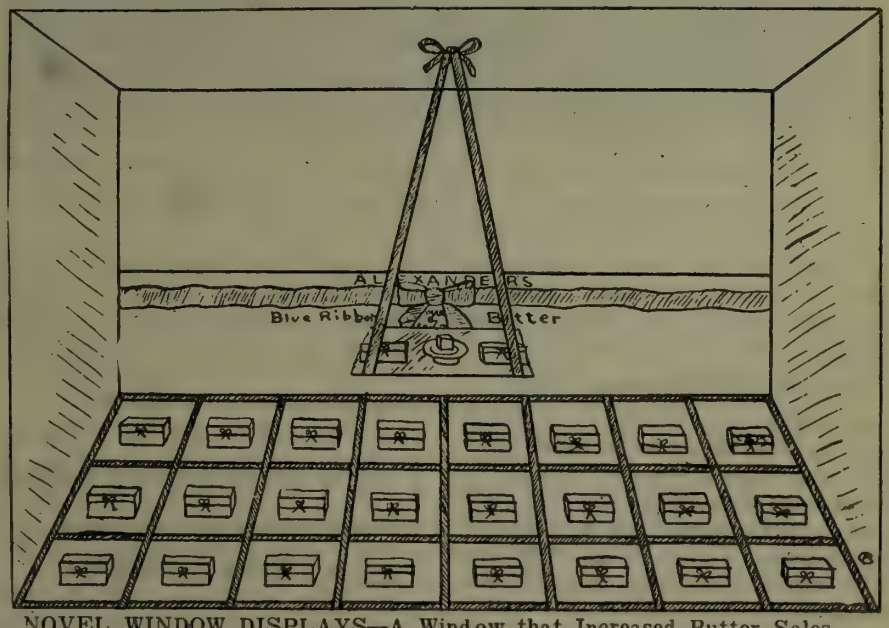
"First we found a good creamery butter that could be depended upon. Next we contracted with the creamery company by the year, we furnishing the wrappers. The wrappers have a blue ribbon printed across one end with our name and the creamery's name. They do not cost much when buying in large quantities.

"We handle several grades of butter, each with a different colored ribbon on the wrapper. But we only push the sale of 'Blue Ribbon.' We next had souvenir postals printed and sent out to all of our customers.

"Before using this scheme we were selling about 50 pounds of butter a week, while now we average over 300 pounds a week.

"Here is a description of one of several window displays we used :

"The floor was covered with white



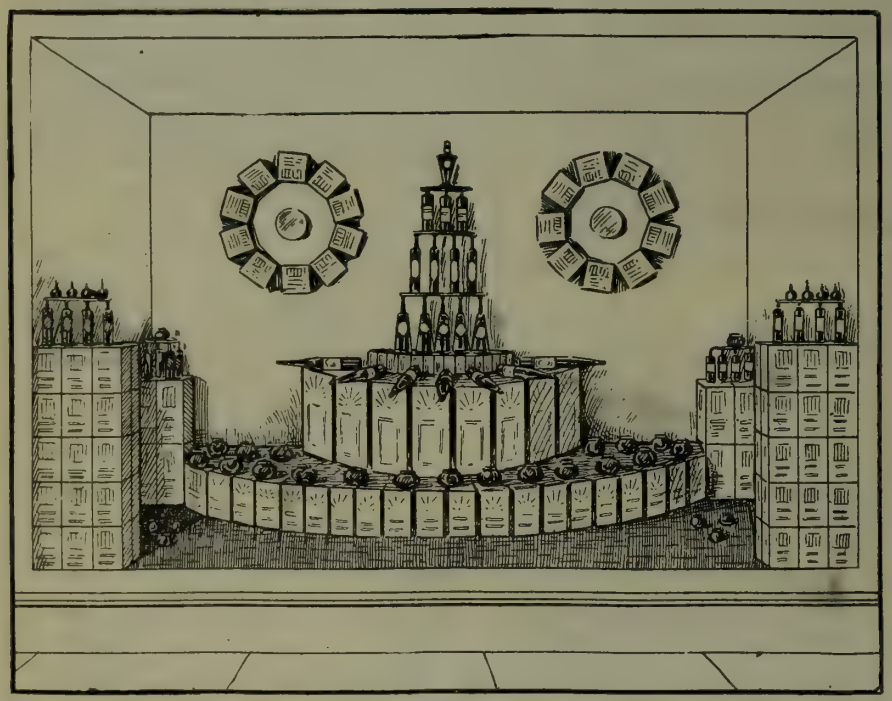
NOVEL WINDOW DISPLAYS—A Window that Increased Butter Sales.

paper; on this were laid out squares (12 inches wide) with 1-inch strips of blue crepe tissue paper. Within each square was placed a pound of butter.

"We did not use butter, but used blocks of wood cut from a yellow pine scantling the width and depth of a pound of butter. When these were wrapped with butter paper you could not tell them from butter.

"For a background we used 30-inch paper tacked on a frame the length of the window. On this was made an imitation of the label on the butter. The letters were, of course, painted on, but the ribbon was made of blue crepe tissue paper, glued on in spots.

"In the centre of the window was a 5x30-inch glass shelf suspended from the ceiling by stovepipe wire. In front of these wires were stretched tissue ribbons. On this shelf were placed a few pounds of butter (imitation) and in the centre was a silver butter dish on which was a half-pound of real butter."



NOVEL WINDOW DISPLAYS—An Effective Carton and Bottle Design.

AWindow of Cartons and Bottles.

The window illustrated in engraving No. 3 is of rather a more conservative type than either of the other two, but presents the features of being very quickly and easily arranged and at practically no expense. It is a design which may be utilized at some time when the window dresser is too busy to bother with a more troublesome arrangement. Little description is needed, as the window tells its own story. Bottles and cartons are used, the pyramid of bottles in the rear being supported by sections or triangles of plate glass. The cartons on the rear are empty and are tacked to the rear of the window. If the window is not closed in these, of course, may be omitted. The display can readily be adapted to any sized window.

A DISPLAY OF GREEN GOODS.

Cover the bottom of the window with plain white paper. On the right place a basket nicely filled with grapes. Secure some sprays of grape vine with nice green leaves, or get green paper and thin wire and make your leaves, which will last longer. Turn the basket on one side, partly over the leaves. On the other side place a basket of peaches, arranged in the same way with peach leaves. In the centre back place a pile of cantaloupes. Directly in front of these place a row of home canned peaches in a semi-circle, inside this a row of small jars cantaloupes spiced, and in front of these tumblers of different jellies and preserves made from peaches and grapes. In the centre of this semi-circle place a nice peach custard. Over this place a sign :—

GOOD THINGS FROM THESE

A "WHITE" GROCERY.

A certain grocer who for a long time cherished the idea of having a white grocery, finally decided to open one. In "The White Grocery," everything is in white, including furniture, horse and delivery wagon. Everything looks good to eat on the shelves. The grocer himself says of the experiment, "I did not buy the high-priced fixtures—let the other fellow do that—but I put on the white enamel, and they look very well. I find the white doesn't cost any more than the other, and brings better results. My business has been beyond my fondest expectations." The idea of a white grocery is a good one, as it not only suggests cleanliness, but is an aid to it by exposing dirt the minute it appears.

A SALES MAKING SCHEME.

William Haskel, a Minnesota grocer, tells an interesting little scheme that he utilizes for speeding up business at frequent intervals. He arranges for a free demonstration of goods by a cracker factory and a coffee house at his store about once a month. These concerns not only serve coffee and cookies, crackers, etc., free all day to customers, but also arrange for free entertainment by paying for the use of a piano and the services of a pianist.

"We, of course, advertise the event liberally," said Mr. Haskel, "both in our local papers and by circulars or hand bills. In distributing these circulars I always take my rig and a couple of boys and go about the town with them myself and see that a circular is placed inside the door of every house."

STORE WINDOW LIGHTING.

Arrangements of lights in display windows is a feature which is not always given due study. A glaring arc light in the centre of a window space may serve to light the way of the passerby, and a cluster of incandescents will often attract attention—to the lights.

Considering the window simply as an advertising proposition, designed to sell goods, however, the lamps should be made as inconspicuous as good light service permits.

Good results can be obtained by placing shades behind the globes when incandescants are used, concealing them from the view of the public and throwing the light itself upon the goods.

Big arc lights if used at all should be so placed as to avoid their blinding the eye to the display. This can be done by hanging them high in the window space, with a shade of dark material between the lamp and street. Globes of ground glass are preferable to tone the light. Colored globes are not approved by the many dealers, who reason that they diminish the attention attracted to the goods, and who claim that a clear white light is best for display. Still there are circumstances when colored lights might be desirable either temporarily or permanently as a means of causing the store to stand out more strongly in the midst of other brilliantly lighted stores, with an individuality all its own.

System in the Grocery Store

PRACTICAL SUGGESTIONS WHICH HAVE BEEN TESTED AND HAVE PROVED THEIR WORTH—BY MAC. J. RAY.

Do you have your work planned out fairly well for a week ahead, with every clerk knowing pretty much what is expected of him? or do you go down Monday with nothing definite fixed in your mind about the week's work, except to get things into shape somehow and sell all you can?

Systemless Hard Work.

I have known men to come down to the store on Monday morning in a great hurry and fuss—must get things into good shape early—expect an awful big week. They rush into the office, hang their hat on the rack, it falls down, angrily pick it up again, nearly rip the seam in taking the coat off, open the desk with a jerk, so sudden that the ink is upset on the already untidy contents, spend ten minutes mopping it up, everything including man is inky, temper terribly upset, feel mad at everything, out into the store, irritable and cross, noisily order the already nervous clerks in the effort to make up for lost time and hustle them so that they were not fit for or capable of good work. Work may be accomplished under such conditions, but it is at a fearful price and is not systematic money-making work.

Haste Not, Rest Not—Work.

Then there is the steady, cool, planning man who goes down to a big week's toil as quiet as if it were a slack time. He walks into his office, opens his desk, which, as usual, is in perfect order, and with no apparent effort wades through his big pile of work, the daily ads., his correspondence, buying, etc., and meanwhile the whole staff have already swung into their accustomed duties. One clerk who has charge of the cellar has started with a "junior" on the lark of cleaning up. Another clerk, the window dresser, has commenced to take out Saturday's trim, while the others wait on trade, dust and generally clean up. By noon in the regular routine, the cellar has been swept and thoroughly put to rights, the window "changed," and everything dusted and the store, looking fairly respectable, after its heavy Saturday's trade.

Individual Responsibility.

In the afternoon all hands spend an hour or so on their respective shelves. Every clerk has a set of shelving for which he is personally responsible as to dressing and filling with stock. The man who is responsible for the top flat goes up and straightens up and thoroughly sweeps in all corners and under tables. A weekly cleaning of cellar and attic is absolutely necessary, in fact, it is criminal to neglect it. Old rubbish, especially if there are any greasy rags in it, is apt to start spontaneous combustion, and an ounce of prevention is worth a pound of cure. It is this very same carelessness, this tendency to let things that are not seen take care of themselves that leads to some of our worst disasters. The steamer "Slocum," in which so many hundreds of people were drowned and burned a few years ago, would never have been destroyed had her captain been a man thorough enough to have had the rubbish cleaned out of her holds. Half our fires are preventible.

CANADIAN GROCERY STORES—Interior England & Son's Store, Kamloops, B. C.

"Weighing Up" Day.

Tuesday is set apart for a general weighing up day. Of course, as we all know, things "happen" around a grocery store so that no regime could be absolutely followed out, still, it's a good idea to have some sort of a chart to steer by. The big bins are filled with sugar, flour, oatmeal, etc., weighed into convenient sizes for retailing. Certain clerks are responsible for these bins. You must know that half the staff are on busy days "salesmen," and the others "order fillers." In a word, one set take the orders and the others put them up, and in this way a great deal more business can be accomplished. The "salesmen" are responsible for the teas, coffees, spices. Everything "weighable" is put up for the busy end of the week. By Wednesday, the first day there is usually much business doing, the stock is in good shape and the force ready for all the business that can show up.

Outside Displays.

Have you ever noticed a grocer's outside display that looked as if it had been "shovelled" out and left there. No doubt it was put out nicely in the morning, but it was no one's duty to occasionally slip out and with a few minutes' work set things right.

Systematic Advertising.

Change your ad. every morning. Make it your first duty, before your mail. Most afternoon papers accept ads. up to nine o'clock—and the morning is the time to write ads., when you are fresh and optimistic, and can make your words "tingle." Just write as if you were selling a certain article, only advertise one or two things, and be brief. Set a short, snappy headline and print your name big at the bottom. 50 or 100 lines is loads for most grocers. Above all, talk of seasonable things, hit the iron when it's hot. You've simply got to change your ad. every day if you want to get the "best there is" out of advertising.

Systematic Delivery.

If there is anything annoying in the grocery business it is a slow, inefficient delivery. If you have two or more drivers, make one "boss" and make him responsible for the sorting of routes and seeing that "wanted" orders are rushed. A little responsibility will make a man

who has any of the spark of manhood respond nobly. Of course, if the drivers are going to deliver the goods quickly they must be put up at once, and that's where the order men come in. The salesman has to wait on customer after customer and has no opportunity to put up his orders. I know a man who lets his head driver hire the other drivers. He looks after his employer's goods as if they were his own.

Systematic Buying.

Most merchants prefer to do their own buying, but they would often find that they could get valuable suggestions from the head clerks, as they are more in touch with what the customers like. Your head clerk could order the biscuits from the firms you preferred and save you a lot of detail work in "sorting-up." Get a copy of every order, and make one clerk responsible to check off all goods from these copies as soon as received, as often a shipment will beat the invoice and be taken into stock without being marked.

Universal Courtesy.

Every first-class store has pretty much the same quality of goods and sells fairly reasonable, and the only big advantage you can give your customers is a little nicer treatment. Make them feel you appreciate their patronage. Make your clerks feel it is a privilege to do small favors for customers. It's the little things that count—the bright smile, the tact to say the right thing, the little thoughtfulnesses that make life a little brighter for some one else. In short, make your store a spot people will feel it is a pleasure to visit.

Try systematic store work. It will give you more time for thinking up new business schemes and being nice to people. Divide your work up. Make each and every man or boy in the place responsible for something. Make them feel you trust and depend on them for part of your business success. If they are composed of the right stuff, the kind of men it will pay you to keep, they will respond, and business will be a fresh delight each day, instead of the "weary grind" some men make it.

THE POINT OF CONTACT.

"The important thing for a clerk to find in dealing with a customer," said the old-time merchant, "is the point of contact. By that is meant the way to appeal to each individual customer to bring results; to make a sale."

This is getting down to the fine points of salesmanship. It requires skill, tact and experience.

The story is told of the young woman clerk at the ribbon counter who was dealing with a customer who didn't know exactly what she wanted. The clerk showed numerous ribbons, but the customer hesitated. Then the clerk picked up one bolt which seemed to be about what she wanted, quickly threw it into a handsome bow and held it up before the customer without saying a word.

"That looks nice," said the customer. "I guess I'll take that."

The clerk had found the point of contact. It didn't even require a single word. But it was just what the customer needed to help her make up her mind.

To illustrate the other side, where a clerk misses the mark, there is the story of the employer who had noticed that one of his clerks had "fallen down" with several customers.

"Watch me with the next customer and see how I make a sale," said the employer to the clerk.

The next customer was a lady who wanted a silk dress. The employer showed several satisfactory samples; the lady objected to the price.

"Madam," said the employer, "I will tell you, in confidence, that we can't sell any more silk at this price after this piece is gone. There has been an epidemic among the silk worms, and silk is scarce and will advance in price."

The woman bought the silk and the employer said to the clerk, who had been attentive to the performance, "Now you see how it's done."

Another lady customer entered, and the clerk, full of the new idea about the "point of contact," hastened to show her what she wanted. Suddenly the woman turned away and flounced out of the store.

"What was the matter?" asked the employer of the clerk.

"I can't imagine," replied the clerk. "I did exactly what you did. The woman wanted to buy tape, and I told her she had better buy quick, because there had been an epidemic among the tape worms and the price of tape would go up."

CULTIVATE YOUR MEMORY.

One of the prime qualifications of the successful tradesman is a good memory for names and faces. Nothing is more pleasing to customers than to have the proprietor or salesman remember them from a previous visit. This is something which every dealer or salesman should cultivate if he does not already possess the knack. Concentration of the attention through interest is the chief factor in remembering anything, so that if the interest is lacking it can be cultivated or enforced. If any difficulty is experienced a memo pad can be used for the name and a short description of the person and also the article purchased. A glance over this at the close of the day and at occasional intervals will refresh the recollections. One merchant used this as the basis of a mailing list, which he used with very good effect. This system of cultivating the memory might be less practicable in a store having a very large trade, but even then can be managed in many cases and will always prove a strong factor in attracting and holding trade.

Just recall your own experiences in this line and you will soon realize how uncomfortable it is to be greeted with the stony glance which signifies forgetfulness.

CANADIAN GROCERY STORES—Interior Manville & Co.'s Store, Prince Albert, Sask.

The Grocery of the Year 2,000

A SUGGESTIVE PEEP INTO THE FUTURE.

What will the grocery of the future be ?

A most interesting question surely, and one the discussion of which, while it cannot be altogether practicable, will perhaps suggest some ideas that may be made use of now.

Several factors will have a material influence on the development of the grocery store. To-day we are told that two at least of the sciences, chemistry and electricity, are in their infancy, and basing a judgment upon the progress of older sciences, we know that this opinion is correct. In addition to these it might be well to add bacteriology, which certainly in its marvellous advancement has eclipsed all others. Any contemplation of the future, then, must take into consideration, as a primary necessity, the part which each will play in the profession of selling foodstuffs.

More Attention to Chemistry.

Scientific investigators tell us there is no reason why man's life should not be prolonged to twice the Scriptural measure of three score and ten. This condition, though, will only arise from a more thorough knowledge of dietetics and sanitation, which, in short, is only the practice of common sense in modes of living. The reasons are obvious. To-day when a factory wishes to produce a perfect product care is taken that every machine through which the article passes is adjusted to perform its function perfectly. In this way and in no other, will the sum of these various operations result in the production of a perfect article. Likewise with our bodies, if each organ is not working properly, we cannot hope to obtain from our food the greatest benefit. To illustrate this we will consider, for instance, a meal which is hurriedly taken and not properly masticated. The active element of saliva, ptaylin, does not perform its duty on the starches, which should be changed to sugars through its agency, and the product is not ready for the action of the gastric juices of the stomach, each of which has some special action upon the mass. It will be observed that if each one of these juices is not permitted to carry out its work, complete assimilation of the food injected is rendered impossible.

The result of such practices is evident in the large army of dyspeptics, which America especially, yearly produces.

A Practical Application.

The above may seem irrelevant to this article, but its application will be indicated further. In all of the public schools of to-day, hygeine forms a part of the curriculum. The children of to-day will be the men and women of to-morrow, consequently the progressive tradesman will be the man to anticipate their requirements. In addition, some of the large manufacturers, even at the present moment, employ specialists to assist in devising more scientific methods of manufacture. In these indications we may observe the trend of development, so that if we were to take a Rip Van Winkle slumber, and suddenly be aroused in the year 2000 A.D., we would not be too much surprised in the transformation which had taken place in the corner grocery in the meantime.

The Store of 2000 A.D.

We will be struck by its wonderful window area, and on arriving close enough to make an examination we will find the whole store is constructed of concrete, having the color of brown stone (for by this time concrete will be made in all colors). The whole store will be one piece, as though it were carved from a single stone. Much to our astonishment, the doors as we approach them will open automatically, and remain ajar until we are within. The floor will be cement. If a level be laid upon it, it will be found to slant to one side. On the opposite side will be found water cocks which, by moving a lever, will regulate a stream of cold or hot water upon the floor, shelves, counters and seats will not in any way interfere with this flow of water, as each will be raised sufficiently clear of the floor. The windows, which will be floored with a cement closely resembling marble, will be fitted with the necessary arrangements to make a fine window display, but no wood will be noticed in this equipment, which will be nickel or some other metal.

The whole window will be completely shut off from the remainder of the store, and will be fitted with ammonia pipes to preserve a constant temperature, which will also collect the moisture and prevent any such trouble as frosted windows.

The most striking thing in the whole picture, perhaps, will be the standardization of fixtures and the products kept, both in size and quality. The telephone will be placed in the wall, flush with it, except the mouthpiece, which will project slightly. Beside the telephone will be found a keyboard with numbers running from 1 to 10, and by pressing any combination of these numbers the required number may be called through the agency of automatic exchanges.

Uniform Packages.

The shelves will be full, and there will be no lost space on them, as the manufacturers will make their packages according to a uniform size or the multiples of that size. For instance, we will assume the shelf is 12 inches deep, and three feet long. The packages will be six inches high, four inches wide, and two inches thick, taking for granted the shelf is six inches wide. On a shelf of this description we would be able to have three rows wide, and two rows high, consisting of nine packages in each row. Everything will be already in packages and scales, therefore, will be rendered obsolete. Foodstuffs will come very little in actual contact with human hands.

Butter, Cheese and Eggs.

Accurate cheese and butter-cutting and wrapping machines, operating under glass, will eliminate the necessity for th s. Many things which we buy now in bulk will be in a compressed form, and in this way greater exactitude in preparing food will be possible. Eggs will have disappeared from view, and instead a compound, manufactured from them, will obviate the possibility of spoiling a good dish by the introduction of a bad egg.

New Fruits and Vegetables.

Glass cases will contain displays of vegetables and fruits, and perhaps this will be the most wonderful feature of this new store. Fruits of unfamiliar size and general appearance, and vegetables, likewise, will greet the gaze. Many old favorites of little dietetic value will have disappeared and new, highly nourishing ones brought to perfection by scientific cross-breeding will be kept.

By removing the stock, which under the prevailing conditions, will not be a very great undertaking, the entire interior can be washed by a hose. Dust, dirt and microbes will find an inhospitable abode in the grocery store of the future. Ice will no longer play an important part in the internal economy of stores where perishable goods are kept. Instead, refrigerators will be arranged with ammonia tubes, as the windows before mentioned.

Will Still Be Advertising.

Advertising will have reached enormous proportions, and will be under Government supervision. False statements

with regard to the merits of goods will be rigorously followed up, and if a Government test fails to discover the features as set forth in the advertising certain adequate penalties will be imposed.

Improved Transportation and Its Miracles.

To all business men the matter of transportation is always an interesting one and one hundred years hence the products of far-off countries will be available in very brief periods. For instance, if a grocer wishes to order a few cases of French peas from a French house, these will be sent immediately by air vessels, which will make the trip from land to land in eighteen hours. With the inauguration of this rapid service the products of foreign countries will be at the grocers' disposal on short notice.

Wireless telegraphy and telephony at small rates will make communication more easy. Mail will be sent by pneumatic tubes at the rate of a thousand miles an hour, so it will be observed, the grocer of the future will have comparatively few troubles to worry him with regard to transportation. Railroads, which will have ceased to be of use except in a small way as freight carriers, will be of the mono-rail principle, and even these slow freight trains will develop easily a speed of one hundred miles an hour. This is rendered possible by virtue of the introduction into each car of a gyroscope, which will maintain the car's equilibrium on sharp corners, and in fact anywhere.

The Future Delivery Wagon.

Noiseless electric delivery wagons will be used to deliver goods. The old-fashioned heavy and cumbersome storage battery will be displaced by machines which will carry small, light batteries. Every mile or so there will be public charging stations operated by the Government, where for a small fee power can be obtained.

The Grocer and His Clerks.

Socially, the position of the grocer will be better in the community than it is now, as the old prejudices against tradesmen will have disappeared. Grocery clerks will know elementary chemistry at least, and the values of various foods from a dietetic standpoint will be a part of their knowledge. It will not be an uncommon occurrence indeed to hear a clerk telling a customer the precise chemistry of some product which he is trying to sell. He will speak of its proteid percentage, nitrogenous value and other results of quantitative analysis.

Government Supervision.

In the present action of all enlightened Governments in making adequate laws to prevent adulteration of foods we see the forerunner of Government supervision of stores where foodstuffs are sold. Investigation which is being carried on to-day with reference to the essential part innocuous bacteria play in proper aging of certain foodstuffs will be perfected and the general operations of the body will be known to all, so we may look upon the grocer of one hundred years hence as a scientist as well as a tradesman.

DOES SOLICITING ORDERS PAY?

A Cleveland grocer, writing to the Press Bulletin of the National Retail Grocers' Association of the United States, takes up in a thoroughly practical way the question of soliciting orders, as follows :

"To abandon taking orders means saving of expense, in labor, wear and tear on horses and wagons.

"Taking orders stimulates credit business, consequently more losses, and often is the means of a great deal of unpleasantness usually found on the outside of the canvas which are really detrimental to any business.

"It really prevents some people from coming to the store, where one could show goods to better advantage and naturally sell more goods to the consumer.

"It takes one's working force away from the store, and out of sight, during the busiest time of the day, and cripples the serving force on the floor.

"It causes to a large degree 50 per cent. of the work to be done in 10 per cent. of the time, compelling the utmost speed on putting up orders, which means, very largely, careless weighing and measuring and irregular packages, which make an order unsightly, consequently detrimental to one's business, for all the little things go to make up the one big item, viz., a first-class store.

"Supposing a merchant loses 25 or 33 1-3 per cent. of his order business. This might mean 5 or 8 per cent. of his entire business, possibly more or less. This is the only possible loss by the change.

"I verily believe that loss can be made up by the increase of sales in the store, by the saving of petty accounts, and the wear and tear on horses and wagons and the help expense.

"The following is a summary of my business to-day : Cash sales, 36 per cent.; credit sales, 64 per cent.; store charges, 37 per cent.; phone charges, 15 per cent.; solicits, 12 per cent.

"If I would lose all soliciting orders I would lose 12 per cent., but I don't think that I shall lose 10 per cent. of this business, which would mean 1.2 per cent. of the soliciting business."

CANADIAN GROCERY STORES—Interior of Geo. C. MacDonald's Store, Prince Albert, Sask.

USEFUL HINTS FOR GROCERS.

Get the smile habit.

One of the best forms of advertising for a retailer is to give good service in his store.

A fooled customer is a man with a grievance and not pleasant to meet or to count on as a future buyer.

Many a man would be unable to paddle his own canoe if he couldn't borrow some other man's paddle.

Andrew Carnegie says : "To succeed put all your eggs in one basket and then keep your eye on the basket."

A smile is like salt—too much of it would spoil the meat, but just enough will put a flavor into it as nothing else can.

"Knocking" a competitor is poor policy. The merchant doesn't do it. Always speak well of everybody.

Grain Carrying via Canadian Routes

WHY AND HOW THIS BUSINESS IS INCREASING—AN IMPORTANT TRANSPORTATION PROBLEM.

During the past season the press of Canada has published reports coming from New York, Boston and Philadelphia, as well as from Canadian points, calling attention to the fact that the grain transportation business is being gradually diverted from the United States ports to Canadian routes. This fact elicits inquiry as to the reason for the change, and also points out that these conditions will continue to flourish in an increasing degree favorable to Canada. It is well known to those who are familiar with the chief characteristics of the American people, that they are, as a rule, quick to observe any advantage, both nationally and individually. The individual grain shipper of the northwestern portion of the United States was quick to perceive the advantages of the St. Lawrence route, and this has resulted in the loss to his country of the profits of this transportion trade, to say nothing of the loss to them also of a portion of Canada's trade. What should be a source of congratulation to Canadians is the fact that these conditions have arisen from natural geographical advantages, rather than from artificial reasons, and, consequently, a long look into the future seems to render them unchangeable for a long time to come.

Must Develop Our Facilities.

Let it be granted that Canada possesses superior natural facilities it now becomes necessary for her to make the most of these. It is unfortunate, but, nevertheless true, that the Canadian people have not fully awakened to this fact until lately. In consulting the statistics of expenditure on the St. Lawrence route and its tributaries it is found that $150,000,000 has been spent. With this large expenditure it is reasonable to ask whether we have been getting the amount of trade proportionate to the outlay.

The Canadian West has developed so rapidly that it has been impossible to cope with the increase in the volume of trade. This fact leads to a consideration of the condition of the canals lying between Montreal and the ports of the Great Lakes. The Welland Canal has a depth of only 14 feet, as also the Prescott canals. This means that vessels coming from the Upper Lakes with more than 75,000 tons are obliged to unload at Buffalo and from there the grain finds its way to New York, Boston, Baltimore, Portland and Philadelphia. At the present moment there are ships plying the Upper Lakes of from 275,000 to 300,000 bush. capacity, consequently these boats cannot go through the canals and proceed to Montreal without discharging a large proportion of their cargo and to do this would not be profitable. Instead the boats unload at Buffalo, and then return to Duluth, Fort William and Chicago for fresh cargoes. It would seem, therefore, that the thing of vital importance now, is the deepening of the Welland and Prescott canals, and in this way eliminating Buffalo as a discharging point. Such would be the result to a certain extent and there is no doubt but that Montreal would benefit largely by such improvements. A proportion of traffic would still go by Buffalo, however, which would then be used as an overflow point at the height of the season.

The Georgian Bay Canal Scheme.

There is another plan now seriously being considered by the Government which would result more completely in the elimination of the American ports from Canadian grain transportation trade, namely, the construction of the Georgian Bay Canal. If a map of Canada is consulted it will be seen that grain which goes entirely by an all-lake route is diverted a long distance from a direct path between Western lake points and Montreal. Another favorable point in the Georgian Bay plan is the fact that if this line be continued on to Liverpool, it will be found that Montreal is the nearest great port to it. This is significant, and the greatest argument in favor of the Georgian Bay route, as it means that a larger amount of American wheat and produce will find its way to the European markets through the port of Montreal.

GRAIN CARRYING—A View of the M ontreal Waterfront.

No Doubt as to Scheme's Validity.

Perhaps one who wishes to take a pessimistic view of the future would say that the prospects would not warrant this great national undertaking. The other day J. J. Hill, who bears the reputation of being one of the most astute financial men in the United States, made the statement that that country was approaching an economic revolution owing

to congestion, and that Canada would be the greatest wheat-producing country in the Western Hemisphere. There was a time in the history of the United States when all the wheat was produced in Northern New York and the territory around about, but now these old-time wheat fields are covered with cities towns and villages, and the area once devoted to the cultivation of wheat is given

GRAIN CARRYING—A Type of Grain Carrier.

up to more concentrated industry. This concentration and congestion will yearly reduce the wheat areas in that country, and Canada will largely export to the United States as well as to England. Not only has there been a wonderful development in the Western part of Canada, but now attention is being drawn to Northern Ontario and Quebec, and this means that our transportation lines, to be of the greatest service, must lie well to the north, as development continues to spread in that direction, as well as to the west.

A Comparison of Various Routes.

After a consideration of these various waterways, the question naturally arises as to what are the advantages in distances saved? This will be answered by the following tables, which show the Canadian lake and rail route as in operation at the present time, as compared with the United States routes.

Canadian Routes.

	Miles.
Fort William to Victoria Harbor or Midland (by water)	470
Victoria Harbor to Montreal by C.P.R. or Midland to Montreal by G. T. R.	360
Total	830
Duluth to Victoria Harbor or Midland (by water)	580
Victoria Harbor to Montreal by C. P. R., or Midland to Montreal by G. T. R.	360
Total	940
Chicago to Victoria Harbor or Midland (by water)	520
Victoria Harbor to Montreal by C.P.R., or Midland to Montreal by G. T. R.	360
Total	880

United States Routes.

Fort William to Buffalo (by water)	750
Buffalo to New York (by New York Central)	440
Total	1,190
Duluth to Buffalo (by water)	860
Buffalo to New York (by N.Y.C.)	440
Total	1,300
Chicago to Buffalo (by water)	775
Buffalo to New York (by N.Y.C.)	440
Total	1,215

These figures show the comparative differences in the American and Canadian lake and rail routes, which are by many hundred miles favorable to Canada. Not only are the Canadian routes shorter to Fort William and Port Arthur, but they also bring Montreal much nearer Chicago and Duluth than New York is by way of Buffalo.

Montreal Appreciates Situation.

Montreal has not been slow in realizing the increased responsibility which will be placed upon her by improved waterways between Montreal and the West. Harbor improvements have been keeping pace with the volume of trade coming through the port, and to-day she has one of the most perfect, if not the most perfect, systems for handling grain in operation in the world. This plant has cut the expense of loading ocean boats in half. From Montreal to the sea the channel has been deepened and widened, and adequately buoyed with acetylene buoys, all of which has made the river more readily navigable, both by day and night. So much has the St. Lawrence route been brought into public notice, that the White Star Line will have ships on this route next summer, and other lines are contemplating following their example. The White Star decision to do this coincides almost exactly with the completion of the harbor sheds which is opportune. On the 3rd of October last Hon. L. P. Brodeur, Minister of Marine and Fisheries, drove the last rivet in shed No. 11, signifying the completion of fourteen steel and concrete sheds on the high level wharves of the port at an expenditure of five million dollars. Thus it will be seen that from the moment Mr. Brodeur drove the last rivet—a silver one—the national port of Canada commences a new era, with facilities for handling ocean traffic which is commensurate with her importance.

Giving Credit Where Due.

It would be impossible to make this article complete without some reference to the men who have controlled the undertaking. As has been suggested, the harbor of Montreal has been the sport of politicians, but for some years this unhappy order of affairs has altered and now the affairs of the port are administered in a businesslike way and the results are highly gratifying to all loyal Canadians who take an interest in the future development of the country. The Harbor Commissioners under whose supervision these works have been carried out are Major Geo. W. Stephens, chairman; L. E. Geoffrion and C. G. Ballantyne, everyone of whom are business men of the highest merit. Further eulogy is not necessary, as the structures now to be seen along the water

GRAIN CARRYING—A Group of Canadian Grain Boats.

front will remain lasting monuments to their administrative ability, and these gentlemen will not find the Canadian people ungrateful to them for their efforts to place Canada in the position which her natural resources claim for her.

SOME INCIDENTS OF PRICE-CUTTING.

The merchant is pretty well posted on the evils of price cutting. He knows, if he has been in business very long, just where to draw the line, just how far he dares go in lowering quotations for the sake of drawing trade. He realizes that even if the principle of using "leaders" to attract customers is permissible, it is limited in its usefulness and exceedingly dangerous when overdone. Not only is it apt to lead to dissatisfaction among customers, not only does it have a tendency toward giving a store a cheap reputation, but it is inclined to arouse suspicion among other merchants and result in a price war, always disastrous to some merchant and some business, and generally to all of them.

But, while the merchant is so thoroughly grounded in the matter of price-cutting, the public has not been so generally educated, either by publications or by experience. There are those who exult when they have succeeded in stirring up two store managers to anger at each other, believing, and with some reason, that they may profit by the losses of the two. It is just the old fable of Aesop over again—the lion and the bear fight over the prey until both are too much exhausted to move, and then the sly fox comes along and picks up the dainty and bears it away to eat at his leisure.

The public rejoices over the price-cutting campaigns. It profits by them, and, on account of the fact that it has been taught to consider prices only, it feels justified in taking every advantage offered it. Let us consider how this has worked in the past.

First, a store has begun a campaign of price-cutting. It advertises flamboyantly, shouting that it sells goods cheaper than anybody else, sometimes charging that others get undue profits. It bellows and roars and screams for the sake of drawing custom. One of two things is surely taking place. Either the store will soon go under, either because it has been foolish or because it has made up its mind to defraud its creditors, or else it sells goods which are far lower in merit and true value than it pretends. No matter which may be true, the results are evil to the other merchants. If the first, because of lost trade; if the latter, because of a lowering in the standards of popular buying.

The public loses too, but it does not realize it. If a store fails to pay its creditors, the wholesalers and manufacturers must make their losses good in some way. Perhaps the public pays for that loss on the next rise in the market, but it pays sometimes and in some way. If the store seeks to foist inferior goods upon the public at a lower price, the public gets what it pays for, no doubt, but believes that it has been cheated and robbed, and comes to have a low opinion of merchants as a whole. The whole trouble lies in the fact that the public instead of being a prey to the merchant, is really playing into the hands of sharpers while seeking, too often, to get the best of the merchants.

The gist of the whole matter is in the remedy. How are we to teach the public that its true interests lie in paying a fair price, in discounting extravagant assertions of cheap stores and in seeking the betterment of true mercantile conditions. The disorganizations of the merchants injure the people. To teach them that should be the aim of every merchant.

At all opportunities, seek to educate, endeavor to teach that price maintenance is not in restraint of trade, but rather in promotion of trade, that it does not hurt the public, but that it protects the public.—Oregon Tradesman.

GRAIN CARRYING VIA CANADIAN ROUTES—A View of Fort William Harbor.

OTHER MEN'S VIEWS.

Let some other man tell you how to cut down your office work.

It seems strange, but it is, nevertheless, a fact, that very few men are able to cut down their own office work to the point where it belongs. Forms are adopted for certain purposes and others are added from time to time until the work in the ordinary office becomes complicated. This goes on from year to year, new blanks being added, new books opened, new card indexes installed, etc., but nothing eliminated. The result is an occasional increase in the office force to take care of the increase in the amount of work.

The man in charge of office affairs is usually the busiest one in the house, and he does not have time to figure out the shorter ways of doing things, so as to accomplish more with the same amount of work, and the habits having been contracted, become second nature.

The next time it is felt to be necessary to add to the office force, try this plan: Just have an office expert come in and look over the business, size up the present office system and tell him what you wish to accomplish, and let him plan an up-to-date system for you. Of course, his services cost money, and so will the new equipment he will order installed, but had better spend more that way and save it in the following year in wages of office help, for the new system will more than likely do away with all need of adding to the force for a good while to come, and will also lighten the work on those who are already overworked under old conditions. —F. A. P. in Grocery World.

"If your mother bought four baskets of grapes, the dealer's price being a quarter a basket, how much money would the purchase cost her?" asked the new teacher.

"You can never tell," answered Tommy, who sat at the head of his class. "Ma's great at bargaining!"

Grow Your Own Eggs and Vegetables

MANY GROCERS COULD SUPPLY THEIR LOCAL TRADE WITH FRESHEST STOCK AT FANCY AND PROFITABLE PRICES.

During the twenty-one years of progress The Grocer has suggested many innovations which have been adopted with much profit by its readers. Beginning five or six years ago, articles have appeared from time to time showing the money to be made in handling flowers, either by carrying them in stock as a regular department, or to be supplied on commission as demand may arise for funerals, wedding or other functions. A growing business along these lines is now being steadily done by the dealers in even some of the smaller villages. In some cases even greater progress has been made than The Grocer originally proposed, for here and there in the larger towns the retailers have, as has been recorded in these columns, actually built greenhouses and have grown their own flowers, reaping very large profits on the investment and getting a great deal of pleasure as all business men do—from seeing things grow.

Further Opportunity for the Grocer.

The marked success of this new departure suggests a further development in this field. The retail grocer should now consider the production of many of the fresh vegetables and also of eggs and chickens for his high-class trade—a trade that will pay the high prices that will yield handsome profits. Of course, the masses will absorb the less profitable canned products, but the trade in fresh vegetables will all be found business. It may have to be canvassed for by personal calls or by telephone.

There are few grocers outside the cities and towns who have not an acre or more at their back door where they can raise all the fresh eggs and vegetables that the local trade will absorb at fancy prices in the early spring and late fall. If not, there is a nearby farmer with whom a co-partnership could be arranged.

Mr. Miller, editor of the Garden Magazine, has recently given much attention to this subject in the interest of suburban residents, and to the disadvantage of the dealer. By his methods, fresh vegetables can be grown in most parts of Canada throughout October and most of November. He says:

"The regular thing to expect is a frost that will kill the tenderest vegetables during the last week of September or the first week of October, after which we are likely to get two weeks or more of sunny weather, during which even corn and beans will ripen.

Protecting From Frosts.

"There is one simple plan that will protect all vegetables from a killing frost. Cover them toward nightfall with anything that will keep out the frost—boxes, barrels, burlap, old carpets, cheesecloth, or even newspapers. There is no way to do this without work, but you need not spend one cent, and it is folly to let your garden be destroyed.

"Right now is the time to see what you have in your garden that needs protection and to ascertain whether you have enough material for covering. Don't put this off until frost threatens or you may scurry around in vain after the stores are closed. If you need a long strip of cheesecloth, get it now. And put what boxes and barrels you have in the garden now, so that they will be ready for instant use. Better have them outdoors than in the cellar until the season is over.

"The cheapest material is old newspapers, and it is astonishing what you can do with them. Few people remember that paper is an excellent non-conductor of heat and cold. You can lay papers over lettuce or any low-growing vegetables and keep them from blowing away by putting stones or dirt on the corners.

"For medium-sized vegetables, boxes and barrels are best, especially on the coldest nights, and for the tenderest vegetables, such as egg plants and peppers.

Treating a Big Garden.

"The ideal material for a big garden is cheesecloth, because you can cover or uncover long rows in less time than in any other way, and it is not heavy or unsightly, like a lot of dry goods boxes. and the best way to use it is to drive a pair of stakes at either end of the row of bush beans or other vegetables and stretch two wires the length of the row. This makes a frame to hold the cloth. It is not necessary, but if you have tender foliage and heavy covering material it is desirable.

"If you live in a climate where a succession of light frosts is expected you can protect vegetables and flowers simply by sprinkling them thoroughly at nightfall. If you have plenty of hose this method will cost you nothing and may enable you to save your cannas, dahlias, salvias and other tender flowers from two to four weeks or more after those of your neighbors have been singed or crippled. But this method will not do for a hard freeze.

"Now for the tall vegetables. You can bend two to four hills of corn and wrap the tops with burlap. Even if the stems crack a little, no damage may be done. This same method could be used on pole beans, but it is better to lift the poles gently and lay them down in rows—vines and all. Then you can cover them all quickly.

"The tender vegetables are the tomato family (tomatoes, egg plants and peppers), beans, corn, okra and the vines (pumpkins, squash, melons and sweet potatoes). These cannot stand any frost. The first four named are really perennials and will go on bearing fruit just as long as you can protect them from frost.

"The hardy vegetables are the cabbage family (cabbage, Brussels sprouts, turnips and radishes, but cauliflower is tender). beets, carrots, onions, parsnips, spinach, peas and lettuce. Celery can stand 22 degrees Fahrenheit if banked with earth and covered with boards and hay.

Lettuce in December—Tomatoes at Christmas.

"There are two special methods I want you to try this fall. The gardener I spoke of says he has lettuce until December by lifting the plants, setting them closely in a trench and covering them with straw, hay or other clean, loose litter.

"Everybody knows that you can save tomatoes and peppers by picking them green and laying them on a window sill indoors where the sun will ripen them. And it is a common practice to pick all the little green tomatoes the day before a frost and make them into pickles. But few people seem to know that you can have ripe tomatoes until Christmas by uprooting the vines and hanging them upside down in a barn or stable.

Several Summer Sowings.

"Next year I hope you will sow nearly all the important vegetables once in June, once in July and a few in August. Most people forget these summer sowings and consequently their gardens in October look like the last run of shad. There is not the slightest reason why our gardens should have big gaps in September. How few gardens have peas in the fall, or corn in late September. Yet both crops are perfectly easy to have if you will sow the former in August and the latter about the fourth of July. Moreover, by summer sowings you can fill the cold room of your cel-

lar with vegetables that will last all winter. Better make a note of this now, where it will be sure to turn up next February, when you are planning your garden and making out your seed order.

A New Idea in Cold Frames.

This fall I am going to try a new scheme. For the first time there is a commercial offering of small portable cold frames, only two feet square or thereabouts. I suspect that this is an adaptation to America of the famous 'French system,' whereby market gardeners near Paris are said to make $1,200 an acre, or six times as much as ordinarily. The Frenchmen use millions of bell jars, or hand lights. Some of them are large enough to cover a whole melon vine during March and April, or a pepper plant in October. Although the idea is an old one in Europe, is practically unknown here. Perhaps the American glass factories cannot make the bell jars cheaply enough. Anyhow, these portable cold frames strike me as being a sort of miniature greenhouse without any expense for coal, by means of which I can protect any plant I have that does not grow more than two feet high. I hope these frames will enable me to have lettuce, endive, spinach and radishes until Christmas, After that I want a continuous supply of those new species of winter-blooming crocuses. I never did have pansies, daisies and violets enough in February and March. I can have forced rhubarb in April by setting a few of these frames on the rhubarb bed in March and piling fresh manure around them.

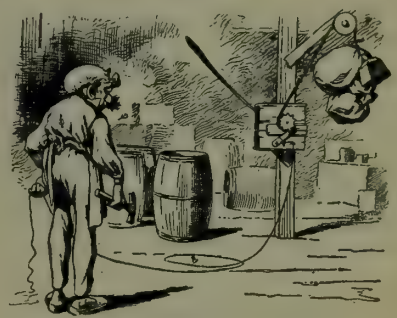
"But even if I should fail in all these special things I know these frames will enable me to gain a fortnight or even a month on vegetables and flowers in the spring by sowing the seeds in these frames in March."

ENGLISH GROCERS ADOPT FIXED PRICES.

The Bedford (Eng.) Grocers' Association, wise in their generation, have passed a resolution pledging themselves to encourage the sale of proprietary articles which yield a reasonable profit if the selling price is protected, and to discourage the sale of any article "on which a fixed minimum selling price has been put by the manufacturer unless he makes stipulations to prevent that minimum being circumvented or indirectly broken." Of course, where dividends or discounts are given the minimum prices do not work out satisfactorily, and the grocers must take measures to protect themselves so far as that point is concerned. They have the matter practically in their own hands if they will only pull together consistently. When they systematically "discourage" the sale of any particular specialty, it is not likely to make a great deal of progress. It may be kept in the background if stocked at all, and, in the event of its being asked for, it is not an impossible feat for a clever salesman to sell something else—"something better at the price," and highly recommended by the wise expert behind the counter. Many people enter a grocer's shop prepared to buy almost anything placed before them in an effective and attractive manner, especially when they have confidence in the grocer's business knowledge and capacity. Such a little turns the scale, as may be said, when the local conditions are favorable. Customers often go out with what they had no intention of buying when they went in—which is good for trade.—Commercial Bulletin.

An Old-Time Grocer's Predicament.

No. 1.—"Drat them boys, they're in my sugar barrel again."



No. 2.—"Now I'll just take the string into the front shop, and when I hears 'em at the barrel, well, ——"

No. 3.—"Granulated sugar, Mrs. Stubbs? Right in ther back store, mum. How much, mum?"

No. 4.—"But Mrs. Stubbs got tangled up in the string, and there was something doing right away.

VEGETABLE THERAPEUTICS.

Girls who eat green peas are bound to flirt; they can't help it.

Cabbage and cauliflower make persons vulgar and stupid. And the cure for a bad tempered husband is to fill him with boiled carrots.

These are a few of the laws of vegetable therapeutics as laid down in the recent Pathological Congress of Parism. The pathologists pointed out that although some vegetables are a preventive against diseases of one sort or another, there are many vegetables which produce serious illness.

After many experiments the investigators laid down broad laws of vegetable therapeutics.

Potatoes, for instance, should be eaten by judges, magistrates, editors and those engaged in similar occupations; they develop the reasoning faculties; give great mental balance and calmness.

Over indulgence, however, produce apathy, indifference, laziness. Confirmed potato eaters are likely to possess more reasoning power than warmth of heart.

Carrots will cure bad temper. They are especially good for bilious and peevish folks. The carrot-eater will become in time easy going, good natured and placidly affectionate.

Spinach is good for men of action. Those who yearn for poetic thoughts and artistic ideas should go in for string beans. Green peas, as has been said, are dangerous in the extreme. They develop frivolity. They make women capricious and reckless. Men and women who eat green peas are given to flirting.—The Canner.

"Men Who Sell Things"

The Salesman's Relation to the Credit Department—How He Can Be a Help and a Hindrance to the Firm's Credit Man—The Why and Wherefore of Carrying a Customer Along.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER XIX

Credit builds up business; truth builds up credit.

The fortune of a business house rests on the wisdom and courage of the credit man.

There are three vital branches—buying, selling, and credits.

The credit department, while last in the logical line-up, is first in real importance in the final analysis of the house's prosperity as a whole. The woods are full of salesmen—bright men who can argue and ably defend the right of the selling branch to claim paramountcy over the other two; and buyers are ever ready to fall back on the old axiom, "Goods well bought are half sold"; but in reality the credit department is the foundation stone upon which rests the prosperity of salesmen, buyers, and all.

A Railway Comparison.

These three great departments are so closely interlinked that perforce they must go forward, shoulder to shoulder, supporting one another. Like the engine, tender, and cars of a train, they must pull together. The engine hauls the train; the tender carries the coal and water with which to get up steam, and the cars bear the load. Each has its work to perform. The breaking of a coupling threatens disaster and means a standstill all around.

The object of a train of cars is to get somewhere with something. The something is its freight. A great business house is a commercial train in charge of engineer and conductor.

The Salesman An Engineer.

Somewhere in a book on salesmanship I have seen the salesman described as the engine, steam, coal, and the whole paraphernalia. Not so. The salesman is just the engineer furnishing the force. The buyer is the tender supplying the material. The credit man is the car that carries the load. The track is its trade.

The real object of the entire outfit is the load. In business the load is its credits. Credits properly made mean profits and salaries. The credit man is the conductor of the train. The best thing the salesman can do if he wants to get aboard is to keep near the cars. Credit men are the commercial conductors, and salesmen are the commercial engineers; there you have it right.

Every salesman should seek to establish a close friendly relationship with the credit man of his house. The man who thinks he can get along well enough by himself makes a great mistake, encountering many pitfalls that could easily have been avoided by advising with his credit man. In the end he must do that anyway, for no sale is final until it passes the credit department. The salesman who thinks he could get along very nicely if it were not for the "old man" at the desk would get along a great deal better if he took him entirely into his confidence and freely sought his advice concerning his trade.

Can Give Valuable Ratings.

In turn, information to the credit man from the salesman, under ordinary conditions, is peculiarly valuable. The salesman is posted as is no one else, by frequent visits, knows the buyers' strong and weak points, the general condition of trade in the towns and surrounding country, and, if shrewd, can intuitively sense the hazard of an account from actual contact with all conditions surrounding it. If a salesman reports his opinion of each risk assumed by the house on his territory, it does not take long to tell the value of his observations and whether he possesses the capacity of giving a dependable rating.

The credit man, like the salesman, must know more of a man than he knows himself.

The two classes of men resemble each other in the delicacy and the onerousness of the duty they have to perform in reading the signs of the coming stoppage of an account.

No salesman, however efficient in other respects, who saddles his firm with uncollectable or troublesome accounts, can hope to succeed in the long run. He is a source of loss instead of a medium of profit.

The First Judge of Credits.

In reality, the salesman is the first judge of credits for his house. No matter what fate may attend his choice of accounts, when they reach the credit man the first selection is entirely in his hands. If he is bent on rolling up sales at any hazard more than to the more important work of carefully picking his way and keeping the credit department posted on the changing complexion of his customers' affairs, he will find himself continually in hot water. He is the first judge of credits in every transaction. The credit man may exercise supervision, may accept or reject his orders, but he depends upon the salesman's judgment more than any other source of information, and looks to him as the man on the ground.

Exercise your discretion to the best of your ability, and where the slightest doubt exists as to a basis for credit, tell the credit man all about it. Many salesmen, like the ostrich that hides his head in the sand, point only to the bright side, in the blind hope that the other side will not be detected. One thing is certain where this is practised: if the credit man is unable to verify the negative side, accepting the salesman's report, and ship the goods, sooner or later the telltale truth will come out in the ledger. "Be sure your sin will find you out"; there is no escaping that ledger in its work of separating the sheep from the goats. Then it is that the salesman's weakness is discovered and his measure taken.

Poor Credits Betray Themselves.

The shrewdest and most experienced make mistakes, but picking good accounts means a great many things to be avoided as well as accomplished. A general warning for over-zealous salesmen, and especially for the young salesmen, may be sounded in the statement that poor credits always betray themselves to the close observer in some manner or other, and to avoid unpleasant complications the result of such observations should always accompany the order. Better still, leave the "lame ducks" for the other fellow. There is no sport to the real sportsman in taking a crack at a winged bird simply to bag the game. Go after the good accounts; there are plenty of these on every man's territory.

When an account that has once been good begins to go the other way, do all you can to preserve it by proper nursing, helpful suggestions, and accurate information to the credit department. Remember that the very exist-

ence of your house rests on the ability of its credit man to know the assets of his customers, the condition of their business, the chances of being willing and able to pay. With his experienced eye and mind he can foresee a coming crash long before the man most interested. He can see the faults of location, of stock, of character of the man. In refusing credit he often renders a service to the prospective customer, but it is seldom appreciated. Now and then a merchant is wise enough to take advantage of the candid opinion of an outsider and curtail rather than increase his liabilities. Usually he is not.

Helping the Customer.

On the other hand, the credit man, by extending credit, often puts heart into a struggling man and makes his success certain. A mark of confidence from one whose judgment is considered good is enough to strengthen a merchant's belief in himself, shaken, perhaps, by unexpected experiences.

When you are tempted to inwardly curse the credit man for "sitting on orders," try to figure out, if you can, that you have no one but yourself to blame for your disappointment. Orders "held up" in the office form two classes —those that are "N.G.," and those that require the most rigid inspection. The latter frequently receive the approval of the credit man and are "passed out" as soon as he is satisfied from all points of the compass that no real risk is involved. The delay in shipment often rests with the salesman for not having furnished a correct statement with the order. Remember, the credit man must make no mistakes. There is no department of the establishment where a blunder may prove so costly. He must not reject a good customer or approve a bad one. He must use tact in ascertaining the truth and in stating it. The future of the house rests on his wisdom and courage. A credit man can no more make mistakes without discovery than a train despatcher can. He cannot begin over again like a salesman or buyer; he must do perfect work every time. He cannot sink his personality in mechanical performance of duty; his personality is the essential part of his equipment for work.

The Credit Man's Ideal.

The science of credits is not an exact one, and not one to which the same rules are applicable at all times and for all lines of business. The endeavor of the credit man is to keep his losses as near the zero point as possible without limiting sales. There are many things he must know, to guide the ship of commerce with which he is intrusted, such as the condition of a territory as regards money when a comparatively small area may be experiencing business depression because of continued bad weather, extension of a new railroad cutting off trade, crop failure, or similar causes, while other territory in the same locality is enjoying phenomenal prosperity; he must be informed as to the cost of production, amount of stock on hand, and in fact all the operative details of his own business, to enable him to judge wisely in putting out goods. He is obliged to have access to many sources of information. What a great help it is to the credit man to know he can rely absolutely upon the trustworthiness of his salesmen!

The credit man's position is the most responsible of all in the establishment. Like a woman's work, it is never done. He is first at his desk in the morning and the last to leave at night. Don't add to his cares by being churlish in fancying you are not getting a square deal when your orders are occasionally delayed, or ruled out altogether. In his every action the best interests of the house receive his first consideration. If it were otherwise, how long could it continue to pay you your salary? Too often is criticism of the credit department indulged in, because of the salesman's desire to increase his sales at any risk.

Judging a Credit Customer.

In judging a basis for credit on short notice, when selling to a customer for the first time, the salesman is obliged to act quickly. His time with his customer is necessarily limited. He sells a bill and is on his way to the next town. The habit of observation, alertness, most of all his powers of perception are the qualities which must determine the worth of a new man. The ledger will find him out in the long run—that is not difficult; the thing is to do so on the spot by common instinct.

It is the place of the credit man, and not of the salesman, to ask direct questions, for the attempt to investigate a customer's affairs by that method is offensive, and nearly always resented. It is a barrier to sales-making. Intuition is the only safeguard with which to take the measure of the trustworthiness of a man on first approach.

It is not easy to sell goods to a hard-headed dealer who discounts all his bills. The man to look out for is the one who places his orders with a lavish hand, indicating his belief that a wholesale retirement of manufacturers and jobbers is imminent. Such a buyer leaves usually without even so much as asking your terms. The wary salesman is always suspicious of the man to whom he can sell without an effort. A reckless buyer invites failure from the start. It is only a question of how long the bank can stand the run before his creditors are notified that a smash-up is inevitable.

The Store a Good Index.

The general appearance of a merchant's store or office is a pretty sure indicator of his moral and financial standing. Any evidence of waste, lack of system, or bad management should not be overlooked. A slovenly kept store goes hand in hand with inefficient office management. Haphazard bookkeeping has ruined many a small merchant. It is the common experience of most salesmen frequently to encounter dealers who do not know the cost of things and cannot tell from year to year whether they are making a profit or a loss. Their collections are no better than their payments.

Steer clear of the man who spends money that belongs to his business. The high-liver, however prosperous he may appear, is a menace to credit.

It is a good thing for the salesman to realize that every time his house extends a line of credit to the financially low-water merchant, it is doing him a far better business turn than his local bank in loaning him a few hundred dollars.

(To be continued.)

PERSONAL NOTES.

C. Pregno, of the Museo Commerciale Italiano, Montreal, has left on a business trip to Italy.

Harold Hughes, of Fred Hughes & Co., Montreal, has returned from a shooting trip in the North.

A. H. Brittain, of A. H. Brittain & Co., Montreal, is spending a few days in Toronto on business this week.

PRESTIGE.

Prestige is defined as the influence which arises from reputation. That being the case, it naturally follows that anything which effectively spreads a firm's good reputation is a direct aid to prestige. Most travelers prefer to work for a firm which has prestige with the trade. The very weight of a name often helps a good deal. All concerns which persistently advertise in a good trade newspaper have more or less of prestige with the trade; because the fact that a firm persistently advertises is convincing evidence to the retailer of that firm's progressiveness and prominence in the trade. No use talking; live trade newspaper advertising, does tend to make the travelers' path easier to tread!

Buying Stock for a New Grocery

PRACTICAL SUGGESTIONS FOR BEGINNING THE BUSINESS.
BY WM. McCREA, GUELPH.

To a man beginning the grocery business the problem of what stock to buy, and how to distribute his capital, looms up as perhaps the most important. As a help to beginners, the following article, answering as far as possible the difficulties of the problem, has been written for us by a grocer well qualified to handle the subject.—Editor.

What stock should a man buy with a capital of say $1,500 or $2,000 is a question sometimes asked by a new grocer. How to acquire that amount is a harder problem to me. I shall work from the larger amount, as we like to have as much money as possible to do business with. Well, say $2,000 capital to invest in general groceries. My, I am glad no travelers are around to hear that. We will divide the amount up into four parts, say :

Staple groceries, 50 per cent. or	$1,000
Fixtures, including horse and rig, show cases, refrigerators and scales, 7½ p.c. or	650
Fancy goods, such as confectionery, cigars, fancy sauces, etc. 5½ p.c. or	100
Bank, including interest, etc., 12½ p.c.	250
Total	$2,000

The staples should include everything from A to Z that a first-class grocery store would stock. It depends a great deal on the time of year and also the locality what part of your stock should be the heaviest, as it varies a great deal at each season of the year, and your stock should be able to balance either way, or rather, if you prefer it, your capital should be ready to turn over just as often as possible. That is, at the end of each season you ought to have your money ready to invest again in the best sellers for the next season, as it is the constant turning over that makes the money. I do not believe in the idea of stocking for future use on small capital, and your wholesaler should carry the burden.

Advice to the Greenhorn.

Now, there is one more consideration, and it is a mighty large one to my mind. Do you know anything about the grocery business, such as what are values or the qualities of the different goods ? If you do not and you really want to invest your money, well, go right to the manager of any reliable wholesale grocery house and tell him exactly your position. If you don't depend on him or some one else's good judgment it is almost certain failure. Don't be afraid to depend on the honesty of your wholesale house, as it is to their interests to make a success out of you when they have your confidence.

Be Sure to Get the Discounts.

Do not buy in larger quantities than is really necessary to get good discounts, but be sure to buy large enough to get the regular discounts, and also be sure to have your cash ready to accept them, as it means a great saving in a year's business to be able to take the discounts. And always remember that goods well bought are half sold. Remember also that you cannot build up a successful business on groceries of inferior quality. Buy the best, as it takes the best to hold the best trade and the best is none too good for you.

WM. McCREA,

Of Guelph, the Writer of the Article on this Page, who has had Many Years of Experience in Several of Guelph's Best Groceries.

Now to give you an idea of how I would invest the amount named, we will spend it as far as we can intelligently and see what we can get for it on a fair estimate :

SUGAR, including granulated, yellow, loaf, icing, etc.	$ 100
TEAS, including one good 25c line and 40c line of each, and a good assortment of two good lines of package teas	80
COFFEE, one good 40c line and one cheap line	15
SPICES, peppers, including extracts by the gross, baking soda, cream of tartar, jelly powders, etc.	100
CANNED GOODS, including corn, peas, tomatoes, salmon and sardines	100
Raisins, currants, fruits, peels, nuts, etc.	100
Vinegar and pickles	80
Brooms, brushes, woodenware and matches	50
Oatmeal and cereals, assorted	50
CHEESE, including fancy varieties	50
MOLASSES, syrups, etc.	50
PRODUCE, including butter, potatoes, cheese, etc.	100
General assortment of biscuits	75
Sundries	50
Total	$1,000

Store Fixtures.

Horse and rig, $150 ; show case, $25 ; refrigerator, $150	325
Books, $25 ; shelving, scales, etc, $300	325
Total	$ 650

Other Incidentals.

FANCY GOODS, including cigars confectionery, etc.	100
BANK, including interest and assets, etc.	25
Grand total	$2,000

There goes our money at a good fair average. But it will not do to be hard or fast in any one particular instance. There should be a shifting from one house to another as the prices varied to where the best values were to be obtained. Always keep in mind the fact that quality should be your first consideration and not price.

ALWAYS A FAILURE.

"Do you think the fruit crop will be a failure this year ?"

"'Course it will," answered Farmer Corntossel, "If prices are high there's no fruit, and if prices are low there's plenty of it. The fruit crop is always a failure !"

BY THE BUSHEL MEASURE.

"To think," sighed the disheartened poet, "of having to write a bushel of love songs for a barrel of flour !"

"Why," said the other poet, "you are in great luck, my friend. I have two bushels of returned love songs on hand ; tell me where your groceryman is !"

BY ROYAL WARRANT TO H.M. KING EDWARD VII.

SPRATT'S PATENT LIMITED

24 & 25, FENCHURCH ST., LONDON, ENGLAND

Dog Foods | **Bird Foods** | **Chicken Foods**

Trade Price Current

FOR THE ENGLISH POSSESSIONS

DOG FOODS.

	TRADE PRICE	$ c
1. Patent Meat "Fibrine" Vegetable Dog Cakes		
In 50-lb. and 100-lb. Bags, per 100 lbs.	14/6	3.48
In 7-lb., 10-lb., 14-lb., 25-lb. or 28-lb. Cotton Bags	15/0	3.60
In 3½-lb. or 5-lb. Cotton Bags	15 6	3.72
Strong Export Cases extra.		
In 2½-lb. Bags or Cartons, per doz.	5 0	1.20
In Packets, per gross	20/0	4.80
(Packed in gross and ½-gross cases without extra charge.)		

If above 25% meat required, 1/- per cwt. extra

2. Patent "Terrier" Meat Fibrine Dog Biscuits.

FOR MEDIUM SIZED DOGS.

In 50-lb. and 100-lb. Bags, per 100 lbs.	15/0	3.60
In 7-lb., 10-lb., 14-lb., 25-lb. or 28-lb. Cotton Bags	15/6	3.72
In 3½-lb. or 5-lb. Cotton Bags	16/0	3.84
Strong Export Cases extra		
per 14-lb. Tin	3 6	.84
" *14-lb. Box*	3 4	.80
" *7-lb. Tin*	1 9	.42
" *7-lb. Box*	1 8	.40
per Case one doz. Cartons	10/0	2.40
In Tins, per doz.	9/9	2.34
In 2-lb. Packets " "	4 9	1.14

10. Plain Round Dog Cakes.

For kennels where meat is abundant, *per 100 lbs.*	11 0	2.64

14. Patent PUPPY Biscuits. FOR ALL SMALL BREEDS.

In 50-lb. and 100-lb. Bags, per 100 lbs.	15/6	3.72
In 7-lb., 10-lb., 14-lb., 25-lb. or 28-lb. Cotton Bags	16/0	3.84
In 3½-lb. or 5-lb. Cotton Bags	16/6	3.96
Strong Export Cases extra		
Tins, Boxes and Cartons:—*per 14-lb. Tin*	3 6	.84
" *14-lb. Box*	3/4	.80
" *7-lb. Tin*	1 9	.42
" *7-lb. Box*	1/8	.40
about 4-lb. Tins, per doz.	9/9	2.34
about 4½-lb. Cartons, per doz.	10/0	2.40
" *2-lb.* " " "	4/9	1.14
per case of 72 Cartons (10 Biscuits)	2/6	.60
Packets:—*per case 3 doz. packets* (10 Biscuits)	6/3	1.50
" " *6 doz.* " "	12/6	3.00

No Prices marked on Bags or Packets.

SPRATT'S PATENT LIMITED, LONDON.

	TRADE PRICE.	$ c.
6. **"Rodnim"** (*Trade Mark*) **A Hound Meal for Dogs.**		
Fine, for Puppies; **Medium; Coarse.**		
N.B.—We recommend "Rodnim" as an occasional change from our Patent Meat "Fibrine" Dog Cakes, which should be the staple diet.		
per 100 *lbs.*	14/6	3.48
In 7-lb., 10-lb., 14-lb., 25-lb. or 28-lb. Cotton Bags	15/0	3.60
In 3½-lb. or 5-lb. Cotton Bags	15/6	3.72
No extra charge for double cover bags. Export Cases extra.		
In Bags (about 5 lbs.), *per doz.*	9/3	2.22
In Bags "	4/8	1.12
3d. packets, *per gross*	27/0	6.48
Patent "Ovals" with Meat Fibrine.		
100-*lb. or* 50-*lb. Bags, per* 100 *lbs.*	18/0	4.32
7-lb. Bags, 1/- per cwt. extra.		
In 25-*lb. Cases, each*	5/0	1.20
per Case of 72 3*d. Cartons*	14/3	3.42
6*d Cartons, per doz.*	4/9	1.14
1/- *Tins* "	9/6	2.28
7-*lb. Tins, each*	1/11	.46
Patent "Midget" Meat Fibrine Biscuits.		
About 30 to the lb.		
100-*lb. or* 50-*lb. Cases, per* 100 *lbs.*	17/0	4.08
In 25-*lb. Cases, each*	4/6	1.08
per Case of 72 3*d. Cartons*	14/3	3.42
6*d. Cartons, per doz.*	4/9	1.14
1 - *Tins* "	9/6	2.28
7-*lb. Tins, each*	1/11	.46
Malt-Milk (Full percentage of Cream).		
A Perfect Substitute for Mother's Milk.		
For Brood Bitches, Invalid Dogs and Cats.		
1/- *Tins, per doz.*	9/0	2.16
2/6 " "	22/6	5.40
5/- " "	45/0	10.80
7-*lb. Tins, each*	6/6	1 56
14-*lb.* " "	13/0	3.12
28-*lb.* " "	26/0	6.24

DISCOUNTS.

Orders for **Dog** and **Poultry Foods**:
To the value of less than £10, Nett.
" " £10 to £25, 2½
" " £25 and over, 5

DOG MEDICINES AND SOAP.

EXPORT CASES FREE.

Alternative Cooling Powders, 4/-, 8/- and 20/- per dozen boxes.
Chronic Skin Disease Cure, 8/- and 20/- per dozen boxes.
Chemical Food 8/- and 16/- per dozen bottles.
Cod Liver Oil (Unrefined) for Dogs, per gallon jar, 6/-; ½-gallon jar, 3/-
Cough Pills, 4/-, 8/- and 40/- per dozen boxes.
Diarrhœa Mixture, 12/- per dozen bottles.
Disinfectant. 4/6 and 9/- per dozen tins.
Distemper Powders, 12/- and 20/- per dozen boxes.
" **Pills,** 20/- per dozen boxes.
Eczema Lotion. 12/- and 20/- per dozen bottles.
Eye Lotion, 8/- per dozen bottles.
Hair Stimulant. 8/- and 40/- per dozen bottles.
"Locurium" Oil, 4/6, 8/- and 18/- per dozen bottles.
Mange Lotion, 8/- per dozen bottles. Also in quart jar, 2/-; ½-gallon jar, 3/3; gallon jar, 6/- each.
Tonic Condition Pills, 4/-, 8/-, 20/- and 40/- per dozen boxes.
Worm Pills, 4/-, 8/- and 40/- per dozen boxes.
" **Powders,** 8/-, 20/- and 40/- per dozen boxes.

No Prices marked on Bags or Packets.

SPRATT'S PATENT LIMITED, LONDON.

DOG MEDICINES AND SOAP -*Continued.*

	TRADE PRICE.	$ c
Soap for Dogs (12½% discount only) 3/6 and 7/- per dozen tablets (packed in boxes of 6 and 3 tablets).		
Medicine Chests containing various Dog Medicines, and in addition Lancets, Seton Needle, Scissors, etc., 17/6 and 50/-		
Etc. *See Full List.* **Etc.**		
Subject to 20% Discount.		

CHICKEN and POULTRY FOODS.

82. **Patent Chicken Meal.**

Rears Chicks from the Shell. The Morning Meal.		
per 100 *lbs.*	15/9	3.60
No extra charge for 3½, 5, 7, 10, 14, 25 and 28-lb. Bags.		
Double Bags for Export, free. Cases extra.		
about 3-lb. Bags, per dozen	4/9	1.14
about 18-*oz. Packets, per gross*	27/0	6.48

83. **"Chikko"** (Trade Mark). A dry food for Chickens. The Evening Meal.

per 100 *lbs.*	14/6	3.48
No extra charge for 3½, 5, 7, 10, 14, 25 and 28-lb. Bags.		
Double Bags for Export, free. Cases extra.		
about 3-lb. Bags, per dozen	4 9	1.14
about 18-*ox. Packets, per gross*	26/0	6.24

85C. **Poultry Pellets.**

per 100 *lbs*	10 6	2.52
In 14-lb., 28-lb., 56-lb. Bags, 6d. per Cwt. extra.		
In 3½-lb and 7-lb, Bags, 9d. per Cwt. extra.		
Double Bags for Export, free. Cases extra.		

85D. **Pinhead Poultry Meal.**

per 100 *lbs.*	13/0	3.12

85. **Poultry Spice for Egg Production.**

In packets, about ¼ lb., *per gross*	8 6	2.04
" " 1 lb. "	26/0	6.24
" " 2½ lb. "	52/0	12.48
In 7-lb. bags, *per bag*	1/9	.42

DISCOUNTS.

Orders for **Dog** and **Poultry Foods** :
To the value of less than £10, Nett.
" " £10 to £25, 2½
" " £25 and over, 5

POULTRY MEDICINES.

Diarrhœa Powder, 4/- and 8/- per doz. tins.
Soap for Poultry, 1/9 per box of 6 tablets (12½% discount only.)
Feather Disease Cure (destroys Lice), 4/-, 8/- and 40/- per doz.
Gape Cure, "Blackerite" (a powder), 4/6, 9/-, 18/-, 36/- and 54/- per doz. tins.
Roup Paste, 4/- and 8/- per doz. tins.
Roup Pills 8/- per gross 1d. boxes, 4/- per ¼ gross 2d. boxes, 4/- per doz. 6d. boxes.
Tonic Condition Paste. 4/- and 8/- per doz. tins.
Tonic Condition Pills, 4/- per ¼ gross boxes,
Etc. *See Full List.* **Etc.**
Subject to 20% Discount.

CAGE BIRD REQUISITES.

Cases Free and F.O.B. London.

142. **Mixed Seeds.**

1d. Packets, about 4 ozs.	*per gross*	8/0	1.02
1½d. " " 6 ozs.	"	12/0	2.88
2d. " " 8 ozs.	"	16/0	3.84
3d. " " 12 ozs.	"	24/0	5.76
4d. " " 1 lb.	"	32/0	7.68
6d. " " 2 lbs.	"	48/0	11.52
1/- Tins " 4 lbs.	*per dozen*	8/6	2 04
3d. Bags " 12 ozs.	*per gross*	24/0	5 76
4d. " " 1 lb.	"	32/0	7.68
6d. " " 2 lbs.	"	48/0	11.52

No Prices marked on Bags or Packets.

SPRATT'S PATENT LIMITED, LONDON

144A. **Plain Canary Seed.** Best Spanish.

		TRADE PRICE.	$ c.
2d. Packets, about ½ lb.	*per gross*	17/0	4.08
4d. " " 1 lb.	"	34/0	8.16

146. **Parrot and Macaw Seed Mixture.**

2d. Packets, about 8 ozs.	*per gross*	16/0	3.84
3d. " " 12 ozs.	"	24/0	5.76
4d. " " 1 lb.	"	32/0	7.68
6d. " " 2 lbs.	"	48/0	11.52
1/- Tins " 4 lbs.	*per dozen*	8/6	2.04
2/- " " 8 lbs.	"	18/0	4.32
3d. Bags " 12 ozs.	*per gross*	24/0	5.76
4d. " " 1 lb.	"	32/0	7.68
6d. " " 2 lb.	"	48/0	11.52
2/- " " 8 lbs.	*per dozen*	18/0	4.32

149. **Canary and Cage Bird Food. (A substitute for Egg Food.)**

6d. Tins	*per gross*	48/0	11.52
3d. "	"	24/0	5.76
3d. Packets	"	24/0	5.76
1d. "	"	8/0	1.92
7-lb Bags	*each*	2/0	.48
3½-lb. Bags	"	1/0	.24

153. **Color Food (Red or Orange Plumage) for Canaries, etc.**

per dozen 2 6 *tins* (1*lb.*)		21 0	5.04
" 1 - "		8 0	1.92
" 6*d.* "		4 0	.96

156. **Avicultura Gravel (or Sand) for Cage Birds.**

1d. Bags, about 1 lb.	*per gross*	6/0	1 44
3d. " " 4 lbs.	"	18/0	4.32
6d. "	*per dozen*	4 0	.96

DISCOUNTS

Orders for **Packet Seeds** :

To the value of less than £8, Nett.
" " £8 to £16, 5%
" " £16 and over, 10

MEDICINES FOR CAGE BIRDS

"Canaradyne" (for Asthma and Wheezing), 3/6, 7/- and 17/- per card of 1 dozen bottles.
Red Mite Killer, 3/6, 7/- and 17/- per card of 1 dozen bottles.
"Pennakura" (Feather-eating Cure), 2/- per card of 1 dozen bottles.
Parrot Tonic, 4/. per dozen bottles.
"Quinella" (for Inflammation of the Stomach), 1/9, 3/6 and 7/- per card of 1 dozen bottles.

Subject to 20 Discount.

No Prices marked on Bags or Packets

Full EXPORT TRADE LIST sent on application to

SPRATT'S PATENT LIMITED

24 and 25, Fenchurch Street - LONDON, ENGLAND

Quotations may also be obtained from our Branch, 13 St. Therese Street, St. Gabriels, Montreal

Grocery News from Coast to Coast

WHAT THE TRADE IS DOING IN ALL PARTS OF CANADA

Quebec and the Maritime Provinces

Business Good in Nova Scotia—Enormous Lobster Shipment—St. John Stores Improving in Appearance—Officers of Montreal Grocers' Association.

HALIFAX.

October 13.—Business throughout the Province appears to be in a very satisfactory condition. Failures have been few, and paper, on the whole, has been well met. No very large stocks of goods are being ordered at present, but as soon as the elections are over and things assume their normal state it is expected that trade will be brisk. The fisheries have been good though the price for dry fish is low. The increased catch, however, will make up for any deficiency in this respect. The crops all over the Province have been good, especially that of fruit, and will bring in a large return to the farmer.

The local market at the present time is swamped with tomatoes, twelve-pound baskets selling for 25 cents, and they are going slow even at that. Cranberries are also very low. Some can be bought for $4.50 per barrel, but the choicest stock is selling for about six dollars.

Butter is in fairly good supply, but the price is firm. Good dairy stock can be purchased for 23 cents, while dairy is 27 to 28 cents. Eggs are a little easier, and are in fairly good supply. Sugar is firmer. New figs are now on the market, and new dried fruit will soon be along. Bananas are about done for the season, but oranges are coming on the market now in good supply. There is not much doing in the canned goods line at the present time. Smoked meats are in good demand.

The Lunenburg bank fishing season of 1908 is now about over and it will be of interest to those who are interested in the progress and prosperity of Nova Scotia to read of the unexcelled success of the Grand Bank fishery of the Gloucester of Canada.

In 1907 there were 109 vessels engaged in this industry, and the catch was 123,625 quintals. In 1908 there were 110 vessels engaged in the fishery, with a catch of 138,180 quintals. The average catch per vessel in 1907 was 1,134 quintals, and in 1908, 1,256, an increase per vessel of 132 quintals.

The Furness line steamer Shenandoah, which sailed this week from London, took away ten thousand cases of canned lobster, the largest shipment that has been made to the European markets this season. The lobster business this year has been most successful, about 115,000 cases in all being shipped through this port. The price this year has also been very good, the average per case of 48 tins being $16. This means that in the vicinity of $1,840,000 will be distributed among the fishermen, packers and shippers of the Province for their work during the season. The above only covers the shipments to the European markets, and as there is always a large number of lobsters sent to the United States and Western Canada as well as kept for home consumption, the total value of the season's catch will total fully $2,000,000.

Fall mackerel are still being taken on the western coast of Nova Scotia, and some large catches are being made. As high as twenty thousand were taken in one day at Peggy's Cove. The fish are of excellent quality; there is a ready market, and the price is good.

Over one hundred thousand barrels of apples have been shipped from Halifax so far this season. The export of fruit is very heavy, and it is expected to continue so for some time. The steamer Shenandoah, sailing this week, took 21,000 barrels, and the Furness liner Halifax City, 6,916 barrels. Both steamers are bound for Liverpool.

The apples offered for sale here are all fine stock, but the price is unusually low. Good Gravensteins, No. 1, are quoted at $2; No. 2's at $1.25 to $1.50, and No. 3's, $1 to $1.25. Golden Ball, Emperors and other early varieties are selling from $1.25 to $1.50.

At the Horticultural Show in Kentville this week there was a display of apples that could not be surpassed by any district in the world. Never before has there been such a magnificent exhibit of fruit. Five large tents were given up to apples in barrels. To give an idea of the class of fruit shown it is only necessary to state that in one barrel 15 apples (Blenheims) made the top layer, packed one row about the rim and five in the centre. The same number of Fallawaters made an equal showing, and the rest were Kings, 19 to the layer; Gravensteins, 21; Starks and Spies, 22 each, and Russets, 29. Only one barrel of the famous Cox's Orange Pippin was shown, and it won the special prize offered by J. E. DeWolf, of Halifax. The New Brunswick Cold Storage Company had an exhibit of apples grown in 1907. This fruit was in excellent condition, being quite firm and of excellent flavor.

ST. JOHN.

October 13.—In reviewing the business of the past summer, the grocers here feel well satisfied with the volume of trade. There was some little falling off for a time, but of late orders have been coming in freely and accounts have been satisfactorily met Prospects for a good winter trade are excellent.

There has been practically no change in the markets during the past week. Canned goods and other seasonable lines are coming in every day and advance orders are being filled.

On Monday night, Oct. 5, thieves broke into Robert McAvity's grocery store, Waterloo Street, and stole $15 from the till. Entrance was forced from the rear by breaking a window and reaching a latch on the inside of the door.

Burglars broke into the store of Ben Winsor, at New Mills, last Saturday morning and secured $127. The safe was blown to pieces. The break is supposed to have been the work of expert cracksmen, as nothing which could lead to identification was taken, although there were several negotiable cheques for large amounts in the drawer with the money.

F. & J. Watson, grocers, Main Street, are in financial difficulties. An informal meeting of their creditors was held on Monday, Oct. 5. The firm submitted an offer of 25 cents on the dollar and those present voted unanimously to accept it. The liabilities, which are about $4,000, are practically all local.

A Hartland correspondent writes:—The question of potatoes does not cease to be interesting, for that involves the matter of $1,000,000 for Carleton and

Victoria Counties. Buyers estimate that not quite a third of the great crop has been hauled in. The price has been going upward at the rate of five cents a barrel a day until now the price is $1.05 to $1.10. Every farmer has a cellar full for the high prices of winter that seem a certainty. Reports from Montreal say that New Brunswick potatoes rule supreme over local stock on account of their excellent quality.

More attention seems to be given lately by local retailers to their window displays than was formerly the case. For a long time the majority of the merchants did not seem to realize what a benefit can be derived from a neat and attractive display of goods. The idea of dressing a window with one or two lines only and making them appeal to the passerby with a neat price tag and making changes every day or two, is being practised with much success by a number of merchants. A window filled with two or three dozen different varieties of goods, while in some cases it is attractive, yet doesn't appeal to the hurrying throng who might be halted by a card announcing that a large lot of so-and-so was being sold at a certain price. Especially where the price of an article is small, the tag on it is an invitation that five out of ten passersby cannot resist.

Quick delivery is another matter that is receiving considerable attention. In most of the stores now, one or two boys are engaged at a small wage, to run out with orders, as many people when telephoning for goods want them in a hurry, and the dealer who waits to send them in the regular delivery is likely to find he is losing his trade.

GEORGETOWN, P.E.I.

Oct. 13.—The three exhibitions held on Prince Edward Island this fall were a grand success. The weather was perfect—not a cloud in the sky and warm, very warm for the season. Never before did such numbers of people attend our exhibitions, never before was there such numerous and splendid exhibits Every department was over-crowded. Greater and more spacious accommodations must certainly be provided next year. These exhibitions go to show that better products cannot; in their classes, be grown on the American continent.

Ernest Coffin, proprietor Coffin & Co., Charlottetown, has returned from a pleasant visit to Montreal and several United States cities. Mr. Coffin was accompanied by his sister.

Shipping is becoming quite brisk. Eggs, which declined to 17 cents, are now 17½ cents. Oats are worth 40 to 42 cents. Potatoes are down to 20 cents. Hay is $6 to $8 per ton. Butter, 20 to 22 cents.

H. Lee, representing the William Paterson & Son Co., Brantford, was in town yesterday. This is the first time a representative of this firm has visited the Island and he reports business excellent.

The local election, which it is expected will take place about the middle of November, will be a very interesting contest. A. J. Macdonald, of A. A. Macdonald & Bros., is the Conservative candidate and W. W. Jenkins, of W. W. Jenkins, Son & Co. is the Liberal candidate.

Malaga and Almeria grapes are among the new fruits offered for sale. Some Jamaica oranges are also on the market. Gravenstein apples are the principal apple to be had and they are of excellent quality and very low.

In general collections are fair. The crops have been excellent and all harvested in good condition. Business is improving and the prospects were never better.

MONTREAL.

A. T. Robson, representing the large Liverpool grain importing firm of Ross T. Smyth & Co.; spent a few days in Montreal last week. This firm have branches in India, Russia and the Argentine Republic. Mr. Robson is the firm's representative in India with headquarters at Kerachi in the Province of Scinde. India has been suffering from

J. A. DORE.
President-Elect Montreal Retail Grocers' Association.

a wheat famine and as the quantity available for export is extremely small he has come to Canada and will subsequently visit the United States in the hope of establishing a connection in these two countries for his firm. Mr. Robson has lived in India for the past ten years during which time he has been engaged in the grain business. He states that the prospects for next year's crop are very good as an abundance of rain has fallen. Speaking of methods

A. SARRAZIN.
Elected Secretary Montreal Grocers' Association.

of transportation, he said grain was carried almost exclusively by tramp steamers and as coolie labor is extremely cheap in that country grain is transferred to the steamers by coolies. Mr. Robson will go west, visiting Toronto, Winnipeg and other Western points.

At a meeting of the Board of Directors of the Lake-of-theWoods Milling Co., held October 7, Lt.-Col. F. S. Meighen was elected a director of the company to fill the vacancy left by the late Sir Robert Reid. Col. Meighen is a son of Robert Meighen, president of the company and has held the position of treasurer since its reorganization, having been a director previous to this.

J. L. Mitchell, president of the Montreal Dressed Meat Co., St. James St., has returned from a short visit to Atlantic City.

S. J. Mathewson, of Mathewson's Sons, is out of town spending a few days at Metis.

G. H. Alvin, Streetsburg, Pa., has been in town for a few days after having completed a tour of Ontario and the Canadian West. Mr. Alvin is looking over the ground with a view to establishing a canning plant somewhere in Canada. In discussing trade conditions Mr. Alvin remarked on the remarkable growth of some kitchen brands of goods. Some woman suddenly finds herself confronted with the necessity of earning her own living and remembers that she can make extra

fine preserves or jams or perhaps a certain kind of pickles and then a beginning is made. People are partial to this form of goods as there is or they imagine there is a home-made taste about the

A. LANIEL.
The New Treasurer, Montreal Grocers' Association.

goods which they do not get in the goods of the larger manufacturers. This is undoubtedly the case when these people start but with increase in business in a majority of cases they instal machinery similar to the other factories and then the home-made product begins to flow out in greater volume. Mr. Alvin thinks the United States people are ahead of the Canadian in methods of packing and the attractiveness of their packages. Regarding quality he didn't think they had any advantage of the Canadians but he said he was not very familiar with Canadian lines.

Alf. Foreman, manager of Carsleys' states that he is receiving numerous applications for space for demonstrations but owing to lack of space he was obliged to limit the number. He states that as it is, they have difficulty in showing their own goods.

The Ogilvie Flour Milling Co. and the Lake-of-the-Woods Milling Co. have both held their annual meetings and the statements have been in both cases very satisfactory. The Ogilvie Co. elected the following directors for the ensuing year: C. R. Hosmer, president; F. W. Thompson, vice-president and managing director; Sir George Drummond, Sir Montagu Allan, E. S. Clouston, H. S. Holt, Shirley Ogilvie and the following officers were appointed: W. A. Black, general manager western division; S. A. McMurtry, treasurer; T. Williamson, secretary; W. A. Gandle, assistant secretary; F. H. Anson, general superintendent; Lt.-Col. A. E. Labelle, local manager; Geo. A. Cosiett, Ft. William manager. The Geo. Creak Audit Co. were appointed auditors for the ensuing year. The reports read by the president show net profits for the year of $511,473. This is not as large as some years yet represents a very creditable year.

At the Lake-of-theWoods meeting the following directors were elected: Robert Meighen, president and managing director; Hon. Robert McKay, vice-president; G. V. Hastings, general manager; W. W. Hutchison, eastern manager; Robt. Reford, Abner Kingman, R. M. Ballantyne, Jas. W. Pyke, Frank S. Meighen. President Meighen, in addressing the directors, said the yearly net profits, $401,869.39 represented a good showing, taking into consideration the commercial depression of the year.

A meeting of the Retail Grocers' Association was held Wednesday night, Oct. 8, in their hall, St. Catherine St. After the secretary had read a favorable report of the finances of the picnic the election of officers for the ensuing year took place and resulted as follows: J. A. Dore, president; M. J. T. Boileau, 1st vice-president; A. Malo, 2nd vice-president; A. Laniel, treasurer; A. Sanazin, secretary; L. A. St. Pierre and J. T. Lussier, auditors.

Western Province Notes.

Vancouver Grocers' Pure Food Show Next Week—Bringing in Sugar From Scotland—New Grocery Warehouses at Saskatoon.

VANCOUVER.

October 10.—Following up the shipment of butter to the coast cities, dressed beef is being sent here by western Alberta. This week a carload was brought into Vancouver, while at the same time another car went on to Victoria. It was shipped from Edmonton and as it is all ready for the butchers and has been hung, it is expected that the toughness which is noticed in freshly-killed meat will be absent. The meat is scientifically prepared and is carried in cold storage. Every carcass is Government inspected and proven.

This week, too, saw the first carload of Niagara grapes arrive in Vancouver from St. Catharines, being both blues and reds. Last year they were brought through by express, but it is now possible to get them here in good shape by freight, and this will mean a considerable difference in the price. They retail at 50c per basket, and will prove a strong competitor to the California article. There are many people here who come from Ontario and know just what the Niagara grape is, so that it will not have to sell slowly before it is introduced, which is the case with an unknown article.

A sharp advance is noted in lard, pure going from 14c to 15¼c, and compound from 12½c to 14c.

A second cargo of sugar is to be brought in from Scotland by Henry Moss, of Victoria. Two or three months ago the first cargo was brought here, and the disposition of it was satisfactory enough to encourage Mr. Moss to make another venture. This will be sold the same as the first, at 5¼c, being ¼c lower than the product of the B.C. Sugar Refining Company, of this city.

Considerable export of potatoes, onions and apples is now going on. The Den of Ruthven, which left this week for New Zealand, carried 750 tons of apples, but most of these were from Oregon. It is expected that in time nearly all the Antipodean trade in apples will be done from British Columbia. This year some large shipments will be made from Vancouver and Victoria, which will include twelve cars from the Kettle river orchards, in the Boundary district, near Grand Forks. The Grand Forks' Fruit Growers' Association had orders for eighteen cars of apples for Australia, but owing to prior sales were able to ship only twelve. Three have already gone forward. Ashcroft potatoes and onions are being sent out to Fiji and Australia though not in particularly large quantities.

In regard to trade with other countries, it is expected that by next year bananas will be brought here from Mexico, instead of from the Isthmus, and pineapples as well. A great many pineapples are now imported from the Hawaiian Islands, and are of good quality, but the new line of transportation between British Columbia will facilitate trade.

W. J. Andrews, of the Golden Rule Grocery, Mount Pleasant, has returned from a month's trip to his old home in Ontario.

As a result of the efforts of C. V. Jones, of the Mason & Risch Company, a lodge of the United Commercial Travelers has been formed in Nelson, B.C. The instaling officers were, R. O. Mc-

Clintock, J.S.C., of the grand jurisdiction of Oregon, Washington and British Columbia; E. J. Richardson, P.C.; R. A. Creech, J.C.; C. V. Jones, Con., and J. R. Waldie, page. Twenty-two members were initiated at the inaugural meeting and a number of applications were received for membership. The officers of the new lodge, which is numbered 437, are: E. J. Richardson, past councillor; Hamilton Byres, senior councillor; P. W. Gordon, junior councillor; Thomas Stary, secretary-treasurer; E. Ferguson, conductor; Lee McBride, page; J. W. Holmes, junior sentinel; executive committee, F. A. Estey, Ronald Brown, Fred Ritchie and C. I. Archibald. Congratulatory messages were received from No. 304, Calgary, and No. 434, Vancouver.

On Monday next will open the pure food show, which will be conducted under the auspices of the Vancouver Retail Grocers' Association. The present indications are that it will be a big success, as considerable interest is being taken, and the displays will be comprehensive. The show will be continued all week.

A public meeting was held at Alberni last week to discuss the question of salmon fisheries. The run there is getting less, and the use of purse seines in the canal was protested against. A resolution was passed urging the Dominion Government to make provision for a hatchery at Alberni, and also to see that there are no obstructions in the Somass river that will prevent the fish from reaching spawning grounds.

SASKATOON.

October 12.—The contract for the new warehouse for the Rogers Fruit Co. has been let at the price of $11,500. Work on the site is now under way. The company expect to occupy the building very soon.

The warehouse of J. F. Cairns has undergone considerable alterations. The front of the building has been fitted up with offices, showroom and packing-room for the better handling of goods in wholesale quantities. The basement has also been altered so that a bigger stock can be put in.

Wheat continues to pour in rapidly to the elevators at Asquith. Already about 60,000 bushels have been shipped from town. H. J. Cameron has now placed his stock of goods in his new store on Main Street. The foundation for the new flour mill is complete, and a quantity of lumber and machinery on the ground.

Stewart Bros., of Elstow, have moved their store from Railway Avenue to Main Street, where they expect to do a better business. They contemplate erecting a larger store in the spring as the present building has been found to be too small for the growing requirements of the business. A new flour and feed store is in course of erection for W. S. Taylor. A feed mill is being built by Mr. Dallas on Railway Avenue. W. McLaren, of Saskatoon, has opened a restaurant in the new town.

Interesting Ontario Items

Chatham Retail Merchants at Work—London Has Some Baseball Enthusiasts—Biggest Market in Galt's History—St. Catharines' Merchants Arranging Trade Excursions.

CHATHAM.

October 13.—A big revival in the work of the Chatham Retail Merchants' Association may be looked for a little over two weeks hence. On account of counter attractions in the shape of two political meetings, the regular monthly meeting of the retailers, scheduled to take place to-night, has been called off; but it is on the express understanding that the next meeting, immediately after the conclusion of the campaign, is to be a "hummer." There will probably be quite a few important subjects up for discussion, while it is intended to secure a prominent outside speaker to address the association on some subject of interest to retailers. Difficulty has been experienced in the past in finding a meeting night on which all the active members could attend. As a remedy, it has been suggested to hold fortnightly instead of monthly meetings. The theory is that the merchants who can't turn out one night will be able to do so the other, and, though all may not be able to follow the routine business, all will be able to secure the benefits resulting from heart to heart talks with fellow tradesmen on subjects of mutual interest. Furthermore, with frequent meetings it is not only easier to interest a larger number, but easier to maintain the interest of all.

One grocer stated to-day that Saturday's business was the best he had experienced in a long time. Though all don't agree on this, it is the consensus of opinion that business has immensely improved, and that the trend will continue upward. Good crops are reported from all parts of the county.

Victoria Avenue, which vies with the west end as a home of fashionable aristocracy, has at last a grocery. Mr. Anderson, formerly of Howard Township, who for the past 18 months has been conducting Wm. Sharpe's grocery on VanAllen Avenue, is the proprietor of the new business, a dwelling house near the corner of Grand and Victoria Avenues having been remodeled into a handsome brick store. Mr. Anderson states that business has been very good. There is no competition within less than two blocks in any direction.

D. J. O'Keeffe, of the Triangle grocery, who injured himself while unloading some goods about three weeks ago, is able to be out again, after an extended siege.

H. A. Andrew has installed a Huber account system in his grocery.

The Bradley store has taken advantage of the intense interest here in the world's championship baseball series to bulletin the results in front of the store as they are received over the wire.

A prettily lighted front on Saturday nights is that of J. H. Kadwell, the Grand Avenue grocer. Mr. Kadwell uses natural gas, and the beautifully diffused light, combined with the tasty appearance of the front makes a striking effect, which has excited much comment.

Blenheim merchants have given notice that after October 15 they will shut up shop at 8 o'clock on Tuesdays and Thursdays. The growth among merchants in outside towns of what might be called "partial early closing"—closing two or three nights a week, is a striking feature of the past year.

BRACEBRIDGE.

Oct. 13.—Trade in this busy centre has been very brisk in spite of the cry of hard times. Business from the lakes and among the farmers being unusually good.

Miss Sheppard, of Toronto, Cowan's Cocoa demonstrator, had the main counter in Hutchison Bros. store during fair week.

Will Kirk, of Kirk Bros., is spending this week in the city and other places enjoying a well-earned holiday.

It is rumored that one of our merchants will soon enter the matrimonial arena. Watch for events.

Butter and eggs in this district seem very scarce. One thing that is hard to understand is why our merchants keep sending south for these goods with so many good farms around us. The chicken trade is very heavy, farmers going into it with a vim, yet we have a scarcity of eggs continually before us. Why is it?

An announcement that is pleasing to hear is that Hutchison Bros. have de-

cided to institute the cash system after December 1st. This is a move in the right direction and we trust others will follow.

Robt. Armstrong, of Armstrong & Gillespie, is on the sick list.

People in town last week sustained a heavy shock in the death of W. J. Leeder, one of our prominent grocers. Mr. Leeder, who had a bright future before him, was stricken with typhoid fever. His progress towards recovery seemed bright when a relapse carried him to the great beyond. A beautiful wreath presented by his fellow merchants, showed the high esteem in which he was held among the business men.

Our annual fall fair proved a bigger success than ever, farmers making attractive displays, that showed credit in the undertaking. One instance was in honey. A remarkable showing was made in this particular line. At a glance in the different stores one can see rich displays of the goods all marked "Muskoka Made."

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GALT.

October 13.—The Y.M.C.A. of Galt has hit upon a novel way of advertising its campaign to raise $2,200 to free the institution from debt. Every merchant advertising in the Reporter was canvassed with the request that he give his usual space in one day's issue to the association. A large number of merchants responded, among them the grocers, and on Saturday last the letters "Y.M.C.A." were prominently displayed on every page of the paper. The firm's signature was attached to every advertisement, but other than that there was nothing in the ads beyond the Y.M.C.A. announcements. That the scheme was successful is evident from the large sum realized by this unique method of setting forth the needs of a worthy institution.

Saturday last saw the biggest market in the history of Galt. For some time the attendance has been on the increase, but it was not until Saturday that all previous records were broken. The market building was not large enough to accommodate the butter, eggs, and poultry, while the outside display was an eye-opener. The success of the market is due, so says the Market Clerk, to one fact alone, and that is that the housewives of Galt are on hand every Saturday morning, and that the farmers have no difficulty in disposing of their produce. Eggs and butter have both advanced in price within the past month. The former has jumped from 20 to 27 cents, and the latter from 22 to 27 cents per pound. Shortage in supply is held responsible for the advance in eggs, while the failure of the pasturage is held responsible for the butter increase.

The announcement that Galt has decided to enter into the Good Roads system, was received with pleasure by Galt merchants. By this system the Government bears one-third the expense of macadamizing roads leading from the county into the town. St. Andrew's Road, a thoroughfare much traveled by North Dumfries farmers, will be macadamized at once, as this road becomes impassable in bad weather and prevented a large number of farmers from coming to town, its improvement will be a direct benefit to the grocers.

It is a common thing in Galt to see a groceryman dodging into a stationer's, or vice versa, and the reason for this performance is not hard to find. The merchants are on opposite sides of the political fence, and when the grocer thinks of a particular telling fact against his neighbor's party, he immediately visits the stationer and confronts him with the argument, and to reply necessitates a return visit. The outcome of the election is eagerly awaited by Main Street merchants, as the man on the winning side is expected to give a speech from the third-storey of his establishment. As a grocer correspondent states that a business man's politics may interfere with his business, the names of the political spellbinders are withheld.

Business in Galt has been exceptionally good during the past week, with every prospect of a record in the grocery business for the month of October.

"The sale of brown sugar," said a local grocer to your correspondent, "will, I fear, soon be a thing of the past. For a long time a number of people stuck by the old-time favorite, but gradually these have come to recognize the granulated article as the one and only. Then, for a time, there was a demand for the brown article for taffy making, but in this also the granulated is surely becoming the favorite. It seems that the once popular stand-by is being conspired against on every hand, and that within the next few years it will be an almost forgotten article.

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INGERSOLL.

October 13.—It is doubtful if any town in Canada enjoys a steadier trade throughout the week than Ingersoll. It is well-known that many towns look forward to Saturdays to swell the receipts and furnish the profits. Ingersoll is a town of which its citizens and merchants are alike justly proud. Surrounded by the finest agricultural land that can be found anywhere it is patronized by a moneyed class of people who invariably give more attention to quality than to price. Then again the large factory of the St. Charles Condensing Company, to which upwards of a hundred thousand pounds of milk are delivered daily during the "flush" season is an important factor in the steady trade which the merchants enjoy, and which placed Ingersoll above the plane of "a Saturday town." On account of the factory of the St. Charles Condensing Co. many farmers within a radius of ten miles come to town daily with their supply of milk. This means that they do their buying daily, instead of once or twice a week, as was the case and is the case at the present time with the majority of towns. They also buy more freely than was formerly their custom. This is explained by the fact that the more frequently they come to town the greater is the temptation to buy. Everyone knows how hard it is to pass by some favorite fruit, candy or table requisite. The result has been that the country people are from day to day being brought in contact with the varied articles offered for sale in the town, and they are consequently spending more money. Saturday, however, is always a very busy day.

While it has been said that the apple crop this season has been a plentiful one, and the quality probably as good as the average, your correspondent has been informed by a gentleman engaged in shipping that the winter varieties are considerably below the quality of the early fruit. The protracted drought and hot weather affected the apples seriously. It caused certain varieties to wither to some extent, while, as a rule, they are much wormier than in other seasons. In many instances the Spies, one of the finest of Canadian apples, is not as red and tempting. This defect is said to be due to the excessively hot and dry weather.

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KINGSTON.

October 13.—The fall has arrived again and there is something charming about autumn, yet sad, for everything seems to be dying except politics. All this suggests to me the great army of travelers who come in every few weeks. Oh, how many dear knights of the grip are lying beneath the autumn leaves, grips, samples, raincoats, furcoats, all left behind. W. C. Darby, heard the bugle call and expired suddenly in a shop on Princess Street last week. He was connected with the grocery trade for many years, was an accomplished bookkeeper and worked for a long time in R. J. Colson's wholesale grocery here. He was genial and well thought of.

A great many buildings are in course of erection, and very few idle men are seen lounging on corners, except the class who do not want work. They are always with us, generally direct imports. One of our leading wholesale grocers in-

tends putting up a fine structure of cement this season.

Larry Murphy, the genial grocer and cheese exporter, after careful consideration and selection, decided to take unto himself a fair partner for life. Yes, it's true this time, and from the number of handshakes on the market it is quite evident all are satisfied he did right.

John Bennett, clerk in Kelley Bros.' grocery, met with an accident recently which will cause uneasiness for a few weeks. Oh, he went too far and the bacon slicer did the rest. For further information ask Jim McCulla, of the Belfast tea house.

Jim the grocer said he got a shipment of California peaches last week and no previous lot equalled them in appearance. They were fine in color, shape and size, and the taste—well, oh, wait, the telephone is ringing. Canadian fruits Canadian's suits, when it comes right down 2-8.

The wholesale man met me on a corner lately and we had a talk. He said: "I have made a success of my business by daily attention to details, buying from reliable houses whose names generally appear in trade journals. I have watched the rise and fall of many a retailer in my day, and I tell you the curse of to-day—trading stamps." Said I: "Yes, they are bad enough, but they are dying fast." What I was going to say was over buying and under selling. If the retail men would work together, and keep on friendly terms they would all get rich and be happy again. The grocer who cuts and buys cheap goods can get knocked out in three rounds by the man who buys and sells a better article and gets his price.

I will never forget an item I read in The Grocer about 10 years ago. A grocer in the West said: "I am going to do half the business this year I did last year, and increase my bank account." And there is a lot in it.

We are forced to handle sugar here for about 5c on a 100, and the retailers are not all to blame. We have to compete against wholesale houses.

W. G. Craig & Co. have the agency in these parts for Lea's pickles, and samples are A1. The firm increase their sales with an ad in The Grocer.

The butter market is nervous, and prices are on the climb. Creamery is retailing at 30c and No. 2 at 27c and 28c. Dairy at 26c.

A square circular sent to new-comers telling them yours is the only safe place to buy table wants, sometimes has a good effect. Try it.

The contention of Messrs. Stuebing & Son, Berlin, re fruit jars and boxes, as in last week's Grocer, is quite as they represented it. Retailers sell at a small profit and every jar with a nick in it is brought back. I think the railways should be held responsible for rough handling of goods. The retailer cannot see the breakage in a lot of goods at the time he is signing and accepting the freight bill.

Some houses are good enough to credit you with any small breakage. I think the only way is for the glass manufacturers to do like the market gardeners, give 13 cans to the dozen. The other remedy is to get a better profit and sign the freight bills under protest of breakage, if any.

The carload of potatoes lately received here are of the cobbler variety, good cookers, but ragged, thin, half-peeled coats, unfit for storage. We are looking for a better variety next lot. Delawares are favorites.

The early closing of stores here is kept by many, but there are still some who are willing to enter the slave market and work thirteen hours a day, while other trades close up and go out and enjoy life.

What profit is it to a man if he make a sugar barrel of money and is too miserable to enjoy it?

WOODSTOCK.

October 13.—The trade in fruit here this season has been very large. Almost every day one may see the express wagons loaded with baskets piled high, for grocers and fruit dealers. Peaches and grapes have been in great demand and apparently there has been no scarcity of the supply, and the quality has been good. Grapes are still coming in in large quantities, though the peach shipments are falling off. The one regrettable feature about this business is in the fact that at most stores, baskets are piled up high outside the stores, were they are at the mercy of disease-laden dust from the streets, and of wandering canines. It is safe to say that most people would much prefer dealing with a place of business where goods are kept inside and in as sanitary a condition as is possible.

Considerable difficulty was found here this year, in securing sufficient glass jars to satisfy the demand. Early in the canning season they were plentiful enough, but, later on, when the peaches began to come, they became scarce, and dealers raised the price very considerably, which was not appreciated by buyers as they consider that they are required to pay sufficient at all times. It is a question, what becomes of all the jars? Hundreds of dozens are sold in every town year after year, and where the population is not increasing very fast, one has to believe that most of these are bought to replace broken ones. It is a question that many have considered, "Where do the jars go to?"

Grocers are beginning to get in their stocks of canned goods for the winter. While there are some people who refuse to have anything to do with anything eatable that is put up in cans, yet most realize that cleanly habits and surroundings prevail generally in the factories, and that fruits, meats, etc., are in most cases as good as if preserved under the eye of the consumer.

A new flour and feed store is announced to open in Woodstock shortly. Two new restaurants have recently opened for business, one under Chinese management.

ST. THOMAS.

October 13.—Both markets were large last Saturday and the collector took in $17 on the east, or Norton, market alone. Butter still continues scarce and eggs likewise, 28c for the former and 25c for the latter.

Some of the farmers, rather than sell their potatoes for a dollar per bag, the average price, took them home again. The bringing to the city by the different grocers of carloads weakened the market considerably, as predicted, and the people are reaping the benefit of their enterprise.

Chestnuts are plentiful in this vicinity and sold as low as 10c per quart. The recent frosts have put an end to the supply of cucumbers and tomatoes. Apples are a drug on the market, some of the finest selling at 50c per bag.

Geo. R. Rinn, the St. Catherine St. grocer, was taken to the hospital on Saturday suffering from an attack of incipient typhoid fever.

Police Magistrate Glenn heard the remaining evidence in the thrice remanded case of Hiram F. Burgess and Frank Elliot, who were charged by Inspector Shaw with violating the transient traders' and peddlers' by-law for years past. Burgess admitted peddling without a license, but objected through his counsel, Mr. Cameron, that the fees were excessive and prohibitory. On these objections the magistrate reserved judgment for another week. It seems very unfair to the merchants who are obliged to pay a business tax to have this peddling allowed by the authorities.

Although we are in the midst of an important election campaign at the present time, there seems to be no excitement whatever, and business is not at all interfered with and goes smoothly along. This is as it ought to be and shows the good sense of the people, and the business men in particular.

Our city is experiencing the novelty of free mail delivery, which was inaugurated last week, and will save a lot of time for the grocers, especially those located a distance from the post office. We should have had it years ago, but

it is better late than never and we are thankful.

The past fruit season has not been as profitable to grocers as in former years, owing to the fact that there are so many Italians, Greeks and Syrians engaged in the fruit business. No less than six new stands opened up this year in that line and there are more to follow, and the strange part of it is that the best trade patronize them.

The coming of the M.C.R. pay checks on Saturday made it a very busy day and it was Sunday morning before the boys got through delivering. It is years since the pay checks came on Saturday, and it is to be hoped that it will be some time before it occurs again, although their arrival is most welcome. The Lord's Day Alliance might take this matter up and preach the necessity of the public doing their ordering a little earlier in the day and avoid making slaves of the grocers and their drivers and enable them to attend divine worship on Sunday morning like other people.

There is a noticeable improvement in the dressing of the leading grocers' windows since the advent of cool weather, and nothing attracts more than a clean, neatly-dressed, well-lighted front. It is necessary to use judgment in the kind of goods displayed, as some are ruined by the exposure, and it is a mistake to have too much variety as the people do not have time to take it all in, and the idea is to attract their attention and make a favorable impression and thus ultimately make a customer. Very few of the grocers have any display outside on the sidewalk, as formerly, on account of sanitary reasons, dogs and dust —thus necessitating more frequent changes in the window displays, and avoiding a lot of work putting the goods out in the morning and again taking them in at night.

ST. CATHARINES.

October 13.—Wm. Richardson has secured the stock and fixtures of the Paris Kandy Kitchen for $750. Mr. Richardson is an experienced candy maker and will continue the business for the next few months at least.

Representatives of S. H. Knox & Co. were in the city recently looking for a desirable site for a 5, 10 and 15-cent store. An option was secured on two stores in the heart of the business section, but the purchase has not been completed. On one store the present tenant has a lease that will not expire for seven months. This may prove a stumbling block, as it is understood the Knox Co. desire immediate possession.

The Hedley Shaw Milling Co. are issuing circulars to their patrons stating that in future all wheat brought to the mill to exchange for flour will be purchased at a stated price and the flour desired sold at their regular prices. The flour will be sold in the original package only. This move will be beneficial to the grocers. Many farmers were always of the opinion that by trading their wheat for flour at the mill they secured the flour at the same price as the grocer paid wholesale. Now the farmer will be able to purchase flour from the grocer at the same price he pays at the mill. While the margin is not large it will help to swell the grocers' gross profits.

Trade excursions are the topic of the hour among the larger stores of the city. All trades are interested. This city has seen much trade that used to come here diverted to other centres during the past few years and lack of transportation facilities seemed to make it impossible to prevent. With the extension of the Niagara, St. Catharines and Toronto Railway Co. to Fonthill and Welland the merchants began to plan how to regain their lost ground. McLaren & Co., Limited, proved to be the most aggressive. They held an excursion from Welland at 5c return, and from Niagara Falls at 15c return. Both these excursions were so successful that they are repeating the excursion from Welland Thursday of this week. Now the Board of Trade has taken up the matter, and a meeting of the retail section was held Monday night to form plans for at least three trade excursions from various points, to be held before the Christmas rush begins. A committee was appointed to secure railway rates from the various railroads over which it is proposed to run the excursions. Each store will be asked to contribute to the fund to defray the expenses of these excursions. The amounts will vary according to the benefits each store expects to derive. The merchants here believe that in these trade excursions they have found the solution of the problem of winning back some of the trade that at present goes to Hamilton and Toronto. Results will tell.

Fresh eggs and dairy butter were both quite scarce on the market here Saturday. Eggs retailed from 27c to 30c, while butter was 28c to 30c. The grocers are now depending largely upon creamery butter to supply their trade.

Michael Kane, one of the veterans of the grocery business in this city died here October 1. Mr. Kane had been proprietor of the Park Grocery for the past twelve years. While this store was known as a corner grocery yet the proprietor built up a business which, as he stated to a traveler friend some time before he died, gave him a profit of about $1,000 a year over and above all expenses. Mr. Kane had met with success in groceries earlier in life, but through bad investments had lost everything. His early success came when he was engaged in business on a large scale. His final success was from a small business. His is but one example of many that there is money to be made in groceries providing close attention is paid to details, costs and profits.

Several farmers in this district have purchased a carload of potatoes and are now offering the same for sale on the market as a substitute for home-grown potatoes.

Your correspondent noticed in your columns last week that the grocers of British Columbia were not satisfied with the margin of profit on creamery butter, namely five cents per pound. Judging from butter profits here they should consider themselves very fortunate. Profits here average from one to three cents per pound. Even this is gross profit, from which allowances for any off flavor and bad debts must be taken. I venture to say that the average grocer in this district buys and sells butter at a loss. This should not be. Butter is an item that should pay its margin of profit the same as other staples. Do you accomplish this?

PETERBORO.

Oct. 13.—A display of fresh meats in one of the windows of A. E. Talbot's "Delicatessen" store is attracting attention this week by the dainty manner in which it has been arranged. The various cuts of fresh pork, lamb and beef are set in a pretty trellis work which is relieved with rosettes. The window-dresser was Thos. Goselin, an employe in Talbot's meat and grocery store.

R. C. Braund and J. T. Braund, local general merchants, were in Oshawa last week attending the funeral of their mother, Mrs. Joseph Braund, who died after a year's illness, from a paralytic stroke.

Honedry Bros., exporters of French peas, have installed a new chopping mill in their establishment and are manufacturing flour and feed for the local merchants.

The creditors of J. V. A. Coon, general merchant, Havelock, who assigned a short time ago, held a meeting in Toronto last week and settled up the estate. Mr. Coon made the assignment as the result of a serious fire. His assets were found to be $11 335 and his liabilities about $12,190. The stock was turned over to Mrs. Coon by the creditors at 60 cents on the dollar.

Butter and eggs have gone up in price in Peterboro. Butter is selling in the market at 30 cents per lb. and eggs at 25 cents.

The retail merchants of the city are complaining that collections have been

below the average during the past week. In fact, a local grocer stated that they had not been so slow for a year. He did not believe, however, that such a condition of affairs would last as the times appear to be growing brighter with the knowledge of a splendid harvest.

J. W. Byers, general merchant and postmaster at Byersville in the west end of the city, has found that the increase in his business during the last year has warranted the erection of larger premises. He previously kept his store in one corner of his dwelling but he is now erecting a new addition for a store on the same property.

Another general merchant in Peterboro who has had a good business year is N. Routley, corner of Park and Brock Streets. He is erecting a large addition to his store which will be completed by next month. He intends keeping a larger and more varied stock.

E. F. Mason, grocer, is this week conducting a popular guessing contest. He has dressed his window with Richard's pure soap, the central feature being an immense cake of that brand. The person guessing the closest to the weight of the piece of soap will be presented with a gold watch which also occupies a prominent position in the window.

The end of the fruit season here is almost in sight. Pears have disappeared and nothing but a few late peaches remain. Grapes are now the principal fruit sold. A large number of the local grocers who deal in fruit buy quantities of grapes from the surrounding district. Most of them, however, are imported. Cranberries have made their appearance once again. The best quality is selling at 15 cents per quart.

W. J. Routley is instaling several new shelves and remodelling the interior of his grocery store on Charlotte St. preparatory to increasing his stock.

LONDON.

October 13.—Wholesale and retail trade continues fair, the latter being unusually brisk on Saturday last.

Eggs and butter keep well up in price. A drop in the prices of both in the Spring caused many to hope for a return to something like the popular figures of years gone by, but the downward movement had scarcely got well on its way before a reaction set in and ever since the tendency has been upward until now prices are back near the top again.

Last week's days of ten cents in sugar came too late to be of real value to housekeepers, the preserving season being over, and "they did it on purpose" is a common phrase among housewives just now.

The canning factories may find before long that their business, so far as tomatoes are concerned, is falling off. Housewives are learning the secret of canning those luscious vegetables and it is quite common to find them putting up, or down, from twenty to a hundred or more cans. The idea prevails that once the secret of the process is learned home-canned stuff is much better than what the canners sell, people believing they can better depend on what is done by themselves than that provided by the factories. Besides, some people view with suspicion the tin cans and are convinced that glass jars are much better and less dangerous to health.

A party of local retail grocers, consisting of President Thos. Shaw, of the Retail Grocers' Association; Treasurer Ed. Ryan, E. E. Linnell and J. H. Wildey, accompanied by M. Millman, of Elliott, Marr & Co., W. Ripley, of M. Masuret & Co., drove out to Delaware Fair on Wednesday night and had a most enjoyable time. They saw the sights, made some purchases of prize exhibits and on the way home enjoyed a duck supper which had been prepared for them at Lobo Village. Mr. Shaw bought the prize home-made bread, but on the way back to the city, as one of the party expressed it, "had it eaten on him." Mr. Linnell was permitted to retain the prize pumpkins he had purchased, and they are now for sale at his store in the East End.

It is doubtful if any trade contains more baseball enthusiasts than do the grocers. Not an outing occurs during the summer, and there are many of them, but a baseball match forms a leading feature of the day's programme. It is not surprising, therefore, to find a goodly number of grocery men among the crowd who are taking in the world's championship games at Detroit this week, to which city excursions are being run.

Little is heard these days of price-cutting among local retailers. What few isolated cases there have been this Summer have been investigated by the association and the invariable result has been to bring the offending parties to their senses. This is but one of the advantages of organization in the trade and a course which should be followed by the grocers of every city of the Dominion. Throat-cutting is one of the worst features of business life and this an organization like the London Retail Grocers' Association reduces to a minimum.

BARRIE.

October 13.—Budd & Company, of the Sixth Ward, are moving this week from the old Looker Block to one of Dollery's stores, and have now one of the best stores in that ward.

Mrs. S. Metcalf has decided to retire from the grocery business and is selling her stock of groceries out privately.

John Speers, one of Barrie's old grocery boys, was married last week here to Miss L. Cunningham. Mr. and Mrs. Speers will reside in Sault Ste. Marie, where Jack is one of the leading business men. Barrie friends wish the happy couple all kinds of congratulations.

The prices of fowl in general took a drop on Saturday. Spring chickens that have been selling at 12 and 12½c a pound sold at 10c. Hens sold at 6c to 8c; ducks at 10c, and turkeys at 13c lb.

BELLEVILLE.

Oct. 13.—Both the retail and wholesale grocery trade in this city, as far as the fall has progressed, is very satisfactory, judging from the reports given your correspondent here and the best of all is the optimistic outlook they all hold for the future fall trade. This is due principally to the amount of labor going on in the city and vicinity this fall and winter. The grocers say, and in fact it is well known, that when labor is well employed the grocery man and the butcher are the first to feel the benefit.

The starting of the horseshoe department of the rolling mills recently destroyed by fire has just resumed work, the Lehigh Portland Cement Works are running night and day and so are the Belleville Cement Works. These three concerns employ about 1,000 men and all their groceries are bought in Belleville. The two cement plants are three and six miles distant from the city, therefore it is no wonder the agitation for an electric road is being so strongly advocated to connect these industries with the city. Already many of the employees are buying property and building houses in the vicinity of the works as the expense at present is considerable in going to and from their work. The grocers will proabbly be the biggest losers if grocery stores of any dimensions are started up there. Already a number of small ones have made the plunge. The suggestion is here handed out that some of the live grocers get busy with the Board of Trade. There is too much of this waiting for the other to take the initiative. Alderman Panter, chairman of the Public Works Department, is a member of the oldest grocery firm in Belleville. Here is the opportunity to make a name for himself. Alderman Panter is a candidate for the mayoralty this year.

The Niagara fruits this year were just as popular as ever and met with large sales, but, of course, they are now about over. One thing the dealers here complain about, but not so much as the buyers, is that people who go from here to Toronto during Exhibition time always come back with the same old

story. Just the same kind of peaches, put up in the same way and size that are sold in all the stores in Toronto at 50c and 60c the basket sell for 90c and $1 here. Is it any wonder that nearly every feminine visitor—the married ones we mean—always has her husband bring back a couple of baskets? Of course that may be the cheaper varieties but the Belleville grocers have long ago learned that only the best is good enough here. Talking about fruit, though, this district has got them all beaten in the ways of apples. They are coming in very freely and if any of The Canadian Grocers' readers ever see any brands of apples marked Bay of Quinte district that is all that is necessary to prove them about the best ever.

Potatoes the late ones especially, are a fine crop, far larger than last year. They are of a specially fine quality and are selling on the market here at 75c to $1 a bag. One prominent grocer on Saturday purchased 150 bags at 75c.

Eggs are very scarce and have been for some time and the outlook is for higher prices owing to coming cold weather. It is years since eggs were as high in price during summer months as the past season. No one can explain the reason.

Butter has also been high in price all summer. This is explained by the great drought experienced in this county and district during the summer. Now that some of the cheese factories are beginning to close the price is expected to drop at least a little. The grocers hope so and so do the consumers.

We don't like to admit the fact but the pickle travelers may be disappointed this year when they come along. In this district there has been an abundance of all sorts of pickling vegetables, such as cucumbers, tomatoes, cauliflowers.

The local canners are making deliveries to the retail trade, of this season's canning. Corn, tomatoes and peas have been a splendid output. early this spring the travelers promised retail dealers they could not guarantee over sixty per cent. of the orders owing to the poor outlook but on their arrivals this month almost every order has been filled to the limit. Canning factories in Hastings and Prince Edward, two of the principal canning counties in Ontario, promised to fill all orders. They are all now busy with pumpkins and they are coming in in loads. The retail trade will know where to get canned pumpkins.

First Prize Window in the Recent Lipton Competition, Dressed by W. H. Armitage, Church and Carleton Streets, Toronto.

LIPTON'S WINDOW-DRESSING COMPETITION.

Prize-Winners in the Recent Contest—Some Splendid Windows.

A great deal of interest has been manifest among Toronto grocers since the latter part of August in the Lipton window-dressing competition, which was inaugurated just previous to Exhibition time, and during the time of the fair a large number of windows in and about the city were dressed with Lipton products in accordance with the terms of the competition.

The result of the contest as decided by the judges, is announced herewith.

The first prize, $100, goes to W. H. Armitage, Church and Carlton Sts., for the splendid window illustrated on this page.

The second prize, $50, went to H. Hope, 292 Queen St. west.

The third prize, $25, was won by a window submitted by J. M. Cork, 459 College St.

The fifteen other prizes of $5 each were awarded to the following grocers. In regard to these latter prizes it should be understood that they are not given in order of merit, but rather in the order in which they were sent to the judges:

J. Cake, 1210 Dufferin St.; J. Blood, 419 Yonge St.; H. G. MacDonald, 223 Sorauren Ave.; R. Hickman, 1406 Queen St. west; Harry Horne, Arthur and Bellwoods Sts.; J. H. Rowntree, 295 West Toronto; E. T. Tilly, 129 Augusta St., window dressed by G. M. Dent; Mrs. T. Scott, 182 Berkeley St.; S. Bone, 212 Davenport Road; Wm. Greaves, College and Clinton Sts.; McCann & MacKay, 118 Dundas St.; Bruce & Sanderson, 377 Parliament St.; E. Cork, 202 Davenport Road; John Hickman, 374 College St.; H. M. Connor, 402 Spadina Ave.

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TIME TO PUSH COLLECTIONS.

Now that the farmers have realized considerable on the magnificent crops they have harvested this year. it should be the aim of the live merchant to see that the cash secured goes to pay accounts due for supplies, rather than being deposited in the savings bank to earn interest for the farmer at the expense of the merchant.

The bank managers can be relied on to look after their interests by encouraging their farmer customers to turn their cheques over to savings accounts rather than cashing them to pay liabilities incurred during the past year. That is the business of the bank manager, just as it should be the business of the merchant to gather in every cent due him and refuse credit to every customer who can pay but won't.

Too many farmers and workingmen run credit accounts with their local merchants while letting money lie to their credit in the savings banks. And, likewise, too many send cash for goods from the city mail order houses while running credit accounts at home. The best antidote for both of these evils is for the merchant to be a persistent collector and not to hesitate to talk plain when occasion demands. When a customer is refused credit he may become sore, but he is pretty certain to come back before long—especially when the cash dealer has some particularly good value to offer to cash buyers.

Whatever the plan used by merchants to collect overdue accounts, and there are many good ones, it is timely to use them to the limit as there is likely to be a few dull months during the winter. Business is undoubtedly recovering, but it will take some time for it to get back to its normal condition.

For the merchant who would like to and yet cannot quite see his way clear to adopt a strictly cash business, a system of collecting accounts monthly will be of decided advantage. This plan includes several of the advantages of the cash system without some of its disadvantages and it will serve, also, as a means of readily working into a cash business. The system has over and over again proved itself well adapted both to large and small businesses and is undoubtedly an almost ideal one for the retail grocer who feels that he must extend some credit.

SATISFACTORY TRADE INDICATIONS.

Trade conditions are steadily improving in Canada, One of the best evidences of this is the clearing house returns. These have been growing for some weeks. As a trade barometer there is nothing more reliable than the clearing house returns. Where they steadily rise it is an indication of a larger movement of merchandise.

The increase in the bank clearings last month was a little over 9 per cent., while at the end of the second week in October the gain over the same period a year ago was nearly 11 per cent. Winnipeg showed the remarkable gain of 38.4 per cent.

Another favorable trade barometer which reads more favorably than it did is the railway earnings, which are more satisfactory than they have been for twelve months.

Trade is not booming; nor are we likely to see it boom for some time. But the tide has ceased to ebb, and although it is far from the flood, it is heading that way.

In the factories of the country work is approaching the normal, and while the orders coming to the wholesale houses are not large they are more numerous than they were.

There is a general indisposition on the part of all branches of trade to anticipate requirements. Although money is more plentiful and cheaper, conservatism is still a strong influence in business. And it is well that it should be.

Although Canada has been blessed with such bountiful crops for which prices rule good, only a comparatively small part of them has been exchanged for cash. This is particularly true of the crops in the Northwest, where the farmer in many instances has to wait for the greater part of his money until after the grain is in the elevators at the head of Lake Superior.

But he will get it all in time, for the farmer, unlike the manufacturer and the merchant, can always find a market for that which he wants to sell.

The good times are coming; but in the meantime the past due accounts are heavy. To lighten them will require a great deal of money which the realization on the crops will put into circulation. The prospects for this being done are of the brightest, but for the present business men will be wise to continue sailing fairly close to the wind, looking closely after their collections, keeping their stocks healthy and promptly liquidating their liabilities.

A BOOM FOR CANADIAN POTATOES.

Potatoes are developing in interest among vegetables at the present time. Many sections of the American continent have gone short on this year's crop. While there is no famine, crops are below the normal in many places, which promised a good yield earlier in the season. At first the South, and then the Middle West, complained of the lack of supplies. Parts of the country where potatoes were grown for outside markets had none to export, and, in some cases, they were forced to buy in surrounding centres potatoes for local consumption. The latest complaint comes from the East, and is, perhaps, the most interesting situation that has yet developed. It is interesting up here in Canada, because it affects the Canadian markets and the Canadian potatoes.

New England, which supplies the great cities of the East, has this year a crop below a normal yield, and with the single exception of Aroostook County, in Maine, which has one of the largest and finest crops of potatoes in its history, is itself looking for outside potatoes. Boston, New York and Philadelphia are buying in far-away fields, and even Cleveland has been buying stocks away down east. New York State has about a normal yield, but is unable to supply outside points. These facts have sent

potato men scurrying to places where yields are reported good. One of these places is New Brunswick, where is grown a splendid sample of the Delaware variety. This year the crop is a large one, so much so that up to this week New Brunswick Delawares were shipped as far west as Toronto, where they sold at the same price as natives. Being of smoother skin and of lighter color, the New Brunswicks were much preferred to the Ontario variety. Now, however, the Yankees have been swarming into New Brunswick centres and growers in the East have been asking high prices in the Western markets. This caused a cessation in demand, and gave Ontarios a chance to gain, for a time at least, the place they had lost in Toronto and Eastern Ontario markets. This, too, has enabled growers to get a more remunerative price in Western Ontario markets, where the New Brunswick Delawares were pressing rather sorely.

New Brunswick growers are doing good business with U. S. Atlantic ports, and are said to be realizing good returns. This will be good news to growers in other parts of Canada, and especially so to growers in Ontario, who, of late, have been raising a superior grade of the native Ontario potato. It will mean a better price for these men during this season, and, perhaps, open the way to larger markets in the future.

COMPLAINING OF EXPORT APPLES

The first reliable cables on which to base accurate information in regard to apples are being received, and in truth they are disquieting, to say the least. Liverpool reports Canadian apples arriving as being poor in quality and poorly packed. Cables to exporters say nearly all apples are of poor grade, but from American sources a great deal of the blame is laid at the door of Canadian apples, especially those from Nova Scotia. The prices obtained have been low, ranging from 7s to 9s a barrel at Liverpool. So far only the early varieties have been shipped, but Montreal is sending forward a great quantity of apples and it is supposed they are fall and winter stock. Great care should be taken with the packing, for what difference does it make whether the barrels are properly marked if the fruit arrives at its destination in poor condition? All the fruit marks in creation will not command a good price.

Not all the Canadian apples sent forward were poor, however. Some grades of good stock brought high prices. In fact, as one dealer expressed it, "Britain wants only high grade fruit, for which it is willing to pay a good figure." Some dissatisfaction is expressed with regard to United States apples, also. Those from the Hudson river valley are said to be worse than poor and the inspection at the port of export is said to be nil.

There is some little excuse in regard to apples from Montreal now being offered on the Liverpool market. A number of boats were detained in the St. Lawrence for days during the recent forest fires and of late, too, the Atlantic storms have been severe, necessitating the battening down of the hatches on ships. Undue heat has been generated in the holds, and with the tossing about of the vessels, it is small wonder that some of the apples were under grade when they reached their destination.

The complaint from Liverpool, however, is that not only "some" apples were "under grade," but that the great majority of the apples received were bad and unfit. From the wording of the cables, reliance is placed on the carrying out of the Dominion Fruits Marks Act, and on account of this, Canadian apples have an advantage over U. S. fruit. Last week Canada sent almost three times the quantity of apples to Britain that was shipped from U. S. ports, and if we are to keep the supremacy, care must be taken by grower, packer and exporter to send only good, sound fruit properly packed and in full accordance with the provisions of the act.

The fact that any other course will not pay is readily shown by a comparison of prices in Liverpool and Toronto. Liverpool market, on the stock sent, ranged from $1.75 to $2 a barrel, while in Toronto the quotations run all the way from $2 to $3 a barrel.

THE CASH SYSTEM THE IDEAL.

The fact that within the space of a comparatively few years a Canadian merchant had been able to amass such a fortune that at his death the province would gain through succession duties from his estate nearly half a million dollars is significant, to say the least, and is worth some consideration by merchants who are engaged in the making of a fortune, or if not that, gaining a competence. The late Timothy Eaton is referred to in the above sentence. It was he who left an estate valued at $5,250,000, all the result of his operations in the retail field in Toronto. The success of this merchant was due to the fact that he conducted an absolutely cash business.

Does not this impress one as a reasonable statement? As a matter of fact, it is one which cannot be controverted. Everyone knows that the man who sells for cash has money in hand. He can always take advantage of market conditions, or he can buy any line that is offered cheap. And because he pays cash, the wholesaler and manufacturer are always ready to let him know when they have goods that they are willing to part with at a reduced price.

Not only can he give those values that bring trade to his store, but he can make a fair profit out of the transaction. And, besides, his office makes a considerable profit out of the discounts his cash purchases earn.

The advantages of selling for cash are equally clear. Not only has the man who sells for cash turned the goods sold into ready money each day, but there are many times when he actually gets the purchase money and the profit out of the goods before the payment becomes due, and he has the use of that much more extra capital.

Intelligent customers of a retail store are not slow to appreciate the reasonableness of the statement that because a store sells for cash it is in a position to give better values, other things being equal. When a merchant gives credit it increases his expenses in many directions, and he has to mark a higher profit on the goods he sells in order to carry his credit customers. Now, the man who pays ready cash feels that this is not the square deal, and he very naturally objects to the paying of part of his neighbors' debts. Therefore, he does his trading with the house that buys and sells for cash.

It is the modern merchandizing method, and evidences are not lacking that grocers throughout Canada are appreciating more fully the desirability of its adoption and practice. No hard and fast rule can be adopted, of course, and local conditions do not always favor a cash system, but this is undoubtedly the tendency, and the successful merchant of the future will be the man who sells for cash.

POINTS TO REMEMBER.

Better sell a customer too little than too much. The man who buys too little will come back for more. The man you oversell may never come back.

It doesn't pay to recommend goods a bit higher than they will stand. A customer fooled that way once won't give you a second chance.

Just remember that people may think of the price while they are making the purchase, but they think of the quality when they are using the goods. Sell the highest possible quality every time.

Greet every customer as soon as he comes in. If you cannot wait on him at once, at least find out if possible what he wants so as not to keep him waiting needlessly.

Misrepresenting goods is taking chances with your reputation. There may be ways in which it is worth while to take chances, but never with your reputation.—Modern Grocer.

THE SITUATION IN THE WEST.

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Oct. 13.—The settlement of the C.P.R. strike on Monday last was undoubtedly the sensation of the week. It was claimed that negotiations were being carried on between the company and the men through the Ministerial Association during the latter part of last week, but nothing came of it. On Sunday night in one of the city churches it was announced that the strike was over. On Monday morning Winnipeg got up to the news that the strike was called off, the men accepting the finding of the arbitration board. After two months' fighting they had accepted exactly what was offered to them at the beginning, only that they had lost all right to pensions, seniority, etc., and were obliged to apply individually for positions in the yards and shops. Hon. Colin H. Campbell, Attorney-General, and Hon. Robert Rogers, claim to have settled the strike, and from the moment the announcement was made until now there has been nothing but cross-firing on the part of the political parties and the men, although they have gone back to work, are thoroughly dissatisfied with the conduct of the strike, and there are all kinds of wars and rumors of wars on the tapis. To the general public the important thing is that the men have returned to work and this will mean a better equipment of rolling stock and a faster grain movement. The blockade in the country is really serious at some points at the present time, although the forward movement has been very large.

On October 6th the Western Grain Standards Board convened at Winnipeg for the purpose of selecting the commercial grades for the year. It was decided that inasmuch as the commercial grades fixed for 1907 had given general satisfaction that it would be wise to adhere as closely as possible to them this year, allowing for the difference in crop. The main difference was one of color, the exceptionally fine threshing weather having left even badly frozen grain a much better color than it was in 1907. A very large number of samples had been secured by Inspector Horn and these samples, which, of course, were none of them fit for the contract grades, gave very plain proof of what your correspondent has maintained all along, viz., that there was a very considerable amount of wheat damaged by either drought or frost this season. Another matter taken up by the board while in session was the need of a clearing house for off grades at Fort William. A number of representatives of terminal elevators appeared before the board and explained the crowding of the terminal elevators through the multiplication of grades of grain stored there. It was stated by one representative that last year in his elevator there has been stored 58 varieties of grain, being grades and sub-divisions of grades, and there were several sub-divisions of grades that they had been obliged to refuse for lack of room. The heavy loss of time in boats going from one elevator to another to load was brought out. A sub-committee appointed to look into this matter reported that it was not advisable to lessen the number of grades, but suggested that working arrangements might be made between the elevators whereby certain off grades of grain could be allotted to a particular elevator and all grain of those grades should be delivered to that particular elevator whether consigned there or not, and in this way the available storage room could be used to the full. It was further recommended that the various terminal elevators arrange among themselves for a clearing house system whereby a boat could get its full cargo at one elevator without going to three or four or even more to complete cargoes. To this end the chairman of the Western Grain Standards Board, G. R. Crowe, was requested to follow up this recommendation and to endeavor to get the elevators to agree on some form of clearing house arrangement. This recommendation from the Western Grain Standards Board is not a new one by any means. Negotiations looking to a clearing house in connection with the terminal elevators has been discussed at length from time to time. Indeed, at one time the arrangements for such clearing house system had been practically worked out, but in the end it came to nothing. Such an arrangement would mean an immense saving of time in getting cargoes out, the all-important matter before navigation closes.

The wheat market was fairly steady and very strong all week, with a slight falling off Saturday when the high prices brought out a considerable amount of long wheat. Exporters compla'n that prices are too high, but all week the wheat has been going somewhere, there being a very steady demand for cash wheat, more especially spot wheat, to fill boats for which contracts were made some time ago. Vessel agents report that few, if any, charters are being made for the end of this month, and when once the present lot of boats have been filled it is likely there may be a corresponding falling off in the demand for cash wheat. Receipts at Winnipeg for the week have averaged about 500 cars daily. Quite a number are coming in over the G.T.P., in fact, cars off that line have probably averaged 20 a day all week.

The live stock market is good. Receipts are heavy, but there has been no further depression of prices, in fact, on the whole, prices are a little stiffer than they were last week. Hogs are in very keen demand and receipts are comparatively light, as is natural during threshing and fall ploughing. Weather has been good all week for work of this kind and things are being pushed with vigor in order to be ready for the winter.

In real estate circles the most important happening for the week was the purchase by the Bank of Montreal of the property on corner of Portage Ave. E. and Main St. This property was formerly owned by the Permanent Mortgage Company, and a three-storey brick veneer building has occupied the site for years. It is considered one of the most valuable in the city. What the bank paid for the property is not known definitely but it is assured that they will erect a costly building on it in the very near future, a building that will cost from $400,000 to half a million. The property is situated on the east side of Main Street and owing to a jog in the street it will really face Portage Ave. W., and will certainly be one of the show places of the city. In real estate circles generally there is a very decided improvement in tone and inquiry and this purchase by Canada's most powerful bank just at this particular time has certainly added confidence to the real estate situation and greatly enhanced the value of the surrounding property. Real estate men report a steady demand for inside property and an increasing number of purchases.—H.

WATCH THE SMALL DETAILS.

Ordinary courtesy in correspondence is often neglected by otherwise progressive business men. An instance of this occurred recently. Three letters were written a large manufacturing firm on an important subject, but all were unanswered. Even a letter drawing attention to the neglect to reply and a request for attention failed to bring a reply. Finally the long-distance 'phone was used and in a couple of minutes the matter was straightened out. A dozen words to a stenographer, however, could have saved the trouble of telephoning.

Where neglect of ordinary business rules are thus overlooked, it is possible that other leakages occur. Orders may be lost and promptness in transacting other matters of business neglected. A careful watch should be kept on these small details by every business man and a rule adhered to that all business communications be attended to promptly.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT, VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

POINTERS—

Montreal, October 15, 1908.

Fish—Advanced slightly.
Vegetables—Advanced.
Sugar—Declined.
Lard—Advanced.
Cheese—Declined.
Butter—Advanced.
Eggs—Firm.

The week has been a fairly good one in grocery and provision circles. The chief happening of interest since our last report is the decline in sugar. Large arrivals, and a failing demand, is responsible for the slump. Refiners have suddenly found themselves pretty well filled up with fresh stock, which has only recently arrived. There is some danger however of drought in the beet producing centres of Europe, which may make their stocks a good speculation. The canning season being finished, the demand has fallen off very largely. Dried fruits are not as active as they usually are at this time of the year. Buyers are holding back and do not seem to want to buy to arrive preferring to wait until the stock is on the spot.

Cheese is slightly weaker owing to a decline at country points. Butter is firmer, due to the smaller supplies arriving, and the active local demand. Butter is showing a surprisingly good quality, taking into consideration the emaciated condition of the pastures since the late drought. Eggs are in good demand and firm in price. There is a good trade passing in honey. Beans are not very active, owing to a scarcity of the domestic stock which has not begun to arrive in any quantity yet. Maple products and evaporated apples are very dull, still spices are not as active as they were last week, as the pickling season is nearly over. Tea remains practically as reported last week. Vegetables continue to go higher. Some varieties of fruit have advanced, whilst others have declined. Other lines remain practically the same as last week.

SUGAR—The sugar market dropped ten cents all around last week. This action resulted from the falling off in demand, and may be regarded as reactionary in character. Another factor which also assisted in the depression of prices was the fact that enormous supplies have arrived at refinery points just at a time when the demand was falling off. Reports arriving from Continental beet countries state a danger to the crops from drought. If unfavorable weather prevails at these points further advances will be made. Beets have been at a pretty low figure for some time, so that advances may be looked upon as a more logical sequence than a decline. Beets are now being reaped, and it is a little early to form any estimate of the probable results. It is, however, thought that the crop will, with favorable conditions, be about equal to last year's. The fact that abundant supplies have arrived in the United States of quite ample proportions to place them in a position independent of the European market, may give some steadiness to the market here for some time, if holders wish to keep it so. If speculators, however, regard the European market in a favorable condition to buoy up their operations, considerable fluctuation of a bullish character may be expected.

Granulated, bbls	$4 60
" ½-bbls	4 75
" bags	4 55
Paris lump, boxes, 100 lbs	5 40
" " 50 lbs	5 50
" 25 lbs	5 70
Extra ground, bbls	4 95
" " 50-lb. boxes	5 15
" " 25-lb. boxes	5 35
Powdered, bbls	4 75
" 50-lb. boxes	4 95
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 20
No. 1 " bags	4 15

CANNED GOODS—This market is fairly active with good demand for canned fish and meats. Vegetables are in good demand, but fruits are much neglected.

SYRUPS AND MOLASSES—In spite of high prices the demand for molasses continues good. The volume of business in this line coming from the country is exceptionally good. There has been considerable activity in the syrup market during the week. A strong preference has been displayed for the tinned goods. Prices have not shown any change during the week.

Barbadoes, in puncheons	0 37	0 39
" in barrels	0 39½	0 41½
" in half-barrels	0 40½	0 42½
" fancy	0 38	0 40
" extra fancy	0 38	0 42
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—These lines are very dull, and it is difficult to effect any sales. This season of the year is generally a quiet one for maple sugar products, but this year seems to be more so than for many seasons. Quotations have shown no change.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 06	0 07
Pure syrup, 8½lb. tin	0 60	0 65

TEA—Locally the Japan market is showing more activity this week. In Japan the market is firmer with about ½ cent advance on quotations of a month ago. Ceylon blacks are somewhat active, whilst other lines of blacks are meeting with only an indifferent sale. Prices remain the same as last quoted.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25½
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—There has been a good, steady demand during the week for coffee. For some time during the summer months there was a slight preference shown for the cheaper grades, but this has changed now and the preference seems to be for the better grades. This as one dealer explained was due to the fact that most people who have been away for the summer have now returned. Prices rule the same as at last week's quotation:

Jamaica	0 16	0 20
Java	0 20	0 35
Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15
Maracaibo	0 15	0 20

Roasted and ground 20 per cent. additional.

DRIED FRUITS—The dried fruit market is slightly quieter this week than last. There is not much activity in Valencia raisins. The cargo of a steamer to New York is due to arrive in Montreal about the middle of November. Currants are somewhat more active for stock on the spot. The demand is for cleaned, but orders are small in size and not large in volume.

Advices from New York state, with reference to currants: "The fruit received per steamer Eugenia has been largely cleared. The position on spot for the next few weeks is apparently a strong one, as the arrivals are apt to be very light until the 20th inst., when the

steamer Clara is due with about 1,700 tons. The market on spot is firm at present quotations, which figures only work out at the actual cost of the fruit. Cleaned are moving more freely, although the demand is not normal by any means. The position in Greece, according to last reports, is unchanged, with growers who are in good financial position having obtained good prices for fruit during the past few years, holding out for full values." Cables from Smyrna during the week reported that the fig market there was very active and firm. The first small lot of new figs to reach this market arrived last week, another small lot is now due to be delivered. Opening quotations on new crop Persian dates, due to arrive here by first tide steamers late next month, are still withheld, but importers say that a good deal of business is being booked subject to approval of prices when named.

Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb.	0 03½	0 04
Packages "	0 05½	0 06½
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		
"Excelsior Windsor Clusters"		5 50
" ¼'s		1 50
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb		0 32
Peaches, "		0 18
Pears, "		0 18
Prunes—	per lb.	
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08½	0 09½
" " " 50-60s	0 08	0 08½
" " " 60-70s		0 09
" " " 70- 0s	0 07½	0 08
" " " 90-100s	0 06½	0 07

SPICES—Spieces of all kinds are in good demand. The pickling season is still on, although operations in this direction are somewhat on the wane. Cinnamon, cloves and ginger are the specially active lines. There has been no alteration in prices since last quoted.

	per lb.	
Peppers, black	0 16	0 20
" white	0 18	0 27
Ginger, whole	0 18	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—The rice market is somewhat more active this week, but there is still room for improvement. The tapioca market is also fairly active. Prices remain as last quoted.

Rice, grade B, bags 250 pounds	3 15
" " " 100 "	3 15
" " " 50 "	3 25
" " pockets 25 pounds	3 25
" " ½ pockets, 12½ pounds	3 35
" grade c.c., 250 pounds	3 05
" " 100 "	3 5
" " 50 "	3 15
" " pockets 25 pounds	3 15
" " ½ pockets, 12½ pounds	3 25
Tapioca, medium pearl	0 05

BEANS—There is an active inquiry especially from country points, but so far the amount of the new crop is so small that no orders of any magnitude can be filled. It is thought that when the new stock does arrive, business will be exceedingly active because the same reasons which have been previously indicated will prevail this winter, and, perhaps, to a greater extent. Austrian and Indian beans are somewhat neglected, as buyers are holding off for the new domestic stock. Quotations remain the same as at last report.

Ontario, pickers, new	1 85 2 00
Austrian	1 90
Indian	1 65

EVAPORATED APPLES—This market is dull and will remain so until the new crop arrives. What little old stock is left is being quoted at 7½ cents.

Evaporated apples	0 07½

ONTARIO MARKETS.

POINTERS—

Sugar—Declined 10 cents on Oct. 8th.
Teas—Generally firmer.
Cheese—Easier.
Beans—Firm.
Collections—Fair.

Toronto, October 15, 1908.

Wholesalers are reporting a little more favorably this week on general business and conditions seem to be a little more active than a week ago. Undoubtedly retailers are not buying so freely as at this time last year, but wholesalers are adopting new methods of business and spurring on their travelers in such a way that the bulk of business, while the orders are of smaller size, promise to compare very favorably with business last year. Collections are fairly satisfactory, and judging by this, money, both among the retailers and their customers, is becoming at last a little easier.

The markets have remained pretty generally steady during the week, nothing of particular note having occurred since the decline in sugar on Thursday last. Considerable interest continues to be manifest in foreign and California dried fruits, though of course a good deal of these goods was bought some time ago.

SUGAR—The decline of 10 cents, the advance notes of which were given in last week's issue, came on Thursday, October 8, just after The Grocer had gone to press. St. Lawrence dropped 10 points on the Wednesday afternoon preceding, but the general decline did not occur till the following afternoon. Prices now ruling are as follows:

Paris lumps, in 50-lb. boxes	5 75
" in 100-lb. "	5 65
Paris lumps, 5-lb. boxes	0 35
St. Lawrence granulated, barrels	4 70
St Lawrence Beaver	4 45
Standard granulated	4 70
Imperial	4 45
Acadia granulated, (bags and barrels)	4 60
Phœnix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 "	4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

The decline was justified by an easier feeling in the markets, due mostly to the decreased demand since the close of the preserving season. Locally the market continues on about the same basis as at the time of the decline last week. Foreign markets, however, have been firming up during the week.

Willett & Gray, in reviewing the raw situation, say, in part: "The nominal quotation for Centrifugals has continued at 3.98c per lb., 96 degrees test, although efforts to sell Java sugars in port as low as 3.93c basis have failed, and three cargoes have gone into warehouse for account of their English owners. These sugars were not wanted by refiners at the moment, as their own imports are sufficient for their present requirements. It does not follow, however, that because there are no buyers at 3.93c for these cargoes, that the next sale will be on as low a basis, because these sugars are now out of the market, and a rise in Europe, which looks promising, may change the whole situation to a firmer basis.

SYRUPS AND MOLASSES—Only a nominal business is being done, and no new features are evident. Prices are unchanged, as follows:

Syrups		
Medium	0 30	0 35
Bright	0 40	0 45
	Per case	
2 lb. Tins, 2 doz. in case		2 40
5 " " " "		2 75
10 " " ½		2 65
20 " " ¼ " "		2 60
Barrels		0 03½
Half Barrels		0 03½
Quarter "		0 03
Pails, 38½ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 12 "		4 80
Quarts, 24 "		4 80
Pints, 24 "		2 50
Molasses—		
New Orleans, medium	0 30	0 35
" bbls.	0 28	0 30
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 35

TEAS—Local business is fairly good with no particularly new features.

COFFEE—Local business continues quite active with no new features.

DRIED FRUITS—Retailers are buying somewhat freely though in small lots, considerable of this business was of course done on future and these goods are just now being delivered. Prices remain fairly steady in nearly all lines though there is an easier feeling in raisins. The Tabaristan, the first direct boat carrying dates, left Bussorah Bar Sept. 22 and is due to arrive in New York on Oct. 22. The second steamer is expected about three weeks later. Prices to-day are as follows:

Prunes—	Per l	
40- 0's, 25-lb. boxes	0 09½	
5 -60's, " "	0 8½	
60-70's, " "	0 08½	
60-70's, 50-lb. boxes	0 08½	
90- 0's, " "	0 07	
Apricots—		
Choice, 25-lb boxes	0 12	
Fancy, " "	0 14	
Candied and Drained Peels—		
Lemon	0 09½ 0 11	Citron 0 19 0 21
Orange	0 10½ 0 12	
Figs—		
Elemes, per lb.	0 08	0 15
Tapnets, "	0 03½	0 04
Bag Figs	0 02½	0 04
Currants—		
Fine Filiatras	0 06½ 0 07	Vostizzas 0 09 0 09½
Patras	0 08 0 08½	
Uncleaned, ½c less.		
Raisins—		
Sultana	0 09½	0 13
" Fancy	0 11	0 12½
" Extra fancy	0 14	0 15

Valencias, new crop		0 07½
Seeded, 1-lb packets, fancy	0 10	0 10½
" 16 oz. packets, choice		0 09½
" 12 oz. "		0 08
Dates—		
Hallowees	0 05½ 0 05½	Fards choicest 0 08 0 09
Sairs	0 04½	" choice 0 06½

SPICES—Business continues good, with no noticeable price changes. Retailers should be careful in buying any Singapore pepper. Advices received by local dealers during the week state that the goods have been almost impossible to secure for some time and satisfactory goods cannot be obtained at any price. Any offerings of Singapore black pepper should be very carefully examined.

Peppers, black pure	0 16 0 20
" white pure	0 25 0 30
" whole, black	0 1[illegible]
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 45 0 50
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 13
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

RICE AND TAPIOCA — A steady business only is being done at the same prices.

	Per lb.
Rice, grand. R	0 03½ 0 03¾
B rice, 5 bag lots, delivered	3 05
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05½ 0 06¼
Java	0 06 0 07
Sago	0 05½ 0 06½
Seed tapioca	0 06
Tapioca, medium pearl	0 05 0 05½

BEANS—It was expected that the arrival of new crop beans would cause an easing off in the high prices which have been ruling since spring. The arrival of the first few cars did produce an easier feeling but the demand was so brisk and reports as to small crop so persistent that the market has firmed up again and now stands about as it did all summer. The available crop gives promise of being bought up in a short time. Present quotations are:

Handpicked, per bush	2 0
Primes, per bush	1 90 2 00
Lima, per lb	0 07

EVAPORATED APPLES—The quality of the new stock is better than last year and it is hoped this will continue all year. Prices are about on the same basis as on the old stock.

Evaporated apples	0 07 0 07½

HIDES AND SKINS—The market is still depressed and little buying is being done.

No 1 inspected steers, 60 lbs. up	0 09
No. 2 " "	0 08½
No. 1 " cows	0 09
No. 2 " "	0 08
Country hides	0 08
City Calf skins	0 12
Country Calf skins	0 10 0 12
Lamb skins	0 45 0 55
Horse hides, No. 1	2 50
Rendered tallow, per lb	0 05½ 0 06½
Horse hair, per lb	0 28

CANNED GOODS

There is little new to note in the situation this week, though business is very good in several lines of fruits. Most of these goods were bought, of course, some time ago, and stocks of some lines are just being shipped to the retailers now.

The trade continues to talk about the large pack of tomatoes made this year and reports from different sources lead to the conclusion that this year's pack will constitute something of a record. When this is considered, and also the fact that an unusually large amount of tomatoes were put up by housewives all over the country, the conclusion is reached that either there will have to be a largely increased consumption of these goods this year or there will be something doing with prices, already down pretty near the cost of packing, in the spring.

NEW PRICES—1908 PACK.

	Per doz Group 1.	Per doz Group 2
FRUITS.		
3's apples, standard	1.00	.95
3's apples, preserved	1.45	1.40
Gals apples, standard	2.55	2.50
Gals, apples, preserved	4.00	3.95
Blueberries (Huckleberries)—		
2's standard	1.20	1.15
2's preserved	1.70	1.65
Gals, standard	5.05	5.00
Cherries—		
2's, red, pitted	1.95	1.90
2's red, not pitted	1.55	1.50
Gals. red, pitted		8.00
Gals. red, not pitted		6.50
2's black, pitted	1.95	1.90
2's, black, not pitted	1.55	1.50
2's white, pitted	2.05	2.00
2's white, not pitted	1.65	1.60
Currants—		
2's red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals. red, standard		5.00
Gals. red, solid pack		7.00
2's black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals. black, standard		5.25
Gals. black, solid pack		8.00
Gooseberries—		
2's, heavy syrup	2.15	2.10
2's, preserved	2.40	2.35
Gals., standards		6.00
Gals., solid pack		8.00
Grapes—		
2's white, Niagara, pres'd.	1.45	1.40
Gals., ditto., standards	3.55	3.50
Lawtonberries—		
2's, heavy syrup	1.95	1.90
2's, preserved	2.20	2.15
Gals., standards	7.55	7.50
Peaches—		
1½'s, yellow, (flats)	1.70	1.65
2's yellow	1.95	1.90
2½'s yellow	2.65	2.60
3's yellow	3.05	3.00
3's yellow (whole)	2.30	2.25
2's white	1.85	1.80
2½'s white	2.55	2.50
3's white	2.80	2.75
3's, pie, not peeled	1.45	1.40
Gals., pie, not peeled	4.30	4.25
Gals., pie, not peeled	6.05	6.00
Gals., assorted pie fruits (add 5 p.c.)		
Pears—		
2's Flemish Beauty	1.70	1.65
2½'s Flemish Beauty	2.00	1.95
3's Flemish Beauty	2.15	2.10
2's Bartletts	1.90	1.85
2½'s Bartletts	2.20	2.15
3's Bartletts	2.35	2.30
3's pie, not peeled	1.30	1.25
Gals., pie, peeled	4.05	4.00
Gals., pie, not peeled	3.55	3.50
2's, light syrup, "Globe"		1.25
3's, ditto		1.85
2's pineapple, sliced	1.95	1.90
2's, do., grated	1.95	1.90
2½'s, do., whole	2.45	2.40
Plums—		
2's, Damson, light syrup	1.00	.95
3's, ditto	1.40	1.35
2's Damson, heavy syrup	1.15	1.10
2½'s, ditto	1.80	1.75
3's ditto	1.90	1.85
Gals., Damson, standard	2.90	2.85
2's Lombard light syrup	1.00	.95
3's " "	1.45	1.40
2's " heavy syrup	1.20	1.15
2½'s " "	1.85	1.80
3's " "	1.95	1.90
Gals. " Standard	3.05	3.00
2's G. Gage, light syrup	1.40	1.35
2½'s " "	1.85	1.80
3's " "	2.05	2.00
3's " light syrup	1.85	1.80
Gals. " Standard	4.05	4.00
2's Egg, heavy syrup	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00
Raspberries—		
2's, red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals., red, standard	7.05	7.00
Gals., red, solid pack	9.80	9.75
2's, black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals., black, standard	7.05	7.00
Gals., black, solid pack	9.80	9.75
2's, rhubarb, preserved	1.80	1.75
3's rhubarb preserved	2.45	2.40
Gals., rhubarb, preserved	3.30	3.25
2's strawberries, heavy syrup	1.95	1.90
2's " preserved	2.20	2.15
Gals. " standards	7.05	7.00
Gals. " solid pack	9.80	9.75
VEGETABLES.		
Beets—		
2's, sliced, br., "Simcoe"		.95
2's, sliced, b.r., Simcoe		.95
2's, whole, b.r., "Simcoe"		.95
2's, whole, br. "Rosebud"		1.15
3's, sliced, br., "Simcoe"		1.25
3's, whole, br., "Simcoe"		1.25
3's, whole, br., "Rosebud"		1.40
2's, golden wax, midget, "Auto"	1.25	
Beans—		
2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85
3's, ditto.	1.40	1.35
2's. Refugee, midget, 'Auto'	1.25	
2's, Crystal Wax	1.00	.95
2's, Red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's corn	.90	.85
Gals., corn-on-cob		4.50
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's cabbage	.95	.90
2's cauliflower	1.50	1.45
3's cauliflower	1.90	1.85
2's parsnips	1.00	.95
3's parsnips	1.10	1.05
Peas—		
1's No. 1 extra fine, sifted	1.12½	1.07½
2's No. 4 standards	.82½	.77½
2's No. 3 early June	.87½	.82½
2's No. 2 Sweet Wrinkle	.97½	.92½
2's. No. 1 extra fine, sifted	1.42½	1.37½
Gals., No. 4	3.77½	3.72½
3's pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's table spinach	1.30	1.25
3's table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's succotash	1.20	1.15
3's squash	1.15	1.10
Gals., squash	3.55	3.50
2's tomatoes	.90	.85
3's tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's turnips	1.00	.95

MANITOBA MARKETS

Business continues fairly brisk with an encouraging outlook for a good winter's business. Collections are better than they have been for some time, and the arrival of several lines of new goods is keeping things moving nicely.

CANNED GOODS—The market is pretty active at the low prices prevalent this year, and some little competition between the independent and the confederated companies has been evident at some points in the West. There are likely to be further developments a little later in the season.

FRUITS.

	Group No. 1.	Groups No. 2 & 3
Apples—3's standard per case	2.44	2.34
" Gallons, standard "	1.55	1.52½
Cherries—Red pitted 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	9.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.50	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie unpeeled gallons	2.42½	2.40
" pie peeled gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe l. s. 2's		2.78
" Globe l. s. 3's		4.14
Plums—Damson l. s. 2's	2.28	2.18
" Lombard l. s. 2's	2.28	2.18
" Greengage l. s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red gallons	3.80	3.77½
" black 2's	4.18	4.08
" black gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards 2's	1.88	1.55
Early June 2's	1.98	1.65
Sweet Wrinkle 2's	2.18	1.85
Extra fine sifted 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes—2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Corned beef " 2's per doz.	3 10
" " 1's "	1 65
Roast beef	
" 1's, per doz	1 65
" 2's. "	3 10
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

SUGAR—The market is easier and a decline of 10 cents was noted last week.

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 80
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 70
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " 1 "	3 60
" 10 " ½ "	3 30
" 20 " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

ROLLED OATS—Prices are as follows since the recent decline.

Rolled oats, 80 lb sacks, per 80 lbs	2 50
" 40 " " 80	2 60
" 20 " " 80	2 60
" 8 " " 80	2 85

CORNMEAL—Prices continue very firm with an upward tendency. Quotations are:

Cornmeal, per sack	2 35
" per ½ sack	1 20
" per bale (10, 10's)	2 65

BEANS—White beans are advancing in price and some houses are now asking $2.50 per bushel for hand-picked, and $2.35 for 3-lb. pickers.

POT AND PEARL BARLEY—Pot barley, $2.80 per sack. Pearl barley has declined and quotations now are $4.05 per sack and $2.10 per half sack.

MAPLE PRODUCTS—

Sugar, 25 lb. boxes, ½s. and ¼s	3 00
Syrup gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 55

FOREIGN DRIED FRUITS—The arrival of new crop goods is resulting in some activity in these lines, particularly since the quality is so generally good.

Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 65
" " " 14's	1 00
" " selects " 28's	2 25
" " " " 14's	1 15
" " layers " 28's	2 35
" " " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0 07
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 08
" ¼ " "	0 08½
Prunes 90-100 per lb	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 08½
" 40-50 "	0 08½
" 30-40 "	0 09½
Silver prunes	0 10
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 12½
Peaches, per lb	0 10
Apricots, standard, per lb	0 09½
" choice, per lb	0 10½

SPANISH ONIONS—New stock is quoted at $1.15 per crate.

NUTS—

Shelled Walnuts, in boxes, per lb	0 27
" " small lots, per lb	0 29
" Almonds, in boxes, per lb	0 30
" " small lots, per lb	0 32

HINTS TO BUYERS.

Reading notices under this heading will be accepted a 10 cents per agate line.

A large and varied shipment of dried fruits and nuts of this year's crop has arrived by the Jacona, consigned to Laporte, Martin & Co., Montreal. This new stock, which is very fine in quality, consists of Malaga table raisins, Valencias, currants of choice quality, figs, prunes, dates and nuts of all kinds. Laporte, Martin & Co. will receive shortly, another consignment by the Escalona. This firm also have two especially fine brands of Japan and black teas. "Princess" and "Victoria respectively. Their stock will be found most complete in all lines of teas in all grades, and for all requirements.—Advt.

Carveth & Co., manufacturers' agents, Montreal, are doing a large business in Murray's chocolates and French confections. Their goods are nicely packed in handsomely labelled boxes, containing 4 pounds net, which makes it very easy handling for the grocery trade. Their "Varsity" mixture of creams is meeting with large sales in the regular 4-pound boxes, also in the specially packed handsome cardboard boxes, put up in ¼'s, ½'s, 1's and 2-pound boxes. These goods are of exceptional quality and each package contains the net weight of candies. This firm carry another line which is of exceptional interest to the grocery trade—fireproof pottery, consisting of tea pots, coffee pots, kitchenware and art pottery. Owing to their handsome designs and fireproof qualities these lines are meeting with large sales. They are the agents of Lovatt & Lovatt, Langley Mills, England, who are the original makers of the Langley ware. Illustrated catalogues and prices will be furnished on application.

A line of goods that is rapidly coming to the front in groceries, general and flour and feed stores in Canada is that of Spratt's Patent, Limited, of London, Eng. The company's patent dog cakes and bird seeds in 1-lb. packages are making money for retailers everywhere. The trade is being supported by press advertising, and a supply of show stationery, prize cards, number cards, for the secretaries of shows, etc., are placed in the hands of fanciers, so that it would be to the advantage of retailers to carry a stock. The goods may be obtained from jobbers, from the company's Montreal branch, 13 St. Therese Street, St. Gabriel, Montreal, or shipped direct from London. The advertisement of the company in this issue deserves attention.

The Mason-Miller Co., Toronto, have an advertisement on page 174 of this issue calling attention to their A1 sauce and essence of beef, which have just recently been put on the market.

The INGERSOLL PACKING COMPANY, Limited

BEAVER BRAND HAMS AND BACON

"Beaver Brand" Ingersoll Hams and **Bacon** are to-day more widely and favorably known and consequently in better demand than any other brand of pork products sold in Canada. You have to spend no time in introducing this brand to your customers. Every piece bears the government mark **"Canada Approved"** Combined with this safe-guard is the careful selection of every ham and side of bacon, the **guaranteed sugar cure,** the uniform quality. The price is a little higher but then the **proved results,** a satisfied and regular customer and an increasing trade. If you are not selling **Ingersoll Products** give them a trial. Ask your friends who are selling them, communicate with our representatives or write direct to,

The INGERSOLL PACKING CO. Limited

Pork Packers

INGERSOLL ONTARIO CANADA

KEEP IN A COOL PLACE
INGERSOLL CREAM CHEESE
IS ALWAYS SOFT IN TEXTURE DISTINCT IN FLAVOR AND EVERY PARTICLE CAN BE CONSUMED
AVOID IMITATIONS
INGERSOLL
REGISTERED.
TRADE
MARK
CREAM CHEESE
IS OF THAT CREAMY CONSISTENCY WHICH IS SO PLEASING TO THE TASTE.
ASK FOR AND INSIST ON GETTING THE ORIGINAL
INGERSOLL CREAM CHEESE

Dairy Produce and Provisions

REPORTS FROM VARIOUS CANADIAN CENTRES.

CHEESE AND BUTTER BULLETIN

Montreal, October 14, 1908.

Reports arriving from country points state that the pastures have recovered more quickly than was expected from the very burnt up condition they were in at the end of the dry weather. It is now thought that the production will be fairly good of both butter and cheese from now to the end of the season. This is, however, highly problematical, as the weather always is. From sources which are reliable, it is learned that in spite of the present high prices of butter there will be yet further advances. Some time ago large amounts went into storage for English account, and during the last week a large amount of this butter was shipped to Bristol, which has so far proved to be the best market for Canadian stock. During the past week fancy Townships stock has been offered, at the advanced rate, but these figures have not proved attractive to the English buyers, and owing to a good demand there, the houses which have had butter in storage on this side of the water have commenced to draw on these stocks, to supply the demand which they are meeting. This Townships stock which has been offering at the advanced figure was bought by local houses, and put into storage. From this it seems these buyers have faith in a much higher market in the future, to render these transactions profitable. There is, of course, a possibility that the market will not turn out as anticipated, but to many it evidently looks like a fairly good speculation. There are now three ships on their way from Australia, with butter for the London market, and the arrivals from Siberia of late have been exceptionally large, and in the face of this, prices have been well maintained. The Siberian stock was snapped up as quickly as offered, which looks good for Australian and Canadian butter to arrive, as these two countries produce stock of a superior quality. It must be understood that London and Bristol are the points where the greatest activity seems to be present in the English market. Reports from other points state that the butter trade is dull. The London market is active, and has been active owing to the fact that there is an increasing number of tourists arriving there. The old city has had a wonderful year in this respect, owing to the Franco-British Exposition and also the fact that Paris of late has fallen somewhat in disfavor as a Mecca for globe trotters, and to-day everyone seems to be pointing towards London. It is said that it is no unusual thing to have one hundred thousand people arrive from the continent in almost a day. All this is good for the provision trades, and it is this fact that has kept London to the fore amidst English cities in its demands for butter. In this respect Bristol has also shown some preference for the Canadian product. The butter business according to reports arriving from American points, indicates inactivity of the market. The long drought seemed to have exercised a more deteriorating effect on the pastures than here. This, however, according to one authority, is not borne out by the volume of receipts arriving, which have been increasing if anything. This, however, may be due to shipment of stock held by factorymen previous to the dry weather. Highest grade of stock is meeting with fairly good sales, but the lower grades are much neglected. Prices all around are high. Some think that the cooler weather which will call out the storage stocks will give high prices a jolt. Farmers there are complaining that the rains which fell were insufficient to properly restore the pastures. The October make is looked forward to with considerable interest, as it will prove pretty effectually to be the key to the situation. Locally, the demand for butter is very good indeed and finest creamery is quoted at 25½c in round lots and 26c to 26½c in small lots.

Receipts of the season from May 1 up to the present are 351,517 packages, as against 344,899 packages for the corresponding time of last year. Exports for the same period have been this season so far 88,417 packages, against 66,761 packages for the same period of last year.

Cheese has receded somewhat from its lofty position of a few weeks ago. Prices here have followed closely on the heels of the decline in the country. All of this represents the reaction from the speculative condition of the market a few weeks ago. This movement was led by parties in the Old Country, and was assisted by men on this side. Many, however, think that it has struck the bottom, and will strengthen up before long. This opinion, however, is not shared by all, and some are looking for further declines. Stocks are very low all over the country. Many large houses who had from 20,000 to 50,000 boxes in storage last year at this time, have nothing at all this year. It is estimated that there is a shortage of 100,000 boxes at least in Canada at the present moment. This certainly looks like higher prices before long. Receipts of cheese for the season since May 1 are 1,605,407 boxes, against 1,769,729 boxes for the corresponding period of last year. Exports up to date are 1,486,437 boxes, against 1,685,568 boxes for the corresponding period of last year. Westerns are quoted at 12⅛c to 12¼c, and Easterns at 11⅞c to 12c.

THE PROVISION SITUATION

Toronto, October 14, 1908.

"There isn't much new in the situation this week," said a prominent packer in talking over trade conditions. "The English market is again a little lower and with fairly large deliveries here prices have fallen off a notch."

The present is rather an off season with the packers and they do not usually expect much business during the first couple of months of Fall. This year, after the disappointing conditions prevalent for so many weeks during the Summer it was hoped that overseas demand would continue heavy a little longer than usual. The season, however, seems to be following along the usual lines.

The British market is not particularly active at present, anyway. On top of this the Danes are making their usual heavy killings and shipping in large supplies. The Irish packers, though not doing a great deal, are steadily hammering away and are holding their own. Add to this the fact that in the last

couple of weeks shipment by United States firms which were for several weeks previous almost completely curtailed and it will be seen that the British market ought to be pretty well loaded with pork product and the demand for the Canadian goods is not very active. The British market, on which a drop was noted last week, went off again during the present week and things over there seem to be feeling a bit easy, and, according to reports received here, are likely to continue so for some time.

Local business, too, is not so good as it has been for several months back. With the arrival of colder weather people seem to be resorting to fresh meat in preference to the more easily prepared product of the packer.

In the face of a fairly heavy run of hogs these conditions could only tend to knock down the price, which has gone another notch below the decline noted last week. The f.o.b. price this week is $6.12½, a York shilling less than a week ago. This brings "fed and watered" prices to $6.45. The quality of offerings is very fair and is improving as the weeks progress.

The experience of the past couple of months when hogs were not forthcoming under top-notch prices and now are arriving freely on a declined price leads one outside to wonder whether the farmers couldn't get their hogs into condition about a month earlier than at the present season, at a time when good values are almost certain to rule.

The United States markets have been rather more active during the week, though conditions have been somewhat unsettled as is evidenced in the following review of the situation from the New York Journal of Commerce:

"There has been more activity in the option market for products the past week, as the result of a very considerable increase in receipts of hogs, while the attitude of packers on the market has been rather uncertain. They have not taken advantage of these big receipts to break the price of hogs, as they might easily have done, and they have prevented any heavy break in future products, which is taken to mean that they are trying to hold up the market to get rid of their stocks on hand, and yet they have been sellers on strong spots and apparently supporting products on the weak ones. The cash situation has been against them, as trade has been falling off, even the jobbing trade, that had been better the previous two or three weeks, and prices of spot stuff have been weaker than futures, indicating that packers have been trying to get out of their cash stuff before receipts of hogs get heavier. Yet the condition of hogs is poor, indicating grass fed still and selling by farmers to save their corn. How long this is to continue is a question which depends much upon the course of the corn market, which is expected, however, to decline materially after the movement has become heavy enough to supply the nearby wants of the trade and leave a surplus to come on the market. Whether the situation suits the packers or they are loaded down with more old product than they can work off before the new packing season begins is a question. At any rate, they are talking bullish and acting bearish, while the future supply of hogs is problematical, although the number in the country is liberal and there has been little cholera among them this season."

PROVISION MARKETS

MONTREAL.

PROVISIONS—There is a good trade passing in the provision market, especially for the various lines in lard. Compound remains the same as at last quotations, but pure has gone forward in all lines from an ⅛c to a cent. Pork is also stronger in all lines, having advanced two dollars in some cases.

Heavy Canada short cut mess pork, in tiero s..	36 50	37 00
" " " " " bbls.	25 00	25 50
Selected heavy Canada short cut clear boneless pork	25 00	25 50
Heavy Canada short cut clear pork	23 50	24 00
Very heavy clear pork	25 50	26 00
Plate beef 100-lb bbls		08 00
" 200 "		15 50
" 300 "		23 00
Pure Lard—		
Tierces, 375 lbs		0 13½
Boxes, 50 lbs., grained		0 13½
Tubs, 50 lbs. "		0 13¾
Pails, wood, 20 lbs., parchment lined		0 13¾
Tin pails, 20 lbs., gross		0 13½
Cases, tins, 10 lbs. each		0 13¾
" " 5 "		0 13¾
" " 3 "		0 14
Compound Lard—		
Tierces, 375 lbs		0 08½
Parchment lined boxes, 50 lbs		0 08¾
Tubs, 50 lbs		0 09
Wood pails, 20 lbs. net		0 09
Tin pails, in cases	0 09	0 09½

BUTTER—There has been a falling off in supplies arriving, which has resulted in the development of a strong tone to the market. The local demand is very good, and this also has contributed to the increasing strength of the market. Fresh creamery solids are now quoted from 25c to 26½c per pound, and prints from 26c to 27c.

Fresh Creamery, solids, lb	0 25½	0 26½
" prints, lb	0 26	0 27
Dairy, tubs, lb	0 20	0 22½

EGGS—Eggs arriving are showing good quality and the market is steady under a good demand. Prices are very slightly easier than last quotation, as the minimum quotations are more frequently quoted than the top figures.

New laids	0 24	0 25
No 1 Eggs	0 20	0 21
No 2 Eggs	0 15	0 18

CHEESE—Owing to a weaker condition of the market in the country the local market is less firm. Conditions in the country have recovered from the recent drought more quickly than it was thought it would be able to do. If the weather continues favorable receipts will be heavier.

Cheese, Easterns	0 11½	0 12
" Westerns	0 12½	0 12½

HONEY—Supplies arriving are large, and business in these lines is active. The white clover variety seems to be predominating the market, both in quality and quantity. Trade is good. Prices rule the same as at last quotations.

White clover comb honey	0 13	14
Buckwheat	0 07	0 0.½
Buckwheat, extracted	0 10	0 12
Clover, strained, bulk, 30 lb. tins	0 09	0 10

TORONTO.

PROVISIONS—Business is fully as good as at any time during the past three months. Demand is good and supplies are nearly up to normal. In about three weeks' time supplies are expected to be quite free again. Prices are firm, though it is believed the high point has been reached, and when hogs are more plentiful quotations will be somewhat lower on almost every line. Already there is an easier feeling in lard prices. Large hams have temporarily advanced one cent, following the lead of light and mediums a week ago; and barrel pork, which is hard to get, is up another 50 cents.

Long clear bacon, per lb		0 13
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11½	0 11½
Light hams, per lb		0 15
Medium hams, per lb	0 14½	0 15
Large hams, per lb	0 13½	0 14
Shoulder hams, per lb	0 10½	0 10½
Backs, plain, per lb	0 17½	0 18
" pea meal		0 18½
Heavy mess pork, per bbl		20 00
Short cut, per bbl		24 50
Lard, tierces, per lb		0 13
" tubs "		0 13½
" pails "		0 13¾
" compounds, per lb	0 8½	0 09½
Plate beef, per 200-lb. bbl	15 50	16 00
Dressed hogs	0 09½	0 09½

BUTTER—This line is advancing, and nearly every grade has gone up one or two cents during the week. Demand is good and supplies—that is country supplies—are fairly free. The keeping qualities of the butter are good now that the cooler weather is with us.

	Per lb.	
Creamery prints	0 26	0 27
Creamery solids	0 25	0 26
Farmers' separator butter	0 25	0 26
Dairy prints, choice	0 22	0 23
" ordinary	0 19	0 21
" tubs, choice	0 21	0 23

EGGS—All but one house quotes 23 cents as the selling price of eggs this week; and one of the big commission firms which has been rather lower than the others during the Summer is asking 23½. The lowest quotation on the market is 21c, though the same seller is asking 22c for a good line. Considering that farmers are asking 20c in the country, and that freight and risks have to be taken by the dealer in the city, 22c is a pretty low price.

CHEESE—This line is off again. During the past month trading has been spasmodic. Prices are unchanged. Only one concern in Toronto is handling old

Royal Salad Dressing

has many imitators and imitations. There are plenty of people trying in one way or another to sell these imitations on the strength of the value, merit and popularity of **ROYAL SALAD DRESSING** by saying it's just as good.

Royal Salad Dressing is made only by

The Horton-Cato Mfg. Co.
Windsor, Ont.
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LARD

is scarce and has advanced in price. We can supply you and we can also give you excellent Lard Compounds and Cooking Oils.

F. W. Fearman Co.
Pork Packers and Lard Refiners
Phones 674 and 675. 17 MacNab North
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Lard, Hams, Bacon
Sausages
and Cooked Meats

IF YOU WANT THE BEST

BUY O'MARA'S

Select Poultry

ASK FOR QUOTATIONS.

JOSEPH O'MARA
PORK PACKER
PALMERSTON, - ONTARIO

Breakfast Bacon
Skinned Backs
Hams and Rolls

Finest Quality. Made from Selected Hogs.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

CREAMERY BUTTER
CORONA
LUNHAM & GRAHAM
MONTREAL
REGISTERED

The Old Reliable

If you can convince the public that you are the butter grocer of your town, you can secure not only their butter trade but a good share of their regular patronage.

By handling "CORONA" Creamery Butter you are assured of the cream of the butter trade and also more straight grocery business.

"CORONA" is made in the finest dairying district, and is put up in 1-lb. attractive packages wrapped in parchment paper.

Everywhere Appreciated!

Lunham & Graham

PRODUCE MERCHANTS

592 St. Paul St., - MONTREAL

Condensed Milk

that Brings Customers Back

"SWEET'S CROWN"
"SWEET'S PRIDE"
"SWEET'S GEM"
"VALLEY QUEEN"

These are Sweet's Reliable Brands, always of uniform excellence.

Bulk Milk and Cream for Confectioners and Bakers

GIVE US A TRIAL ORDER

The Sweet Milk Condensing Co.

LAURENTIDES (ST. LIN), QUE.

BARBEAU & PARE
QUEBEC, P.Q.
Wholesale Grocers and Commission Merchants
Catalogues and Quotations Invited.

R. F. Cream & Co.

General Brokers and Commission Merchants

Flour, Grain, Provisions, Teas and General Groceries

Correspondence Invited

75 Dalhousie St., Quebec, P.Q.

We Want Butter!

Dairy Tubs, Creamery Solids

We will buy f.o.b. your station, in large or small quantities.

Write or phone us with best quotations.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,
TORONTO.

Flour, Pork, Grain
Smoked Meats
and
General Provisions
also
Hay and Oats

Geo. Tanguay

Lower Town, Quebec

When writing advertisers kindly mention having seen the advertisement in this paper.

We are leading, Others Follow
Largest firm in City

Butter, Cheese, Eggs, Live and Dressed Hogs

Come or communicate with us
It will pay you.

Emond & Cote

22 St. Peter St., Quebec

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
125 Adelaide Street E. Toronto

Eugene Picher & Co.

Buyers and Sellers of
Butter, Eggs, Cheese, Lard and Dairy Supplies, Grain and Hay.

Grain Dealers Please Write

87 Dalhousie St., Quebec

PROF. VINK'S

CELEBRATED

Horse and Cattle Preparations

Always in demand. Yield good profit. Secure catalogue and full information from

The Joliette Chemical Co., Ltd.

Try a business card in The Canadian Grocer.

cheese, that is, cheese of last year's make. This year's make is now seasoning well and very likely will soon oust the old make.

Cheese, large, prime old	0 14½	0 15½
" " " new	0 13	0 13½
" twins, new	0 13½	0 14

HONEY—The market is just beginning to feel the effect of trading and no dealer cares to express an opinion on what will be the amount of business done this season or what will be the ruling prices. Quotations are a little firmer than last week and quite a range of prices is made in comb honey.

60-lb. tins	0 09	0 10
Smaller sizes	0 10	0 10½
Comb, doz	1 60	2 00

POULTRY—The season is opening up in earnest, though it is too early to quote dressed fowl. All the dealers have supplies and on two or three days this week pretty free receipts were delivered on the market. Prices are unchanged. Chickens and hens are the active lines; turkeys, which are not so plentiful, are considered a little too high in price.

Spring chickens, per lb, live	0 09
Hens, per lb., live	0 07
Young ducks, per lb.	0 08
Turkeys, per lb	0 13

DO FOODS DETERIORATE IN COLD STORAGE?

Interesting Findings of a United States Government Chemist.

The year book of the United States Department of Agriculture, just issued, contains a chapter on "Cold Storage Foods and Their Relation to Public Health," which will prove interesting to all who deal in cold storage foods. We reproduce part of this herewith:

It is stated by the writer, the bacterial chemist of the Bureau of Chemistry, that "it is estimated that approximately from 75 to 90 per cent. of all the poultry produced in the United States is, for a longer or shorter period, preserved in cold storage. While the number of ducks, turkeys and geese is by no means small, chickens, of course, are greatly in the majority, and from the appearance of the cold-storage warehouses in our large cities it would seem to be almost a matter of routine that every chicken intended for market should sojourn there for a certain, or rather an uncertain, time." The vital question for the consumer of poultry is whether cold storage poultry is wholesome or not, it being an unquestionable fact that nearly all the poultry sold is, for a longer or shorter time, in cold storage before being offered for sale. The testimony of those engaged in the business of refrigeration is, of course, uniformly to the effect that keeping poultry in this way does not impair its quality at all. An officer of a refrigerating company in New York City is quoted as saying: "In our experience we have carried frozen undrawn poultry for four years and found it as to appearance at the end of that time in a wholesome condition, and the same was eaten with no injurious effects. Poultry kept in a freezer and kept at the right temperature will keep for an indefinite length of time in a healthful condition."

The investigation of this subject made by the Bureau of Chemistry does not support this favorable view of refrigeration. Serious deterioration was found in chickens kept in cold storage for long periods. While actual putrefaction was not indicated by the odor, the keeping quality "was practically nil, and in a short time the foulness of its odor was distinctly noticeable." The conclusions formed by this government investigator are worth quoting:

The changes in the chickens which have been described are not the most pronounced of their kind, other specimens exhibiting more marked degenerations and some showing better conditions. There were, rather, alterations representing as nearly as possible the mean.

Such being the case, the dictum of the warehouse men that there is no change in cold-storage poultry and that it may be kept for an indefinite period can not be accepted in its entirety. Both microscopic study and the taste of the cooked fowl confirm the fact that microscopically visible degeneration does take place.

Considering the enormous growth and the wide extent of the refrigeration of foodstuffs, as well as the absolute lack of authoritative supervision of such frozen products before they are offered for sale, it seems most desirable that a careful study should be made to determine whether such alterations as have been noted affect the appearance and histological integrity of the flesh only, or whether, as has been asserted by some, the consumption of poultry after long periods of cold storage is not responsible for some of the obscure intestinal disorders and the imperfect metabolism from which modern humanity, especially the dwellers in large cities, are so apt to suffer.

If it is true that from 75 to 90 per cent. of the poultry offered for sale has been in cold storage there is not much chance for all of us to have poultry that is absolutely fresh. The best that the buyer can do is to get that which shows the least signs of antiquity, unless he is so situated that he can buy of some honest poultry raiser who has no cold storage plant. At any rate it seems clear that too much care cannot be taken, merely from the health point of view, in regard to the eating of poultry whose history is a sealed book.—Modern Grocer.

WHAT SAUSAGE IS.

For a long time the United States commissioners and sausage manufacturers have been at loggerheads over the question of "What is Sausage?" Some said a sausage was one thing and others declared it was something else. The committee on standards of the Pure Food Department of the Department of Agriculture has now come to the rescue with a sausage description. Incidentally, it tells what other meats are. Its findings, which have now been formally adopted, are as follows:

Sausage, sausage meat is a comminuted meat from neat cattle or swine or a mixture of such meats, either fresh, salted, pickled or smoked, with added salt and spices and with or without the addition of edible animal fats, blood and sugar, or subsequent smoking. It contains no larger amount of water than the meats from which it is prepared and if it bears a name descriptive of kind, composition or origin, it corresponds to such descriptive name. All animal tissues used as containers, such as casings, stomachs, etc., are clean and sound and impart to the contents no other substance than salt.

Blood sausage is sausage to which has been added clean, fresh blood from neat cattle or swine in good health at the time of slaughter.

Canned meat is the cooked, fresh meat of fowl, neat cattle or swine, preserved in hermetically sealed packages.

Corned or cured meat is meat, cured or pickled with dry salt or in brine, with or without the addition of sugar or syrup and (pending further inquiry) saltpeter.

Potted meat is comminuted and cooked meat from those parts of the animal ordinarily used for food in the fresh state, with or without salt and spices and inclosed in suitable containers hermetically sealed.

Meat loaf is a mixture of comminuted cooked meat, with or without spices, cereals, milk and eggs, and pressed into a loaf. If it bears a descriptive name, it corresponds thereto.

Mincemeat is a mixture of not less than ten (10) per cent. of cooked, comminuted meat, and chopped suet, apple and other fruit, with salt, spices and sugar, syrup or molasses, and vinegar, fresh, concentrated or fermented fruit juices and spirituous liquors.—Modern Grocer.

PERSONAL NOTES.

R. J. E. McCrae, of J. A. McCrae & Son, Guelph, was in Toronto this week on a business trip.

Robt. H. Bothwell, one of Barrie's energetic young grocers, was in Toronto on Monday and made a pleasant call on The Grocer.

Gillett's Lye Eats Dirt!

It cleanses whether the dirt is visible or invisible.

Gillett's Perfumed Lye

has been the Standard for over 50 years, and millions of people use it every day. Why experiment with substitutes?

Handle the brand with the established demand! Useful for 500 purposes.

E.W.GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

In my advertising, I am emphasizing the excellence of

Clark's Corned Beef

and introducing more generally

Clark's Mince Meat

These are two particularly good lines and there will be a good demand for them as well as all other CLARK'S MEATS.

WM. CLARK

Manufacturer

MONTREAL

The Demand For

BOVRIL

is increasing. See that your stocks are complete so that you lose no sales in the best season.

We have now ready two new hangers, one an exact representation of a member of the N.W. Mounted Police.

A post card addressed to

BOVRIL Ltd.

27 St. Peter St. **MONTREAL**

will bring you, Express prepaid, a supply of attractive show cards for your store.

"Canada First" Brand Evaporated Cream and Condensed Milk

RECEIVED HIGHEST AWARD AND GOLD MEDAL, Halifax Exhibition, 1908

NO DEAD STOCK EVERY CAN GUARANTEED

Aylmer Condensed Milk Co., Limited : Aylmer, Ontario

A QUESTION EASILY ANSWERED

WHICH IS THE BEST?

Extract from Dominion Government report on Condensed Milk—January 3, 1908.

SEE INLAND REVENUE DEPARTMENT BULLETIN.

CONDENSED MILK, sweetened

No. 144, Page 11	Total Solids	Butter Fat.
REINDEER MILK	**72.68**	**8.61**
Clover "	71 78	7.91
Eagle "	68.50	8.00
Gold Seal "	69.12	7.33
Silver Cow "	70.34	7.64
Nestle's "	68 35	7 87
Pheasant "	68 29	5.10
Challenge "	68.90	7.37

STERILIZED CREAM, unsweetened

JERSEY CREAM	**27.96**	**8.05**
St. Charles "	27 06	7 10
Peerless "	26.98	6.50
Carnation "	24.94	6.93

Value is determined by amount of Butter Fat and Solids contained.

THE TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Free to Grocers !

To introduce to you the wonderful substitute for Port and Sherry; the famous after dinner beverage; the popular priced, quick seller,

MARSALA WINE

$7 Case, and Up

We are going to send a sample, with prices and full information to every (*bona fide*) grocer who writes us.

It's up to you, write at once

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WHOLESALE GROCERS

Flour, Grain, Feed, Provisions, Meat, Butter and Eggs

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118-140 St. Paul Street, - QUEBEC

THE HOUSE OF QUALITY

FOR

COFFEES, SPICES, CEREALS, COCOANUT, &c.

"WHITE SWAN GOODS ARE GOOD GOODS"

—ALWAYS—

CEREALS, SPICES, COFFEES, ETC.

THE ROBERT GREIG CO. LIMITED

WHITE SWAN MILLS - TORONTO

OUR DOORS ARE ALWAYS OPEN

—FOR BUSINESS—

QUICK SHIPMENTS GUARANTEED

An Opportunity for Grocers

CHILDREN'S CANDY TRADE A PROFITABLE SOURCE OF INCOME.

This is an opportunity that exists in every town. It has been awaiting discovery for years. And it wants to be discovered. It passes the general stores these September days, in groups of threes, of fives, of sevens; morning, noon and night.

The great army of school children, hundreds strong, and in many towns thousands strong, is the golden opportunity to which the general merchants are blind. They see the children, but they do not realize the opportunity they present for increasing the trade of the store. Yet these children are about the biggest and best paying advertisements that general merchants can employ.

Children's trade is a possible source of income that few general merchants get any benefit or revenue from. It is a fertile field, whose surface, as yet, has only been scratched. With the right methods of cultivation it will give enormous yields. Children's trade is an advertising opportunity too good, too big, too lasting, to be neglected. It should be taken at its real worth and valued accordingly.

Some Are Waking Up.

Far-sighted business men are already awake to the immense trade there is in supplying children's needs, and stores that make an exclusive specialty of children's goods are now established in many of the larger cities. Small stores in Greater New York, located near a public school, rent at a premium because of the large and profitable trade in children's school supplies, toys and candy. And these stores are eagerly taken by merchants who ten years ago would have laughed at the idea of supporting a family on the proceeds of children's spending money.

Children's trade is not a matter of small moment; it is an important item in the building of a retail business. The general merchant who neglects it is overlooking his golden opportunity. There is good profit in children's trade and the merchant who secures it will have the largest general trade in the town.

Winning Children's Trade.

Children are won quicker by "goodies" than by anything else. When the writer wore knee pants, there was a keen rivalry between the three bakers in the neighborhood of his home. Two of them began to cut prices. The third one was wiser. He said nothing, but began to saw wood. One morning when the writer was sent out for the household bread, he entered the store of this particular baker because it happened to be the nearest. He made his usual purchase, and with it the baker handed him a tart, such as all small boys love, and said: "There, my little man, that's for buying your bread from me." 'Nuf said. The news was too good to keep, and on the way home, the other boys, bound on similar errands, were shown the tart and told where one was to be had for nothing. The news spread without any advertising on the baker's part, and he had won the fight before the others were aware of what he was doing.

Children are won through kindness and parents favor the store where the children are made welcome. All general merchants can not make or sell tarts, but they can sell something sweeter, better liked, easier to get and easier to handle. They can win the trade of children with high quality, low priced candies.

Candy is the open Sesame to a child's heart. The promise of candy dries the tears on wet cheeks; it bribes the mischevious boy to be good; it is an effective reward for getting lessons. It gives the big sister who is being courted, freedom from the pranks of a small brother. Candy makes peace where threats fail. Candy brings contentment to a child when toys and games lose their power to amuse. A sale of candies at popular prices will bring more children into a store than any other offering, for children love candy.

Special Sales Do the Work.

Special candy sales for children will quickly turn a golden stream of trade into a general store. These sales should be planned to interest children and care taken to have them simple and easy for young minds to understand. The important point in all these special sales is to see that the children always have some little thing to do, before they can get the candies.

A "Time of Day Sale" is a good one to start out with. Have this sale exclusively for children. Offer candies at special prices to every child under ten years of age who can tell the "time of day" by the big store clock hung back of the candy counter. "Every child should know how to tell the time" you may advertise, "and every child should know how good our candies are." "Tell the time and get twenty cents' worth for a dime." Make the rules of the sale simple and plain and do not show any favoritism. Saturday, of course, is the best day for a sale of this kind.

Birthday sales are always popular with children and one may be held each month. Begin this month by advertising that every child born in October will receive a present of candy on the last day of the month, equal to five per cent. of the amount of goods purchased during the month by members of the family. This plan keeps up interest in the Birthday Sale all through the month and has the advantage of helping the sales of other goods.—The Southern Merchant.

THE FIRST CANDY.

The most ancient kind of candy is the sugar plum. It was the invention of Julius Dragatus, a noted Roman baker and confectioner, who belonged to the family of Fabius. It was in 177 B.C., that he made the great discovery which for twenty centuries has grown constantly in favor.

These bonbons, called "dragati," after their inventor (dragees in French), remained the exclusive privilege of the family of Fabius. But at the birth or marriage of one of that family a great distribution of "dragati" took place, as a sign of rejoicing. The custom is still observed by many of the nobility of Europe.

The pastille is of far later origin, having been invented and introduced into France by an Italian confectioner, the Florentine, John Pastilla, a protege of the Medicis. When Marie de Medici married Henry IV. of France, Pastilla accompanied his sovereign to the French court, where his bonbons had a tremendous vogue. Everybody wanted the Florentine's pastilles, which were excellent. He made them with all kinds of flavors —chocolate, coffee, rose, violet, mint, wine, strawberry, raspberry, vanilla, heliotrope and carnation.

Burned almonds are purely of French origin, owing their inception to the gluttony of a certain French merchant. One day Marshal Duplessis-Pralin, an old gourmet, sent for Lassagne, who had already invented many a toothsome dainty, to concoct a new bonbon for him. Lassagne searched, reflected, combined, until finally he conceived a delicious bonbon, which he baptized gloriously with the name of his master, Pralina, the French for burned almonds.—Confectioners' Gazette.

Chas. Snow, confectioner, 892 College Street, Toronto, has sold his branch store at 1176 Queen Street, west, to John Hunter.

Cereals and Confectionery

MARKETS STRONG AND UNCHANGED—AN OPPORTUNITY FOR RETAILERS IN CANDY BUSINESS.

Business continues excellent in all lines of flour and cereals, according to reports made last week. Millers particularly speak of excellent business being done and of the outlook for a continuance of this.

The markets are pretty generally steady and no changes are reported except in feed, which is a little easier in Quebec markets. The excellent demand from local merchants and the continued brisk export demand is keeping all lines firm.

MONTREAL.

FLOUR—Trade is reported as very brisk, having brightened up wonderfully during the last few days. People seem to have now arrived at the conclusion that prices will not ease off any owing to the movement of the new crop. If the production of other countries besides Canada, which contribute largely to the world's wheat supply had been up to normal the probability is that prices would have been easier, but as it is it now seems that any surplus which Canada has will bring good prices elsewhere.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 00
Glenora		5 50
Manitoba spring wheat patents		6 00
" strong bakers		5 50
Five Roses		6 00
Harvest Queen		5 50

ROLLED OATS—As yet sales are not large, but there is a marked improvement in all lines. Enquiries from country points are arriving in larger numbers. Locally the demand is fair.

Fine oatmeal, bags		3 05
Standard oatmeal, bags		3 05
Granulated " "		3 05
Golddust cornmeal, 98-lb bags	2 25	2 50
White cornmeal	2 00	2 05
Rolled oats bags		2 55
" bbls		5 35

FEED—The feed market is somewhat easier owing to increased supply arriving. The small mills are now contributing more largely than for some time. Locally the demand is good.

Ontario bran	21 50	22 00
Ontario shorts		25 00
Manitoba shorts		25 00
" bran		00 21
Moullie, milled	25 00	27 00
" straight grained	30 00	31 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—There is little change from conditions reported last week. The market is strong and business is exceedingly brisk both at home and for export. Millers report most optimistically on the outlook. Prices are unchanged.

Manitoba Wheat.

90 per cent. patents	5 30
85 " "	5 00
Strong bakers	4 80

Winter Wheat.

Straight roller	4 00	4 20
Patents		4 40
Blended		4 60

CEREALS—The prospective advance in oatmeal has not yet materialized, though the market continues strong and business good. Ontario oats are coming in a little more freely but the quality continues poor.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 80
Oatmeal, standard and granulated, in bags 98 lbs.	3 10

CONFECTIONERY AND CEREAL NOTES.

Primeau & Co., confectioners, Brandon, have discontinued business.

Emil Brooker, confectioner, 1701 Queen Street west, Toronto, has assigned.

H. F. Chapin, confectioner, Hartney, Man., has sold his business to A. E. Fry.

The bailiff is in possession of the confectionery store of M. Tiano & Co., Winnipeg.

Mrs. Ada Spittle, confectioner, Brandon, has sold her business to McWhirter & Harris.

S. J. MATHEWSON FOR PRESIDENT

A requisition has been tendered S. J. Mathewson, of Mathewson, Sons, Montreal, to accept the nomination for the presidency of the Dominion Commercial Travelers' Association at the approaching elections. Among those whose names appear on the list are James Robinson, W. J. Egan, J. D. Rolland, D. Watson, F. Birks, John Paterson, Thos. L. Paton, E. Marceau, Charles Guid, A. Murphy, J. T. McBride, and many others.

Mr. Mathewson has decided to accept the nomination tendered him. If elected, and this seems to be a foregone conclusion, this gentleman will prove an efficient officer of the organization. His experience as a traveler and connection with one of the most highly-respected and esteemed business houses of this city amply fits him for the position which he will occupy.

Walker Gurd, Montreal, is on a trip to the Old Country.

There are several good features in connection with

Mooney's Perfection Cream Sodas

that have done much to increase their sale. But the most prominent one, perhaps, is their unchanging quality. They are perfectly baked, and as a result are always fresh, crisp and delicious. No soft, musty biscuits in a package of Mooney's. You may offer these Sodas to the most critical customer knowing that their quality will give every satisfaction.

The Mooney Biscuit & Candy Company,

LIMITED

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COX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE.

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A. P. Tippet & Co., "

J. & G. COX, Ltd
Gordie Mills
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BUDA FLOUR

Is a Good Seller!

☞ Dealers and Customers satisfied ☜

It is a splendid blend of Ontario and Western wheat, and sold at a price which leaves the Dealer a good profit.

Buda Comes Nearer Pleasing Every Family Than Any Flour on the Market.

Buying at our prices, and under the guarantee of the Millers, it is to your advantage to handle Buda Flour. May we have the honor of filling your order? Why not wire it to-day, at our expense?

SHIRK & SNIDER, Millers
Bridgeport and Baden, Ont.

Branch Sales Office, Pictou

Wire all inquires to
J. B. HARTY, Sales Manager,
PICTOU, N.S.,

For Maritime Provinces and Newfoundland

By Royal Letters Patent

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Opaque, Brilliant, Isinglass, Leaf, and Powdered

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Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

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Sole Proprietors and Manufacturers of
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EMSCOTE MILLS, WARWICK

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Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

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MOTT'S: No better Chocolate

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This is particularly so when that name is

MOTT'S

The CHOCOLATE bearing this name under the brands

"Diamond" and "Elite"

is a profitable and ready seller with every grocer—

They are for sale by all jobbers.

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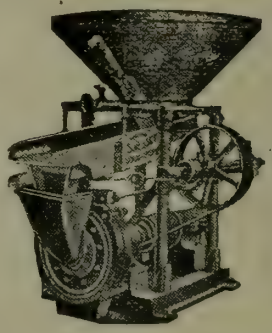

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Hundreds of millers now using it. Always gives highest satisfaction.

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with Stewed Fruit is an ever pleasant memory.

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Made by Edward J. Nation & Co., Bristol, England

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MONTREAL

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GINGERBREAD BRAND MOLASSES

(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP

(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis. - - Quebec	W. H. Escott, - - - Winnipeg.
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Jas. N. McIntosh, - - Ottawa	Tees & Peerse, - Edmonton.
Geo. Musson & Co., - Toronto.	Wilson & McIntosh, - Vancouver
J. W. Bickle & Greening, - Hamilton.	C. Leonard Grant, - P. E. Island
G. H. Gillespie, - - London	

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LIMITED

Halifax, - Nova Scotia

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The most complete and most modern cereal mill in Canada.

Our Products Tell PEERLESS BRAND Rolled Oats
PEERLESS BRAND Flaked Wheat

Granulated Oatmeal	Granulated Wheat	Family Cornmeal	Split Peas
Standard Oatmeal	Wheatlets	White Corn Flour	Eureka Cattle Food
Pearl Oatmeal	Arabian Horse Food	Pot Barley	All Kinds of Feed
Graham Flour	Cold Dust Cornmeal	Pearl Barley	

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which is backed by solid merit is that you don't wait long for your money. "FORCE" sells fast and **keeps** on doing it. "FORCE" is the very "staff of life" to a great number of people. **They** must have it. Have **you** got it? Remember, the same price to all dealers.

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STAYNER FLOUR MILLS

MANUFACTURERS OF

High-Grade Flours

DEALERS IN

FEED and GRAIN of all kinds

FLOUR BRANDS:

"GREAT WEST" A Manitoba Hard Wheat Patent.
"PRIDE OF CANADA" Manitoba and Ontario Blend.
"UPPER TEN" Winter Wheat Patent.

Situated on G.T.R. in splendid winter wheat district.

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MAESTRINI SWISS MILK CHOCOLATE

¶ The finest line of Swiss Milk Chocolate on the market. A delicious confection.

¶ Prices lowest and quality highest.

¶ Samples will be sent you upon request—with prices and full information.

¶ This is the line for you to stock for your Xmas trade.

¶ Quick sales, quality, steady profits, everything in its favor.

¶ Really worth investigating.

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16 PLACE ROYALE - - - - MONTREAL

DOMINION COCOA & CHOCOLATE Co.

¶ Guaranteed Pure Cocoa—**"Favorite"** Brand.

¶ Absolutely no adulterants used. The line we put up you can fully recommend to your customers as the purest and best.

¶ Packed in attractive ½-lb. tins that in themselves make first sale.

¶ Quality does the rest.

¶ Get our prices. Special quotations for Cocoa in bulk.

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Due to Arrive 1st November

The best known brand of

Choice Labrador Herrings

in barrels and ½ barrels.

No. 1 and No. 2 Green Cod Fish

New Valencia Raisins, 1908 Crop.

"Paris Brand" to arrive by second direct steamer "Jacona," due Montreal 15th November.

Currants, Tapioca, Sago by first steamer.

Canned Goods — "Log Cabin," "Simcoe," "Boulter's,"

Full line of Teas—Do not order before getting our prices.

Choice Red Onions—Winter Keeper.

We handle in large quantities: Flour, Feed, Grain, Provisions, etc.

Prompt Shipments. Low Freight Rates.

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Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

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THE MOST NUTRITIOUS COCOA

Freight is no more on full strength

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containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.

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Small's

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

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First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

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A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00

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Wholesale Fruit

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Peaches, Oranges,
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Nuts, Cranberries,
Onions, Pineapples, Sweet Potatoes,
Dates, Grape Fruit, Dried Fruits,
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Long Island Native Oysters,
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First Arrivals

Cape Cod Cranberries
Stock extra fancy.

Almeria Grapes
Heavy weights, fancy stock.

LET US HAVE YOUR ORDERS

Jamaica Oranges
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Late Valencia Oranges

Valencia Onions
Large cases.

Canadian Onions
Yellow.

Canadian Apples
Fall and winter.

Write us for Close Quotations

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25-27 Church Street, Toronto

Chase & Co.'s

Florida Oranges

and

Grapefruit

None other quite so good—faultless in quality and packing. Ask your wholesaler.

J. J. McCabe

Agent

32 Church Street, Toronto

Fruits, Vegetables and Fish

IMPORTED LINES OUSTING LOCAL FRUITS—WINTER LINES OF FISH ARRIVING.

The Winter aspect is gradually closing on the Canadian fruit markets. All native lines are drawing to a close, and imported lines of new late fruit are beginning to make their appearance. Toronto reports the first arrival of Florida fruit—oranges and pineapples. The former are said to be too green for ready sale, and evidently were plucked too early for the market. The high price, however, which the early samples brought in New York no doubt had much to do with the growers and packers trying to rush the season. The pineapples are excellent stock and the grapefruit fair.

Lemons are getting scarce, but all Canadian markets note a decline in price. New York is holding to a strong price, however, but outsiders will hardly buy more than supplies for immediate needs, as the new stock will arrive early in November. California peaches and plums are holding their own, and some blue varieties of California grapes are seen. Malaga grapes appear to be good quality.

New Brunswick potatoes are in the maelstrom among vegetables. The partial failure of potatoes in the New England States has sent a great many buyers into the Maritime Provinces. Onions, too, are a feature, the natives trying to oust the Spanish variety now arriving rather freely.

MONTREAL.

GREEN FRUITS—The demand during the week has not been beyond fair. Jamaica oranges are offering this week at a lower figure. California are a little stronger, now being quoted at from $4.50 to $5.25. Verdelli lemons are also slightly lower, being quoted as low as $2.65. Bananas are also somewhat stronger. Other lines remain the same as at last quotation.

Jamaica oranges, box		4 00
California oranges, late Valencias	4 50	5 25
Peaches, boxes	1 25	1 50
Plums, basket rate, Italian and Hungarian	1 50	2 00
Pears, boxes	3 75	4 50
Grapes, California Tokays, per crate	2 25	2 50
Verdelli lemons	2 65	3 00
Bananas, per bunch	1 75	2 00
Watermelons, each	0 30	0 40
Pineapples	4 75	5 50
New Apples, per bbl	2 00	3 25
Quebec Famense Apples	2 50	4 00
Cranberries Cape Cod, early Blackr, per barrel		9 00
Canadian Muskmelons, in crates		1 25
Can. Peaches, basket	0 75	1 25
" Plums, basket		0 75
" Pears, basket	0 60	0 90
Concord grapes, blue	0 18	0 20
Niagara " green		0 22
Roger " red		0 25
Delaware		0 35

VEGETABLES—Celery is a shade lowen, now being quoted at 40c to 75c. Beets and carrots are selling by the bag at $1 and 75c to a $1 respectively. Yellow preserving tomatoes are being sold at 50c per gin box. Turnips are lower, now ruling at 75c per bag, and squash are selling at $1 per doz. Other lines remain the same as at last quotation. Locally, trade has not been any too brisk during the week.

Parsley, per doz. bunches		0 25
Sage, per doz		0 50
Savory, per doz		0 25
Celery, doz	0 40	0 75
Water cress, large bunches, per doz		0 50
Spinach, box		0 50
Green peppers, doz	0 15	0 20
Beets, bag		1 00
Carrots, bag	0 75	1 00
Montreal tomatoes, gin box	1 00	1 50
Green pickling tomatoes		0 50
Yellow preserving tomatoes		0 50
Spanish onions, large crates		3 75
Lettuce, per doz		0 50
Radishes, doz		0 25
Horse radish, per lb		0 10
Beans, green, bag		1 00
Egg plant, doz		0 75
Cabbage, doz		0 50
Montreal new potatoes, bag	0 90	1 00
Onions large bag		1 25
Red onions, barrel		3 00
Fresh corn, per doz	0 07	0 15
Turnips, bag		0 75
Pumpkins, doz		1 00
Squash, doz		1 00

FISH—All kinds of fresh and frozen fish are in good supply and prices are low. Fresh salmon are finished. Lake trout and whitefish will soon be finished. In smoked lines, haddies and kippers are now arriving freely and demand is better, owing to cooler weather. New smoked herring are also in the market. In prepared lines the demand is good for all lines. Green cod is lower in price, owing to larger quantities arriving. Locally trade is good.

Fresh and Frozen Fish.

Gaspe salmon		0 17
B.C. salmon, frozen		0 10
Brook trout, lb		0 12
Haddock, per lb	0 04	0 05
Fresh halibut		0 10
Mackerel, "		0 10
Dore, "	0 10	0 11
Steak cod	0 06	0 07
Market cod, lb	0 04	0 04½
Pike, lb brochet		0 08
Whitefish, lb		0 10
Lake trout	0 09	0 10
Sea trout, lb		0 12
Flounders, lb		0 10
American live lobsters		0 22
Bullheads (dressed)		0 10
Smoked—		
Haddies (exp) 15 lb. bxs., per lb	0 07½	0 08
Kippered Herring, new, per box		1 25
Bloaters, per box		1 25
Smoked herring, per box		0 17
Prepared—		
Skinless cod, new, 100 lb. cases		5 50
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box		1 80
Dry cod, in bundles 112 lb., per pound		0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0 06½
Boneless cod, 20-lb. boxes		0 08
Boneless cod, 20-lb. boxes		0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks		0 05
Boneless fish, 25 lb. bxs., loose		0 04½
Salted and Pickled—		
No. 1 Labrador herring, brls		5 50
" " " ½ brls		3 00
Oysters, bulk, per gallon		1 60
Standards, bulk		1 40
" quart tins, sealed		0 40
Paper pails per 100 qt. size		1 50
Malpeque, shell, per bbl	9 00	11 00

TORONTO.

GREEN FRUITS—Judging by the discussions going on around the market, the principal line this week is elections. Seriously, however, while trading is

not at all on the dull side, there is not the business being done now that there was say two or three weeks ago. Canadian lines are going off and the new crop of imported fruits is coming to the front. This week there are Florida oranges and Florida pineapples being offered. The former are very green and like those offered in New York were picked too early. The first car of Florida fruit arrived in Toronto last Saturday and the oranges were immediately put in the ripening rooms.

Nova Scotia cranberries are being offered. They are a pinky colon, but look good sound stock and at the low price asked in comparison with Cape Cods should stimulate some business. Lemons are getting very scarce but prices have not advanced as they are advancing in New York. Spanish and California grapes of several varieties are offering, and Canadian grapes are free enough in supply, though not in the abundance anticipated earlier in the season. Some splendid late Niagara peaches are being shown. Apples are firming up in price and choice varieties range from $2 to $3 a barrel. A barrel of Kings that had been on exhibition at the Scarboro Fair went at $6.

Peaches, Canadian, fancy		1 3
" " medium		0 9
" " small		0 35
California Elbertas, box		1 25
Plums, Canadian, greengage	0 50	0 60
" " large blue, basket	0 50	0 60
" Idaho, blue, crate		1 25
Pears, Canadian, Bartlett	0 60	0 75
" preserving	0 35	0 50
Grapes, Canadian, blue, basket	0 15	0 30
" " green	0 15	0 30
" Rogers and Delewares		0 20
" California, Tokay, box	1 75	2 50
" Almeira, keg		5 75
" Malaga, "		6 00
Apples, Canadian, snow, bbl	2 00	2 50
" cooking, bbl	1 75	2 00
Crab Apples, basket		0 35
Musk Melons, Canadian, basket	0 40	0 50
Oranges, late Valencias, California, box	3 50	4 00
" Jamaicas, bbl		5 00
" " boxes, new		2 75
" Florida, boxes, new	3 50	3 75
Lemons, Messina	2 75	4 50
Limes, per case		1 00
Bananas Jamaicas, firsts	1 50	2 00
" Jamaica eights,	1 00	1 25
" jumbos	1 40	1 65
Cranberries, Cape Cod bbl	9 00	9 50
" " crate		3 25
" Nova Scotia, bbl		8 00
" " cases		2 85
Citrons, doz		0 75
Figs, 10-lb. boxes, per lb	0 09	0 13
Grape Fruit, Florida, box		5 00
Pineapples, Florida, crate		5 00

VEGETABLES—New Brunswick potatoes have again gone up and Ontarios are coming in freely. New England reports a semi-failure of spuds and many Yankee buyers are in the Maritime Provinces buying the best of the potatoes offering. Onions are very plentiful—that is all varieties except fancies. Ontario Danvers are very free in supply and are competing strenuously with Spanish onions. Tomatoes are firm and the quality is first class. They have had a long season and have stood up well. Pumpkins are cheap and may be had almost for the asking. Some fair baskets of mixed green and red peppers look good, and celery is being offered in fair quantities. Cauliflower, too, is plentiful in supply.

Tomatoes, Canadian, red, per basket	0 20	0 30
" " green	0 20	0 25

JUST ARRIVED

our first full car Extra Fancy Cape Cod

CRANBERRIES

Also car

Sweet Potatoes

New Layer Figs

"Camel" Brand

Oyster and Haddie

Season now on, and as usual we will handle only BEST produced.

HUGH WALKER & SON

GUELPH, ONT.

W.B.

Fruit Broker
Toronto

TELEGRAM

"Fruit received, very satisfactory, freight 5 each to-day, same stock."

Order through me—You'll be pleased too.

W. B. STRINGER

35 Church St.
Phone Main 5672

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON

JAMES SOMERVILLE, Manager

Begin the day well with Ridgways Tea
Largest sale of High Grade Tea in the World!
Ask for it!

CANADIAN OFFICE, - VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

BANANAS

Finest fruit, yellow as gold, properly crated.
Our specialty the year round.
Just what your Thanksgiving Day trade requires.

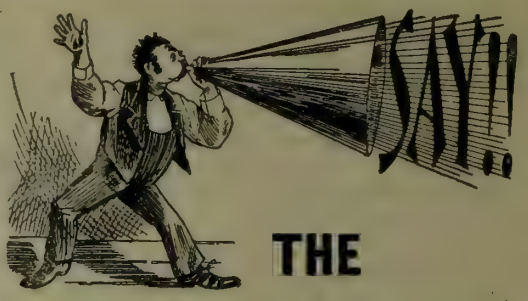
Also now carrying best lines of the following:

Cranberries
Almeria Keg Grapes, long keepers
Messina Lemons, 300 size
Spanish Onions, cases, dry and sound
Sweet Potatoes
Pineapples, Grape Fruit, Etc.

Wire, write or phone your orders.

PRICES ARE RIGHT

Joseph Brown & Sons
29 and 31 Youville Square, - Montreal



THE
DAWSON COMMISSION CO.

Receivers and Handlers of all kinds of Fruits, Vegetables and Farm Produce.

Apples and Poultry are our specialties

We also handle Foreign Fruits, Oranges, Lemons, Pine Apples, Grape Fruit, Sweet Potatoes, etc.

If you have any produce to consign we can handle it for you.

THE DAWSON COMMISSION CO.
TORONTO

Your Consignments and Correspondence Solicited

DELIVERED ANYWHERE

WRITE FOR PRICES

POTATOES

IN CARLOAD LOTS

R. W. HANNAH
300 Board of Trade Building, TORONTO

Poultry Wanted !

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.
39 Bonsecours Market

Buyers of Poultry, Game, Eggs and Feathers.
Prompt Remittance—No Commission.
Reference—any Bank.

The Sardine Fishery

of France is reported a failure this year. Portugal only fair.

Some years ago this fact would have been serious. Now that Norwegian Sardines have taken a foremost place and through quality of catch and superior government inspected pack are considered more desirable, grocers are not disturbed.

The leading brand is

"King Oscar"

Ask your Jobber for them.

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON

FISH and OYSTERS

SOME OF OUR LEADING LINES :

Smoked	Prepared	Salted	Fresh	Oysters
HADDIES	BONELESS COD	HERRING	ALL KINDS	IN BULK
KIPPERS	SKINLESS COD	SALMON	IN	and
BLOATERS	BONELESS FISH	CODFISH	SEASON	SHELL

ALL OTHER VARIETIES IN SEASON.

For quality of fish, excellent service, and satisfaction generally, we have a reputation unparalleled in Canada. Our facilities are such that we can at all times offer you the largest range at lowest market prices. From now on it will pay you to keep in touch with us.

Ask us to mail you, FREE, our weekly Market Letter and Price List. KEEPS YOU INFORMED

FOUR LONG DISTANCE TELEPHONES.

P.O. BOX 639

LEONARD BROS.

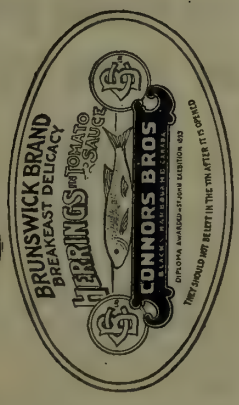
THE LARGEST FISH WAREHOUSE IN CANADA

20, 22, 24 and 26 Youville Square, - MONTREAL

Branches :
MONTREAL
ST. JOHN, N.B.
GRAND RIVER
GASPE

To restore lost appetites is the mission of that wonderfully restful relish known as

"Brunswick Brand"



Connors Bros., Limited

Black's Harbor, N.B.

GROCERS

We quote the following prices for this and next week :

Fresh Cured Finnan Haddies, per lb.	7½c.
New Kippers, small, per box.	$1.10
Crown Brand Kippers, per box.	$1.40
Oysters, per gallon. . .	$1.30

These are buying prices. Order while they rule.

O'Connor's Fish Market

Montreal

PHONES, UP 4512-4513

Come to Toronto

If you will come and make a personal inspection of our new building, our facilities for doing things right and the assortments we carry it will give you the best idea of values and our way of doing things.

What you read in this book is but cold type. The hard facts are in such special lines and values we offer in any line of

Fish and Oysters

Write us for quotations on

Fresh Fish	**Frozen Fish**	**Finnan Haddies**
Ciscoes	**Bloaters**	**Kippers**
Boneless Cod	**Digby Smoked Herrings**	**Canned Fish**

Salt and Pickled Fish of all kinds and our famous Deep Sea Brand of Blue Point Bulk Oysters

ALL ORDERS FILLED THE DAY RECEIVED OR CUSTOMERS NOTIFIED

The F. T. James Co., Limited

Catchers and Wholesale Distributors of Fish and Oysters — **Toronto, Ont.**

Local and Long Distance Telephone, Main 7454.

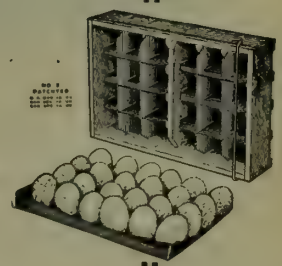
A Three-Fold Economy

Star Egg Carriers and Trays work a three-fold economy: They **eliminate breakage** altogether in delivery; they **pay for themselves** in a few weeks. They are big **savers of time.** Every expectation has been fulfilled by Star Egg Carriers and Trays, every claim has been substantiated, and they have successfully stood every demonstration.

It is not fiction to say **they cost you nothing.** This is proven every day.

To be fair to yourself, **can you afford to be without** Star Egg Carriers and Trays in the face of an actual saving of **money, material and time?**

Inquire from your jobber regarding the **special free deal.**



Star Egg Carrier and Tray Mfg. Co.

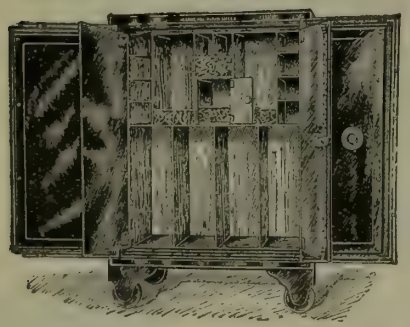
Rochester, N.Y.

Beets, Canadian, basket	0 25	0 35
Egg plant, basket	0 20	0 30
Beans, wax, per basket		0 40
Potatoes, Ontario, per bag		0 75
" New Brunswick, per bag		0 85
" sweet, barrel	2 75	3 90
" " hamper		1 40
Onions, Spanish, per 50 lb. crate		0 90
" white, pickling, basket	1 00	1 25
" Canadian, dried, bag	0 85	0 90
" Valencia extra, cases	2 50	3 00
Carrots, new, per bushel	0 40	0 50
Green Peppers, basket		0 25
Red Peppers, basket		0 30
Cabbage, Canadian, bbl		1 25
Green corn, doz	0 09	0 10
Vegetable marrow, basket		0 25
Squash, basket doz		0 30
White turnips, bush		0 50
Cauliflower doz	0 50	1 00
Celery, native, doz	0 35	0 40

FISH—The first car of frozen halibut and salmon from British Columbia arrived on the Toronto market this week. The season for fresh halibut and salmon is over. Bloaters, ciscoes and herrings are coming in from the east and qualla from the Pacific. Oysters are good sellers and improving business is being done. Some few price changes are noted, but on the whole quotations are much the same as last week. Of course the dried and frozen lines are lower than the fresh, but a great variety of fish lines is offering.

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07

PROTECTION
FOR
BUSINESS MEN



It is strange that every Burglar readily learns what it is so hard to teach the honest public.

That is, to look for the name Herring-Hall-Marvin on a safe.

Your burglar knows that a Herring-Hall-Marvin Safe cannot be broken into. If the name Herring-Hall-Marvin is on the safe, he avoids it.

It is the only safe that seriously interferes with his business.

You should buy the Herring-Hall-Marvin for the same reason that the burglar avoids it. You can identify it, as he does, by the name.

Stock on Hand at Our Warerooms.

The Canadian Fairbanks Co., Ltd.

444 St. James St., Montreal.

Toronto, St, John, N. B.; Winnipeg, Calgary, Vancouver

White fish, Georgian Bay, per lb	0 09	0 10
Herring, medium, per lb	0 05	0 07
Whitefish		0 10
Cod, fresh		0 08
Trout, fresh, per lb		0 09
Halibut		0 09
Shredded cod, per doz		0 20
Bluefins, small white, per lb	0 06½	0 07
Haddock, fresh		0 07
Sturgeon, per lb		0 18
Sea salmon, Silverside		0 10
Pike	0 05½	0 07
Pickerel, yellow	0 08½	0 09
Soft shell crabs, doz		4 00
Soles, Nova Scotia		0 06½
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 15-lb. box	1 30	1 40
" Labrador, bbl		5 75
Mackerel, each	0 18	0 20
Smelts, per pound		0 11
Pollock		0 05
Oysters, Long Island, standard gal		1 50
" " medium selects		1 75
" " extra		1 85
Sole, Nova Scotia		0 15
Ciscoes, basket, 15 lb		1 00
Finnan Haddie, smoked, 15-lb. package	0 08	0 09
Boneless cod, quail on toast		0 05½
" " imperial		0 07
" " steak		0 05½
Shredded cod, doz		0 90
Acadia cod, crate		2 40
" tablets, box		1 60
Bloaters		1 25
Qualla		0 09

NOTES OF THE FRUIT MARKETS.

Peter Massey, fruiter, 464 Queen St. west, Toronto, has sold his business to F. E. Vanderwater.

British Columbia is this week sending some samples of fruit for exhibition purposes to the Old Country from the Victoria district. The exhibit consists of apples and pears. The varieties of apples sent include Cox's Orange Pippin, Ribstone Pippin, Blenheim Orange Pippin, King of Tomkins and Belle de Boskoop. The pears will be of the Deyen de Comise variety. All of these species are highly prized in England, so that good specimens of these varieties will do more good than equally good specimens of kinds of fruit with which the public in England is less familiar.

The Florida orange crop this year is estimated at 4,000,000 boxes of unusually good fruit.

Porto Rico's grapefruit crop this year will be only about 60 per cent. of last year, on account of lack of rain during bloom. The pineapple crop, however, will be double that of last year, and will begin to move freely next week.

Although the New England cranberry crop is considered but little better than half of last year's, there is not expected to be any shortage.

While supplies of Almeria grapes reaching America may not be so great as last year, high prices are not looked for. The fruit is of better quality. Quite a lot of Almerias sold on the Canadian and United States markets last year were poor stock. Some of the smaller Ontario centres will experiment with small direct consignments this Fall.

In the course of a discussion at the quarterly meeting of the B.C. Fruit Growers' Association it was charged that Americans were obtaining a hold on the Northwest market and shipping in unmarked fruit by way of Lethbridge, contrary to the Fruit Marks' Act of the Dominion. Deputy Minister of Agriculture R. M. Palmer, who was present, urged that data should be obtained in proof of this assertion, when the Government would be forced to act. The secretary was appointed to do this.

Apple shipments from Halifax are an important item. So far this season 101,000 barrels have been loaded at that port for the European markets and it is expected that before the season is over from 600,000 to 650,000 barrels will be shipped.

The Department of Agriculture is issuing a warning to apple shippers that pink rot appears to be very prevalent this year, and hence the shipping of apples not perfectly free from scab, and showing any signs of pink rot, is particularly hazardous. Many carloads of fruit were examined at the dock in Montreal by the Dominion fruit inspectors and were found practically worthless as a result of this pest.

The British and Continental markets are said to be overloaded with apples, and Nova Scotia growers, who have been heavy shippers of late, are asked to hold back Winter fruit in the hope of realizing better prices later on. A Liverpool cable of last Saturday reads:—"Market completely overdone with large arrivals, mostly in very poor condition. 20,000 bbls. selling, mostly Canadian." A later cable from a prominent Liverpool firm says:—"No New England fruit here to-day. New York State's, 9s. 6d. to 15s.; Nova Scotian Gravensteins, 9s. 6d. to 13s. Only the choicest fruit brought the highest quotations. Sound parcels meet with a strong demand at top figures, but averages are pulled down by fruit landing in bad order. Shipments as a rule are landing in bad order."

APPOINTED TORONTO AGENTS.

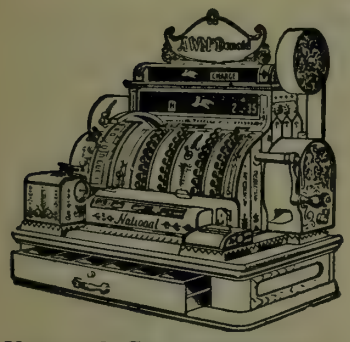
J. C. Chase, of Chase & Co., Jacksonville, Fla., one of the largest firms packing Florida oranges, grape fruit, celery, tomatoes, pineapples, etc., in the United States, was in Toronto last week looking over the local market. As a result of his visit, J. J. McCabe was appointed Chase & Co.'s agent in Toronto, and will look after the firm's interests in that city.

BRUSH FACTORY SOLD.

The Stevens-Hepner Company, brush and broom manufacturers, Port Elgin, Ont., have bought the plant, patents and goodwill of the Dominion Brush & Mirror Co., of West Toronto, and will move the plant to Port Elgin about October 15. This is understood to be the only plant in Canada for the manufacture of fine hair and clothes brushes, and the machinery and process of manufacture are covered by valuable patents. The Dominion Brush & Mirror Co. have been employing about 20 men, and most of this staff will be taken to Port Elgin.

Do They Pay?

Ask the Man Who Has One!



National Cash Register Co.,
Limited
Cor. Yonge & Wilton Ave., TORONTO, Ont.
F. E. Mutton, Canadian Manager

THE LAW SAYS

Foods containing harmful ingredients are illegal. The Government has pronounced all chemically preserved foods to be harmful. How long do you think it will be before their sale is prohibited? The wise grocer is stocking pure goods only.

HEINZ
57 VARIETIES
Pure Food Products

contain no preservatives or drugs of any kind and there is no food law in existence that will affect their sale.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

Pittsburgh New York Chicago London

JAPAN TEAS

S. T. Nishimura & Co.

Montreal and Japan

Cash or Credit Business

A PRACTICAL DISCUSSION ON THE WORKING OUT OF THE TWO SYSTEMS.

There is a general concensus of opinion that a cash business is the better one among retailers. This is in the large majority of cases true, but there are certain circumstances which render a cash trade impossible if the largest profitable business is to be done.

In communities where customers are workers in factories and other industrial institutions where they receive their pay only once a week, or every two weeks, a rigid cash business is the only safe one. After becoming thoroughly familiar with the people in the community, credit can be extended during the time which intervenes between pay days, but if the grocer once allows them to go over it is sure to sow the seeds of a habit which will result in loss of self-respect to the customer, and financial disaster to the grocer.

Promptness in Collections.

It behooves the grocer to be prompt with his bills every week, and to insist upon their payment before further credit is extended.

It requires many years for some grocers to learn the truth of the fact that it is better to have the goods on the shelves than to have them on the books, and the hope of some day getting the pay for them which in a large majority of cases ends in hope, and nothing more tangible. Take, for instance, a man with a family of two, three or four children, and oftentimes more, receiving a salary of ten to twelve dollars a week. If this man becomes involved with you to any extent, the hope of getting it is extremely vague. That man may be passably honest to start with, and may put forth an effort to pay, but this extra burden becomes too heavy and he transfers his trade to another store where he pays cash. As time proceeds his efforts to pay you vanish, and he comes to regard you as an enemy rather than a benefactor, and if he sees you coming up the street he slips around the corner to avoid you, and you are deprived of a hearty "good morning," his goodwill, his cash, and his influence among his neighbors. He loses your consideration, respect and friendship, to say nothing of his own self-respect.

The Grocer a Benefactor.

Sometimes, however, an honest man who has paid you hundreds of dollars in trade falls ill or is temporarily incapacitated, and in such cases it is difficult to refuse credit, but the grocer can temper the volume of his trade, and for the peace of his mind it is well to look upon such contingencies as charities rather than business transactions. Let it be said to their credit, however, that most men of this character ultimately pay their debts.

The Dead Beat.

This brings us to a discussion of another genus known to the trade as the "dead beat." His life is spent in parasitic pursuits, and his creed is never to pay for anything which he can obtain by any other means which will not rob him of his liberty. All grocers know him as he regards them as his natural prey. He runs up a bill here, and as quick as a demand is made upon him for money, immediately goes to another grocer and does precisely the same thing, until he has paid his respects to all members of the trade. After this, being of a nomadic nature, he flies to fields anew to practice his nefarious operations.

As a rule, this variety of a man has nothing which can be taken for debt, therefore he remains immune from all attempts to wrest any compensation from him. Their methods are variegated. For instance, when one of them thinks he has gotten all he can from you he will come around with some complaint which is always unreasonable, and does not admit of settlement or else he disputes at least a half of the account.

An Arrangement for Mutual Protection.

In this connection a very effectual organization may be mentioned which led to the extermination of dead beats in a small village with three stores. The proprietors came to the conclusion that they could make more money if they established a closer community of interests. Prices, hours of closing and various other matters were discussed at this conference of the three grocers, and, among others, a method of dealing with "dead beats." They established a means of communication, so that these characters were under strict surveillance, and when one grocer was beaten by one of them he communicated the knowledge immediately to the others. In this way their operations were confined to about one week's duration and then they were obliged to pay cash at the other stores or go without.

The result was that they generally made up their minds that other quarters were more congenial to their operations Thus it will be seen not only were the grocers doing themselves a benefit, but were also eliminating from the village many undesirables.

Credit Hard on the Small Capital.

Credit giving is especially disastrous to the man starting business with a small capital, because soon he will find himself with empty shelves, and a book full of credits which are not worth five cents on the dollar. Another danger lies in the fact that he is obliged to ask for long credits from his wholesale house, and in this way he becomes their chained and shackled slave, and they can squeeze out his life blood if they are so disposed.

These are some of the disadvantages of a credit business, but there is another side of the question which presents a different aspect. The discussion so far has been based on the assumption that the grocer has located his business in the factory end of the town. The same principles with regard to giving credit do not apply to those situated in the better residential quarters. Here if a man is going to do the greatest volume of profitable trade, it seems almost necessary that a certain amount of credit should be extended to customers. Many people who keep servants leave the ordering of groceries entirely to them, and pay the bills promptly as soon as the account is rendered. It must not be assumed from this that there are no "dead beats" among this class, because there are, but the limitations of their operations is more definitely drawn and then there is always the fear of social ostracism staring them in the face if they do not conduct themselves in a manner becoming their station in life and in society. This fact gives ample scope to the grocer to exercise his judgment, and weed out those given to such practices. This sort of business is the most profitable if the grocer has sufficient capital to render him independent of the necessity for immediate collections. When people run an account at a certain store they are sure to buy more than they would if they paid cash for everything which they bought. Then again those who pay cash generally want all the discounts and rock-bottom prices. Thus it will be observed that a grocer must govern himself according to the community in which he resides, and if he extends credit do so with the greatest caution, or, in other words, when in doubt, don't do it, as it is better to have the goods on the shelves than to have them in the hands of irresponsible people.

Such has been the experience of the oldest men in the business, and if the one embarking upon the somewhat perilous sea of the retail grocery business wishes to steer his craft safely he must observe the few essential fundamental principles.

TO GET AND HOLD TRADE

Sell your customers absolutely reliable goods. Don't run the risk of losing their good will by offering an article of doubtful quality, or one which may injure health.

When you sell Royal Baking Powder, you are sure of always pleasing your customers. Every housewife knows that Royal is absolutely pure and dependable. It is the only baking powder made from Royal Grape cream of tartar. You are warranted in guaranteeing it in every respect, the most reliable, effective and wholesome of all the baking powders. On the other hand you take chances when you sell cheap baking powders made from alum or phosphate of lime. They are unhealthful and fail to give satisfaction.

Royal never fails to give satisfaction and pays the grocer a greater profit, pound for pound, than any other baking powder he sells.

To insure a steady sale and a satisfied trade be sure to carry a full stock of Royal Baking Powder.

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Mr. Merchant

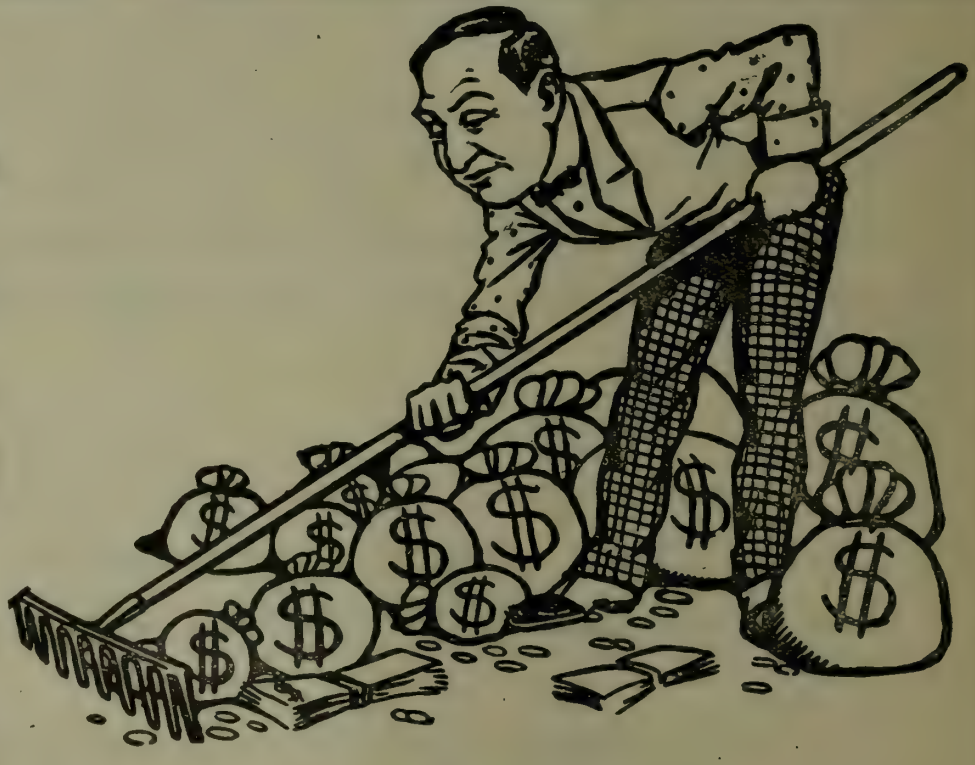
Did you ever "DREAM" this sort of thing?

WELL!!! Better than that. We have AN ACTUAL CASH BUSINESS BRINGING SYSTEM that has eight years' solid success behind it, and is a "REAL" MONEY MAKER. Merchants from Halifax to Vancouver use it to their satisfaction and profit.

Why not you? Drop us a card

We will be glad to give you particulars of this big money maker.

DO IT NOW



THE BRITISH CANADIAN CROCKERY CO.

LIMITED

25 MELINDA ST. — **TORONTO**

The Canadian Tobacco Industry

THE WORKING OUT OF THE RECENT TARIFF CHANGES—OPPORTUNITIES WITH IMPROVED QUALITY.

Canada has for many years been experimenting with the cultivation of tobacco, and so far the results have been highly satisfactory, to such an extent, indeed, that this industry is now regarded as one of Canada's prominent assets. The Department of Agriculture has done its duty in lending a helping hand, and have spread literature bearing on the subject all over the country, especially among the farmers, and have employed experts from tobacco growing countries to give the growers the advantage of their experience. All of this has resulted, not only in a marvelous increase in the amount of native grown tobacco, but has also increased its value by improving it. More scientific methods are now employed to cure the tobacco, and knowledge in this direction is now much more widely spread.

Canadian Article Improving.

There was a time when the use of Canadian grown tobacco was confined almost exclusively to some of the farmers of the Province of Quebec, who are the real pioneers in this business. The use of French tobacco was at one time looked upon as a joke, but this has since changed, and now many who formerly looked down upon it are using it. It has been found to blend with imported tobaccos, and in this way much of it is disposed of in Canada.

At the present time the production of tobacco is ample to supply the home requirements, so if this industry is going to increase in volume to a greater extent, foreign markets will have to be cultivated. This does not necessarily mean that the efforts which are being devoted to it should be discontinued, but rather that they should be turned in the direction of improvement in quality rather than quantity, as there is plenty of room yet for this.

A Profitable Industry.

It has been shown that tobacco raising is a profitable employment for farmers, and a crop is more remunerative to them than many other products.

Some new tariff regulations have gone into operation recently concerning the importation of Virginia tobacco, which will prove a detriment to many manufacturers using Virginia leaf. Tariff tinkering is always a dangerous occupation, and no sooner are changes made in it than objections are raised on this or that quarter. To say the least, it is an extremely delicate matter to deal with. It is patent to all that the development of a country absolutely demands on periodic readjustment of the tariff, and the ideal consummation should result in the greatest good to the greatest number.

Effects of New Tariff.

After investigating the effect the new regulations will have on the trade, the following facts were discovered. One large firm maintained that it would result in sending them to the United States as now it was very much to their disadvantage to remain in Canada. It was pointed out that their products went to England, the United States, Australia, China and South Africa. They employ Canadian help, use Canadian cans, packages and labels, and the goods are packed in Canadian boxes. This gives employment indirectly to many not employed by them, and is a benefit to Canada. Up to the present they have used Virginia and Turkish tobaccos, because the class of trade which they sold to would not take Canadian tobacco, but instead required either the Virginia or Turkish leaf.

As was explained, it was not disloyalty to their country that made them use foreign grown tobacco, but rather the class of trade which they were obliged to satisfy, if they wished to remain in business. They maintained they were as much Canadian as they could possibly be, as has been shown previously. Thus

To Avoid The Financial Crisis, Handle

SHAMROCK

BIG PLUG

SMOKING TOBACCO

It will pay you a good profit. Besides building you a trade.

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

To Increase the Volume of Your Business

it pays to always carry in stock these famous brands of cigars:

Champlain — St. Louis (5c. retailer)
Havana Second — El Sergeant (10c. retailer)

The last named received the Gold Medal of Merit at the Paris Exposition, 1900.

If your jobber refuses to procure these brands for you write direct to

JOS. COTE

The Largest Importer of Smokers' Articles and Wholesale Tobacco Merchant in the Dominion.

Office, 186-188 Rue St. Paul. Phone 1272
Warehouse - - 119 Rue St. Andre
Branch - 179 Rue St. Joseph. Phone 2097
QUEBEC

Tel. Up 2076 — Tel. East 5964

YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Buidlng, MONTREAL.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade

it will be seen the imposition of the new tariff threatens to make their business unprofitable to them, if they remain in Canada. Those who are responsible for the measure undoubtedly acted in good faith, assuming that such a regulation would increase the consumption of the home-grown product, but this seems improbable, as consumers are rather particular about their tobacco, and if a man who has been accustomed to smoke Virginia tobacco all his life is obliged to pay a little more for it, he will do so rather than smoke Canadian-grown tobacco.

The whole thing now seems to resolve itself into the question, whether it will benefit the tobacco-growing industry sufficiently to compensate for the loss to the country of the factories which use the Virginia product in the manufacture of their goods? It is acknowledged that the manufacturers are anxiously awaiting the time when the home-grown product will be quite the equal of that which comes from abroad. They maintain that as soon as its quality is so improved, as to place it in the same class, they will be only to happy to use it, but at the present time such a course is rendered impossible by the demands of their trade.

Larger Field for Canadian Article.

Undoubtedly there is a much larger field for Canadian-grown tobacco than is now occupied. An authority, speaking of the prospects, said there was much room for expansion, but he thought it would be a difficult up-hill fight to capture much foreign trade with the native product as other countries were so well established and had the advantage of years of experience, and an established trade. In his opinion, there are some varieties of tobacco grown in different parts of the world for which those countries are justly celebrated, and no other country could hope to produce an article with exactly the same qualities. For instance, there are certain parts of Virginia which produce a leaf that cannot be grown elsewhere, not even in the neighboring States. Parts of Cuba produce a tobacco used in the manufacture of cigars, which cannot be equalled in the world for special requirements. So localized is the growth sometimes that one valley alone will grow a variety that perhaps the valley next to it cannot produce at all. Continuing, he said: "Who knows but what Canada will yet produce some variety of tobacco which will reach its greatest perfection here. No country can expect to excel in every branch of such a business, and especially the tobacco industry. There is no reason, though, why, with persistent effort Canada cannot sometime capture a portion of the foreign trade and thus add another accomplishment to the list of her economic triumphs."

"BALMORAL" IN DEMAND.

Illustrating the fact that Canadians appreciate pure marmalades, jams and preserves, is the announcement just made by J. W. Windsor, that sales of Balmoral pure marmalade for the year just finishing are over double what they were the previous year. Balmoral pure jams and marmalades have won a reputation for purity and excellence and the extraordinary demand there has been for the brand is the best criterion by which to judge the quality of the lines. During the fruit season the factory, under the personal supervision of Alex Stewart, was running day and night, putting up Balmoral pure strawberry, raspberry and other varieties jam. Balmoral goods are sold in every part of the country and are very popular with trade and consumer alike. Attractively labelled, they sell very quickly once they are stocked, while second sales are promoted by the quality of the goods.

Mr. Stewart, J. W. Windsor's superintendent, has had a long connection with English and American factories, and has brought to bear in the turning out of Balmoral goods all the knowledge he gained in this experience. Mr. Stewart leaves for England on a business and pleasure trip shortly.

AN OLD AND ENERGETIC TEA HOUSE.

Cooper, Cooper & Co., whose representative is now in Canada, lay claim to the honors of age, having been in the tea business for over fifty years. They pride themselves upon being an old-fashioned house, dealing in old-fashioned teas. But in this case, the combination of age and old fashion has not become an impediment to advancement. Cooper, Cooper & Co. are so well equipped with buying and selling systems, storage and blending facilities, and a staff of tea experts that they occupy a position that might be envied by some of their contemporaries. In a little tea booklet they are now distributing, their principal blends are described for the benefit of the retail purchaser, and hints on tea-making are given which should lead the customer to take a greater interest in tea as a beverage and in the preparation of it. A special feature of the pamphlet is the department in which are listed and described the "China Teas of Long Ago." Cooper, Cooper & Co. claim to sell more China tea than any other firm in the United Kingdom.

F. Martinez & Co., tobacco importers, Montreal, have been registered.

ROCK CITY TOBACCO CO.
LIMITED
QUEBEC AND WINNIPEG
HIGH-GRADE
Cut and Plug Tobaccos, Cigars and Cigarettes

TOBACCOS
It pays you to sell.
Your profit is right.
The Tobacco is right.
Ask for samples and prices of these lines:
GOLD LEAF CUT PLUG SMOKING
PIONEER CUT PLUG SMOKING
LE HURON PLUG SMOKING
MAPLE LEAF PLUG CHEWING
SNUFF---ROSE AND BEAU
CHOICE DOMESTIC LEAF TOBACCOS
J. Lemesurier & Sons
St. Paul & St. Valier Streets,
QUEBEC

"ENTERPRISE"

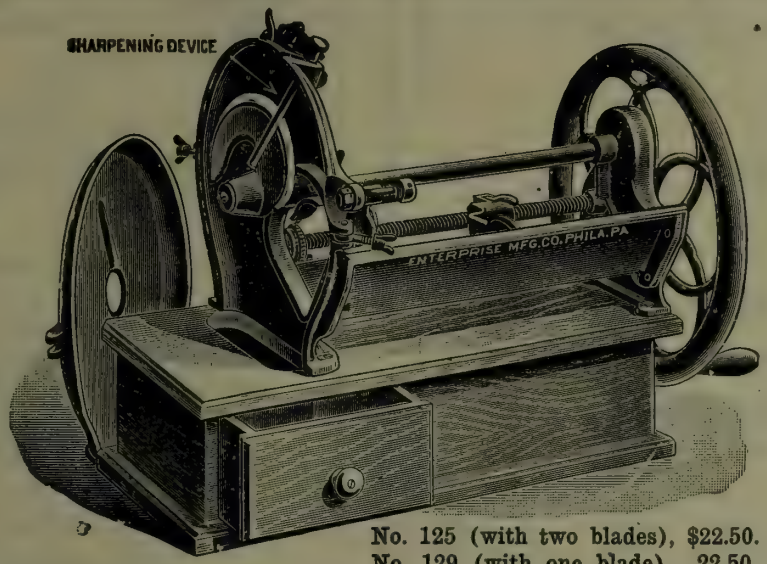
Grocers testify that when they install the

"ENTERPRISE"
Rotary Smoked Beef Shaver

sales of smoked beef showed a marked increase.

Of course they did.

The easier you make selling and buying—the better for business.



No. 125 (with two blades), $22.50.
No. 129 (with one blade), 22.50.

Observe the Sharpening Device, the drawer for storing sliced beef; note that the feed is readily regulated to cut from the thinness of tissue paper to 1-8 inch for the No. 125 and from 1-40 to 1-4 inch for the No. 129.

"Enterprise" Smoked Beef Shaver No. 23, Japanned, at $8.00; cuts evenly with a pendulum stroke.

Write for our latest catalogue of "Enterprise" goods for grocers.

The Enterprise Mfg Co., of Pa.
Philadelphia, U.S.A.

New York 21 Murray Street
San Francisco 438 Market Street

BUILDS BUSINESS

Keep Your Gasolene Outdoors

Store it in a Bowser Outdoor Cabinet.

The Bowser will keep your property absolutely safe from gasolene fires and explosions because it keeps explosive gases from forming.

It will increase your profit on gasolene because it stops the usual loss of from 15 to 50 per cent. through evaporation, leakage and waste. It draws new trade because it is placed in front of the store where it continually advertises the fact to automobilists and others that you sell gasolene.

The Bowser costs you nothing because it pays for itself by its own saving of gasolene. Ask us to send Gasolene Catalog 5045. It's free.

S. F. Bowser & Co., Ltd.

66-68 Fraser Ave., - - TORONTO

If you have an old Bowser and want a new one, write for our liberal exchange offer.

Cut 10—Outdoor Cabinet.

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

Our New "Walker Bin" Catalogue

Will be off the press in a few days.

It should be in the hands of every Grocer

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

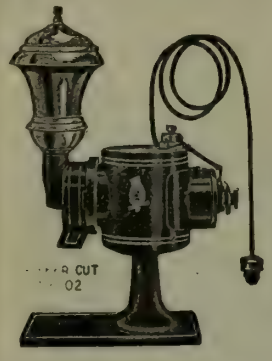
Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

We make a specialty of
COUNTER CHECK BOOKS
for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.

We manufacture
SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada



A GROCER'S FRIEND

For three cents, will grind fine 100 lbs. of coffee at 1 lb. per minute. No more trouble to operate than to turn on a light. Nothing to wear out or get out of order. A convenient and neat fixture, Canadian made, sold on easy terms of payment. Testimonials, catalog and prices at

The A. D. FISHER CO., Limited, Toronto

BUY

Star Brand

COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

TALKING POINTS FOR DEALERS
ON
BANNER, CANADA, ONTARIO and HICONE
LAMP BURNERS

The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect, thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

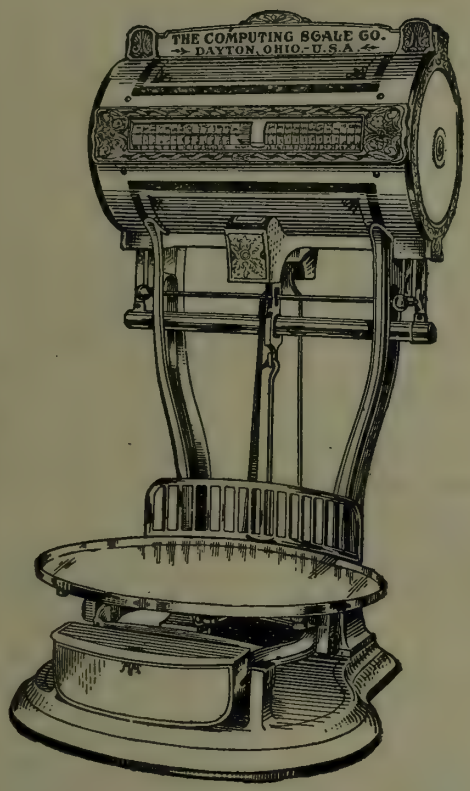
SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case

The Davidson & Hay Limited

WHOLESALE GROCERS

36 YONGE STREET TORONTO



DAYTON MONEYWEIGHT SCALE

NOTE THE LOW PLATFORM

Overweight Problem

Solved!

With this 1909 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

Gives the exact weight for the exacting dealer.
Gives the exact weight to all customers.
True as steel and built for a lifetime of exact weighing.
Weighs to an ounce, computes to a cent.
Low platform—only 6½ inches from the counter.
Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited

164 W. King St., Toronto, Ont.

THE SNOWDON CAN OPENER

Not a Novelty But a Staple Seller

No More Cut Hands. No More Rough Edges, Cuts entire top off the can, so contents may be removed whole.

It is made of heavy steel, highly polished silver finish, lasts a lifetime, adjusted automatically to fit any size can.

Packed in gross wood boxes, containing 4½ gross, cardboard boxes, each of which contains display easel.

Retails with good profit to you at 25c. Be the first to sell it in your town—Your customers want it—

Write for prices, samples and literature—Your wholesaler can get them.

SHERBROOKE NOVELTY MFG. CO., LTD. - SHERBROOKE, QUE.

Money-Making Lines

AROMA TEA

AND

AROMA COFFEE

The most satisfactory goods to the consumer.
The most profitable goods to the merchant.
Two good reasons to justify buying these well-known lines.

Our Traveller will tell you about them.

W. H. GILLARD & CO. Wholesale Grocers HAMILTON

BRANCH HOUSE—Sault Ste. Marie

PRIDE OF CANADA

Pure Maple Syrup and Sugar

PURITY GUARANTEED

The quality and purity of our Maple Products are recognized all over Canada.

Government analysis has proved that from hundreds of samples collected throughout the Dominion, ***"Pride of Canada"*** brand alone, was found genuine, in every instance.

For sale by all large wholesalers. If your wholesaler hasn't them write us direct.

Maple Tree Producers' Association, Limited

WATERLOO, QUE.

Toronto Agency—W. J. DACK, 512 Dundas St.

New Peels

7 LB. BOXES FINE GOODS PRICE RIGHT

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

TODHUNTER'S
THE STANDARD FOR COFFEE DRINKERS
THE BEST TONIC FOR BREAKFAST A LUXURY
EXCELSIOR
OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE
COFFEE
TODHUNTER, MITCHELL & Co. COFFEE IMPORTERS, TORONTO

STOVE POLISH

A good Black Lead is the best form of Stove Polish

JAMES DOME

is the best in the world. Sort up your stock and send in your order for Fall trade.
All jobbers carry it.

W. G. A. LAMBE & CO., Canadian Agents

Don't Forget

Good times are close at hand. Get in touch with primary markets for your requirements. We have anticipated some of your needs.

Nuts.

We are the ***Largest Importers of Shelled Nuts*** in Canada.

Mammoth Jordan Almonds	Whole Blanched Almonds	Persian Pistachio Nuts
Mammoth Valencia Almonds	Halves Blanched Almonds	Sicily Pistachio Nuts
6 Crown Alicante Almonds	Stripped Blanched Almonds	No. 1 Spanish Peanuts
5 Crown Alicante Almonds	Shelled Brazil Nuts	No. 1 Virginia Peanuts
4 Crown Alicante Almonds	" Pecan Halves	Barcelona Filberts
3 Crown Alicante Almonds	" Pecan Pieces	Levant Filberts
2 Crown Alicante Almonds	Cashew Kernels	Pignolias

Shelled Chabert Walnuts, Shelled Bordeaux Walnuts, Broken Walnuts

Acme Brand

(Registered)

Walnuts. We guarantee this brand to be the Finest Selected Bordeaux Walnuts obtainable.

French Fruits.

Glace and Crystallized Cherries, Apricots, Assorted Fruits, Greengages, Figs, Pears, Mirabelles, Limes, Angelique, Pine Apple Slices, Pine Apple Rings, French Plums in Glass and Boxes, Cherries in Marischino quarts, pints and ½ pints. Silver Dragees of all descriptions.

Fruits packed in 1, 2, 5 and 8-lb. boxes.

French Vegetables.

French Mushrooms, Peas, Beans, Capers, Anchovies, Asparagus, Macedoines, etc.

Sardines.

Crossed Fish Brand. The ***Original*** and ***most popular Norwegian*** Sardines on the Canadian Market.

W. G. PATRICK & CO.

IMPORTERS

5 Great Tower St.
LONDON, ENG.

109 Coristine Bldg.
MONTREAL

29 and 31 Melinda St.
TORONTO

Clarke, Nickolls & Coombs Limited

Clarnico

Acknowledged to be one of the Finest, Largest and Most Up-to-Date Manufacturers of Confectionery in the World.

Clarnico Almond Paste—The Finest Paste for Macaroons that ***Skill, Experience*** and ***Science*** can make. Packed in 1, 5 & 10-lb. tins. 100-lb. cases.

Clarnico Preserved Ginger—Glace and Crystallized, Squares, Leaf and Whole. 4-lb boxes.

Clarnico Pine Apple—Glace and Crystallized, Chips, Rings, Slices and Squares. 4-lb. boxes.

Clarnico Boiled Sugars—All flavors ½-lb, 1-lb. and 5-lb. bottles.

Clarnico Lozenges—Linseed, Licorice and Chloridine. 4-lb. sealed and ribbon tins. Mitcham Mints, 1-lb. bottles.

Clarnico Peels—Finest Drained and Candied. 7-lb. boxes and 112-lb. kegs.

Clarnico Jams—English Whole Fruit, Paxton Strawberry, Raspberry, Black Currant, etc., etc.

Clarnico Cream Caramels—The Acme of Perfection in Caramel Manufacture.

Clarnico Cocoa—Is absolutely Pure. Recommended for its high quality and moderate price.

Clarnico Xmas Santa Claus Stockings and Crackers will please your customers because—They are the best value obtainable.

Clarnico Works, Victoria Park, London, Eng.

Represented in ***Canada*** by

W. G. PATRICK & CO.

MONTREAL——————————TORONTO

Canadian Made Licorice

Now Obtainable in Canada

We wish to take this opportunity of informing our Canadian customers of the fact that we have opened our branch factory in Montreal, and are now able to take care of their commands promptly and satisfactorily.

The well known high quality of our product, which has earned a reputation for superiority among all discriminating users of licorice for the Confectionery and Drug trades, will be maintained in the Canadian-made goods.

The subjoined list of specialties will give an idea as to the range we manufacture. All prices f.o.b. Montreal. Our Montreal office will furnish price lists on application.

Flexible Licorice	Bricks	About 1,200 to box
	Elastic Tubes	100, 200 and 300 "
	Triple Tunnel Tubes	100 "
	Indian Plug	100 "
	Navy Plug	100 "
	Buffalo, hollow sticks	100 "
	Whips	100 "
	Cigarettes	100 bundles "
	Golf Sticks (glazed), solid sticks	100 "
	Flexible Sticks (glazed), solid sticks	200 "
	Pan Pipes	200 "

Favorite, large penny stick	100 to box
Dulce, large penny stick	100 "
Curved Stem Pipes	200 "
Straight Stem Pipes	100 "
Cigars (banded)	100 "
A.B.C. Blocks (containing best lozenges)	100 "

Lozenges No. 2, in barrels (bulk).
Lozenges No. 1, in barrels (bulk) best glazed.
Lozenges No. 1, in 5-lb. paper boxes.
Lozenges No. 1, in 5-lb. glass front cans.
Acme Pellets, in 5-lb. glass front cans.
Purity, pure penny stick, 100 to box.
Y. & S. Stick Licorice, in 5-lb. boxes.
Y. & S. Stick Licorice, in bulk, 25, 50 and 100-lb. cases.
M. & R. Wafers (48 five-cent bags to box).
Greek Mass, in 10-lb. boxes.
Greek Mass, in 50-lb. boxes.
Select Bundled Licorice Root.
Powdered Spanish and Greek Extracts.
Powdered Spanish and Greek Root.

National Licorice Company

Brooklyn, N.Y.

ROWAT & CO.

GLASGOW, SCOTLAND

Pickles and Olives

Quality Seldom Equalled — Never Excelled

Get prices from your wholesaler
They will interest you

WETHEY'S
Condensed Mince Meat

is becoming as

Staple as Sugar

One package (retailing at 10c.) makes two large or three small pies.

Why sell from the unsanitary, disease-breeding open pail when you can offer your customers better goods in a dust proof package?

Ask your jobber for it.

J. H. WETHEY, LIMITED
ST. CATHARINES

Salt?

Your Stock?

Why Delay Order?

VERRET, STEWART & CO.
LIMITED
MONTREAL

The Best Known Brands

Which have successfully stood the test of time in CANADA.

We are favored with the privilege of representing in Canada the most important Wine, Spirits and Grocery firms, manufacturing firms whose brands have a world-wide reputation and whose goods are strictly first-class and up to the sterling reputation enjoyed by these firms. Our prices deserve the attention of all careful buyers, as much as our brands, in the different lines we handle, deserve the keenest and most favorable comment from all refined consumers.

Peruse our list, make your selection and get our quotations.

Ph. Richard et Cie	Cognac	Brandy.
Mitchell Bros.	Glasgow	Scotch Whisky.
Mitchell & Co.	Belfast	Irish Whisky.
J. P. Wiser & Sons	Prescott	Canadian Whisky.
Pollen & Zoon	Amsterdam	Gin and Liquors.
G. Pims & Co.	London	Old Tom Gin.
Blandy Bros.	Madeira	Madeira Wines.
Real Companhia Vinicola	Portugal	Port Wines.
Motta et Vaz	Portugal	Port Wines.
Diez Hermanos	Jerez de la Frontera	Sherry Wines.
Garret et Cie	Malaga	Malaga Wines.
Fenech, Artell & Co.	Tarragonne	Mass Wines.
Vigneau et Cambours	Bordeaux	Clarets et Sauternes
Morin, Pere et Fils	Beaune	Burgundy Wines.
Frederick Krote	Coblenz	Rhine Wines.
Kunkulman et Cie	Reims	Piper-Heidsieck Champagne.
Union Champenoise	Reims	Cardinal Champagne.
Union Champenoise	Reims	Duc d'Origny Champagne.
Fli Ferrero Ricardo	Turin	Italian Vermouth.
Cazalis et Pratts	Marseille	French Vermouth.
Adrien Sarazin et Javilliers	Dijon	Bacchus Quinquina Tonic Wine.
P. Garnier	Enghien-les-Bains	French Liquors.
Fred Miller Brewing Co.	Milwaukee	Lager High Life.
Fred Miller Brewing Co.	Milwaukee	Extract of Malt.
Daukes & Co.	London	Bass' Ales and Guinness' Stouts.
Source La Regente	Vichy	Vichy Water.
Source La Sanitas	Vichy	Vichy Water.
Societe Anonyme "Le Soleil"	Malines	Canned Fruits and Vegetables.
Duffy & Co.	Rochester	Apple Juice and Grape Juice.
Clement Obier	Perigueux	Pates de Foie Gras.
Societe Nouvelle de Roquefort	Roquefort	Roquefort Cheese.
Blanc et Fils	Valence sur Rhone	Pastes.
H. E. Boullee et Cie	Marseille	Olive Oil.
F. Tourasse	Marseille	Castille Soap, "La Vertu," "La Mouche."
F. Lecourt	Paris	Mushroom.

For all information, write, phone or wire at our expense.

Laporte, Martin & Co., Limited

Wholesale Groceries, Wines and Liquors, MONTREAL

Dried Fruits, Canned Goods and Teas

We have just received per SS. Jacona our first shipment of Dried Fruits of this season's preserving. We expect within a few days our second consignment per SS. Escalona.

Valencia Raisins, Currants, Sultana Raisins, Figs, Prunes, Dates, Evaporated Fruits (Apples, Peaches, Pears and Apricots), Malaga Table Raisins, Candied Peels, Nuts (Tarragona, Mayette, Marbots, Crowns, Filberts, etc.)

These goods are of extra choice quality, and, having been bought under remarkably favorable conditions, we can assure buyers that they can save considerable money on their purchases, notwithstanding the high condition of the market on some of these goods.

CANNED GOODS

Buy your canned goods now. We have a large and varied stock, comprising all the popular brands. Our prices are right and worth investigating. Our assortment of "Soleil Brand" Canned Fruits and Vegetables is most complete and the goods as satisfying as ever. They are goods we especially recommend to buyer and consumer.

TEAS

All teas of the new crop: JAPAN, GUN POWDER, YOUNG HYSON, GREEN CEYLON, BLACK CEYLON, PEKOE, SOOCHONG, FORMOSA OOLONG, ENGLISH BREAKFAST CONGOO, are now here, and we, for our part, have received a very large and choice assortment, amply sufficient to meet all requirements of the trade. We are now, as ever, ready to recommend "Princess" and "Victoria" brands of Black and Japan Teas, the best teas on the market at the price.

WE PAY FREIGHT on all lots of teas, assorted or not, of 200 lbs. or over.

For further information, quotations, etc., write, phone or wire at our expense.

Laporte, Martin & Co., Ltd.

Wholesale Groceries, Wines and Liquors

MONTREAL

Economy in Quality is the most expensive kind of saving---

SHIRRIFF'S
CONCENTRATED FRUIT
ESSENCES

SHIRRIFF'S
JELLY
POWDERS

SHIRRIFF'S
ORANGE
MARMALADE

"SHIRRIFF'S GOODS"

must be quality goods—not because we say so—but, because customers will always insist on having them whenever they want anything good.

IMPERIAL EXTRACT CO.,

TORONTO, - CANADA

Western Representative---Harold F. Ritchie
Montreal " W. S. Silcock, 33 St. Nicholas St.
Quebec " Albert Dunn, 67 St. Peter St.

The Grocers of Canada have realized that

COWAN'S

The Maple Leaf — **Perfection** — **Our Trade Mark**

COCOA

means **the Best** that the world can produce. The finest selected Cocoa Beans only are used in its manufacture; the most modern machinery, expert workmen operating under perfect hygienic conditions can turn out only such Cocoa as fears no foreign brands. Our trade mark **"The Maple Leaf"** means Canada's Best.

Cowan's Milk Chocolate
Cowan's Chocolate Cream Bars
Cowan's Maple Buds

are all popular and ready sellers.

Cowan's Icings for Cake

Chocolate, White, Pearl Pink, Lemon, Orange, Almond, Maple and Cocoanut Cream.

EVERY JOBBER IN CANADA SELLS THEM

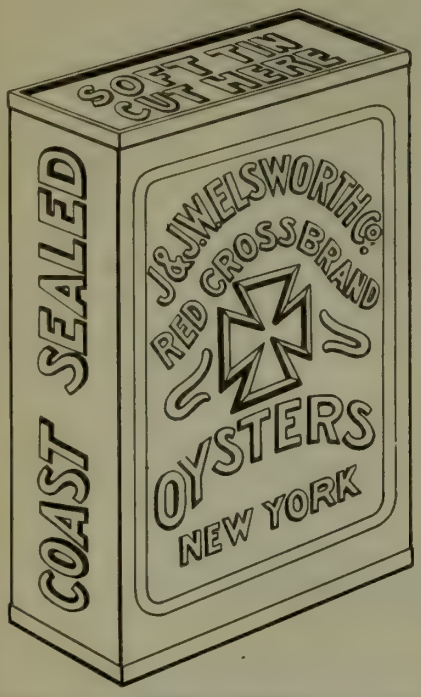
THE COWAN CO., Limited,

STERLING ROAD
DUNDAS STREET

Toronto, Canada

WM. E. ELSWORTH, Pres. ESTABLISHED 1860 J. WATSON ELSWORTH, Sec. and Treas.

J. & J. W. ELSWORTH CO.



Our Red Cross Brand of Oysters, which we sell in quart and pint cans, are strictly Pure, Wholesome Sea Food.

We use the most up-to-date sanitary appliances for handling these oysters.

We defy competition upon quality. These cans are full quarts and pints, their measure being guaranteed.

One year's sales thirty-nine million oysters.

Quotations and information in general as to sizes, prices, etc., will be furnished upon application to our Main Office.

Boat No. 8, Foot Bloomfield Street

NEW YORK

Canned Fruits from the Model Factory

The Niagara Falls Canning Co., with the finest, most modern and most sanitary Factory in Canada have placed on the market

THE

"Pride of Niagara Falls" brand

of Canned Goods. These are of the finest quality and are sure to bring customers for every grocer who stocks them. ALL FRUITS are packed in SANITARY ENAMEL LINED CANS which preserves the natural flavor and color of the fruit, also safe-guarding the consumer against ptomaine poisoning.

REFUGEE WAX BEANS, SELECT HAND PICKED TOMATOES, CHERRIES, PEACHES, PEARS, RASPBERRIES, STRAWBERRIES

Selling Agents—Eby-Blain, Limited, Toronto
Frank L. Benedict & Co., Montreal

Our travellers will show you samples of the above.

A Leading British line well-known and largely advertised

DR TIBBLES' Vi-Cocoa

THE WORLD RENOWNED FOOD BEVERAGE

The Public Say:

"THERE IS MERIT IN IT."

The Trade Say:

"THERE IS MONEY IN IT."

AGENT FOR MONTREAL:
J. WALTER SNOWDON
413 St. Paul Street
Montreal

ONTARIO AGENTS:
GREEN & CO.
25 Front St. E., Toronto

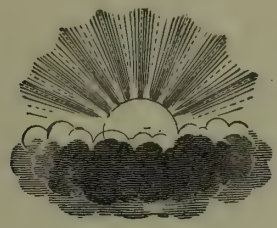
Write Our Agents for Prices, Etc.

W. H. ESCOTT, 141 Bannatyne Avenue East, WINNIPEG

SAMPLE CASES NOW READY FOR DELIVERY

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

The Cream of the Periodical Press

¶ You are anxious, are you not, to reap the best results from the time you devote to reading? Still you haven't the time to ransack the numerous publications in search of what is of prime importance to you.

¶ The Busy Man's Magazine does this for you. All the leading publications, from the daily to the quarterly, are carefully ransacked, and the most timely, instructive and interesting articles reproduced.

¶ All articles not reproduced are classified in the department, "Contents of Other Magazines." No matter in what line you are interested, this index keeps you informed what the press of the month contains about it.

BUSY MAN'S MAGAZINE,
Toronto.
Enclosed is $2, for which kindly send Busy Man's Magazine regularly till Jan. 1, 1910 (14 issues).

.....

Date .....

¶ The Busy Man's Bookshelf gives you a list of the best selling books of the month — books well worth reading.

¶ This special offer of fourteen issues for the price of twelve gives you an opportunity of securing this valuable up-to-the-minute literature at less than 15 cents per month. Return the coupon and the current number of Busy Man's will go to you by return mail.

THE BUSY MAN'S MAGAZINE
WINNIPEG TORONTO MONTREAL

THE TIN AND THE TEA

On account of growing my own Tea on my own Estates in Ceylon, there are no middle men's profits to pay, and you are assured of getting the highest quality when buying

LIPTON'S TEA

Over 2,000,000 Packages sold weekly.
Write for samples and prices.

THOMAS J. LIPTON

75 Front St. East, ***Toronto***

WILLIAM GALBRAITH & SON

IMPORTERS AND WHOLESALE GROCERS

80 and 82 St. Peter Street, - - Montreal

OUR MOTTO: "First-Class Goods at Bottom Prices"

We find that it pays every time to give customers what they order, and avoid the "Just as good" theory.

New Valencia Raisins

Fine Off-Stalk, Selected, and Layers.
Best brands obtainable.

Choice Cleaned Currants

Brls., Cases and Hf. Cases and 1-lb. Cartons.
In stock and to arrive by direct steamers.

Teas and Coffees

of every description.

"CANADA'S PRIDE" CANNED GOODS

CORRESPONDENCE SOLICITED.

WILLIAM GALBRAITH & SON

JELL-O

FOR DESSERT

This is the famous preparation that is revolutionizing the grocer's trade in dessert goods as well as the housewife's dinner calculations.

It is being advertised so effectively that the people know about it and want it.

We hope you, friend Retail Grocer, will get a large share of the benefit.

JELL-O FLAVORS: Lemon, Orange, Raspberry, Strawberry, Chocolate, Peach and Cherry.

JELL-O ICE CREAM POWDER

for making ice cream is also being advertised by the distribution of booklets.

The Genesee Pure Food Co.

LE ROY, N.Y.

"Keep up with the Twins"

"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

Ever Reliable!

Imperial Evaporated Cream

Our 14-oz. Tin

Royal Condensed Milk

Imperial Is:

A cream that you can always count upon.
Made in a modern plant in Canada's finest dairying district.
Made under the personal supervision of experts.
Put up in an absolutely solderless tin; cap clamped on.
Most sanitary cream to-day before the trade.

For Further Facts:

The Canadian Condensing Co.

Chesterville, - Ontario

SUB-AGENTS:
Toronto—Anderson, Powis & Co.
Hamilton—J. H. Herring
London—Alex. Tytler
Winnipeg—W. L. MacKenzie & Co.
Vancouver—S. Oppenheimer

SALES AGENTS:
S. H. EWING & SONS
Montreal and Toronto

SUB-AGENTS:
Halifax—J. W. Gorham & Co.
Quebec—Albert Dunn
Ottawa—A. M. Loucks
Kingston—C. De Carteret

SUGARS & CANNERS LIMITED.

MAPLE SYRUP.
MAPLE SUGAR.
MOLASSES.
CONFECTIONERY
SPECIALTIES.
CANDIED PEELS
&c.&c.

CANNED FRUITS,
JAMS &
MARMALADE.
TOMATOES.
KETCHUP.
PICKLES, VINEGAR
&c.&c.

INCORPORATED 1907.

CAPITAL STOCK $250,000.00

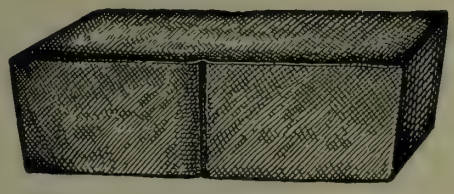
PARTHENAIS ST. COR. ST. CATHERINE.

LARGEST WORKS OF THE KIND IN CANADA

DIAMOND BRAND MAPLE SYRUP

has that delicate sap flavor. Wins customers wherever sold. Increase your trade on Maple Syrup by selling this brand.

TWIN BLOCK MAPLE SUGAR



THE PURE ARTICLE

40 Blocks to Case, cost to retailer - $3.00
and sells for 10 cents each.

MAPLE CREAM HEARTS

No grocer's confectionery stock complete without this fast-selling line.

18-lb. pails - $2.16

FRUIT'Y CREAMS

Deliciously blended creams and pure fruit.

17-lb. pails - - - $2.25

NUT'Y CREAMS

The increased popularity of this unique confection makes it an indispensable addition to your stock.

17-lb. pails - - - $2.25

ORDER FROM YOUR JOBBER, OR SEND YOUR ORDER DIRECT, giving us your jobber's name

Lea's

Our Faith in the Canadian Consumer Confirmed

We have packed and shipped more pickles in the last 45 days than we sold last year, and we are still 4,000 cases behind.

Does this not prove to you that the Canadian consumer will support home industry, when the goods have quality? We are packing as fine goods as firms of international reputation, and at a price that will appeal to the pocket of your customer in every walk of life. Do not doubt this, but try a small quantity if you have not already done so, and be convinced, as hundreds of retailers have been in the last year. This is proven by our sales.

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Western Representatives: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

GILMOUR'S Hand Cleaner

The ONLY 10c. Tin

The **original** yellow tin, and the **largest** package on the market. We have sold 500,000 tins in the past ten months, surpassing all previous sales for a like period. People buy it because the price is popular. Grocers sell it because the profit is larger than any other line.

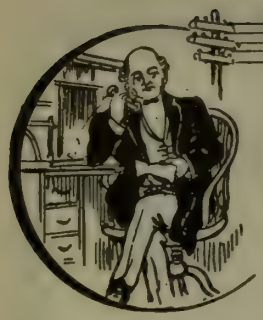
Order from your wholesaler. If he cannot supply you we will.

The Gilmour Company

Offices :
934 De Montigny Street

Montreal

Factory :
604-6-8 Papineau Avenue



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

G. WALLACE WEESE
Manufacturer's Representative
Grocers' and Confectioners' Supplies, Storage and Distribution attended to.
Am open to accept one or two more clients, established connections.
Offices: Myles' Fireproof Storage Warehouse
HAMILTON, CANADA. Correspondence Solicited

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

HOWARD BLIGH & SONS
HALIFAX N.S.
Importers, Exporters and General Commission Merchants.
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.
Domestic and Foreign Agencies Solicited.
Highest References.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

MONTREAL

D. McL. BROPHY
414 St. Paul St. - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

On the spot
EVAPORATED APPLES
WHITE BEANS
LOWEST PRICES
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

TORONTO.

TAPIOCA
We have both
Medium Pearl and Seed
ON SPOT and our prices are right
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

Dominion Storage & Forwarding Co., Ltd.
43 Colborne Street, TORONTO
Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.
TELEPHONE MAIN 5661

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Don Storage & Cartage Co. Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

(Continued on page 165).

Manufacturers' Agents—Continued.

QUEBEC

J. P. THOMAS
WHOLESALE GROCERY BROKER AND COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
Correspondence invited
25 ST. PETER STREET, - - QUEBEC

WINNIPEG

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

RICHARDS & BROWN
Wholesale Commission Merchants and Brokers
314 Ross Avenue WINNIPEG, Man.
Correspondence Solicited

BRACK & KIRKLAND
Grocery Brokers,
and Manufacturer's Agents
Warehousemen and Distributors
Track Warehouse, 137 Bannatyne Ave. E.
WINNIPEG, MAN.

W. H. Escott
Wholesale
Grocery Broker and M'f'rs Agent
WINNIPEG, CANADA
Branch at Calgary

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

WINNIPEG.

ESTABLISHED 1887
Carman Brokerage Co.
Wholesale Grocery Brokers
WINNIPEG CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
141 Bannatyne Ave. WINNIPEG, MAN.

GEO. ADAM & CO.
Wholesale Grocery Brokers
and Manufacturers' Agents.
430½ Main St., - - Winnipeg
Established 14 years. Correspondence solicited

VANCOUVER

F. G. EVANS & CO.
Grocery Brokers and
Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

L. E. DASTOUS & CO.
Grain and General Brokers
Sherbrooke, - - Que.
Correspondence Solicited
from Foreign Shippers
Specialty — Grain and Mill Feed.
Shippers of Atlantic Chilled Salmon

USE OVAL WOODEN BUTTER DISHES.
THOMAS BROS., St. Thomas, Ont.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

—OFFICES IN CANADA—

CALGARY, ALTA. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
HALIFAX, N.S. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.

WM. A. RIVES, Gen. Man. Western Canada, Toronto.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

QUEBEC MARKETS

Any important firms wanting to be represented in this city, will do well by writing to

ALF. T. TANGUAY & CO.
18 St. James St.
QUEBEC
Flour and Grain
SPECIALTIES : BEANS AND CORN
Commission Merchants and Brokers
21 Years' Experience.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,			1 year.....	$30 00
"	"	"	6 months...	17 00
"	"	"	3 months...	10 00
50	"	"	1 year.....	17 00
"	"	"	6 months...	10 00
25	"	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S W.

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

ADDING TYPEWRITERS write, add or subtract, in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

7,217 NATIONAL CASH REGISTERS were sold during May 1908. That's 2047 more than were sold during May 1907. The National Cash Register Co., F. E Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto.

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MACLEAN PUBLISHING CO., Technical Book Dept., 10 Front St. E., Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

BUYING AGENTS WANTED in Toronto, Ottawa, Montreal and Winnipeg for Pure and Soluble Cocoa in tins and packets. Liberal terms offered. Apply Richard Percy & Co., Cocoa and Chocolate Manufacturers, Bristol, Eng. (42)

FOR SALE.

FOR SALE—A live and established general business in Saskatchewan. Best stand in town, only one opposition, business improving each year. Stock $15,000. Reasons for disposing, poor health. Further particulars by addressing Box 219, CANADIAN GROCER, Toronto. [46]

SITUATIONS WANTED.

PREPOSSESSING YOUNG MAN (railway stenographer) wants make change to grocery line. No objections to clerking in store. Box 215, CANADIAN GROCER, Toronto. (42)

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal

Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

REFRIGERATORS
FOR BUTCHERS AND GROCERS
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL

The Condensed Ads. in The Canadian Grocer bring results

The discriminating grocer picks Chase & Sanborn's Brands for his Coffee department, because he knows that they embody all the qualities necessary to make this end of his business a success : : : : : :

CHASE & SANBORN

Importers MONTREAL

here's many a good thing comes from Old England. In the eating line there's one good thing that has no superior and that is

CARR & CO.'S BISCUITS

World famed for quality they are good lines for you to recommend.

CARR & CO., CARLISLE, ENGLAND

Agents: WM. H. DUNN
MONTREAL and TORONTO

HAMBLIN & BRERETON, Winnipeg, Lakes to the Rockies
THE STANDARD BROKERAGE CO., Vancouver, B. C.

Quality is the Main Consideration

in the manufacture of

"PEERLESS" "BRAND"

Flaked Oats — Flaked Wheat —Rolled Oats — Corn Meal— Split Peas — All kinds of Feed

We buy only the choicest grain; and we mill them by the most up-to-date process. We are in a position to **guarantee** satisfactory quality of all shipments.

Quotations Cheerfully Given

Parkinson Cereal Co.,

Thornbury, Ontario, Canada

WE OFFER YOU THE FINEST

TOILET SOAPS

Our range includes the favorites:

"Mother's Choice"
"French Cream"
"Our Pets"
"Angel Soap"
"Glycerine Soap"
"Tammany," our famous 5c. line.

"Glycerine" Oval
"Glycerine" Red
"Carbolic Acid" Transparent
"Carbolic Acid" for Surgeons
and others.

Great Seller. In baskets of 100 cakes.

You will require Castile Soap for the Fall and Winter. We are agents for one of the most famous French Houses. ***Castile Soap,*** 72 per cent. best; all sizes. Lowest prices for direct importation or ex-warehouse. Satisfaction guaranteed.

ORDER AT ONCE

SAVONS FRANCAIS, - MONTREAL

C. PAGNUELO, Manager

Factory, - 1653 Notre Dame St. E.
Office, - 235 Coristine Bldg.

Established 1834

Canada's Oldest and Best Wholesale Grocery House !

For nearly 75 years we have been Canada's leading wholesale distributors of foodstuffs.

During that time we have sold millions of dollars' worth of groceries, and never have we given our customers anything but the highest satisfaction.

We are direct importers of high-grade Teas, Coffees, Spices, Raisins, Currants, Sauces, etc., etc.

Quaker Canned Goods

We are sole agents for the Province of Quebec for this famous line of Canned Goods. If you want to learn what really first-class canned fruits and vegetables are like, secure a trial stock of these Quaker Brand Goods.

Quaker Brand Salmon

We are the proprietors of this new and extra fancy salmon, put up in tall and flat tins. It is just the salmon for those customers of yours that require the finest fish procurable. We claim Quaker Brand Salmon to be superior in quality to any fish ever offered to grocers in Canada. Only by sampling it can you appreciate it.

Not only is the fish the finest packed, but the manner in which it is put up surpasses anything heretofore attempted.

Try Our Japan Tea to retail at 35c.

It's the only tea to sell if you desire to give your customers continued satisfaction.

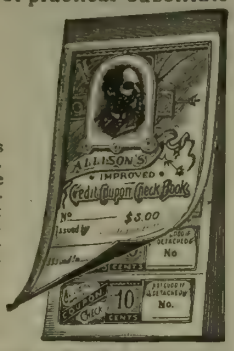
We are makers of Quaker Baking Powder, better than which there is none obtainable. Our travellers will tell you about it.

Mathewson's Sons

202 McGill St., Wholesale Grocers P. O. Box 2360 **Montreal**

It Takes a Lot of Time to Keep Books

and when the entries are made up of many small items the expense is away out of proportion to the amount involved. Many attempts have been made to devise some safe and economical way to avoid this burdensome labor. The most practical substitute is the



Allison Coupon System

It is safe. Keeps a perfect record. Leaves no loophole for complaints. Eliminates 95 per cent of the labor. Requires the investment of but a trifling sum. Does not necessitate the employment of skilled clerks. Here is the plan:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by the

Allison Coupon Co.

INDIANAPOLIS, IND.

A SPLENDID GERMAN TRADE PAPER.

A few days ago there came to us from Berlin, Germany, a very interesting issue of "Die Kolonialwaren-Woche," the representative grocery journal of the German Empire. This issue was the "Festnummer," or special issue, and reflects a great deal of credit on the publishers. From the standpoint of typography the issue will rank with any trade publication issued. It is printed on heavy calendared paper, is tastefully illustrated, and is bound in a heavy lithographed cover, embossed in gold. The advertising of the paper is comprehensive and exceedingly well arranged, and this department shows a good deal of improvement, from the Canadian standpoint, at least, by reason of the fact that the advertisers seem to be getting away from the conservative and heavy German and English style and are getting to use American methods of display and illustration. As a result the paper is a good deal brighter in appearance. The special articles include illustrated descriptions of industries in which the trade is interested, and shows several store and factory interiors in an interesting way.

PERSONAL.

Chas. H. McDonald, one of St. John's tea importers and blenders, has just received from Foo Chow a shipment of 544 packages of China Tea. This is one of the largest importations of this grade coming to Eastern Canada this season.

TRADE NOTES.

Wm. Young, grocer, Carp, is retiring from business.

Bush & Naish, grocers, Hamilton, have dissolved.

Mrs. Janet Garvin, grocer, Toronto, has sold her business.

Geo. Harrison, Sombra, is looking for a buyer for his grocery business.

E. J. Spackman, Toronto, has bought F. R. Webb's general store business at Blenheim.

Wm. Forbes, of Montreal, was calling on the trade in Toronto and Hamilton this week in the interests of his firm.

Thos. Dunn, of New York City, representing Whitall & Co., tea buyers, was in Toronto this week calling on the trade with J. Woodley H. Musson.

WANTED.

WANTED—Resident Agent or representative for a live firm of Manufacturers' Agents to solicit trade from the best grocers and druggists in Toronto and neighborhood. Good salary and prospects for the right man. Must have had experience and be well recommended. Apply by letter, stating salary expected and work recently engaged in, to X. Y. Z., THE CANADIAN GROCER, Toronto.

SUGAR

When next purchasing supplies of Granulated Sugar ask for

Redpath

The purest and best—To be had in original packages—

Barrels of about 300 lbs. and Bags of 100, 50, and 20 lbs.

The Canada Sugar Refining Co., Limited

MONTREAL

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow, D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29,833,820.96

THE METROPOLITAN BANK

Capital Paid Up,	*$1,000,000.00*
Reserve Fund and Undivided Profits,	*$1,241,532.26*

We Solicit Your Account.

GENERAL BANKING BUSINESS

Drafts bought and sold.
Letters of credit issued.
Collections promptly attended to.

SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposits of one dollar and upwards.

NUMBER OF EMPLOYEES
600

FLOOR SPACE
242-372
SQUARE FEET

THE LARGEST
BISCUIT FACTORY
IN CANADA.
ESTABLISHED 1850

FACTORY OF CHRISTIE, BROWN & CO., LIMITED,
TORONTO, CANADA.

DEVOTED
EXCLUSIVELY
TO THE
MANUFACTURE
OF BISCUITS

NOTED FOR ITS CLEANLINESS.

The name "CHRISTIE" signifies the best quality and flavor. As nothing but the finest materials are used, our biscuits keep longer than those made from cheaper materials.

Sell "CHRISTIE'S" and increase your sales.

Write for our Illustrated Catalogue.

NEW BISCUITS

LEMON
VANILLA
GINGER
ORANGE
} CREAMS

Something new to please you. ORDER NOW and have them EARLY.

CHRISTIE, BROWN & CO., Limited

TORONTO, - CANADA

Stock up now! Gurd's goods sell all the year round

GURD'S CALEDONIA WATER

is rapidly finding favor as a

"SELECT TABLE WATER"

Nature to begin with has produced in it a good article—every virtue of which has been brought out by expert bottling.
The result is that for PURITY, APPEARANCE, TASTE and EFFICACY it is unexcelled. GURD'S CALEDONIA, like GURD'S Ginger Ale is

"THE BEST"

Charles Gurd & Co., Limited Montreal

THICK, SWOLLEN GLANDS

that make a horse Wheeze, Roar, have Thick Wind, or Choke-down, can be removed with

ABSORBINE

or any Bunch or Swelling. **No blister, no hair gone,** and horse kept at work. $2.00 per bottle, delivered. **Book 3 D free.**

ABSORBINE, JR., for mankind, $1.00, delivered. Reduces Goitre, Tumors, Wens, Varicose Veins, Ulcers, Hydrocele, Varicocele. Book free. Made only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canadian Agents.

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.
Patras, . Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:
J. L. Watt & Scott - - Toronto
Watt, Scott & Goodacre, - Montreal

Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency
313 New York Life Building - MONTREAL

Volunteer Bounty Act, 1908
WARNING TO PURCHASERS.

EVERY assignment of the right of a South African Volunteer entitled to a land grant must be by way of appointment of a substitute and must be in the form provided by the Act.

Special attention is called to Sub-section 3 of Section 5 of the Volunteer Bounty Act, 1908, which provides that no assignment of the right of a volunteer by the appointment of a substitute shall be accepted or recognized by the Department of the Interior which **is not executed and dated after the date of the warrant for the land grant** issued by the Minister of Militia and Defence in favor of the Volunteer.

J. W. GREENWAY,
Commissioner of Dominion Lands,
28th September 1908. Ottawa.
(43)

Get Busy—Be Up-To-Date

Try a 3 dozen case of

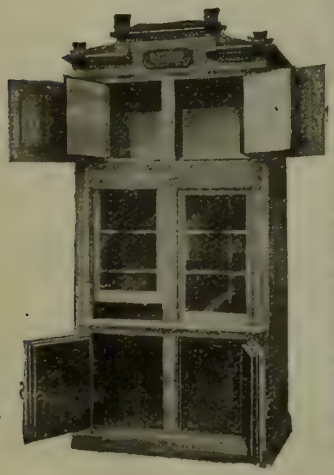
MASON'S NUMBER ONE SAUCE

$1.65 a dozen

Everyone trying it says: it is the finest table sauce the world has ever produced. Prepared by Geo. Mason (The Original) from London, England.

Trial size sent on application free to all Grocers.

The Mason, Miller Co.
TORONTO, - CANADA
All Jobbers



Arctic Refrigerators

for Grocers and Butchers, The Coldest, Dryest and most up-to date refrigerator on the market.

Western representatives, Ryan Bros., Winnipeg

Eastern representatives Wolf, Sayer & Heller, Montreal. Write for Catalogue.

John Hillock & Co., Ltd.,
154 George St., Toronto

QUEEN QUALITY PICKLES

Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Canadian Grocer.

WE have pleasure in stating to the trade that our new season's Pickle Crop is now in store in brine and being put in process of manufacture, and we are prepared to supply all orders promptly for any amount in bulk or English levers (bottles).

WRITE FOR PRICES.

Very truly,

Thomas McCready & Son

LIMITED

Bonded Vinegar and Pickle Manufacturers

ST. JOHN, N. B.

Chewing Gum and Waxed Paper

Manufacturers

I. D. BRADSHAW & CO.

Toro to

HOLBROOK'S WORCESTERSHIRE SAUCE

HOLBROOKS LIMITED

CANADIAN BRANCH
40 Scott Street, Toronto
Canadian Manager, H. Gilbert Nobbs

MADE AND BOTTLED IN ENGLAND.

FRENCH VERMICELLI and MACARONI

Why Not Made in Canada?

We have the best wheat in the world, the latest French processes, and thorough experience in this industry of France. Our pastes compare very favorably with any imported Vermicelli and Macaroni. Let us prove it by sending samples and prices.

H. CONSTANT, Manufacturer, Montreal

L. FONTANEL, Sales Agent, 187 Commissioner St., Montreal

Correspondence solicited from Wholesale Grocers.

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.

FACTS THAT CANNOT BE GAINSAID

EXTRACT FROM

DOMINION GOVERNMENT BULLETIN

ON

CONDENSED MILK

January 3, 1908

SEE INLAND REVENUE DEPARTMENT BULLETIN, No. 144, Page 11

The following figures are the results obtained by the Government Analyst from a large number of samples, and can therefore be accepted as typical of the different Brands.

Condensed Milk, Sweetened

	Total Solids	Butter Fat
REINDEER MILK } **Truro Brands** -	**72.68**	**8.61**
CLOVER " }	**71.78**	**7.91**
Eagle	68.50	8.00
Gold Seal	69.12	7.33
Silver Cow	70.34	7.64
Nestle's	68.35	7.87
Pheasant	68.29	5.10
Challenge	68.90	7.37

Sterilized Cream, Unsweetened

JERSEY CREAM, Truro Brand -	**27.96**	**8.05**
St. Charles	27.06	7.10
Peerless	26.98	6.50
Carnation	24.94	6.93

The value of Condensed Milk and Sterilized Cream is determined by the amount of Butter Fat and Solids they contain.

The Government Bulletin clearly demonstrates the remarkable uniformity of REINDEER MILK and JERSEY CREAM.

Reindeer Milk and Jersey Cream are manufactured by

The Truro Condensed Milk Co., Limited

TRURO, N.S. and HUNTINGDON, P.Q.

ALEX. CAIRNS & SONS, PAISLEY, SCOTLAND

MAKERS OF HIGH CLASS

JAMS, JELLIES and MARMALADES

During the Fall and Winter months these lines will be in constant demand. Prepare for this trade. If this line was not the finest obtainable we would not offer it to you. These goods are put up by one of the foremost houses in the world. Quality in every jar. Quick sales, good profits and satisfied customers are yours if you push these lines.

The Range we offer you—and Prices:

JAMS

1-lb. Patent Glass Jars
Cases, 2 doz.

Plum	1.90
Blackberry	2.10
Damson	2.10
Gooseberry	1.90
Apricot	2.10
Assorted	2.10
Red Currant	2.10
Strawberry	2.20
Greengage	2.10
Raspberry and Red Currant.	2.20
Black Currant	2.30
Raspberry	2.20
Strawberry, cases, 12-7 lb. tins	10.50
Raspberry, cases 12-7 lb. tins	10.00
Assorted, cases, 12-7 lb. tins	9.75

JELLIES

1-lb. Porcelain Pots
Cases, 4 doz.

Apple	$2.00
Gooseberry	2.00
Plum	1.90
BRAMBLE	2.10
DAMSON	2.20

1-lb. Patent Glass Jars
Cases, 2 doz.

Black Currant	2.80
Red Currant	2.80

MARMALADES

1-lb. Patent Glass Jars.
Cases, 2 doz.

Scotch Orange	$1.70
Home-made Orange	2.20
Tangerine Orange	2.30
Apricot	2.30
Fig and Lemon	2.40
Ginger	2.40
Ginger and Pineapple	2.40
Green Fig	2.40
Green Fig and Ginger	2.40
Pineapple	2.40
Scotch Orange, 2-lb. glass, 2 doz. in case	3.00
Scotch Orange, 2-lb. pots, 2 doz. in case	3.00
Scotch Orange, in 7-lb. tins, 12 tins in case	7.80

Pure Calves' Feet Table Jelly—1 lb. square glass, patent air tight caps, Orange, Lemon, Vanilla and plain	$2.10
Pure Calves' Feet Table Jelly—2 lb. square glass, patent air tight caps, Orange, Lemon, Vanilla and plain	3.75
Pure Calves' Feet Table Jelly—1 lb. square glass jars, cases 2 dozen, Champagne, Cognac, Maderia, Port and Sherry	2.50

F.O.B. Montreal. ***Net within 30 days.*** ***No discount***

In lots of Five Cases or more, 5 per cent. off above prices.

The sooner you order the more quickly your profits will begin to accumulate.

CANADIAN AGENTS:

HUDON, HEBERT & CO.

MONTREAL

The Most Liberally Managed Firm in Canada

A MONEY-MAKER

will interest you

The goods we are quoting hereunder earn you dividends immediately you unpack them. **TALBOT FRERES, Bordeaux, France,** have long borne the reputation of being one of the leading French packing houses. You can depend upon their lines at all times. These goods win and hold trade. The margin of profit is most satisfactory. Always look for the name of **TALBOT FRERES** on the sample tin of Imported Vegetables shown you by the traveller, and you will be safe.

These Prices Speak Loudly Enough to Command Attention

FRENCH ALIMENTARY PASTES

	Boxes 25 lbs.
1-LB. PACKAGES—	
Assorted	8c
Letters and Figures	8c
Nouilles	8c
Spaghetti	8c
Macaroni	8c
Vermicelli	8c
Alphabets	8c
LOOSE—	
Macaroni	7c
Nouilles	7c
Vermicelli	7c
Spaghetti	7c
Coudes	7c

ASPARAGUS, WHOLE

1½-lb. tins, cases 4 1-6 doz., per doz.	$3.25
2-lb. tins, cases 4 1-6 doz., per doz.	3.75
3½-lb. tins, cases 2 1-12 doz., per doz.	6.00
Glass jars, cases 2 doz., per doz.	5.00

ASPARAGUS, TIPS

Cases 100 1-lb. tins	20.00

STRING BEANS

Extra Fins, cases 100 1-lb. tins	16.00
Fins, cases 100 1-lb. tins	14.00
Moyens, cases 100 1-lb. tins	13.00
Extra Fins, cases 2 doz., glass jars, doz.	3.50
Fins, cases 2 doz., glass jars, doz.	3.00

MUSHROOMS

1 er Choix, cases 100 1-lb. tins	23.00
Hotel, cases 100 1-lb. tins	18.00

GREEN PEAS

Sur—Extra—Fins, cases 100 1-lb. tins	16.50
Extra Fins, cases 100 1-lb. tins	14.50
Fins, cases 100 1-lb. tins	12.50
Mi-Fins, cases 100 1-lb. tins	10.50

ARTICHOKE (Bottoms)

Cases 100 1-lb. tins	25.00

LIMA BEANS (Flageolets, Fins)

Cases 100 1-lb. tins	14.00

BRUSSELS SPROUTS

Cases 100 1-lb. tins	15.00

MIXED VEGETABLES (Macedoines)

1 er Choix, cases 100 1-lb. tins	12.00
Extra, cases 2 doz. glass jars, doz.	3.75

Terms: F.O.B., Montreal, net 30 days

Hudon, Hebert & Co.

LIMITED

Canadian Agents

MONTREAL

The Most Liberally Managed Firm in Canada

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
2-doz.	5-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	1-lb.	10 50
¼-doz.	5-lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	4c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ¼ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 0
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

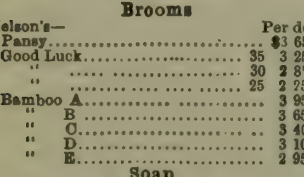
Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Brooms

	Per doz.
Nelson's—	
Pansy	$3 65
Good Luck	35 3 25
"	30 2 85
"	25 2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 25
Five cases, or over	5 15

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.

The King's Food, 2-doz. in case, per case, $5.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.20.

White Swan Self-rising Pancake Flour, per doz., $1.20.

White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

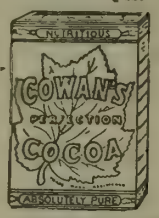
Chocolates and Cocoas.

Cocoa— THE COWAN CO., LIMITED

Perfection 1-lb. tins per doz.	$4 80
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—

Queen's Dessert, ¼-lb. cake, 12-lb. boxes, per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb	$0 35
Parisian 8s, lb.	$0 30
Royal Navy, ½'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 5's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.	
Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 35
Vanilla wafers,	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	4 doz. to case	per doz.	$ .90
½ "	¼ " "	"	2.40
½ "	2 " "	"	4.75
1 "	1 " "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ½'s (for cooking), doz	0 90
Prepared cocoa, ½'s	0 32
Prepared ½'s	0 30

Mott's breakfast cocoa, ½'s	0 42
" " ¼'s	0 42
" No. 1 chocolate, ½'s	0 36
" Navy ½'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED.	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	Per lb.
1 lb. packages	0 26
"	0 27
lb.	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 1½
Best Shredded	0 18	0 16	
Special Shred	0 17	0 15	
Ribbon	0 19	0 17	
Macaroon	0 17	0 15	
Desiccated	0 16	0	

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) $4 85

Reindeer" brand per case (4 doz.) 5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

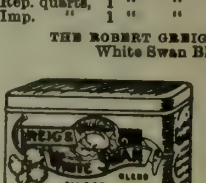
PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 26c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, (with 8 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, per doz	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 26
Maple Buds 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

COUPON BOOKS—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 65
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of	2 doz		$3 20
"	2 "	"	1 "		3 00
"	4 "	"	1 "		4 50
"	20 "	"	½ "		4 75
"	20 "	"	¼ "		3 00

THOMAS J. LIPTON

Prices on application.

Assorted Case,	Contains 2 doz..$2.50
Chocolate (Straight)	Contains 2 doz..$2.50
Vanilla (Straight)	Contains 2 doz. $2.50
Strawberry (Straight)	Contains 2 doz..$2.50
Lemon (Straight)	Contains 2 doz. $2.50
Unflavored (Straight)	Contains 2 doz..$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley	½-lb. tins		$1 35
" "	1-lb. tins		2 35
" "	groats ½-lb. tins		1 35
" "	1-lb. tins		2 35

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.		1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.

BATGER'S

Machine-cut Mixed Peel

in ½-lb. and 1-lb. Drums

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

The three kinds of Peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In ½ and 1-lb. drums.

ROSE & LAFLAMME, Limited
Agents,
MONTREAL AND TORONTO

Quality

is the Key-note of the success of these goods, which are in demand everywhere.

"Goodwillie's"

is a name that stands for THE BEST in canned FRUITS in GLASS.

ROSE & LAFLAMME, Limited

AGENTS

Montreal Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Pure Jams—1-lb. glass jars (16-oz. jam) 2 doz. in case.....per doz.	$1 80

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited

GENESEE PURE FOOD CO

Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

weight 3 lbs. per case; freight rate 2nd class

THE ROBERT GREIG CO.

White wan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price 'Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces.....$0 10	
½-bbls. 0 10½	
Tubs, 60 lbs. 0 10½	
20-lb. Pails. 2 10	
20-lb. tins.. 2 00	
Cases 3-lb.. 0 11	
" 5-lb.. 0 10½	
" 10-lb.. 9 10½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks.....	1 45
" " 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.

Pineapple	"	1	" "
Green Fig	"	1	" "
Green Fig and Ginger	"	1	" "
Lemon	"	1	" "
Grape Fruit	"	1	" "

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Shredded"—	
1-lb. glass, doz.....	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4.7
" " hotel.....	4.90
Silver Cow M.lk.....	5.00
Purity Milk.....	4.70
Good Luck.....	4.30

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins.....per doz.	$	1 40
" ½-lb. tins ..... "		2 50
1-lb. tins ..... "		5 00
Durham 4-lb. jar.....per jar.		0 75
" 1-lb. jar..... "		0 25
F D ½-lb. tins.....per doz.		0 85
" -lb. tins..... "		1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.

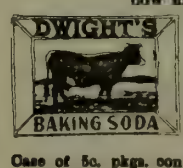
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.



Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND. Per case

No. 1, cases, 80 1-lb. packages.....	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {80 1-lb. " 60 ½-lb. " }.....	2 75
No. 5 Magic soda—cases 120—10-oz. pkgs.	
1 case	2 25
5 cases.....	9 75

RISING SUN STOVE POLISH IN CAKES

&

SUN PASTE STOVE POLISH IN TINS

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides

MORSE BROS., Props. - Canton, Mass., U.S.A.

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Magpie soap, colors.....per gross $10 80
" black..... " 15 50
Oriole soap..... " 10 20
Gl bola soap..... " 13 00
[illegible] " 10 80

3 doz. to box..... $3 45
6 doz. to box..... $6 90
30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 6-lb. cartons	
No. 1 " 6-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 8½

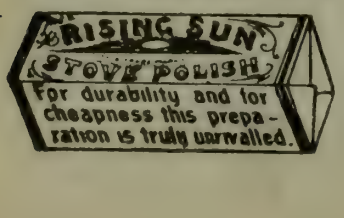
GRANTFORD STARCH WORKS, LIMITED.
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 7½
Kegs, 100 lb.	
Lily White Gloss—	
1-lb. fancy cartons, cases 40 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Crystal Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.
pkgs, cases 5 doz., per case.. 4 75

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
Kegs, 150 lbs.	0 03¾ "
2-gal. pails 25 lbs.	1 25 each
3 " " 38½ lbs.	1 75 "

Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

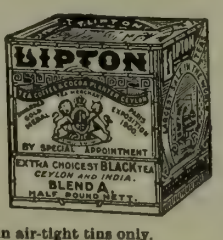
ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ per lb.
Kegs, 150 lbs.	0 03¾ "
2-gal. pails 25 lb.	1 25 each
" " 38½ lbs.	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 85
20-lb " 3 " "	2 60

THE "SALADA" TEA CO.

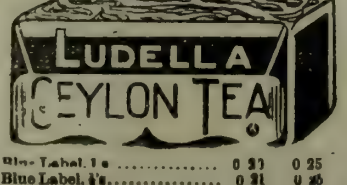
	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 38	0 50
Gold Label, 1's	0 44	0 60

LIPTON'S TEA
Thomas J. Lipton
75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ½'s and 1's	0 24	0 30
Orange " ½'s, ¼'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70



Blue Label, 1's	0 21	0 25
Blue Label, ½'s	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, 1's	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., TORONTO

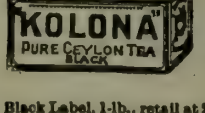
	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea 70 lb.	50 ea. 100 lb.
Red Tins, ¼'s	18c ea 72 lb.	25c ea. 100 lb

MELAGAMA TEA.
MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs, ½s	0 30	0 40
" " ½s		0 32
" " ¼s	0 25	0 30
" " 1 lbs	0 24	0 30

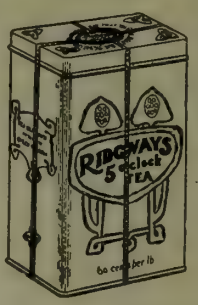
We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 30
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label. " 80c		0 55

RIDGWAYS.
London, Vancouver, Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H M B, 1's and ½'s	0 75	1 00
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.		

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 3s. and 13s	0 53
" Club, 6s. and 12s	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 58

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V.H C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C., Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$12 00
Absorbine Jr., per dozen	2 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

THE EXETER CANNING AND PRESERVING CO., Limited

EXCELSIOR BRAND

Peas, Corn, Tomatoes, Cherries, Gallon Apples, Plums, Pumpkins, etc., meet the most exacting requirements of the trade and on these goods we have interesting prices for quick acceptance.

The Exeter Canning and Preserving Co., Limited., - Exeter, Ont.

S. M. SANDERS, Manager

Unequalled in Quality

and a Producer of Permanent Profit

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Manufacturers' Agents and Brokers.

Open to handle one or two more lines of groceries or fruit.

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MOLASSINE POULTRY MEAL

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A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

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VOL. XXII. PUBLICATION OFFICE: TORONTO, OCTOBER 23, 1908. NO. 43.

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"CROWN BRAND" CORN SYRUP

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2-lb. Tins—Cases 2 doz.
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Freight paid on 5 cases and over to all railway stations east of North Bay.

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Gelatine
Perfectly Pure

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"Shell" Soap
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"THISTLE"
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The best packed

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(Continued on page 4.)

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IN THE
Canadian Grocer

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Firms Abroad Open for Canadian Business.

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T. A.—Scottish, Liverpool.

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The Oakville Basket Co.,
OAKVILLE, ONT.

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and when the entries are made up of many small items the expense is away out of proportion to the amount involved. Many attempts have been made to devise some safe and economical way to avoid this burdensome labor. The most practical substitute is the

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It is safe. Keeps a perfect record. Leaves no loophole for complaints. Eliminates 95 per cent of the labor. Requires the investment of but a trifling sum. Does not necessitate the employment of skilled clerks. Here is the plan:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by the
Allison Coupon Co.
INDIANAPOLIS, IND.

...ESTABLISHED 1849...

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Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

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OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

YOU TAKE NO RISK

If you handle Canadian Canners' Canned Goods. You need not wonder, "How will she like those goods? Will she ever come back?"

Canadian Canners' Brands are Business Builders

Customers are quick to recognize that you are giving them the best there is. Our Fruits and Vegetables have a flavor and deliciousness that tell of choice stock, cleanly and sanitary methods of packing. They are food that grace the finest tables in the land.

ORDER FROM YOUR JOBBER:

BRANDS:—"Canada First" (Aylmer), "Little Chief," "Log Cabin," "Horseshoe" (Bowlby), "Auto" (Canadian Canners), "Kent," "Lynnvalley" (Simcoe), "Maple Leaf" (Delhi), "Lion" (Boulter), "Thistle" (Brighton), "Grand River" (Lalor), "White Rose" (Lakeport).

Canadian Canners, Limited

Hamilton, Canada.

OLD-FASHIONED HONESTY

Yes, we particularly specify old-fashioned honesty because nowadays honesty seems to lose caste when applied to much of the prepared eatables now on the market. Adulteration seems to have taken the place of old-fashioned honesty. But it is not so with

OLD HOMESTEAD BRAND

CANNED FRUITS AND VEGETABLES

Everything about a can of Old Homestead brand is up-to date except its purity, and that is old-fashioned. Old Homestead Brand of Canned Goods are as pure as the air from the balsam covered hills of Muskoka. Made from ripe, sound fruits and vegetables from the rich, fertile garden soil of Canada and prepared so that all their nutritious qualities are retained, they cannot help but be good. Try a sample case from your jobber. Your customers' verdict will cause you to "repeat" and that's the kind of business Old Homestead Brand is qualified for.

The Old Homestead Canning Co.,
Picton, Ontario

Quality and Value Always Win

The quality in a tea that tends to produce a steady, healthy growth in sales is what should appeal directly to every grocer.

"SALADA"

has enjoyed the same normal, healthy increase in sales—every year—for seventeen years. It's a "result-getter." Every grocer selling it knows this. We ask you to try it.

The Salada Tea Co. : : Toronto or Montreal

Wagstaffe's Pure Jams

Wagstaffe's Jams, Jellies and Sealed Fruits, etc.

have been pronounced by the highest authority in Canada, viz., the Chief Analyst at Ottawa, to be absolutely pure. And Fruits in each case are Certified to be of excellent quality. Government Documents received September 25th, 1908.

WAGSTAFFE Limited, HAMILTON

Canadian-made Licorice

Y. & S. Brand

All Druggists

ACME PELLETS

M. & R. WAFERS

and a complete line of **LOZENCES, ETC.**

Hard and **Soft Licorice Specialties**

Price Lists and Illustrated Catalogue on request

Toronto Sales Agent—
R. S. McINDOE, 54 Wellington St. East.

Montreal Sales Agent--
J. M. BRAYLEY, 55 St. Paul Street.

Winnipeg Sales Agency—
E. W. Ashley, 123 Bannatyne Ave. E.

St. John Sales Agent—
H. S. Daly.

Vancouver Sales Agency—
J. F. Mowat & Company.

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES

(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP

(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis. - - Quebec.		W. H. Escott, - - - Winnipeg.	
C. DeCarteret, - - Kingston.		R. G. Bedlington & Co., - Calgary	
Jas. N. McIntosh, - - Ottawa		Tees & Peerse, - Edmonton.	
Geo. Musson & Co., - Toronto.		Wilson & McIntosh, - Vancouver	
J. W. Bickle & Greening, - Hamilton.		C. Leonard Grant, - P. E. Island	
G. H. Gillespie, - - London			

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Free to Grocers !

To introduce to you the wonderful substitute for Port and Sherry; the famous after dinner beverage; the popular priced, quick seller,

MARSALA WINE

$7 Case, and Up

We are going to send a sample, with prices and full information to every (*bona fide*) grocer who writes us.

It's up to you, write at once

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent **Phone Main 2731**

STOCK THE BEST.

"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise

The Merchant introducing those lines to his customers MAKES NO MISTAKE

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St.
Quebec City, Albert H. Dunn, 67 St. Peter St.
Ontario, A.E. Bowron, 18 King William St. Hamilton
Winnipeg, Mason & Hickey, 108 Princess St.

Lea's

Our Faith in the Canadian Consumer Confirmed

We have packed and shipped more pickles in the last 45 days than we sold last year, and we are still 4,000 cases behind.

Does this not prove to you that the Canadian consumer will support home industry, when the goods have quality? We are packing as fine goods as firms of international reputation, and at a price that will appeal to the pocket of your customer in every walk of life. Do not doubt this, but try a small quantity if you have not already done so, and be convinced, as hundreds of retailers have been in the last year. This is proven by our sales.

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Western Representatives: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

New Fruits

Best Descriptions. Prices Right.

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

QUALITY TALKS !

SO DO PRICES !

No grocer was ever offered a finer line of fish—**real fish of highest quality**—more daintily packed than the famous

Quaker Salmon

And see the prices !

TRADE MARK

FLATS $2.15 — M SONS ESTABLISHED 1834. — **TALLS $2.00**

Satisfy your customers. It pays you.

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

Early Delivery

can be had by placing early orders

PURNELL'S

Pickles Vinegar Sauces

are now in active demand and we want to give our customers as good service as good quality.

ORDER TO-DAY FROM OUR AGENTS:

Purnell & Panter, Ltd.
Bristol, England

C. E. McMichael, - - St. John, N.B.
H. Haszard, - Charlottetown, P.E.I.
Erb & Rankin, - - - - Halifax, N.S.
C. S Harding, Ottawa, Quebec & Montreal
Kyle & Hooper, - - - Toronto, Ont.
J. W. Bickle & Greening, - Hamilton, Ont.
Carman, Brokerage Co., - Winnipeg, Man.
C. E. Jarvis & Co., - Vancouver, B.C.

E. T. Grocers, How About Canned Goods?

We are booking orders for all popular brands of canned goods, and are delivering early lines. We are desirous of filling your order, because we can sell you at prices **minus the freight**, allowing you **that much more clear profit.**

WRITE US TO-DAY.

T. A. Bourque & Co., Reg., Sherbrooke, Que.

Wholesale Grocers

Buy Honest, Pure Goods

E.D.S. Brand Jams and Jellies

100% pure makes their quality sure.

Agents; W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs Hamilton,

E. D. Smith's Fruit Farms, Winona, Ont.

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.

New Japan Teas

To retail at 25c., 30c. Write for samples.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER, MITCHELL & Co. COFFEE IMPORTERS TORONTO

Fruit Jars
Jar Rings
Butter Tubs
Butter Paper
Brooms, Brushes
Baskets

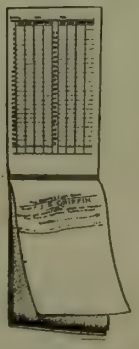
Walter Woods & Co.

Hamilton and Winnipeg

Avoid Costly Disputes

with customers by using our simple

"Duplex" Counter Check Book



Disputes with your customers over accounts often mean a loss of money and a gradual dropping away of trade. Duplex Counter Check Books keep an accurate account of all your sales etc., and do away entirely with worry and anxiety regarding business transactions.

THE CARTER-CRUME COMPANY, LIMITED

TORONTO, CANADA

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.

Agents:

GREEN & CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

ESTABLISHED 1840

One distinctive feature of our

"PANSY BROOM"

is the individual wrapper in which each broom is packed. This protects the broom and ensures its reaching the consumer in perfect condition.

Order direct from the makers

H. W. Nelson & Co., Ltd.

Toronto

English Brewed

Ale and Stout

The most healthful drink of Old England is KOPS ALE, brewed from finest Kentish hops. It is in enormous demand in all parts of the world, and our six large breweries, situated in London, Birmingham, and elsewhere, are kept busy all the year round.

Kops Ale or Kops Stout

will be found the best for luncheon or dinner, and are refreshing and stimulating at any time. They have a fine bitter taste, but are entirely free from anything of an injurious nature. THEY ARE ABSOLUTELY NON-INTOXICATING. Good for all the year round trade. Let us correspond with you and send you Analytical report, with other information.

CANADIAN AGENTS—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co, Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldg., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, Nfld. W. L. MacKenzie & Co, 606a Center St., Calgary.

KOPS' BREWERIES, - London, S.W., England

Facts Worth Noting

Our Four leading lines in Extracts and Jelly Powders are Sure Sellers. You are sure to please your customers. You are sure to please your salesmen. You are sure to satisfy yourself in having a good profit and quick sales.

No. 1 Prince of Wales Extract
No. 2 Club Extract
No. 3 Fleur de Lis Extract

These are the result of the latest, approved and most economical process for extracting the true flavors from their natural source.

Our Club jelly powders, with Club Cream in same packet, have proved a great success. They pay the storekeeper to buy them, and delight the customer who tries them.

S. H. EWING & SONS 98 King St. Montreal

"Salad, Edible and Cooking Oils"

WINTER PRESSED

"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

FRUIT CANS
All sizes—All kinds.

SYRUP CANS
For products of Maple, Corn and Cane.

MILK CANS
For Sweetened Milk and Evaporated Cream.

MEAT CANS
Bevelled, Round and Square.

BISCUIT TINS
of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

Norton Manufacturing Co.

HAMILTON

Reliability is the most prominent feature of

Shirriff's Flavoring Extracts

and a sufficient reason why you should handle them.

The housewife invariably wants them because she can always depend upon their being fresh, uniform in strength and pure of flavor.

IMPERIAL EXTRACT CO. 18-22 CHURCH STREET **Toronto, Can.**

TO THE TRADE:

DO YOU KNOW WHY

CEYLON TEA

HAS

Unvarying Excellence?

IT'S BECAUSE:

Ceylon's Climatic Conditions are Equable;
Ceylon's Volcanic Soil does not Degenerate;
Ceylon's Tea Culture is an Exact Science.

AND, STEP BY STEP,

CEYLON'S MACHINE PREPARATION PROCESSES

CAN BE RELIED ON TO

GIVE UNIFORM RESULTS

E NICHOLSON

D H BAIN

CODES.
ABC 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON

EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
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NICHOLSON & BAIN
WHOLESALE
COMMISSION MERCHANTS & BROKERS

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

Herewith please find Acreage and estimated yield in the Provinces of

and Manitoba, Saskatchewan ~~Alberta:~~

WHEAT.	Acreage.	Estimated Yield per Acre	Total
Manitoba	2,710,000	15 bushels	40,650,000 bushels
Saskatchewan	3,170,000	18½ "	58,645,000 "
Alberta	410,000	21 "	8,610,000 "
Total			107,905,000 "
	Total acreage in the three provinces.	**Estimated Yield per acre**	
Oats	2,660,000 acres	34 bushels	90,440,000 bushels
Barley	860,000 "	21 "	18,060,000 "
Or a total in the three Cereals of			216,405,000 bushels

September wheat is quoted at Fort William at 98c. per bushel, October 95¼c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to

We are brokers and Commission Merchants exclusively. Can we not handle your goods in the Great West? Yours truly,

$150,000,000.

NICHOLSON & BAIN

CALGARY WINNIPEG EDMONTON

Storage for all classes of Merchandise, also Distributed at Winnipeg, Calgary and Edmonton.

Tartan BRAND

PIN YOUR FAITH TO LIST BELOW:

ALL TRADE WINNERS

Tartan Vegetables and Fruit
" Salmon } **Are the finest goods packed.**
" Tea, 25, 30, 40, and 50c., packed at the Gardens.
" Coffee, Spice and Extract—Absolutely pure and guaranteed high grade
Imperial Vinegar—Undisputed Quality. **Lea's Pickles**—With the home flavor.
Wagstaffe's Jams, Jellies, Marmalade, Mincemeat, and Plum Pudding.

Our travellers have full information.
Phone 596, Free to Buyers.

BALFOUR, SMYE & CO.
Wholesale Grocers, - - HAMILTON

THE FACTORY WHERE
THE WELL-KNOWN

KEYSTONE BRAND
BRUSHES AND BROOMS

ARE MADE FOR
HOME AND EXPORT TRADE.

Stevens-Hepner Company
LIMITED
Port Elgin, Ontario, Canada

It has become necessary for every grocer to carry a full stock of

STERLING BRAND PICKLES

The line of Pickles, Relishes, Jellies and Marmalades bearing the Sterling label have earned a well deserved popularity.

ORDER FROM YOUR JOBBER OR DIRECT FROM FACTORY.

THE T. A. LYTLE CO. LTD.
Sterling Road, Toronto, Canada
PHONE PARK 376

THE NAME OF BORDEN

means **the Best** in every respect—purity, cleanliness and healthfulness.

Every Can Of

"Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream is absolutely reliable and guaranteed. : : : :

Unsweetened

Remember BORDEN'S BRANDS when buying. ***Every Jobber Sells Them***

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. ***Shallcross, Macauley & Co., Vancouver and Victoria, B.C.***

THE IDEAL DUSTER

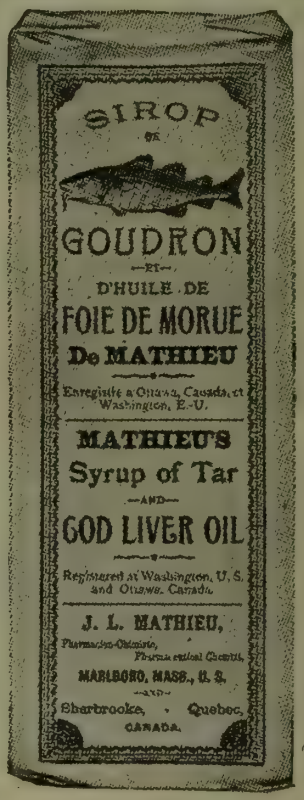
Solid Chunks of Comfort result from the use of the **Ideal.** No minor domestic problem agitates the housewife more than **Dust,** it is like dish-washing, constant—in season, out of season—in fact, it has no seasons. **The public's necessity our opportunity** to supply the Ideal—unique in construction—following the lines of a natural hand, giving 11 square inches of wiping surface on top of the cloth. The arm and wrist action permits the user, without climbing or stooping, to reach the hidden dust—on tops of doors, lintels, etc., and on polished floors—giving the hand-wiping results with none of the drudgery. The handle is in two 5-ft. sections, to retail: First section, with head, 35c.; Second extension handle, 15c.; Complete, 50c. Without being presumptuous may we not ask, are not the grocer's per cent. profits largely increased by the lines—to him specialties—sold? Up-to-date specialties are good bait for new customers. The Woodenware and Sundries Jobbers stock our lines—there is 50% to the retailer in the Ideal—make a note of it on your "wants slip."

HOW TO FREE HIGH HALLS OF DUST-WEBS

Tarbox Bros. - - Toronto, Can.

MANUFACTURERS

British Depot: 2 Hope Chambers, Liverpool



Mathieu's Syrup

of Tar and Cod Liver Oil

THIS IS THE SEASON in which such large quantities of Mathieu's Syrup are sold. It is a time when every second person you meet has either a cough or a cold. Nine out of ten of these people call for Mathieu's Syrup of Tar and Cod Liver Oil — because they know how efficacious a remedy it is.

MORAL: Keep a good stock of Mathieu's Syrup. It sells without effort and gives you a decent margin into the bargain.

Mathieu's Nervine Powder's taken in combination with Mathieu's Syrup are the best cure for La Grippe, Feverish Chills, etc.

Send your order along to us to-day.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

I OFFER

for prompt shipment from Origin, new season's crop

Spanish Shelled Peanuts

Quotations from

ANDREW WATSON

SOLE IMPORTER

91 Youville Square - - MONTREAL

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

A Leading British line well-known and largely advertised

DR TIBBLES' Vi-Cocoa

THE WORLD RENOWNED FOOD BEVERAGE

The Public Say:

"THERE IS MERIT IN IT."

The Trade Say:

"THERE IS MONEY IN IT."

AGENT FOR MONTREAL:
J. WALTER SNOWDON
413 St. Paul Street
Montreal

ONTARIO AGENTS:
GREEN & CO.
25 Front St. E., Toronto

Write Our Agents for Prices, Etc.

W. H. ESCOTT, 141 Bannatyne Avenue East, WINNIPEG

SAMPLE CASES NOW READY FOR DELIVERY

SUGAR

When next purchasing supplies of Granulated Sugar ask for

Redpath

The purest and best—To be had in original packages—

Barrels of about 300 lbs. and Bags of 100, 50, and 20 lbs.

The

Canada Sugar Refining Co.,

Limited

MONTREAL

The reputation of

Rowat's Pickles and Olives

is one based on

Quality, Purity, Cleanliness of pack, Uniformity and generally bright packing.

Canadian Grocers

find them the most ready and profitable sellers of any line of imported or domestic pickles.

Are you getting your customers interested?

Your jobber can sell them.

ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal
HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet
VANCOUVER—Jarvis & Co

A QUESTION EASILY ANSWERED

WHICH IS THE BEST?

Extract from Dominion Government report on Condensed Milk—January 3, 1908.

SEE INLAND REVENUE DEPARTMENT BULLETIN.

CONDENSED MILK, sweetened

No. 144, Page 11		Total Solids	Butter Fat.
REINDEER MILK		**72.68**	**8.61**
Clover	"	71.78	7.91
Eagle	"	68.50	8.00
Gold Seal	"	69.12	7.33
Silver Cow	"	70.34	7.64
Nestle's	"	68 35	7.87
Pheasant	"	68.29	5.10
Challenge	"	68.90	7.37

STERILIZED CREAM, unsweetened

JERSEY CREAM		**27.96**	**8.05**
St. Charles	"	27.06	7.10
Peerless	"	26.98	6.50
Carnation	"	24.94	6.93

Value is determined by amount of Butter Fat and Solids contained.

THE TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

MONEY-MAKING LINES

AROMA TEA
AND
AROMA COFFEE

The most satisfactory goods to the consumer.

The most profitable goods to the merchant.

Two good reasons to justify buying these well-known lines.

Our Traveller will tell you about them.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

THE PEOPLE NEED H.P.

Bright, "live," aggressive Canadian advertising will send the people to the stores for H.P. Sauce—England's most popular condiment. Stock melts like snow. The people are beginning to appreciate the world's best Sauce, so don't run short of H.P. Our advertising will send the customers ; do your part ; be ready to supply them, and a large and permanent trade is yours.

"Tasting" bottle with quotation (full ordinary size) on application to our Canadian Agents :

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

BATGER'S

Machine-cut Mixed Peel

in ½-lb. and 1-lb. Drums

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

The three kinds of Peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In ½ and 1-lb. drums.

ROSE & LAFLAMME, Limited
Agents,
MONTREAL AND TORONTO

WE WANT YOUR ORDERS
FOR

"Balmoral" Scotch Marmalade

It's a Trade Winner.

It's absolutely Pure.

It's well made.

For Quality and Flavor it has no equal.

We ask no favors. "Balmoral" sells on its merit.

Write us for Samples and Prices.

J. W. WINDSOR

MONTREAL

The Price Is Lowered
But the Standard is Maintained

Lower priced than the ordinary but above them in the quality—that is the logical outcome of the new Trade Discount now offered on the general line of Boeckh's Paint, Household and Stable Brushes. The recognized high standard is maintained absolutely.

You get greater profits. You establish a more permanent Brush trade and you go on record with your customers as selling the best brush made. The price is lowered but the quality remains indisputably the same. Write for present discount.

Boeckh's PAINT, HOUSEHOLD, STABLE Brushes

UNITED FACTORIES, LIMITED, - TORONTO, ONT.

A SURE THING
In ¼, ½, 1 and 5-lb. Tins

WHITE DOVE COCOANUT

This high-class brand is the result of years of experience in the scientific preparation of cocoanut for the market, and is as perfect as money, brains, and a desire to put up the best can make it.

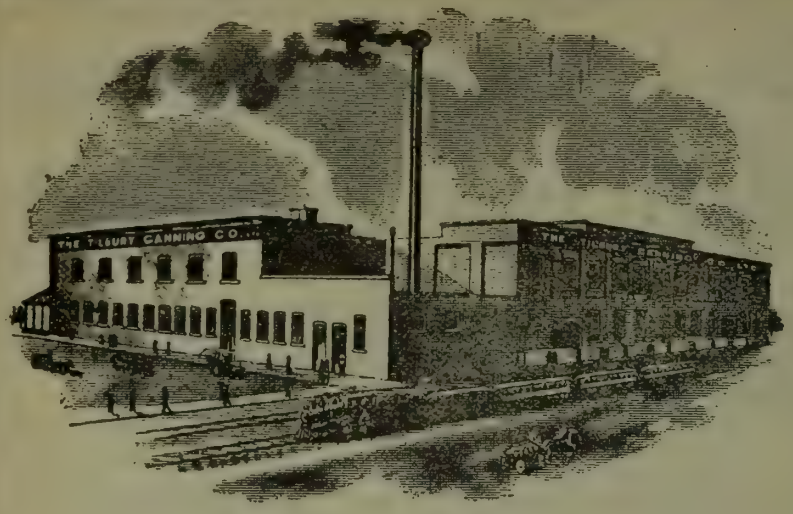
Your wholesaler will supply you, or write me.

Agents:
Geo. A. Stone, Vancouver, B.C.
Scott, Bathgate & Co., Winnipeg, Man.
Frank M. Hannum, Ottawa, Ont.
C. E. Macmichael, St. John, N.B.
J. W. Gorham & Co., Halifax, N.S.

W. P. DOWNEY

"The White Dove Man"

24 and 26 St. Peter Street, - - MONTREAL



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

10c 10c

GILMOUR'S HAND CLEANER

THE ONLY 10c TIN

Greatest seller on the market. Best quality. Smoothest—makes most lather—altogether unequalled for all purposes. Original yellow tin and the popular priced line—10c. The hand Cleaner people ask for. In last ten months 500,000 tins sold.

Packed in 3 dozen and 6 dozen cases Order to-day from your wholesaler or from us if he cannot supply you.
Per gross—$9.60 less 12½%. Five gross lots—$9.60 less 20%. Terms net 30 days.

THE GILMOUR COMPANY

Offices 934 De Montigny St., MONTREAL Factory 604-6-8 Papineau Ave.

10c 10c

Begin the day well with Ridgways Tea
Largest sale of High Grade Tea in the World!
Why?

CANADIAN OFFICE, - VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

You Can't Cut Out
A BOG SPAVIN, PUFF or THOROUGHPIN, but
ABSORBINE
will clean them off permanently, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. $2.00 per bottle at d'lers or deliv'd. Book 4D free.
ABSORBINE, JR., for mankind. $1 bottle. Reduces Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Allays pain quickly.
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canadian Agents.

For best values in
CURRANTS
Get quotations on fruit exported by
J. Caramandani & Co.
Patras, . Greece
Cleaners and Exporters, Est. 1878
Apply to General Agents in Canada:
J. L. Watt & Scott - Toronto
Watt, Scott & Goodacre, - Montreal

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Ottawa Valley Business

Is well worth going after. To properly take care of this trade you must be in a position to supply customers on short notice. This necessitates carrying a stock in Ottawa. You will need first-class warehouse accommodation—railway connections, advantageous insurance, and all the rest of it—**at reasonable rates.**

WE CAN FIX YOU UP

The Dominion Warehousing Co.

J. R. Routh, Manager 52 Nicholas St., OTTAWA

IMPERIAL EVAPORATED CREAM

is made by experts in the finest dairying district in Canada. To satisfy your customers push this brand.

The Canadian Condensing Co.

CHESTERVILLE, ONT.

SALES AGENTS :—S. H. Ewing & Son, MONTREAL

Convenient
Economical
Profitable

Three good and sufficient reasons why 2 in 1 Shoe Polish is the choice of careful buyers. The unvarying satisfaction which it gives ensures constant demand.

2 in 1
SHOE POLISH

Convenient—because it is quickly and easily applied.

Economical—because very little need be used to secure a brilliant, lasting polish.

Profitable—because the genuine satisfaction which it gives brings customers back for more.

The F. F. Dalley Co., Ltd.

Hamilton, Canada Buffalo, N.Y., U.S.A.

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Will Fight Guild Case to the End

Long-Delayed Wholesale Grocers' Trial Being Heard Before Justice Falconbridge at Toronto This Week—Counsel Intimate That Matter Will Be This Time Carried Through—A Week for the Crown's Evidence.

The now-become-famous Grocers' Guild case, which came up first in the Hamilton police court two and a half years ago, and which has been hanging fire through one pretext or another ever since, at last stands a promising chance of being settled pro or con. It will be remembered that the case came up before Chief Justice Falconbridge in the Special Assize Court, at the City Hall, Toronto, some three weeks ago, but at that time only a nibble was taken of the matter. The hearing was resumed on Monday, Oct. 19th, in the same court and from the statements of E. F. B. Johnston, chief counsel for the defendants, it is learned that it is the purpose finally to carry the case through to the end.

The Indictment in Full.

The indictment, which heretofore has not been published in full, reads as follows:

"That Henry C. Beckett, George E. Bristol, John I. Davidson, Thos. B. Escott, W. G. Craig, Joseph F. Eby and Thos. Kinnear, the Dominion Wholesale Grocers' Guild and the Ontario Wholesale Grocers' Guild, did in and during the years 1898-1905, at the City of Hamilton, in the County of Wentworth, and elsewhere in the said Province, unlawfully conspire, combine and agree and arrange one with the other and others of them and with the Canada Sugar Refining Company, Limited, the St. Lawrence Starch Works, the St. Lawrence Sugar Refining Company, the Acadia Sugar Refining Company, the Edwardsburg Starch Company the Brantford Starch Works, the Empire Tobacco Company, Wm. C. McDonald, the International Brokerage Company, the Peterborough Cereal Company, the Pacific Selling Company, the Force Food Company, the Canadian Salt Company, Cross & Blackwell, the Canadian Canners, Limited, the Simcoe Canning Company, the Canada Grocers, Limited, the Aylmer Canning Company, the Trenton Canning Company, the Boulter Canning Company, Thos. Lawlor, the Western Brokerage Company, Geo. E. Tuckett & Son Company, the Hudson Bay Company, Kelly Douglas & Company, W. H. Malkin & Company, the A. McDonald Company, W. J. McMillan & Company, Simon Leiser & Company, S. J. Pitts, R. P. Rithet & Co., J. H. Todd & Sons, Wilson Bros., Campbell Bros. & Wilson, Codville & Company, Foley, Lock & Larson, G. F. and J. Galt, Hicks Bros. & Company, the Dobbin Marvin Company, A. McDonald & Company, K. McKenzie & Company, Northwest Jobbing and Commission Company, Cameron & Heath, Rat Portage Cold Storage and Produce Company, Edward Adams & Company, Elliott, Marr & Company, T. B. Escott & Company, John Garvey, Lind, Kerrigan & Company, M. Masuret & Company, A. M. Smith & Company, Jas. E. Smythe & Company, Stratford Wholesale Grocery Company, T. Kenny & Company, Balfour & Company, W. H. Gillard & Company, Lucas, Steele & Bristol, McPherson, Glassco & Company, John Stuart & Company, James Turner & Company, George Watt & Sons, George Foster & Sons, Randall Bros., Randall & Ross, E. D. Veissard, R. & J. H. Simpson & Co., M. Carten, Davidson & Hay Co., Eby Blain Co., F. W. Humphrey & Co., Thos. Kinnear & Co., Perkins Ince & Co., Jno. Sloan & Co., Warren Bros., T. Long & Bro., Telfer Bros., Adams & Sparling, R. Carson, W. G. Craig & Co., Fenwick Hendry & Co., Robertson, Necel'e & Co., McLaughlan & Sons, A. J. Young & Co., Geo. Robertson & Sons, Kenny, Walmsley & Co., J. Aylesworth, Gilmour & Co., P. Baskerville & Bro., H. N. Bate & Sons, H. H. Brennan & Co., F. J. Castle Co., Joseph Grant, S. J. Major, Provost & Allard, Birks, Corner & Co., D. C. 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B. Eddy Co., Galbraith, Walmsley & Co., R. H. Lumbers Co., Lumsden Bros., B. D. Veissard & Sons, Wallbridge & Clark, Scales & Wilson, Scandreth Bros. and the several members during the years aforesaid of such of the parties aforesaid as the firms or partnerships, and with the officers and directors during the years aforesaid of such as are corporations, and with the several officers and members of committees of the Dominion Wholesale Grocers' Guild, and of each of the Provincial Guilds during the years aforesaid, and other persons, firms and corporations at present unknown.

1. "To unduly limit the facilities in producing, manufacturing, supplying and dealing in sugar, tobacco starch, canned goods, salt and cereals and other articles and commodities which are the subject of trade and commerce.

2. "And to unduly prevent, limit and lessen the manufacture and production of such articles and commodities.

3. "And to restrain and injure trade and commerce in relation to such articles and commodities.

4. "And to unreasonably enhance the price of such articles and commodities.

5. "And to unduly prevent, and lessen competition in the production, manufacture, purchase, barter, sale and supply of such articles and commodities, against the form of the statute in such case made and provided, and against the peace of our Lord the King."

George Tate Blackstock, K.C., and S. F. Washington, K.C., appeared for the Crown and E. F. B. Johnston, K.C., H. S. Ambrose and Eric Armour represented the defendants.

Bringing Out Sugar Arrangement.

The evidence presented on Monday was practically an effort on the part of the Crown to show that in 1897 and 1898 the Dominion Guild and the Ontario Guild had made an arrangement with the sugar refiners to supply at fixed prices only those who were recognized by the Guilds as strictly wholesale grocers.

J. Stanley Cook, cretary of the Dominion Guild, was iestioned regarding agreements entered into with various manufacturers setting forth conditions under which goods should be supplied. He explained that the Price Committee of the Guild simply advised manufacturers as to who were generally recognized by the trade as wholesale grocers. The principle upon which the Guild acted was that to obtain goods at wholesale prices a merchant must be recognized by the trade as a wholesale grocer and must convince the manufacturer that he is such.

"Are not the Price Committee judges of who shall be allowed to purchase direct from the manufacturers," he was asked.

"No, I would not say so. They are and they are not. It depends on the manufacturers, who have necessarily some say in the matter. The Price Committee simply makes a representation to the manufacturers as to who are recognized by the trade as wholesale grocers."

Who Are Wholesalers?

"But who decides whether a firm is wholesale or not if there is a dispute?" queried Mr. Blackstock.

"It is a question between the trade and the Guild," answered the witness.

Mr. Washington created some amusement by trying to fathom some of the intricacies of beginning a wholesale business.

"Suppose I wanted to go into the wholesale business in Hamilton, what would I do?"

"Get the money first."

"Assume I had the money, what would I do?"

"The first thing would be to apply to the manufacturer for permission to buy his goods."

"Would not the first thing be to apply to the Hamilton Guild and become a member?"

"Yes, I suppose, if you wanted to work with the run of the trade."

"And they would determine whether I should be allowed to become a member or not?"

"They would."

"Then my opponents in trade have the say as to whether I shall be a member or not?"

"The members of the Guild decide the matter."

"And if they accept me they notify the manufacturer that I am entitled to get goods under this agreement?"

"They notify him that you are a recognized wholesaler."

"Then I have to get the consent of the Price Committee before I get goods?"

"No."

"The agreement says so?"

"Only if the manufacturer is satisfied that you are a wholesaler."

Mr. Washington then referred to an agreement between the Guild and John W. Bickle & Greening, agents for King Oscar sardines.

"Under this agreement," he said, "I cannot buy goods unless my name is on this list?"

"Practically. The principle followed is that you must be a wholesaler, and the trade must be united in regarding you as such."

"If a man is not a wholesaler how is he to get on the list?"

"If he can convince the manufacturers he will get on."

"Have you ever known of a man who was able to convince a manufacturer in opposition to the price committee?"

"I do not know that such a case has ever arisen. It is not likely to arise."

Complain of Small Profits.

A number of letters were read from the price committee of the Guild to Jason S. Creed, Halifax; Bates, Peacock & Co., Hamilton; Wm. Clark, Montreal, and to starch, soap, cereal and other manufacturers, complaining that the wholesale grocery business was being run at less than an equable working profit.

Other letters from the price committee advised the members to hold off doing business with certain canned meat packers until they could be persuaded to enter into agreements satisfactory to the Guild.

A circular from the secretary of the Quebec Guild stated that prices had been fixed on Horseshoe, Maple Leaf, Clover Leaf, Arrow and Lowe Inlet salmon from June 29, 1905, till Sept. 15, 1906.

A report of the sugar committee was also read telling of an interview with the Ontario Sugar Co., Berlin. The company was favorable to dealing with the members of the Guild, though up to that time it had not been found profitable to do so.

A Host of Letters.

The Crown then produced an old letter book containing letters and circulars sent out in 1897 by the late W. H. Gillard, of Hamilton, at that time president of the Dominion Guild, and by H. C. Beckett, to secretaries of provincial Guilds, members and manufacturers.

Mr. Johnson objected to the reading of these, saying the authenticity of the authorship had not been proven. In the absence of a jury, His Lordship admitted these, subject to the objection.

The majority of the letters referred to the system of selling sugar at that time in vogue, and showed the struggle that was experienced in getting the sugar business on a satisfactory basis. As the reading proceeded the movement toward the "Equalized Rates System" at present in force, was evidenced, and the difficulties experienced in the first application of the system were seen to be great.

One letter, dated 18th December, 1897, states that the Hamilton branch of the Guild had decided to support the London trade in their objection to John Garvey being a member, as it was understood at that time he was conducting a retail department, and to prevent, if possible, his buying sugar direct from the refiners. Other letters addressed to manufacturers and officers of the Guild had reference to the striking of names of certain firms off the list to be supplied direct from the manufacturers.

An Assiduous Letter Writer.

"The president seems to have been very assiduous in writing letters," observed his Lordship, as Mr. Washington proceeded to read a long series of letters, in which Mr. Gillard emphasized the necessity of the sugar agreement being adhered to.

In one letter Mr. Gillard enclosed a draft of a proposed agreement between the sugar refiners and the wholesale grocers in Ontario and Quebec, to the effect that the members of the Guild should receive a rebate of one-sixteenth of a cent per pound on all purchases, and a discount of 3½ per cent. on the total amount. A host of letters explaining the working out of this system followed.

A bunch of other letters referred to breaches of the agreement regarding tobacco between the Guild and the manufacturers.

More trouble evidently followed in the sugar business, for a letter from Mr. Gillard to R. G. Macpherson, M.P., called attention to the fact that T. B. Greening & Co., of Hamilton, had decided to enter the sugar business, and that as they were outside the Guild's agreement they would be in a position to sell imported yellow sugar at a lower price than that listed. Mr. Macpherson was asked to use his influence with the Government in order to support the efforts of the Guild to prevent dangerous competition. "The trade will have to again fall back into the slough of despond," the letter stated, "unless the Government comes to our aid with a larger share of bounty."

The matter was evidently happily settled by local influences, for a later letter stated that T. B. Greening & Co. had agreed to sell the balance of their imported yellow sugar to members of the Guild and to import no more.

In another letter of "correction," written by Mr. Gillard to a firm of manufacturers who had shipped goods in a way not in accordance with the arrangement made by the Guild. He said, "The wholesale trade are united on tobacco and sugar."

A Troublesome Firm.

In a letter to Geo. Robertson & Co., Kingston, Mr. Gillard said that he regretted that that firm would not observe the terms of the sugar agreement. "The system is working in Toronto and Hamilton like a charm," the letter continued, "and if you will observe the terms all the other firms in Kingston will do the same. The present condition of the sugar trade is a positive drag to legitimate business."

Geo. Robertson & Sons seem to have been considerable of a thorn in the side of the Guild at this time. This firm seemed to be the turning point on which the adherence to the sugar agreement in Kingston depended. Members of the Guild, as was evidenced in letters read, paid a visit to Kingston to bring Mr. Robertson to time, but found him away. The reason he gave for not wishing to observe the agreement was that he had not faith in other houses keeping to it.

As a result letters were sent to the sugar refiners, explaining the situation and asking that one or two firms whose wholesale standing was questionable, be cut off the list of direct buyers, in the hope of inducing Mr. Robertson to come in.

Arranging the Equalized Rates System.

In another letter to a Windsor firm Mr. Gillard stated that the sugar arrangement was not working satisfactorily, and that a meeting of the Dominion Guild would be held shortly in Montreal, at which it was hoped to arrive at a conclusion that would be satisfactory. Mr. Beckett, in Mr. Gillard's absence, wrote to the three firms of sugar refiners in August, 1898, suggesting that if the refiners contemplated making a reduction in the price of sugar, the change should be held over until the new system was ready, with a view to facilitating its introduction.

In another letter to wholesale firms, Mr. Beckett suggested the advisability of the wholesalers contributing to the cost of preparing circulars for distribution among the trade, calling attention to the new equalized rate system of selling sugar, adopted at a meeting of the trade in Toronto. "Undoubtedly," the letter ran, "the new plan will put thousands of dollars into the pockets of the wholesale houses, and they can well afford to meet any calls that may be made upon them."

Too Much News in the Grocer.

Another letter which caused some little interest in the court was one from Mr. Gillard to Hugh Blain, Toronto, in reference to articles on the new system of sugar selling which had appeared from time to time in The Canadian Grocer.

"The editor of this paper," the letter read, "seems to get hold of everything we do, no matter how quiet we keep it. There must be a leak somewhere, for how he gets this I don't know. The publication of such articles only tends to unsettle the retail trade." Mr. Blain was asked to get the ear of the editor and to try to get him to treat the affairs of the Guild more carefully.

The reading of these letters was continued till the hour of adjournment on Monday.

RESUMED ON TUESDAY MORNING.

The reading of letters selected from the Guild's official correspondence was resumed on Tuesday morning. The trend of the letters went to show that the late W. H. Gillard, President of the Dominion Guild, was very active in his efforts to prevent the cutting of prices, both on sugar and tobacco. The Guild was striving, according to the correspondence, for a uniformity of prices in these goods, with a view to bettering the trade in general. In numbers of cases the letters told of pressure brought to bear in various ways upon different wholesale or wholesale and retail grocers who were not holding to the terms of the Guild agreements.

One of the first letters of note was to John Garvey, London, who seems to have caused the Guild a good deal of trouble at this time, to the effect that he was "not at liberty to sell tobacco or any other articles on which there are fixed prices by the Guild or manufacturers at less than the fixed price. As you know this is a condition which all those enjoying the privileges of the sugar arrangement must carry out."

Some Breezy Letters.

Some of Mr. Beckett's letters were of rather a breezy type. Just at this time the Jas. Lumbers Co., Toronto, seems to have been giving the Guild some trouble through their refusal to adhere to the sugar agreement. A letter from Mr. Beckett to Mr. Culter, of the Acadia Sugar Co., speaks in brisk terms of what he called the "pig-headed" attitude of Mr. Lumbers. "The only way we can deal with him," he said, "is to get the refiners to inform him that unless he carries out the arrangement he cannot get any Canadian sugar, and as he cannot get along without Canadian sugar, he would soon be brought into line."

In a later letter to Mr. Laporte, Montreal, Mr. Gillard stated that "if the trade in the two Provinces (Ontario and Quebec) are true to each other, our efforts should prove a complete and permanent solution of the whole sugar grievance."

Mr. Blackstock then read a letter sent out by Mr. Gillard to the wholesale trade, enclosing a circular in which he explained that the rebate of 2½ per cent. given by the refiners would only be paid on condition that the buyer confined his business exclusively to buying Canadian refined sugar under the terms of the agreement.

Following this, a letter to Joseph Grant, Ottawa, informed him that he must observe the rules in regard to the price of sugar or he would forfeit his rebate.

"If you will look up your little book you will see what the price really is."

The Working of the System.

There seems to have been some difficulty among houses in various parts of the country in understanding the workings of the sugar selling system. A letter illustrating this to Baskerville Bros., Ottawa, said: "The object of this system is that there will be a price for sugar for each town in Ontario and Quebec west of Montreal, and including the City of Montreal, and the price is ascertained by adding to the refiners' price at Montreal the amount found opposite the different points on the equalized rate system for wholesale houses in the country using the same book. It follows that every wholesale house in the country will be quoting exactly the same price in that town, thereby doing away with all the competition and cutting, and avoiding the necessity of having to sell sugar at cost, as we have all hitherto had to do."

Further light was given in a letter to M. Carton, Peterboro, which said that if he would adhere to the sugar agreement the refiners would pay him 2½ per cent. rebate, on his monthly purchases always keeping back two months' rebate due. "Remember," said the letter, "that the refiners say nothing about the 2½ per cent. rebate in their invoices, and they pay it only to those who are in the agreement."

"It cost over $2,000 to get this arrangement going," said the letter, and Mr. Carton was asked to contribute, under the promise that he would soon make up the amount if he came in.

Another letter t Broissard & Co., St. Catharines, com ined of them making wagon deliverie of sugar to Thorold and Merritton a St. Catharines prices, and warned them that they must adhere to the equalized rates system.

Uniform Tobacco Prices.

The next series of letters showed an attempt on the part of the Guild to make an arrangement with Sir William Macdonald, Montreal, whereby tobacco prices might be kept uniform in Quebec and Ontario.

In a letter to D. Stewart, confidential agent for Mr. Macdonald, Mr. Gillard asked him to use his influence with Mr. Macdonald to give his moral and active support to enable the trade to establish uniform prices on tobacco in the Provinces of Ontario and Quebec. "The advance named by the Guild on manufacturers' price duty and excise paid is four cents 30 days, or one per cent, discount for cash in ten days, which, after freight, incidentals and one per cent. are considered, leaves little or no profit when the cost of distribution, the general expense of doing business and guarantee against losses are taken into account."

The blame for the cutting was laid at the door of Goldstein & Co., Scales & Wilson and other small firms.

"The object of their slaughtering prices in this insane manner is to sesure other orders in cigars and pipes, upon which they make large profits. If it is to be stopped it must be by pressure from the manufacturers," said a later letter.

Another letter from Mr. Gillard to W. C. MacDonald, expressed the hope that some measure of protection would be given to the wholesale grocers on Macdonald's tobacco; otherwise, it stated, "it will be only a question of a short time when the keen competition will force the prices down to cost."

Getting a Firm Into Line.

Geo. Robertson & Sons, Kingston, came in for some more attention at this time and letter after letter was sent to them trying to get them to come into the Guild or to adhere to the sugar agreement, considerable pressure was evidently brought to bear to force the firm to come to time. In a letter to Mr. Hendry, of Fenwick, Hendry & Co., of Kingston, that gentleman was urged to do what he could "to bring Robertson back into the fold." Various means were suggested among others that the freight rates should be fixed so that he would be forced to sell sugar at cost

or less. Another letter to W. G. Craig on the same subject says:

"If all the machinery at the disposal of the Guild were put in motion Robertson would soon have to fall in line. It seems to me a very simple matter to make Robertson come in. I hope the refiners will use all the power they can. He deserves no consideration when he shows none."

"He has got to be severely dealt with," said another letter, "and I am sure the refiners will not allow him to break up an arrangement which means so much to them."

Another letter referring to Geo. Robertson & Sons, said:

"We have reason to hope that he will humbly bow to the mighty voice of the great majority."

"Which he did," added the Crown Attorney jokingly.

"And what they are all doing," added E. F. B. Johnston.

After all the influence seemed to fail a policy of letting him alone was inaugurated. This seemed to do the work for another letter said: "He is beginning to realize he is not such a tremendous factor in the sugar trade as he thought he was."

Later on a letter to W. G. Craig said: "Robertson does not seem as bitter as he was, and I think he will come ultimately into the fold. Some one loaded him up with the idea that we would burst in a short time and he was afraid of the system. He will fall in line in time."

As a result of the treatment the troublesome firm did finally come into line and according to a later letter, gave instructions to their travelers to sell sugar according to the equalized rates system.

Conditions of Guild Membership.

A. MacLean, Kingston, was informed that he could not be received as a member of the Guild unless he did a strictly wholesale business and had the consent of the other Kingston wholesalers.

"The usual fee for coming into the Guild is $100," read a letter to another outsider.

Referring again to tobacco Mr. Gillard wrote a wholesaler to the effect that Sir W. C. Macdonald, Montreal, had consented to assist the wholesale trade in establishing uniform prices on his tobaccos.

Again, in the beginning of 1899 Mr. Gillard informed several wholesale grocers that, if the Guild terms were not observed in regard to the sale of tobacco, W. C. Macdonald would refuse to supply the offenders with any more goods.

The afternoon session was taken up chiefly with the reading of letters regarding the tobacco business. Several of these showed that Sir William Macdonald had expressed himself as prepared to support the wholesale trade in their efforts to preserve the Guild prices on tobacco.

In later correspondence Mr. Gillard referred to starch business, and saying that several firms were selling at less than list prices, and further, that the tobacco agreement was not being adhered to.

Equalized Rates Come Into Effect.

The rules regulating the rates for the sale of refined sugar in Ontario, which came into force after April 15, 1905, were read by the Crown Attorney. These set forth that a strict compliance with the arrangement was essential on the part of every wholesale house in order to make the system efficient. Sales must be made strictly in accordance with the equalized rates system.

Cutting on Matches.

A complaint arose at this time that some houses were selling Eddy's matches at a price lower than was thought equable. J. Stanley Cook, the secretary of the Dominion Guild, stated that the matter was not one to be dealt with by the Guild, but was a matter of contract between the manufacturer and the individual wholesaler.

A letter from Mr. Cook, dated Nov. 14, 1904, called Mr. Beckett's attention to the effect that the Ontario Sugar Co., of Berlin, were selling sugar in Quebec outside the Guild members, and said that the trade in Montreal were not disposed to allow this to continue. If the practice were continued, he intimated, that the Guild would have to cancel its agreements with the company and call on its members to decline to sell the Ontario Co.'s sugar.

Toward the end of the afternoon a number of letters, dated, 1904 and 1905, were gone over, making complaint of price-cutting and other violations of the Guild agreement in several lines. The reading of this mass of correspondence is beginning to get rather wearisome, but a good-sized budget yet remains to be gone over. At the adjournment of the court Crown Attorney Blackstock intimated that the presentation of the Crown's case would at least occupy this week.

Wednesday Morning's Session.

On Wednesday morning Mr. Washington continued his reading of the correspondence between officers of the Dominion and Provincial Guilds and various manufacturers. Some letters were read addressed to Sir Wm. Macdonald relating to the prices of Macdonald's tobaccos. According to the agreement, if any wholesale grocers sold the tobacco at a lower price than that on the list, Macdonald would refuse to supply them.

Arranging for Canned Goods.

The efforts of the trade to secure an arrangement for the sale of canned goods at a profit were next dealt with. In 1905, the Canadian Canners, Limited, agreed that if the wholesale grocers adhered to the list prices and bought their canned goods and vegetables during 1905 exclusively from that company they would give a rebate of five per cent. Another score of letters read by the Crown counsel related to overtures made by Messrs. Beckett and J. Stanley Cook on behalf of the Guild to Tuckett of Hamilton and the Hudson's Bay Company, with the view of arranging a fixed selling price for their tobaccos.

"My idea," wrote Mr. Beckett to Mr. Cook, "is that plug tobaccos should be sold at manufacturers' list prices, and that the profit of the wholesale trade come in the shape of a rebate from Tuckett just the same as it does from the Empire Company. The net result of my plan would be that Winnipeg would be getting one cent more than they are getting now in their trade in Macdonald's and Tuckett's in the Northwest."

A Rebate on Tobacco.

The result of the negotiations was that Tuckett agreed to give a rebate to the wholesale trade of five per cent. per pound on plug tobaccos, and ten per cent. on cut tobaccos, payable quarterly. The Hudson's Bay Company, however, declined to make any concessions.

In a letter to J. N. Ellis, secretary of the British Columbia Wholesale Grocers' Exchange, Mr. Beckett explained that Tucketts' were desiring of assisting the trade in their efforts to make a fair margin on their goods, recognizing that such action was necessary.

J. Stanley Cook, secretary of the Dominion Wholesale Grocers' Exchange, was again called to identify correspondence referring to the application of a merchant named Beddingfield, of Ottawa, for membership in the Guild. Asked why Beddingfield was not allowed to join the Guild, witness stated that he was not admitted because he was not a wholesale grocer. He was in the retail business; although he professed to be a jobber. Hunter & Co., Pembroke, and F. G. Castle, Ottawa, were refused membership for the same reason.

Withholding the Rebates.

"I want to ask you now about the fining of members," said Mr. Washington. "I see from this correspondence that one of the travelers of the firm of Turcotte had sold their goods in New Brunswick at Quebec rates and that the firm was fined $100."

"They were not fined. The manufacturers simply withheld the rebate to the extent of $100."

"Under the arrangement with the refiners they were entitled to hold back their rebates?"

"Certainly."

"How many have been fined?"

"I think there was only one case."

"What became of these fines? Were they paid to the Guild?"

"No."

Mr. Johnston.—The letters say that fines were asked for. They do not say that fines were imposed.

The Provincial Grocers.

A file of correspondence was read by Mr. Washington referring to the efforts of the Guild to protect the trade against the unfair competition of the Provincial Grocers, Mr. Laporte, the president, explaining that "Provincial Grocers are a combination of retailers who are anxious to cut out the wholesalers. The Provincial Grocers have done more to injure the wholesale trade since they

started than any other company. They are a continual menace, and the wholesale trade consider they are entitled to protection."

These representations decided the Canada Sugar Co. should not sell to the Provincial Grocers. Other letters which passed between Guild officers and various manufacturers, saying who should and who should not be supplied direct were read.

Crosse & Blackwell, when written to by the secretary with regard to supplying retailers direct, replied that they would sell their goods to "wholesalers, jobbers, retailers and anybody else who paid the price."

Answering a question, Mr. Cook said that "practically" all the grocery wholesalers in Canada were members of the Guild. The Canada Brokerage Co. applied for admission, but were refused. A lot of correspondence between the secretary and the St. Lawrence Sugar Refining Co., the Canada Sugar Refining Co., and the Acadia Sugar Refining Co., with reference to supplying James Lumbers, Toronto, with sugar was read. Lumbers was not a member. He refused to sign the agreement that other wholesalers signed. He sold sugar to the St. Catharines trade at less than the listed price. Lumsden Bros., Hamilton, also figured in the letters, and the matter of the sale of Redpath sugar to a Barrie retailer through the Canada Brokerage Co. was also a matter of correspondence.

More Price-Cutting.

There were numerous complaints of cutting prices by firms in various parts of the country, and Mr. Cook, the secretary, wrote many letters dealing with these. The position of firms outside the Guild, and of firms which had resigned membership, was defined in one of the secretary's letters: "The Guild," he wrote, "has always taken the position that we are perfectly willing that certain firms who refuse to join the Guild may be allowed by the refiners to buy direct, but we do not think it would be fair to continue to supply those who had been members of the Guild, but who had resigned membership."

The price of salt and starch in Montreal and throughout Quebec Province was dealt with in one letter from a Montreal officer and an effort was made to make a list in that province similar to the Ontario agreement.

Wednesday afternoon's session was occupied by the reading of correspondence along lines similar to that heretofore presented and an examination of J. Stanley Cook, the secretary of the Guild, regarding the working out of the business of the Guild. A full report of this will be given in next week's issue.

THE GROCER'S WIFE.

Truly the helpmate of the grocer deserves a good deal of attention at the hands of the trade press, for she it is who exercises the greatest influence over his life and its course, from the lady who clerks in her husband's store to the richly clad fair one who sweeps into the palatial offices of the rich city merchant, along the entire line of gradation between.

The wife of the grocer may be a tower of strength or a source of weakness, depending upon her personality and her will. She may help him almost infinitely, or she may be a drag upon him. We know a grocer's wife who helps. She does not clerk in the store, for he does not need her there. His business prospers, but through her personal appearance behind the counter. But she is a lady of ability and charm. She has made friends of the entire community of people. They know her and know she is willing to help in anything which pertains to community life and prosperity.

She is cheerful and ready to assist the needy, and her home life with her husband and small family is a lesson to others. While her assistance is not of the direct kind, nevertheless it is far from small. She has established her family as one of the best in the part of the town in which they live and elevated the reputation of her husband above that of a mere purveyor of groceries into the dignity of a merchant who has the best interests and welfare of his town at heart.

She has not done this without his assistance, but without her influence he would never have thought of half the things he does and which help to establish him, not only as a man but as a business man. She has given tone to his store, which is something worth doing.

We know of another grocer's wife who helps him with suggestions. To her he takes his business difficulties. She is a silent partner, but none the less effective. Her advice is shrewd and excellent. She is clear-sighted and wise. She sees things from a viewpoint, different perhaps from his, but none the less valuable. She directs the window trimming, and because she has taste, she gets up good ones. Her suggestions are always to the point and full of meat. Such a wife is of inestimable advantage to any man, whether he be grocer or not. There are others who help in other capacities. Some of them are clerks par excellence. They put their hearts into the work. All cannot do the same thing, but there is none who cannot do something of advantage for the business.

There are others, we are sorry to say, who look down on the trade as something to be ashamed of. There are those who hang limp and not help lift. Their husbands have a handicap. However, we think the majority of grocers' wives are of great assistance, and without them the business would languish.

The young grocer should be married. It helps him greatly in business, if he gets the right kind and the wrong kind would burden him anyhow whether he were in the grocery business or some other walk of life.—Oregon Tradesman.

Archdale Wilson, manufacturer of fly pads, Hamilton, accompanied by Mrs. Wilson and daughter, sails from New York on November 6th for Europe. He will spend six weeks in Italy and eight or ten weeks in the south of France, returning to Canada early in March.

GROCERY SPECIALISTS ORGANIZE

Members of United States Trade Form Association in New York.

New York, Oct. 19.—At the close of a protracted meeting at which a variety of views were expressed the National Association of Grocers' Specialties was formed last Thursday at the Waldorf-Astoria, in this city. Considerable secrecy surrounded the meeting, and little disposition existed on the part of the promotion of the project to discuss the matter. It was learned, however, that a partial organization was effected.

W. H. Duff, of P. Duff & Sons, Pittsburg, was chosen treasurer, and at a later meeting other officers wil be elected. An executive committee is also to be selected.

The association is formed primarily for the purpose of bettering conditions in the grocers' specialties trade. The constitution as formally adopted proposes the elimination of abuses in the trade, and the enactment of laws deemed equitable for the promotion of trade. Nearly 100 members of the trade from all sections of the country attended yesterday's meeting.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

Laporte, Martin & Co., Montreal, are offering grocers particularly advantageous prices on dried fruits, of which they have just received their first consignment. This lot includes finest raisins, currants, figs, peels and other lines which will be in demand from this on. Their new crop teas are worth investigating also. Discriminating buyers will secure their quotations before ordering.—Advt.

A line that should be of particular interest to grocers and which often yields them better profits than the strictly staple food lines, is that of the specialty or household utensil branch. A new article along this line is being placed on the market by Tarbox Bros., Toronto, in the shape of a new duster, the "Ideal," which is meeting with much favor. The same firm's self-wringing mop first advertised in this paper over 18 years ago, has proven of advantage to the trade and the new duster can be recommended to give similar satisfaction. The advertisement of the new appliance appears elsewhere in this issue.

Do not forget that prompt service covers a multitude of sins. Courtesy costs you nothing and makes money always. The best advertisement any merchant can have is a reputation for prompt service and courtesy. The more people you please, the more you can sell goods to. Pleasing is one of the arts of business, and business is your mission in the store.

Grocery News from Coast to Coast

Quebec and the Maritime Provinces

News of the Montreal Trade—Large Shipments of Lobsters and Apples From Nova Scotia and New Brunswick.

MONTREAL.

Oct. 20.—Gravel Freres, corner of McGill College Ave. and St. Catherine Sts., have a very fine window display of mineral waters this week.

Many grocers in this city have suffered considerable inconvenience this year from operations on the streets. In many cases not only have the sidewalks been piled up with dirt, but the air in the neighborhood has been permeated with a nauseating odor, which certainly has not rendered the community an attractive one.

S. T. Nishimura, of the firm of S. T. Nishimura, tea merchants of Japan and Montreal, sails shortly for Canada from Yokohama by the Empress of India. Mr. Nishimura will be in Canada for some months during which time he will call on the trade.

One of the daily newspapers has a very elaborate and ingeniously arranged window display of Western wheat. Sheaves and festoons are arranged with the native grasses and the floor of the window is covered with the threshed wheat.

A description appeared some time ago in these columns regarding the use to which a grocer had put the posts in his store. This described the arrangement of circular shelves around the posts which were filled up with canned goods. Another grocer in the city has gone his brother in trade one better, and arranged cases around the posts with glass doors in which he keeps his flavoring extracts, and many small bottle goods. This is an excellent idea, as many of the more expensive lines with fine labels are preserved from dirt and dust, and at the same time are in excellent view.

Charles Jerome, corner of Aqueduct and St. Antoine Sts., has a neatly arranged pickle display this week.

HALIFAX.

October 19.—Business is quite brisk in some lines at the present time. Large quantities of flour, meal, sugar, tea, etc., are being sent into the outlying districts before the winter sets in. Collections on the whole are good, and business, generally speaking, is quite satisfactory. The commission men are busy, and a large quantity of fruit is being turned over. The prices for apples this season are very reasonable, and as a result a large quantity are being handled locally.

Butter is very firm and shows a slight advance, creamery now being quoted at 26½c. Eggs are in good supply and are selling at 22c.

C. E. Choate, the Gottingen Street grocer, is retiring from business, and is going on a visit to his old home in England. Mr. Choate was one of the most active young business men in the city, and his loss will be greatly felt in the city. He had one of the finest retail grocery stores in the north end of the city, the business being well established, and he enjoyed a large and first-class trade. His health, however, is failing and he is going to another climate, hoping that the change will be beneficial. The business has been taken over by Walter Share and D. H. Campbell, two of the hustling young clerks, who have been in Mr. Choate's employ for some years, and they will, no doubt, keep the business up to its usual high standard.

Large quantities of produce are now being forwarded from Prince Edward Island ports to the Montreal market. The steamer Campania, sailing from Summerside this week, took away a record cargo. Stored in her holds were 75,000 bushels of potatoes, 300 barrels of oysters and a large quantity of eggs, cheese and canned goods. The oyster fishery on the island this year is said to be very good. Eggs are easier at Summerside, being quoted at 17c, and butter from 20c to 23c per pound.

The steamer Jacona, which annually brings dried fruit from Spain to Halifax and Montreal, left Cadiz on Monday last for Halifax. She will be due here about the 26th inst. After discharging fruit here she will proceed to Montreal.

The steamer M. C. Holm sailed this week with fifteen thousand barrels of potatoes for Havana.

The shipments of apples for the London market continue very heavy. London City, sailing this week, took 1,000 barrels, and the Almeriana took away 18,000 barrels.

George H. Teaton, of the firm of Geo. H. Teaton & Sons, confectionery manufacturers, of Hantsport, N.S., died very suddenly last week, while on a business trip to Springhill. He was 56 years of age.

Last week's fish shipments from St. Johns, Nfld., amounted to 32,967 quintals, as against 27,764 quintals the previous week. There were also exported 422 cases of lobsters, 137 tierces of salmon, and 53 barrels of herring and trout.

Heavy shipments of fresh mackerel are now being made from Nova Scotia ports to the American market.

The fishery inspectors throughout Nova Scotia have been notified of a change in the regulations governing gill net smelt fishing. The season this year is earlier than heretofore, commencing on Oct. 15, instead of Nov. 1, and concluding on Feb. 15. The smelt fishing industry has grown to a large and lucrative enterprise throughout Cape Breton Island, and also on Prince Edward Island, during the past few years. New York and Boston are excellent markets and practically all this kind of fish caught in Cape Breton waters is shipped to these centres.

NEWCASTLE, N.B.

Oct. 20.—This season has been hard on small merchants. Thomas Abraham, of Newcastle, general merchant, has assigned to Sheriff O'Brien. Archibald McNair, of Campbellton, general merchant, has assigned to W. S. Loggie, of Chatham.

The potato crop has been especially good this year. In Shediac potatoes are now selling at 60c to 85c a barrel. In Carleton County the crop was twice as good this summer as last.

WHAT THEY THINK OF IT.

The following are a couple of letters received during the week giving some idea of how last week's special number is regarded among the trade:

"Allow us to congratulate you on attaining your majority. If every young Canadian could present such a handsome face on his 21st birthday we would indeed be proud. Your coming-of-age number is a fitting climax to all the good things that have gone before, and is a suit of clothes that will keep you well occupied to fill as the years go on.

"On every side grocers are speaking of it in highly flattering terms, and say candidly that it is the best special number of any trade paper they ever saw. I think congratulations are due from your advertising patrons for the handsome way in which their display ads. are presented."—Hamilton correspondent.

"The coming-of-age edition of The Canadian Grocer is highly praised by its London readers. Treasurer E. J. Ryan, of the Retail Grocers' Association, said to your correspondent: 'It is the best publication of the kind I have ever seen. I get a Chicago trade journal, but it does not compare with your regular issues, while its special editions are not in it with this week's number of The Canadian Grocer.'"—London correspondent.

Men who are doing a big business never need a "busy" sign.

British Columbia News

Retail Grocers' Pure Food Show a Sp lendid Success—Niagara Grapes Selling Well on Vancouver Mar ket—Good Tobacco Crop.

VANCOUVER.

Oct. 17.—The Pure Food Show, under the auspices of the Vancouver Retail Grocers' Association is being held this week. All the space in the Dominion Hall is taken up, the color scheme being in white with gold lettering, the effect being exceedingly tasteful. The show is on a much larger scale than that of a year ago, and is appreciated by the public who are able to see just what is manufactured at home. A full account of this event will appear in these pages next week.

The Niagara grapes, which were put on the market recently, found a ready sale, the reds at 35c and the blues at 50c per basket. The package is more than an incidental to the sale. On the coast, the square package is used without a handle of any sort. If one buys, it is awkward to carry the purchase, and for this reason the handy basket with the handle in which Niagara grapes are put up, is very convenient.

Brackman & Ker are bringing timothy hay for the first time from Western Alberta to Vancouver. It is quoted at $18 a ton, and though the price is somewhat higher than the local, it is considered that the better quality warrants the better figure.

Market Clerk Kelly states that the patronage at the city market is steadily increasing, and new stalls are being put up every week. The best feature of the market is that it has a tendency to eliminate the Chinese vegetable itinerant. There is room for good work along this line, and if this is done there will not be so much cutting into the business done by the stores generally. The products of white people are given first place at the market, and if a good trade can be worked up at a central point like this it may mean that more people will get into the business as the demand increases.

Evidence is constantly coming to hand of the favorableness of Pacific Coast waters for the growth of lobsters and oysters. The oyster subject was commented on a few weeks ago in these columns, when it was remarked that bivalves grown on this coast were the principal article sold here now. Some time ago mention was made of the discovery of a lobster on Salt Spring Island in the Gulf of Georgia, and this week news comes from Puget Sound, of the catch in a gill net of a lobster eighteen inches long. This was one of a number planted by the Government in the Sound, and that the lobster had thrived demonstrates the practicability of an industry along that line. It is stated by many fishermen that the waters on the lower British Columbia abound in depredatory fish, especially the octopus, and that lobsters especially form a fine morsel for him. Devil fish are caught from time to time, showing that the fear is not unfounded by any means.

The fact that onions are imported in large quantities has caused growers in this province to turn their attention to the cultivation of this necessary product. Hales Bros., who have a section of fruit lands, near Kamloops, have a fine sample of Yellow Globe Danvers which they grew. These weigh from three-quarters of a pound to a pound apiece. The crop yielded over 20 tons to the acre and was marketed in the Northwest, bringing eight cents per pound, and netting over $3,000. With results such as these, it is probable that many more will cultivate not only onions but the smaller vegetables which many forget about in the great rush for fruit lands.

The tobacco crop, according to reports from the Okanagan, is in fine condition and it is expected that the leaf this year will be better than ever. A few years ago United States connoisseurs who inspected some of the tobacco grown in this province would hardly believe it was not grown in Cuba, because of the excellent quality. The new factory, which has been established at Kelowna, will be run on scientific lines, and is bound to win favor for its products.

English capital is being interested in fruit lands near Kamloops. It is proposed to purchase the Sunnyside ranch, and to plant trees on it before placing it on the market. It has been found that it is more satisfactory to have the orchard started than for people to go on the lands themselves and attend to the starting of their trees. Another company, represented by Wm. Reilly, of Vancouver, is buying the Roper ranch for a similar purpose.

Capt. J. J. Logan, manager of the Vancouver Ice and Cold Storage Company; G. C. Hobson, J. W. McFarland, A. F. Perry and W. D. Haywood, of Vancouver; and J. A. Mara and Fred. W. Jones, of Victoria, are the directors of the Pacific Coast Fisheries, a company just incorporated with $300,000 capital; to engage in the fisheries industry in northern waters. The company will have a clam cannery; it will operate a steam trawler and cure edible fish for the market, while the non-edible will be utilized in the manufacture of oil, glue and fertilizers. Spring salmon will also be treated.

Interesting Ontario Items

Death of a Prominent Traveler in Gue lph—Hamilton Peddlers Usurp Grocers' Fruit Business—Peterboro Gro cers Flimflammed by a Girl.

GUELPH.

Oct. 20.—C. T. Hicks was not satisfied with getting to the top of the ladder with his horse in the delivery rig class but again showed him at Abroyfoyle show in the roadster class last week and managed to land third money with keen competition.

Dan Scroggie, the official collector for the Merchants' Association, is meeting with good success and many people would rather pay up than see Dan's smiling face at the door. Wonder why?

The O.A.C. records for freshmen are broken this year, 130 new students. You might not think that interests a grocer but it does. The O.A.C. students, like all other good students, have to eat and there are a lot of good grocery accounts out on College Heights. Are you getting your share or making any effort to get it?

O.A.C. butter, 30c; creamery, 27c; dairy, 27c; eggs, 27c; lard, 17c, made a good lively market on Saturday. There was a good attendance both buyers and sellers. The very extraordinary high prices have not been equalled in years and grocers may well watch their accounts as Tom Longboat ain't in the running with a grocery bill when prices are high and the grocer is easy.

Geo. K. Readwin, the west-end grocer, hied himself off to Detroit to see the ball games and has returned with a little more energy to hustle some more.

My, it is interesting to see how the grocers of Guelph are giving us those oyster talks. Just at present we are all at it.

Say, young man, when I buy cocoa I want it and not any dirty, filthy black paper in it, said a very wrathy individual the other day when returning a can of one of our best brands of cocoa to the writer. He could not blame me but that cocoa firm lost a regular customer. He simply would not hear of any explanation that I could offer as the tin was sealed. It was just simply an accident that must have happened where that cocoa was made or else great carelessness on someone's part. The paper was filthy and he had a perfect right to his anger but who is the loser? Not him; not I.

The first car of new canned tomatoes arrived in town this week.

James Burham, of W. H. Fielding's got back to work on Saturday after several days' sickness. Jimmy looks better after the rest.

R. J. McCrea, of J. A. McCrea & Son,

has just returned from visiting all the fall fairs in this district on an advertising campaign.

Chas. Barber, manager of Omara's, took in Erin fair on Friday and incidentally bought all the prize as well as other dressed poultry.

One of our leading grocers complains that the campaign of the Chief of Police against short-weight butter has not yet had the effect of ridding the market of all the short-weight produce. He purchased a basket on Saturday, and noticing the small rolls, weighed one then weighed the lot together and only paid the price for what he got. The farmer expressed no surprise, but accepted what was offered. It may be that the action against the chief may encourage farmers in bringing in their butter a little short, and if this is the case some enactment of the law should be made to give the officials power to act. At the same time, gentlemen, there is not the least bit of sympathy for any grocer if he gets short weight butter. He handles tons of butter each year, knows without scales when it is short weight, yet, naturally enough, if it should be a good customer, says nothing, which is nothing more or less than assisting these same people to "do" him regularly. Sometimes he may get even otherwise, but the real genuine way is to hit right out from the shoulder and draw their attention to it. Then if not remedied next time report to the Merchants' Association and have all grocers warned. Never mind the police, when the grocers are notified. Kindly request the farmer to dispose of the butter somewhere else and then the others take up the case and handle it without gloves and the farmer will come back to you a sadder and also a wiser man. It's the united effort that counts and the grocers could handle a lot of this kind of business under a separate head from the Merchants' Association.

The grocers all over Western Ontario and also Northern, who had ever met Alex. Hill will regret to hear of his death here last week. He was one of the men who always had a kind word for everybody from porter to proprietor. For over 20 years he has been in and out doing business among the grocers and no one ever heard him say a mean or unkind word against anyone. He had always that kind, fatherly smile and hearty handshake for everyone. He was picked out by Mr. Massie from a large number of applicants as a traveler. For years he has represented John Sloan & Co., and when he and John Hayden, another representative of the same firm, resided here, it was just a toss-up which got the most of Guelph trade. Mr. Hill was the clerks' favorite and many a time got orders that no other traveler could have got for this reason. He was staunch and true and stayed by the boys in all circumstances and when we did get under the ban from headquarters was a good sympathizer and staunch friend. Many travelers will come and go but none will take his place in the hearts of the older clerks who have known him for so many years as a kind of father to them in the grocery business. The funeral took place on Wednesday last and was very largely attended. Two of the old clerks who have moved up into prominent positions being among the pallbearers; namely, Geo. Walker, of Hugh Walker & Son and Robt. Mitchell, now postmaster. These gentlemen can tell some very kind acts of the deceased in their time in the grocery business. We always will remember him as the most kindly and fatherly traveler.

The smiling countenance of Chas. Smye, of Balfour, Smye & Co., was missed this week off his regular beat. His substitute was a good one but we missed Charley.

HAMILTON.

Oct. 20.—Trade is a little bit quiet just now. Everybody is looking for better times after the elections, the sweet promises that both parties are making just now to the electors in order to catch their votes, will no doubt be fulfilled after Oct. 26—at least some of us are trusting that they will. As voting day approaches excitement begins to warm up and as Hamilton has all the elements to raise a riot we look for a hot old time on Monday night.

The grocers here are once more out after the scalp of the pedlar and huckster. A pedlar here only pays a fee of $5 a year. Now one of them rents a store on the market that costs about 50c a day and after selling all that he can on the market starts out and peddles for the rest of the day. This man will buy a thousand baskets of grapes at a time and other fruits in proportion so that the grocer does not get much chance in competition—although they pay the taxes.

Another move is also on foot to place the people on a credit rating similar to that applied to business men by the commercial agencies. A large amount of labor will be required but if it can be successfully worked out it would prove a great boon to the trade.

One of our handsome city grocery travelers goes hunting rabbits in an automobile, but I suppose it is alright if he has the price.

Our wholesale grocers are still at large, notwithstanding the big trial. Lots of bail here for them if they get into any more trouble.

CHATHAM.

October 20.—J. F. Kennedy, who is now proprietor of the butcher shop at the corner of Park and Prince Streets, has adorned the front of his shop with a handsome new sign.

E. S. Spashett, formerly proprietor of the grocery on Grand Avenue, now conducted by A. J. Wilson, is at present secretary-treasurer of the Pontiac, Mich., Bending Works. He has just attained prominence in the Detroit papers by adopting a young boy deserted by both parents.

The Tecumseh Canning Company has closed down, owing to inability to secure cans. As a result, the Essex factory has been receiving about 1,000 bushels of tomatoes daily, which would have gone to Tecumseh. The Essex output of tomatoes and corn alone this year will exceed 30,000 cases.

Owing to the lateness of the warm weather, "second crops" of berries are being reported from all directions. A Leamington man has just had a heavy second crop of peaches.

As previously intimated, the Canadian branch of the Heinz pickling concern goes to Leamington. The town, however, is to purchase the Ward tobacco factory premises and put in a sewer, at a total cost of $10,000, to exempt the property for 20 years, together with granting certain other minor privileges. A by-law will be submitted to the ratepayers on Nov. 6.

F. R. Webb, of Blemheim, has disposed of his grocery and general store to E. J. Spackman, of Toronto, formerly of Exeter, who recently took possession. Mr. Webb, who purchased the business from A. W. Bell a few years ago, will return to Kingsville.

LONDON.

Oct. 22.—Trade is only fair, last week being quieter than usual. With the passing of the preserving and pickling season grocers look for a lessening of activity.

Local grocers predict unusually high prices for butter and eggs the coming winter. Both commodities, but more particularly eggs, are steadily advancing. Very few eggs have been stored and when dealers begin drawing on this supply the price will advance even more rapidly. Farmers naturally have taken advantage of the competition among large buyers. At present grocers pay 23 cents per dozen for eggs and as the weather grows colder the supply will gradually decrease and the price advance. One grocer predicts the price of eggs will advance to 40c and 50c. Butter, owing to the large output in all parts of the country, is not expected to go so high.

Railway officials report the shipments of apples are becoming heavy. Many carloads of very fine fruit have passed through the city on the way to England and the European markets within the past few days. The western market seems to be developing rapidly, shipments to Winnipeg and other western points being much larger this year than last. The crop in many parts of the country has not been so large as in other years, but growers state that the fruit is of a uniformly high grade and is commanding good prices in all markets. It is estimated that in the next few weeks between 25,000 and 30,000 barrels of apples will be shipped from the London district to various markets. Much hand-picked fruit is being sold by farmers to packers direct.

An immense quantity of potatoes of splendid quality was seen on the market on Saturday, and in consequence of

the glut the wholesale price went down to 70c and 75c a bag by the load.

There is now a strong probability of the Canadian Packing Company, whose buildings and plant in the east end were recently destroyed by fire, rebuilding in the city. The City Council, it is said, will offer the company the choice of two sites as an inducement. The location most favored is one at the interswitching line, which would give the company direct connection with all the lines of railway entering the city.

PETERBORO.

October 20.—Last Saturday's market was noted particularly for the number of farmers who were offering for sale light-weight bags of potatoes. The Chief of Police ordered that sample bags from the various wagons be weighed on the market scales, and he placed the standard weight at 91 pounds, allowing one pound for the bag. Although the majority were found to weigh 90 pounds or more, some 55 bags were discovered to be short by three, four, and even six pounds. The owners were arraigned in police court, and although they contended they were not offering the potatoes for sale with the understanding that there were 91 pounds in each bag, they were fined $2 each. The potatoes were not confiscated. Local grocers maintain that the Chief of Police is not justified in compelling farmers to have each bag weigh 91 pounds. Ninety is the limit, they claim.

Some of the Peterboro grocers were last week the victims of a small flim-flam game, perpetrated by a young girl of no more than 10 years of age. Her plans, nevertheless, were cunningly laid and she was successful in "doing" two or three grocers out of several pounds of chocolates. She would call upon a grocer and order several articles to be sent to her alleged home, and each order would include a pound of chocolates, which she would always take with her. On one occasion two delivery wagons called together at the house to which they were directed, only to find that the goods were not ordered by the housewife there and they had to go back with them. This led to an investigation, and it was found that a number of firms had received similar orders. The young girl has not yet been prosecuted.

ST. THOMAS.

Oct. 20.—Saturday's markets were well attended, the exceptional fine weather no doubt assisted materially to that end. The local farmers were quite willing to accept one dollar per bag for potatoes which a short time ago they sold for $1.20, all owing to the fact that several carloads have been brought in by the different grocers, some of whom bought for 70c per bag put in cellar. Other vegetables were in good demand. Apples are likely to advance owing to the extreme dry weather which caused the fruit to drop from the trees before it was fit. They sold at 75c per bag.

The demand for butter was not satisfied at 30c per lb. and eggs were scarce at 25c per dozen. One grocer is retailing Elgin creamery butter at 27c per lb. and gets away with two hundred pounds per day, although he pays 26c, whilst the other grocers sell from 29c to 30c per lb..

The butchers are extending their departments and now handle canned goods, vegetables, teas, etc. One butcher was retailing potatoes at 15c per peck and another was selling for 85c per bag. also dairy butter at 27c per lb. and 18 lbs. granulated sugar for a dollar. If they continue it will disorganize legitimate prices, somebody will fail and the wholesale people who are carrying them have to accept so much on the dollar in settlement.

The peddling case was again remanded, the magistrate apparently taking the view that the by-law regulating the fee is prohibitive although some time ago he found some Toronto parties guilty for the same offense. This is the fourth remand for the Burgess case by the Police Magistrate. The merchants are watching this case closely, as the peddling evil is a menace to all lines of trade and the laws ought to be enforced.

G. R. Renn, grocer, is still confined to the hospital suffering from typhoid fever.

Canned goods of 1908 pack are being taken in stock but in limited quantities by most of the grocers. The quality is good.

INGERSOLL.

October 20.—A young life full of energy and promise was cut short on Saturday morning last when J. S. Smith, manager of Beattie & Co.'s grocery store, succumbed to a short attack of typhoid fever. The announcement of Mr. Smith's sudden death came as a shock to a wide circle of friends and the whole community as well. He had been ill only about two weeks, and for upwards of a week had been a patient in the sanitarium. A few days previous to his death conditions developed which necessitated an operation. This was performed on Friday, and was apparently successful, but the patient did not rally as was expected. The deceased was a native of Scotland and had only been in this country a few years. Prior to coming to Ingersoll he was engaged as a clerk in a grocery store in Berlin. He was attentive to his business, thorough in all his methods and above all, aggressive. He labored zealously in behalf of his firm and the well-stocked and neat appearance of the store was a striking testimony to his industry and genuine business policy. In every particular he was peculiarly adapted to the grocery business and his death at the early age of 28 years is deeply regretted. A sad feature in connection with his death is the fact that none of his relatives reside in Canada. The funeral was held on Monday afternoon from the lodge room of Samaritan Lodge, I.O.O. F., of which order he was a member. Interment was made in the Ingersoll Rural Cemetery, and the attendance was large, being indicative of the high esteem in which the departed was held.

The Christmas trade! Just think of it, only a few weeks distant, and still the sun is shining on this fair Dominion with all the splendor of midsummer. But the white frosts and the penetrating east winds are gentle reminders that it is time to think of winter. The merchants are doubtless turning many things over in their minds. There are supplies to be purchased, probably improvements to be made before the festal season, and these all require mature consideration. The progressive merchant knows the value of giving all these little details plenty of attention. When you see an extraordinarily attractive window, just stop and reflect. The man responsible for its fine appearance and the business which it is pulling used brains and time. This is a combination that is certain to win in any walk of life. If a person has the ability to do a certain thing and will take the time then it will be done properly. Very often hurry-up methods spoil what would otherwise be successful work. Merchants who would have their stores bright and their windows attractive should realize that both brains and time are necessary. Those who are already beginning to give some thought to the Christmas season and the harvest which it brings should first see that their plans are carefully laid and secondly that they receive sufficient attention in execution to bring about the desired result.

It is frequently remarked by merchants that business declines appreciably during an election campaign. Various arguments are advanced in support of this contention and it would seem that this is the case. It is an established fact that when their attention is nightly being taken up by political meetings that the country people will not turn out to town as often as under ordinary conditions. Then again it seems that things in general are in a hesitating condition, the fate of the country being in the balance, not serving to stimulate trade. If all the merchants could "holler" out at once we believe they would announce their pleasure at the thought of the present Federal campaign being terminated on Monday next.

BARRIE.

Oct. 20.—Three cars of sugar in one week is not so bad for this town. Such is the past week's record, one from the Wallaceburg Co., one from the St. Lawrence Co. and one from the Redpath Co.

Wilbour Armstrong, of the Toronto Co-Operative Stores Co., has accepted a position as order canvasser for the grocery department of James Vair & Son.

The local market was a record-breaker on Saturday last, so far as quantities of produce, grain and vegetables were concerned. Butter was very active and sold at from twenty-five to twenty-seven cents, while as high as twenty-eight cents retail was paid. Eggs sold freely at twenty-four and twenty-five cents. Poultry prices were easier on account of the very mild weather and the large quantity offered for sale. Chickens sold from nine to eleven cents a pound, fowl at six and seven, ducks at ten cents and a few turkeys sold at twelve and a half cents a pound. Potatoes were very plentiful and sold as low as forty cents a bag while the general price paid was fifty cents. Apples sold at $1 to $1.50 a barrel, as to quality.

Gren. Calwell, for the Perkins, Ince Co., Toronto, was the lucky man to secure W. P. Soules opening order for groceries, etc., for his new store, which he is opening this week.

James Vair had the misfortune while returning from his trip to the Northwest, to have stolen out of his hand, by a foreigner in Winnipeg, a check for a large sum of money. It detained Mr. Vair four days but he got back the check.

C. Hinds, of Hinds Bros., who has been confined to the hospital here with typhoid fever, is rapidly improving and hopes to be home next week.

Bakogeorge Bros., of the Olympic Candy Kitchen, have leased a large store in Lindsay with a purpose of running a branch confectionery store in that town.

A car of grapes from Winona was unloaded here last Thursday.

Elections are the talk of the street and in fact, everywhere you go just now, and from what your correspondent saw happen the other day it will pay all business men to at least keep their own side of politics to themselves. A certain grocer was talking politics to a customer who had come in and bought and paid for a very nice little order and had told the merchant to send the same order up early. The customer, by the way, did not particularly want to talk politics and was not on the same side as the merchant anyway—but the merchant kept on talking about a certain fine meeting they had had a few nights ago and how in North Simcoe they would trim So and So by 500 majority till the customer got mad and told him a few things. The merchant is now wondering why that man does not come to his store. Well, the moral of this is to keep out "politics talk" around your store either by yourself or your clerks as it will be sure to cause bad friends and lose customers.

TORONTO.

October 20.—The regular monthly meeting of the Retail Grocers' Association, which was held in their rooms in the Temple Building on Monday evening, was one of the most stirring held for months, and if plans formulated at the meeting are carried out—and they give good promise of materializing—the Association promises to assume a new lease of life and to become the power it might and should be among the city's business organizations. One of the evidences of renewed interest was a larger attendance than usual, the extra ones including a couple of old members who have decided to again throw in their interests with the Association and also a couple of new members.

After the passing of some detail business the question of holding the annual at-home as usual this winter was brought up and here the new spirit became evident.

Vice-President Thos. Clark upheld the at-home as a good advertisement for the Association, and a means of getting the grocers together. Several other members expressed themselves as in favor of letting the function drop for a year or two, so that the efforts of the members might be directed along more practical channels.

"What we need in the Association," said R. Van Loan, and the expression was echoed by several of the members present, "is to get busy with something that will help our business. That's how we'll get most out of these meetings and we'll get in new members." B. Snow, J. S. Bond and T. H. Clark spoke strongly along the same lines, throwing out suggestions as to what might be done along practical lines. Ultimately the at-home proposition was voted down.

For some time the members became quite enthusiastic over the stimulus the society is to receive. Plans of advantageous buying were talked of, the suggestion made that something might be done to eliminate the peddling nuisance, which is so troublesome in the city, and various other plans were discussed. It was finally agreed that the first thing to do is to inaugurate an active campaign for new members, and to assist in this new men will be allowed special privileges of membership for a short time.

The Association, if conducted along lines suggested at Monday evening's meeting could be of inestimable service in aiding the grocery trade of Toronto, and it should be supported by every grocer in the city.

Secretary D. Bell, Yonge Street, will be glad to receive the names of any retailers who would like to become members, and will place them before the Association.

EFFECTIVE WINDOW DRESSING

An Easily Built-Up Biscuit Display That Should Attract Good Business—A Design From Cape Breton.

The exceedingly practical and yet attractive biscuit display shown in the engraving on this page, was drawn specially for The Grocer, and forwarded by Jas. H. Dempsey, with A. D. Ingraham, Sydney, C.B. It possesses the qualities of simplicity and ease of arrangement and presents no difficulty nor expense in construction.

The design tells its own story, though a few words of explanation may be helpful. The foundation for the display is a wall of tin boxes of various lines of fancy biscuits, with side walls sloping off to the sides of the window. On top of this is a pyramid of sodas in boxes.

In the forefront of the window on the floor is represented an attractive display of the various lines contained in the boxes. This part of the display may be made to give a very appetizing appearance and to get this the biscuits should be laid on paper of a dainty shade. This display will give a host of suggestions to the passerby and stands a good chance of leaving a mighty good impression on the hungry home-goer, as well as the passing housewife.

A Biscuit Display, Designed Specially for The Canadian Grocer.

WOULDN'T TRUST HIS FEELINGS.

Alderman Frank L. Dowling, of New York, was talking recently about his widely praised ordinance to make it a crime for chauffeurs to take out their masters' motor cars without leave.

"So many accidents have accompanied these stolen rides," said Alderman Dowling, "that the chauffeur has come to be regarded very sceptically. Of course, the great majority of chauffeurs are all right, but there is among them a small minority, a small working minority, which we must trust as a Hoboken grocer treats his trade.

"This grocer is a cash grocer only. If you ask him for credit, he says:

" 'No, sir; no, siree. I wouldn't even trust my own feelings.' "—Washington Star.

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APPLYING NEW BUSINESS METHODS.

"No," said the manager of one of the largest manufacturing and jobbing firms in the trade the other day, "we are not doing business the same way this year as we were a couple of years ago. Though our sales are as large and in some lines a good deal larger than they were then, they are not made in the same way. We have had to change our methods to meet the change in business conditions."

This is the experience of a great number of sales managers and travelers throughout the country. While business is recovering a healthy condition after the depression of the Winter and Spring this depressed period has caused a feeling of conservatism and caution which it is necessary to meet with new methods in order to keep the volume of business up to former years.

According to the gentleman mentioned above the situation is similar to that of a sick man. He needs a doctor. In a similar way business conditions need doctoring, not simply a mere application of healthy optimism, though that is quite helpful in its own way, but a change of treatment is necessary, as it were, to stir the jaded business system into new activity. As one sales manager puts it: "The trade must be given a new pill."

How this new treatment is administered varies widely with different houses. It is a time when a good deal of ingenuity has necessarily been called forth to meet the need, and in most cases the methods used are carefully hidden from the eye outside that particular house.

One of the steps taken, however, in almost every house, is to instil more so-called "ginger" into the members of the traveling staff. The travelers as they come in at the week end are not allowed to quote dull conditions as failure to get orders, but are built up as far as possible in the belief that business conditions are all right and are going to be so, and are sent out to instil this in turn into their customers.

Some houses are using special offers and little advantages in buying special lines of goods as an ingredient in the medicine, and if properly applied, this will also have a remedial effect. Other houses again, have methods of their own which they are not telling anybody of.

The effect of the medicine is being very carefully watched all over the country and while the late depression has not been of at all a welcome character it seems to have had at least one good effect in providing for the origination of new and improved methods of business-getting.

TAKE YOUR DISCOUNTS.

While much has been written on the subjects of discounts, it is a fact that many retail merchants do not fully appreciate the benefits which would accrue to them by taking advantage at all times of the cash discounts offered by manufacturers and jobbers for prompt payments. It is true that some retailers abuse the cash discount privilege, but as the Retailers' Journal says:

"That merchants should always take advantage of their discount privileges, and do so fairly, according to the rules, is one of the axioms of good business. By discounting his bills the retailer will save more money than he sometimes makes on selling the goods. For instance, on thirty day goods the merchant gets 1 per cent. off for cash in 10 days, which represent an annual rate of 18 per cent.; on 60 day goods he gets 2 per cent. for cash in 10 days, or 14.2 per cent. annual rates; and on 120 day goods he gets 4 per cent. for cash in 10 days, or 13.09 per cent. per annum, making the average of the three classes 15.09 per cent. per annum which he would save by discounting all bills. The actual percentage saved will be greater, because the retailer will probably buy more of the thirty and sixty day goods than of the four months' goods. It is therefore perfectly evident that it would pay the retail grocer to borrow money and pay seven per cent. at his bank rather than let his discounts go."

ADDING NEW EQUIPMENT.

A good many men in business to-day seem to forget that not only interest, but a profit above interest should be made on the investment each year, not only the investment in stock, but also in fixtures and equipment.

Every part of the business equipment deteriorates in value as it grows older, so a certain amount of its value should be cut off from the inventory each year, and this loss should also be considered when the earnings of the equipment are figured.

Many men in business never take the trouble to figure whether they are making or losing money on their equipment. They find they have a little more money at the close of the year than at the beginning, and do not bother to see where it comes from. They do not know whether the addition of a new piece of machinery or other equipment will make or lose them money; if it is a little handier, that is enough.

The right way to figure on the profits on any new equipment contemplated is to make the best possible estimate of its earning capacity, that is, how much it will increase business or cut down expenses, as a labor saving device which will save the hire of help may be a better investment than one which will increase the volume of business. After finding out about how much more it will make for the business, figure up how much it will cost to operate it, then interest on the investment and an allowance for wear and tear, the same as though you borrowed money to buy with, and deduct these figures from the earning capacity, and it is easy to see whether it will pay to add that particular kind of equipment.

ACTUAL CASH BASIS THE BEST.

We notice that a grocer of Thompsonville, Conn., has made a test of the short credit system, which means weekly payments. This proved unsatisfactory, and he has made the decision to adopt the actual cash system; this means a money transaction in every case and credit to nobody. We heartily endorse this dealer's decision, believing that the buying and selling of goods should be as nearly a cash business as possible. In fact, if "cash on the delivery of goods" were to be a motto, it would be an easier proposition to do business.

THE SITUATION IN THE WEST.

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Oct. 20.—The West has had six weeks of crop movement under the most favorable auspices, and up to October 15th 17,353,350 bushels had passed inspection at Winnipeg, and of this 16,000,000 had reached the head of the lakes. This shows that more than one-sixth of the entire estimated wheat crop of the West for this season has passed inspection, a simply unprecedented movement. If the period of navigation remains open as late as it did last season there is every reason to believe that 50,000,000 bushels will be moved before navigation closes. Allowing 27,000,000 bushels for seed and feed and grinding by interior mills there will be roughly 75,000,000 bushels for export, and if two-thirds of this is moved before navigation closes this Fall it is surely all that even the farmers of the West ought to ask, and indeed it is questionable if from the standpoint of market prices it is at all wise to have so much moved. The percentage of the wheat shipped this year direct by the farmers is very much in excess of the same period in any other year. The percentage of contract wheat has been very high in the portion of the crop shipped, probably 80 per cent., and it is not an exaggerated estimate to say that the crop so far marketed has averaged the farmers at least 80c at their own station. It is not probable that the outturns of more than 15,000,000 bushels have as yet filtered back into the country, but even that amount would represent a return of some $12,000,000, which is, or will very shortly be, in circulation in the country.

The natural question is, "what effect is the crop movement having on trade?" and the answer from all sections of the wholesale trade is that it is good.

Since the beginning of October the flow of money from outside points to the city has been steadily increasing and though at the present time the volume is not at all so large as it will be before the end of the present month, at the same time it is of most encouraging proportions. In addition there is a correspondingly steady increase in the volume of new business being done. There has been no sudden increase and for that matter no startling increase, but there has been a steady gain day after day and week after week. To put it in the words of the head of one of the leading grocery houses in Winnipeg, "The cash receipts and the current business are both of the most encouraging character." The best feature about the whole trade is that even the exceptional crop movement has not caused any boom in business or any tendency to buy extravagantly, the country merchant seems to have learned his lesson from the depression of the past year most thoroughly and his buying is of the most judicious and satisfactory character. Not only is Fall trade satisfactory but the outlook for the trade of next Spring is better than it has been for years. This is the most noticeable in the dry goods trade, which is still a trade of seasons to a greater extent than the grocery business, which is now very much an all-the-year-round trade.

Flour trade is good also and millers report a growing export demand, especially for lower grade flours, though the trade in all grades is good.

Produce trade is good at this season and now it is possible to size up the situation fairly for the Winter. In butter the make of the season has been comparatively light in proportion to the demand and it is doubtful if the stocks in store for the Winter have been so light for many years, and the indications are that high prices will rule all Winter. The retail price of butter has been 35c to 36c per pound for some weeks now, and 40c and even higher is predicted for later in the season. Creameries should certainly have paid this season if they never did before. The make of cheese has also been light, but of excellent quality. Large orders have been placed for eastern cheese and considerable quantities are already in stock. Eggs are also scarce and dear and likely to get more so as the season advances. Throughout the entire season of 1908 the egg supply has never been equal to the demand.

The cattle market continues steady with heavy receipts and few changes in price. Dealers report a more liberal supply of cars since the closing of the strike and the movement has been more rapid. Sales at the Winnipeg yards for the week ending October 10th were the heaviest for a long time.

The demand for hogs is steady, but owing to the Chicago market there has been an easing up in prices and 6½ is quoted as against 7 to 7⅛ ten days ago.

Sheep will be fed in quantities at Port Arthur again this season and already bunches of sheep for this purpose are being accumulated in the West. Men who intend feeding steers in the open are also getting busy and gathering their herds together for the Winter. Fall ploughing is being pushed vigorously and although up to the present time there has been practically no cold weather, there is a general air of getting ready for Winter.

The high pressure plant has at last been tested and found satisfactory and the city engineer has recommended the city taking it over without delay. In the meantime the underwriters have notified their clients that the rates of insurance will be lowered in accordance with the arrangement to that effect that was to come in force when a high pressure system was installed.

The finishing of the St. Andrew's locks, which will be open for use next year, has revived the matter of the valuable pulp wood on Lake Winnipeg, and at a recent meeting in Minneapolis of those interested in pulp wood much attention was given to reports on the quantity and quality of these woods. The experts reported a "practically inexhaustible supply." The reserve in Western Ontario also came in for consideration.

The development of pulpwood industries at Fort William and Winnipeg can only be a question of time, and at present it looks as if the time would be short.

Another local industry that is making progress is that of the making of peat. The burning of the mill last year so soon after construction was a hard blow to the company, but the newer and larger plant is now in operation and the product will be on the Winnipeg market this Fall in considerable quantities.—H.

PAYS TO LEARN DETAILS.

The young man who hopes to have charge of a business of his own, or for someone else in a few years, should never lose sight of the fact that it pays well to learn every detail of the business. Every day some little thing comes up which, though a mere incident and possibly easily passed over without digging down to the bottom of it, should be treated differently by the young man who would make a success of life.

Such a man should never allow these little details to pass him without making himself thoroughly familiar with them, for they are business lessons, and the more of them he absorbs while working for another the fewer of them will be stumbling blocks when it comes time to manage the business himself. For at that time, if he has had the experience, he can give a word or two of instructions and be sure things will be carried out right, and those in his employ will have the more confidence in him, while the opposite effect will be created if he is compelled to admit that he knows nothing about it, and depends upon someone else to dig out the particulars, and the effect is even worse if he gives instructions which prove that he is not acquainted with the subject in hand. Get every detail. It belongs with the business.

BRITISH GOODS ON CANADIAN MARKETS

How the Business of English Houses Might be Stimulated in This Country—More Attractive Packages and Freer Use of Advertising Will Do the Work.

Nowadays we are constantly hearing of methods and means of increasing the good feeling between the various colonies of the British Empire and the Mother Country. Sentiment and emotion will have to be followed up by something more tangible and enduring. Sentiment may be sauce, but good business relations will be the pudding. Some people who are visionary may deny this, and imagine it is not so, but that does not alter the hard facts of the case just the same, disagreeable as they may be.

While politicians are making long-winded speeches about these matters there are a few things which the manufacturers can do themselves on both sides of the Atlantic to bring about more intimate relationships. In this article we are only in a position to point out the defects in British goods, and how they affect their sale in the Canadian market. It remains for someone on the other side of the ocean to bring our shortcomings before our notice, and by this means both countries will be in a position to institute reforms without a further loss of time.

Pointing Out Defects.

Coming in contact with the selling agents of British firms here these defects which their houses seem slow to remedy are pointed out. Although the Canadian people's ideals are British in government and phases of life of a similar nature, no one can deny that the average person in Canada if he or she be native born, resembles the Stateser more closely than the British, which is only natural, living so close to them and only divided from them by an imaginary line. This is more particularly so with reference to habits of living and dress. Our monetary system is almost precisely the same, which is undoubtedly a factor in bringing the United States and Canada closer together commercially.

Use the Metric System.

Perhaps right here, it will be well to start pointing out means by which the British producer can help, to a large extent the sale of his goods in Canada. Let their bills and commercial data be printed with our currency as we are unfamiliar with pounds, shillings and pence. This will help considerably, as it will show the Canadian that the British manufacturer is beginning to take an interest in Canada, and make their goods to please Canadians, even if they are not suitable for the English market.

British Quality Unquestioned.

There is one point about which we can find no fault, and which redounds to the credit of the British people, and that is quality. There is no misrepresentation about their goods, and they are always as good as they say they are. One great American said of the United States people that they liked to be humbugged, and perhaps this may be said, in a small way to be the case with the Canadian people.

Attractive Packages a Factor.

Here more package and less goods are required. By this it is meant to convey the idea, that attractive packages go a long way toward satisfactory sales returns. Bulk goods are becoming less fashionable every day. People must have their goods in neat packages, and most of them don't mind paying handsomely for the privilege. as may be shown by the following instance which illustrates an actual case in point. Some English confectionery which was of a superior quality was placed beside a line of the same kind from the United States. The English product sold here for ten cents an ounce, the United States' sold for ten cents a package, and when they were compared in weight, it was found that the consumer would get almost twice as much if he bought the English bulk goods. This left almost five cents to the United States dealer to pay for his bottle, supposing the initial cost of the contents was the same in both countries. At the outside figure, however, the bottle and label could not have cost more than one cent, therefore this left the American with four cents advantage over his British competitor, and all because he was quick to appreciate the wants and requirements of the Canadian trade. This is one example, there are many more exactly the same.

Specializing Needed.

There is a greater need of specializing also for the Canadian market. Something new or at least with a new name is what is wanted. Those who handle English goods complain that the English manufacturers think what is salable there should be so here, but this is not the case and their success in the future depends in a large measure on the recognition of the special requirements for this market.

Must Be Liberal With Advertising.

There is another consideration of vital importance which hampers the sale of English goods in this market, and that is the insufficiency of advertising grants. It is impossible for representatives to compete with United States products which are given unlimited publicity through advertising campaigns. Many agents for English goods find themselves hampered for want of advertising matter and adequate appropriations to enter the field with their competitors, who are on the spot.

A Visit Will Help.

It has been suggested by the representative of one of the largest firms in England, that it would be to their advantage whenever an English firm contemplated entering the Canadian market with a product, one of the heads of the firm should come over here and remain long enough to familiarize himself with Canadian conditions, and then with the advantage of a reputation for the highest value in goods their chances of success would be beyond doubt.

Some of the Swiss firms have recognized the value of advertising largely and are meeting with wonderful success.

A Summing Up.

To recapitulate then it is obvious that the following features should be introduced more freely into English goods.

1. A more free use of our currency on labels and literature.

2. More specializing in products and names.

3. Packing in attractive packages and bottles with neat labels.

4. More generous appropriations for advertising.

If the British manufacturers follow out these suggestions, which have been gathered from gentlemen engaged in selling their products, they will find that the Canadian people will give the preference to the English goods in every case. In this way the bond of union will be drawn more closely and a more intimate commercial relationship will result.

THE "PULL TOGETHER" SPIRIT.

It is this "pull together" spirit that is building up the small towns all over the country; and anything that builds up a town builds up every merchant in that town.

It is the "pull together" spirit that is bringing more trade to these small towns, that is bringing people from longer distances, and that is virtually killing mail order competition. And when these things are accomplished, while no one merchant can expect to derive all the benefit, yet every live and aggressive dealer in the town is bound to get his share.

Yes, let this grand, good, brotherly "pull together" work go on among merchants. And instead of the merchants of a town going on the "warpath" with each other, and bending their energy toward downing the other fellow, with the result that legitimate living profits to all concerned are sacrificed, give up trying to kill your neighbors and all work harmoniously together for the general good of the town, and see if you can not extend the limit of your territory just a little farther out so that you will all receive a substantial increase of trade.—Southern Merchant.

"Can you walk on your hands or turn a somersault or a cartwheel, Miss Edith?" asked Johnny, of his new nurse.

"No, dear," answered the young woman with a sweet smile. "Why do you ask me? I can't do anything like that."

"Well," said Johnny, with a sigh, "I'm afraid you won't do. They told me you were a trained nurse!"

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT, VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

Montreal, October 21, 1908.

Sugar—Steady.
Rolled Oats—Weaker.
Vegetables—Steady.
Fruit—Advanced.
Cheese—Declined.
Eggs—Advanced.

Trade in grocery lines generally has been quiet during the week. Some of the large wholesale houses are finding it necessary to retrench in view of a none too prosperous winter. Eggs have advanced. Flour has not declined as was expected by many would happen as soon as the wheat crop of the West got into operation. Many buyers have now seen the fallacy of this conjecture, and are now placing their orders. There has been a weaker feeling in the rolled oats market, but this has not yet affected the market to any extent as regards price. Some of the smaller firms have been offering more favorable prices.

Fruits and vegetables are firm. Export demand for butter has fallen off completely. Cheese is dull and featureless. Honey is passably fair, that is all that can be said for it. Beans are in good demand, but there are few new ones on the market. Maple products display nothing new. Most other lines present no new features this week. Collections are said to be only fair.

SUGAR—The drop in sugar has not apparently exercised any stimulating effect upon the market as sales have not increased to an appreciative extent. It is thought, however, that the holiday season, which is approaching, will brighten up prospects to some extent. Owing to the firmer condition of the market in Europe the American market will soon follow suit. In fact, the feeling is already slightly stronger in New York.

Granulated, bbls	$4 60
" ½-bbls	4 75
" bags	4 55
Paris lump, boxes, 100 lbs	5 40
" " " 50 lbs	5 50
" 25 lbs	5 70
Extra ground, bbls	4 95
" " 50-lb. boxes	5 15
" " 25-lb. boxes	5 35
Powdered, bbls	4 75
" 50-lb. boxes	4 95
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 20
No. 1 " bags	4 15

MOLASSES AND SYRUPS — The market for molasses is fairly active only. Dealers, however, expect the approach of the holiday season will stimulate trade in this line, also the cooler weather. Syrups are also only passably active. The small tin varieties are more in demand than other varieties. Prices are unchanged.

Barbadoes, in puncheons	0 37	0 39
" in barrels	0 39½	0 41½
" in half-barrels	0 40½	0 42½
" fancy	0 38	0 40
" extra fancy	0 38	0 42
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 3½
" ¼-bbls		0 03½
" 2½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " ½ doz. "		2 75
" 10-lb. " ¼ doz. "		2 65
" 20-lb. " ½ doz. "		2 60

MAPLE PRODUCTS—This market is dull and featureless, no changes in prices.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 06	0 07
Pure syrup, 8½ lb. tin	0 60	0 65

COFFEES—The cooler weather has given some additional impetus to the market which gives it an exceptionally healthy aspect. Reports from Brazil state that the increasing production of coffee throughout the world, especially in Brazil, is illustrated in the returns for the crop of 1907-8, recently closed, and with entries during the first two months (July and August) of the current crop year. The total entries of coffee in Brazil last year was 11,349,271 bags, substantially the same as the average entries for the four years previous to the banner year of 1906-7. The total shipments were 12,953,572, as compared with the average shipments of 12,782,723 for the past eight crop years. The visible supply on June 30, 1908,—14,567.285 bags—was only about 2,000,000 bags less than a year ago at the wind-up of the immense crop of that season. Most significant, perhaps, of all is the fact that the entries of coffee at Rio de Jainero and Santos during July and August, 1908, are almost as large as during the great crop of 1906-7, and at Bahia and Victoria, larger. While the prospect of additional tax in Sao Paulo renders the situation somewhat abnormal, there is no doubt but that present indications are for a very large crop during the current season.

Jamaica	0 16	0 20
Java	0 20	0 35
Mocha	0 18½	0 25
Rio. No. 7	0 09	0 11
Santos	0 12	0 15
Maracaibo	0 15	0 20

Roasted and ground 20 per cent. additional

TEA—Japan market is now practically cleared of teas, and what small quantities are left are changing hands at some advance on prices of a week or ten days ago. The local market is still displaying a marked absence of transactions in large volume, but fairly numerous transactions in small quantities for immediate use are reported. The black market is exceedingly dull. "Some weeks ago," state London advices, "the tendency of the tea market was upward. The quality generally speaking was then good, and the demand active, consequently the earlier public sales of September showed considerable strength, and confidence on the part of buyers, which importers were not slow to notice, with the result that for a couple of weeks the teas arriving were very freely offered. Buyers consequently became more discriminating in their attitude, and as the quality just then showed some little falling off, there was less inclination to bid, and prices lost the advance they had previously made, thus bringing common grades of every description at the end of September to about the same point as at the end of August. As regards finer sorts, Darjeeling and Assam growths also became less desirable in cup, and prices declined in proportion. Advices from our houses in Calcutta and Colombo report production a little ahead in the former, and rather behind in the latter, but seeing that only about one-third of the Indian tea crop has yet been shipped, it is much too early to predict the year's total crop. Probably for the next month or two the quantity of Indian and Ceylon tea arriving in London may be nearly the same as it was a year ago, but so much tea is now shipped on optional bills of lading that it is impossible to arrive at absolute accuracy."

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18½
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

DRIED FRUITS — The steamer Bellona, of the Thomson line, arrived last Tuesday, being the first boat to arrive from the primary markets. Her cargo was made up as follows: From Patras, 1,225 quarter cases currants, 3,191 quarter boxes raisins, 79,068 boxes raisins; from Denia, 46,225 half boxes raisins, 3,191 quarter boxes raisins, 79,068 boxes of raisins; from Malaga, 6,204 boxes raisins, 4,942 quarter boxes of raisins, 700 cartons raisins. Valencia raisins are quiet. Currants are more active on the spot. The market is steady and prices are unchanged. New dates are expected in New York by Tabristan, October 22. A dealer in speaking of the trade in dates made some remarks on their value as a food. They are on this account becoming yearly better recognized as a nutritious food product.

Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb	0 03½	0 04
Packages "	0 05½	0 06½
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 40
" ½-box		1 00
" Royal Buckingham Clusters," ½-boxes		1 37½
" boxes		
"Excelsior Windsor Clusters "		5 50
" ¼s		1 50
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10

California Evaporated Fruits—		
Apricots, per lb		0 32
Peaches, "		0 18
Pears, "		0 18
Prunes—		per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08½	0 09½
" " " 50-60s	0 08	0 08½
" " " 60-70s		0 09
" " " 70-90s	0 07½	0 08
" " " 90-100s	0 06½	0 07

SPICES—Nothing of any consequence has happened in this market during the week, and prices remain as last quoted.

	Per	lb.
Peppers, black	0 16	0 20
" white	0 18	0 27
Ginger, whole	0 18	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

EVAPORATED APPLES—This market remains as last reported. New stock has not yet arrived.

Evaporated apples	0 07½

CANNED GOODS

MONTREAL—Canned vegetables are in fairly good demand. Fruits are sorely neglected. Meats are only in fair demand. The prospects are good for good prices in salmon as the pack is very fair.

TORONTO—Considerable interest has been shown the past week and dealers are said to be buying fairly freely of both fruits and vegetables.

NEW PRICES—1908 PACK.

	Per doz. Group 1.	Per doz. Group 2
FRUITS.		
3's apples, standard	1.00	.95
3's apples, preserved	1.45	1.40
Gals apples, standard	2.55	2.50
Gals, apples, preserved	4.00	3.95
Blueberries (Huckleberries)—		
2's standard	1.20	1.15
2's preserved	1.70	1.65
Gals, standard	5.05	5.00
Cherries—		
2's, red, pitted	1.95	1.90
2's red, not pitted	1.55	1.50
Gals. red, pitted		8.00
Gals. red, not pitted		6.50
2's black, pitted	1.95	1.90
2's, black, not pitted	1.55	1.50
2's white, pitted	2.05	2.00
2's white, not pitted	1.65	1.60
Currants—		
2's red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals. red, standard		5.00
Gals. red, solid pack		7.00
2's black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals. black, standard		5.25
Gals. black, solid pack		8.00
Gooseberries—		
2's, heavy syrup	2.15	2.10
2's, preserved	2.40	2.35
Gals., standards		6.00
Gals., solid pack		8.00
Grapes—		
2's white, Niagara, pres'd.	1.45	1.40
Gals., ditto., standards	3.55	3.50
Lawtonberries—		
2's, heavy syrup	1.95	1.90
2's, preserved	2.20	2.15
Gals., standards	7.55	7.50
Peaches—		
1½'s, yellow, (flats)	1.70	1.65
2's yellow	1.95	1.90
2½'s yellow	2.65	2.60
3's yellow	3.05	3.00
3's yellow (whole)	2.30	2.25
2's white	1.85	1.80
2½'s white	2.55	2.50
3's white	2.80	2.75
3's, pie, not peeled	1.45	1.40
Gals., pie, not peeled	4.30	4.25
Gals., pie, not peeled	6.05	6.00
Gals., assorted pie fruits (add 5 p.c.)		
Pears—		
2's Flemish Beauty	1.70	1.65
2½'s Flemish Beauty	2.00	1.95
3's Flemish Beauty	2.15	2.10
2's Bartletts	1.90	1.85
2½'s Bartletts	2.20	2.15
3's Bartletts	2.35	2.30
3's pie, not peeled	1.30	1.25
Gals., pie, peeled	4.05	4.00
Gals., pie, not peeled	3.55	3.50
2's, light syrup, "Globe"		1.25
3's, ditto		1.85
2's pineapple, sliced	1.95	1.90
2's, do., grated	1.95	1.90
2½'s, do., whole	2.45	2.40
Plums—		
2's, Damson, light syrup	1.00	.95
3's, ditto	1.40	1.35
2's Damson, heavy syrup	1.15	1.10
2½'s, ditto	1.80	1.75
3's ditto	1.90	1.85
Gals., Damson, standard	2.90	2.85
2's Lombard light syrup	1.00	.95
3's " "	1.45	1.40
2's " heavy syrup	1.20	1.15
2½'s " "	1.85	1.80
3's " "	1.95	1.90
Gals. " Standard	3.05	3.00
2's G. Gage, light syrup	1.40	1.35
2½'s " "	1.85	1.80
3's " "	2.05	2.00
3's " light syrup	1.85	1.80
Gals. " Standard	4.05	4.00
2's Egg, heavy syrup	1.55	1.50
2½'s "	1.85	1.80
3's " "	2.05	2.00
Raspberries—		
2's, red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals., red, standard	7.05	7.00
Gals., red, solid pack	9.80	9.75
2's, black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals., black, standard	7.05	7.00
Gals., black, solid pack	9.80	9.75
2's, rhubarb, preserved	1.80	1.75
3's rhubarb, preserved	2.45	2.40
Gals., rhubarb, preserved	3.30	3.25
2's strawberries, heavy syrup	1.95	1.90
2's " preserved	2.20	2.15
Gals. " standards	7.05	7.00
Gals. " solid pack.	9.80	9.75
VEGETABLES.		
Beets—		
2's, sliced, br., "Simcoe"		.95
2's, sliced, b.r., Simcoe		.95
2's, whole. b.r., "Simcoe"		.95
2's, whole, br. "Rosebud"		1.15
3's, sliced, br., "Simcoe"		1.25
3's, whole, br., "Simcoe"		1.25
3's, whole, br., "Rosebud"		1.40
2's, golden wax, midget, "Auto"	1.25	
Beans—		
2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85
3's, ditto.	1.40	1.35
2's. Refugee, midget, 'Auto'	1.25	
2's, Crystal Wax	1.00	.95
2's, Red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's corn	.90	.85
Gals., corn-on-cob		4.50
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's cabbage	.95	.90
2's cauliflower	1.50	1.45
3's cauliflower	1.90	1.85
2's parsnips	1.00	.95
3's parsnips	1.10	1.05
Peas—		
1's No. 1 extra fine, sifted	1.12½	1.07½
2's No. 4 standards	.82½	.77½
2's No. 3 early June	.87½	.82½
2's No. 2 Sweet Wrinkle	.97½	.92½
2's. No. 1 extra fine, sifted	1.42½	1.37½
Gals., No. 4	3.77½	3.72½
3's pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's table spinach	1.30	1.25
3's table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's succotash	1.20	1.15
3's squash	1.15	1.10
Gals., squash	3.55	3.50
2's tomatoes	.90	.85
3's tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's turnips	1.00	.95

ONTARIO MARKETS.

Toronto, October 22, 1908.

POINTERS—

Sugar—Steady.
Flour—Advanced.
Oatmeal—Declined.
Collections—Fair.

Wholesale business seems to be a little quieter this week. Whatever the cause is cannot be ascertained unless the elections are having a quieting effect on business. In Toronto business circles nothing much is talked of but the Guild case now before the courts in which several wholesalers figure and many conjectures are made as to the outcome. The only market changes of note during the week were in lines of flour and cereal. As is noted at length in a department on a later page, flour advanced 10 cents and oatmeal declined 15 cents during the week. Lines of staple groceries have remained pretty generally steady.

SUGAR—While prices of refined show no change the raw situation, as hinted in last issue, is much stronger. European beet markets, chiefly owing to the prevalence of unfavorable weather, have advanced fully 3d during the week. This was reflected in an advance on refined in New York on Tuesday. As yet there seems no probability of any early change in Canadian refined as demand at the present time is very light. With the advancing raw markets, however, a change is possible. Willett & Gray, commenting on the situation, say, in part: "Much, however, will depend upon the course of the European markets from now forward. The whole sugar situation is very favorable for a large consumption and permanent values for some time to come. It will be noted from reports from France, Germany and Austria, that rains are badly wanted to increase the weight of the beet roots and

to facilitate the pulling of the roots for use." Local prices are:

Paris lumps, in 50-lb. boxes	5 75
" in 100-lb. "	5 65
Paris lumps, 5-lb. boxes	0 35
St. Lawrence granulated, barrels	4 70
St. Lawrence Beaver	4 45
Standard granulated	4 70
Imperial	4 45
Acadia granulated, (bags and barrels)	4 60
Phœnix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 "	4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Very little business is being done with prices unchanged.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
	Per case.	
2 lb. Tins, 2 doz. in case		2 40
5 " " " "		2 75
10 " " ½		2 65
20 " " ¼ " "		2 60½
Barrels		0 03½
Half Barrels		0 03½
Quarter "		0 03
Pails, 38½ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 12 "		4 80
Quarts, 24 "		4 80
Pints, 24 "		2 50
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 35

TEA—Some business is being done locally in lower grades. Fine teas are scarce and high in price. The foreign markets have shown no noticeable change during the week.

COFFEE—Business continues fairly good with no change in prices. Willett & Gray, in commenting on the general situation, say:

"From reports cabled from Brazil it is learned that after a moderate flowering in August there was a good flowering in September, but in consequence of the continued drought the blossoms fell off to a large extent. As it is now the middle of October it is quite noticeable that crop accounts are so scarce. In former years crop cables appeared early in the season accompanied by figures, and in October they were usually very abundant. But the fact is that exporters in Brazil have always been more diligent in sending out crop reports when they could do so to suit their own ideas. The great majority of them being interested to see lower prices, crop reports would not be sent out by them unless of a tenor to suit their side of the market. The markets are somewhat lower than a week ago, and reports have been spread about the San Paulo loan. But in the nature of things the facts about the progress of the negotiations are not available to the publications that print the stories. There can be no doubt that the Balkan troubles have contributed towards retarding the final conclusion of this business. The buying of coffee continues as before, the trade in the interior being unwilling to buy more than their wants from day to day. As the strike in Santos is ended, the collection of the increased surtax of 5 francs per bag will commence on the 17th inst. There is a very large quantity of coffee to be shipped for Europe and the States, and naturally there is very great pressure to get it away from Santos to escape the new tax, and very heavy shipments will be completed with the close of the week."

DRIED FRUITS—Though prices remain unchanged there is an easier feeling evident, both in the local market and in California and foreign markets. The effect of this will probably be felt some little time later. The amount of business passing is very fair, though buying continues to be in small lots.

Present prices are quoted below:

	Per lb.
Prunes—	
40-50's, 25-lb. boxes	0 09½
50-60's, " "	0 08½
60-70's, " "	0 08½
60-70's, 50-lb. boxes	0 08½
90-100, " "	0 07
Apricots—	
Choice, 25-lb boxes	0 12
Fancy, " "	0 14
Candied and Drained Peels—	
Lemon 0 09½ 0 11 Citron	0 19 0 21
Orange 0 10½ 0 12	
Figs—	
Elemes, per lb	0 08 0 15
Tapnets, "	0 03½ 0 04
Bag Figs	0 02½ 0 04
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 09 0 09½
Patras 0 08 0 08½	
Uncleaned, ½c less.	
Raisins—	
Sultana	0 09½ 0 13
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias, new crop	0 07½
Seeded, 1-lb packets, fancy	0 10 0 10½
" 16 oz. packets, choice	0 09½
" 12 oz. "	0 08
Dates—	
Hallowees 0 05½ 0 05½ Fards choicest	0 08 0 09½
Sairs 0 04½ " choice	0 06

SPICES—Demand is fairly good. Prices are unchanged, though there is a firmer feeling in peppers and cloves in primary markets.

Peppers, blk pure	0 16 0 20
" white pure	0 25 0 30
" whole, black	0 18
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 45 0 90
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 13
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

RICE AND TAPIOCA—Only an ordinary staple business is passing at steady prices.

	Per lb.
Rice, stand. B	0 03½ 0 03¾
B rice, 5 bag lots, delivered	3 05
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05½ 0 06½
Seed tapioca	0 06
Tapioca, medium pearl	0 05 0 05½

BEANS—Though there is still an excellent demand the feeling is a little easier this week, large supplies having been rushed on the market recently. Jobbers are still quoting at prices which have been ruling all summer.

Handpicked, per bush	2 10
Primes, per bush	1 90 2 00
Lima, per lb	0 07

EVAPORATED APPLES—New stock is coming forward in rather pleasing quality. As yet there is little demand.

Evaporated apples	0 07 0 07½

REMEMBERED BY TRAVELER FRIENDS.

A pleasing event, in which a number of grocery travelers were interested, took place on Saturday morning, Oct. 17, when F. R. Morgan, of the Morgan Supply Co., 1048 Queen St. east, Toronto, was presented with a handsome morris chair to celebrate the travelers' congratulations on the occasion of his recent marriage. The presentation was made by W. Bremner, of the Davidson & Hay Co. and the following travelers also had a share in the occasion: A. Hutchison, John Taylor & Co.; J. Stokes, John Sloan & Co.; Thos. McCleary, Salada Tea Co.; F. Spitall, Pure Gold Co.; J. Stevenson, J. A. McLean Co.; Mr. Scully, Christie, Brown Co.; R. Williams, Red Rose Tea; W. Carmichael, T. A. Lytle Co.; T. H. Webster, Willard & Co.; Steve Searle, Douglas & Ratcliffe; W. Taylor, Snell Baking Co.; Mr. Mansfield, A. Robertson, Queen City Oil Co.; J. Howitt, P. McIntosh & Sons and Messrs. Hilton, Briggs and Lafraugh.

HEINZ FACTORY IN LEAMINGTON.

Pittsburg Firm Will Establish Branch in Western Ontario.

A report from Leamington this week says that the Heinz Pickle Co., of Pittsburg, has at last decided to locate a branch factory in that town. Officers of the company having been looking over Western Ontario for some time to find a suitable site and Leamington has at last been decided on. The town has agreed to purchase the premises of a local tobacco factory to put in a sewer and to exempt the property for twenty years. A by-law to this effect will be put before the electors on Nov. 6.

IT PUZZLED HIM.

A tanner was anxious to fix a suitable sign to his premises. Finally a happy thought struck him.

He bored a hole through the doorpost and stuck a calf's tail into it with the tufted end outside.

After a while he saw a solemn-faced man standing near the door looking at the sign. The tanner watched him a minute and then stepped out and addressed him.

"Good morning, sir," he said.

"Good morning," said the other, without taking his eyes off the sign.

"Do you want to buy leather?" asked the tanner.

"No."

"Perhaps you've got some hides to sell?"

"No."

"Are you a farmer?"

"No."

"What are you, then?"

"I am a philosopher. I've been standing here for nearly an hour trying to find out how that calf got through that hole."

PERSONAL NOTES.

Albert A. Stichbury, a manufacturers' agent, of Wellington, New Zealand, was in Toronto this week calling on members of the trade, and will later visit other cities in Ontario and also Winnipeg and Vancouver. Mr. Stichbury has the agency in New Zealand for several of the best English houses and he is looking over Canada with a view to securing similar agencies here and incidentally with increasing Canadian-New Zealand trade.

The Production of Sardines

AN INTERESTING AND VALUABLE INDUSTRY—HOW THE WORK IS DONE IN THE FRENCH PORTS.

The production and canning of sardines is one of the most interesting industries connected with the grocery and fishing business.

Sardines are universally conceded to be one of the healthiest of foods, and certainly few kinds of foods are more palatable.

The principal varieties of sardines are French, Portuguese, Norwegian and domestic. There is quite a variance in sardines. The fish is named after the Island of Sardinia, about whose shores millions of the fish are caught annually. the same principle as smoked meats and other smoked fish are prepared.

Strictly speaking, the American sardine, taken off the eastern Atlantic coast, is a herring, and not a sardine. It is a distinctly different type of fish, as all dealers in French sardines know. Small quantities of a fish, closely resembling the French sardine, have been found in the waters of the Pacific coast off California, but owing to the small quantity and the irregularity of securing them, attempts to can them for the market have never been successful. They

Window in Store of J. Milton Cork, Toronto, which Won Third Prize in the Recent Lipton Window-dressing Competition.

The Portuguese put up a sardine which is a great deal like the French sardine, save that it does not possess the same flavor. A great many Portuguese sardines have been shipped into France, the labels changed and the goods put on the market as French sardines.

The so-called Norwegian sardines are a somewhat different type of fish. They have become very popular of late, especially the smoked kind, which are not only pleasant in flavor, but very cheap in price. These sardines are prepared with what is known as liquid smoke on possess a flavor which is desirable, but cannot be found in marketable quantities. The flavor is almost identical with the French fish.

A Leading Industry in France.

The production of sardines is the leading fishery industry of France, employing nearly 10,000 vessels of various sizes and over 30,000 fishermen. The fish is found about nine months of the year, the season opening in the spring and lasting until the first severe storm in November or December. They are at their fattest and best condition for canning during the middle of the season. Like many other small fish, they go in schools and swim near the surface, In extra fine seasons as many as 100,000 fish have been taken in one net from one school, but this is remarkable, the usual catch being from a few hundred to a few thousand. They live on fish smaller than themselves and are preyed upon by mackerel, haddock and other larger fish. The extremely small catch of the last few years is accounted for by the fact that the sardines have been eaten up by larger fish.

Government Protection.

The French Government has taken a hand in protecting sardines, using explosives to rid certain waters of the larger fish just before the opening of the season. This work has been in the nature of an experiment, but it is now regarded as successful. The quantity of sardines taken in June of last year is reported to have been larger than for some years.

Twelve Years' Production.

The following table, which has been carefully compiled from French Government statistics, shows the production for the past twelve years. It will be seen that the catch for the last five years has been only about 20 to 25 per cent. of the normal quantity :

Year.	Pounds.
1895	29,492,502
1896	69,871,102
1897	98,298,504
1898	111,998,794
1899	62,657,465
1900	81,615,776
1901	85,721,924
1902	18,352,173
1903	20,777,612
1904	27,511,320
1905	20,461,000
1906	19,811,675

The Brittany coast, to the northwest of France, is the centre of the industry. The cities and towns there have not been as prosperous as formerly, many of the fishermen and their families having moved away on account of the scarcity of the fish.

The towns of Concarneau, Dournenez and Nantes are the important sardine packing centres of France, using millions of the fish.

How They Are Caught.

For catching, great gill nets dyed a greenish blue so that they will, as near as possible, resemble the color of the water, and thus not be seen by the fish, are used. The bait, which is called "rogue," is prepared from the salted roe of the cod and other fish and drawn along the surface of the water by the men in charge of the boats, the purpose

being to attract the fish in such a way that they will find their way into the nets. Throwing the bait into the water in such a way as to attract the fish is a matter of some skill, it being claimed that some men can do it in such a way that the net can be filled when drawn, while with others the fish get away, the bait not having been thrown in just the right spot for them to fall into the net.

The high price and scarcity of bait is sometimes a great drawback. Nearly all of it has to be imported from Norway, although some of it comes from the United States and from Canada. The price of bait has at times been as high at $18 a barrel, and in ordinary seasons the price of bait alone represents an expenditure of nearly $300,000. The mesh of the nets is very small, naturally. The fishermen use peanut meal or flour to mix with the roe, it being cheaper, floating lightly and attracting the attention of the sardines. The largest fish are caught four or five miles from the shore, while the smaller ones come further in.

The fishermen start out very early in the morning and by the middle of the forenoon the wharves, which have been deserted, are very busy places, some of the fishermen having already arrived with their catches. The fish on being unloaded are carried to canneries, much of this work being done by women and girls in short skirts, wearing white caps.

Wooden shoes are largely worn by the fishermen and their families and they make a great deal of noise on the stone pavements. The larger factories employ both men and women as buyers, these buyers coming to the wharves and bargaining for the fish as soon as they arrive, and often within a few minutes of the time when the fish arrive at the wharves they are taken to the canneries where they are immediately cleaned, assorted as to size, put for a short time into a strong brine and then washed.

Drying the Fish.

The next process is drying, the drying being done outdoors on racks built for the purpose. When thoroughly dried by the sun they are cooked in oil for a few minutes. When the tail fin breaks easily the cooking is considered done and the fish are ready to be packed in tin. In preparing the best grades the best of olive oil is used, while in the cheaper grades, peanut oil and cottonseed oil are used, in some instances being mixed with olive oil. The flavor of the sardine depends very much on the oil in which it is cooked and packed. As the oil costs very much more than the fish, the fish are crowded as closely as possible into the tins. Cheaper fish are sometimes packed in the same oil in which they are cooked.

Sardines Improve With Age.

Nearly all sardines improve with age and are at their best at from four to six years after being packed. In some of the canneries where the very best packing is done, the fish never leave the factory for the market until they have been canned at least one year, during which time the tins are turned over once a month with great regularity, so that the oil will thoroughly permeate the fish, thus improving the flavor. The better grades of sardines usually contain, in addition to the oil in the fish, a bit of bay leaf or a clove or two or both, and it takes quite a while for the flavor of these ingredients to permeate the flesh of the fish. In time, however, they improve the flavor.

In wet weather the sardines are dried indoors by artificial heat, but the outdoor drying is preferred. The drying process usually takes about an hour, most of the fish caught in the forenoon being canned in the afternoon. A large part of the work in connection with the canning of sardines is done by women and girls and some of the larger factories are able to pack over a quarter of a million fish per day. Of late years, however, the trouble has been to get the fish.

Will Keep Indefinitely.

Fish packed in a good quality of oil will keep in good condition for an almost indefinite length of time, but they are hardly fit to eat until they are seven or eight months old. The best quality of French sardines have a flavor which is impossible to imitate. Probably the Portuguese product is the closest to the French.

Window in Store of Harry Hope, Toronto, which Won Second Prize in the Recent Lipton Window-dressing Competition.

As a general thing, the brand which has been first introduced in a given section holds the larger part of the trade. This condition has even led to the notion on the part of some grocers that such a brand, the original one in that particular section, is the only real genuine sardine, others being a similar fish, an imitation, as it were. The better informed grocers, of course, know this is not so, while the lover of sardines can tell a sardine from any other fish the moment he tastes it.—Pacific Fisherman.

Our Travelers' Page

THE STORY OF ONE SALESMAN'S SUCCESS—HELPFUL SUGGESTIONS FOR THE CRAFT.

It is not every commercial traveler who can point to a record of twenty-three years' continuous service with one firm, but Alfred H. Hodge, with Chase & Sanborn, the coffee importers, Montreal, whose likeness appears on this page, is one of the few.

Mr. Hodge is not by any means an old man, so it will be seen that practically all his commercial life has been spent with the one house, and it has Born at St. Laurent, a suburb of Montreal, in 1865, he received his education in the college of his native town, and at 19 entered the employ of the Canadian Pacific Railway. This work did not suit him, for, born on a farm, and spending his boyhood thereon, he could not do his best work in the confines of an office. After twelve months he made application to Chase & Sanborn, then but a year established in Canada, for employment as a city traveler. He was taken on, inexperienced though he was and given a trial, for the management liked his style and thought there was the making of a good salesman in him. They were not disappointed. Young Hodge took a vise-like hold on the grip which he has never released. He possessed one great advantage which has always been of great service to him and that was the ability to speak French fluently.

At that time J. J. Speirs was covering Montreal for Chase & Sanborn, but when it was seen that the new man was making good Mr. Spiers was sent to Toronto, to act as the company's representative in the West, which position he still holds. Mr. Hodge was made city traveler for the firm then, and made a wonderful success of his work At the time Chase & Sanborn were doing but a small business in the city but through the efforts of the new traveler, backed by the goods and an efficient office organization, this was magnificently increased, until to-day they do really an immense trade. Later on Mr. Hodge was given wider territory to cover, calling at Three Rivers and intervening towns, and going as far west as Kingston. He was just as successful in this larger field. Later on he was given to Montreal, Ottawa and Quebec, and he still looks after these cities.

Inexperienced when he entered the employ of the coffee house, Mr. Hodge is now numbered among the commercial travelers comprising the old brigade and he has a wide and strong connection, besides a knowledge of coffee, such as is possessed by few knights of the grip.

Of a quiet, pleasing disposition he has made hundreds of friends among the grocers of the country, who always have a welcome for him, greeting him with "Hello, Alf., old boy," and receiving in return just as intimate a salutation from the man who sells "Seal Brand."

A. T. HODGE.

Traveler for Chase & Sanborn, Montreal.

A GOOD SUGGESTION.

Here is a good suggestion for a wholesale grocer's salesman:

Make a note each day (on a convenient tab that can be easily referred to) of all the profitable articles that you desire to sell that day, and never let a single opportunity pass of suggesting these articles to your customer. It is a fine habit to cultivate.

Wonderful is the power of suggestion—acting on a good suggestion and making others act.

Suggesting and selling the goods that boosts the average profit of your buyer and employer. The doing what we should each day instead of doing only what we must, remembering always that our value, like charity, begins at home, and that our value consists in our useful service each day to all concerned in our transactions, always leaving your customer so that both will realize the meeting has been profitable.

The wholesale and retail grocers have to sell so many articles that don't pay, that they must keep constantly in mind the articles that do pay in order to succeed. It is for the wholesale salesman to suggest these articles to the retailer, so that the retailer will suggest them to his customers by proper display, etc.

TRIBUTE TO TRAVELING MEN.

Every young man, in preparing for a business career, should spend two or three years on the road, as a traveling salesman. Some of the most successful men in business to-day began as traveling men. We never see a traveling salesman that we do not admire his easy grace, his politeness, and his familiarity with men and conditions.

Traveling men are nearly always well informed; nearly all of them acquire an education from traveling around, and rubbing up against strange men. And an education of this kind is better than a college education, for practical purposes.

Many years ago a joke book was issued, purporting to contain the "jokes" told by traveling salesmen. Traveling salesmen are not given to telling "jokes." They are serious, and well behaved. The notion that they are noted cut-ups originated with the joke book issued many years ago, and which is still offered at railway newsstands. Traveling men are nearly all married, and we have noted that they are nearly all good husbands. In nine cases out often, when a traveling man goes on a vacation trip, he takes his wife with him. Take a long ride in a Pullman, and lounge about the smoking room, and you will note that the cleverest men you meet are commercial travelers. Therefore, if you want to give your son an excellent business

training, get him a job as a traveling salesman. He will acquire steadiness, common sense, business ability and integrity for a commercial traveler soon learns the importance of giving everybody a square deal.—Atchison (Kansas) Globe.

SOME "SPECIALS."

"The better the salesman, the more nearly he represents and executes the will of his employer and the more powerfully does his personal force dominate the thoughts of his customers as a result."

One salesman should never intrude upon another who is in conversation with a buyer. He might interrupt at a critical moment. Many orders have been lost through lack of this common courtesy and consideration as between salesmen.

What was known as the "clean bed" bill, fathered by the Mississippi Travelers' Association, has been passed and has become a law in that State. The bill makes it an offense to assign a room to an incoming guest in which the bed linens have not been changed. The bill also provides for the general sanitary regulation of hotels.

"Blame yourself when you fail, and you will succeed. Blame some one else, and you will remain a failure."—Sheldon.

"The biggest item in the expense account," says a salesman, "is the forgetfulness of buyers."

THE FIDGETY BUYER.

I've been on the road for many a day,
And bumped into all sorts of buyers,
The big-hearted fellow, who'll buy and look gay,
The one who will never turn any away,
The grumpy old rooster, who's there with his "nay,"
And the large bunch of good-natured liars.

I'll stand for the fellow who'll argue his case,
And show me I'm not the whole circus.
I'll "shake" with the one who thinks it no disgrace
To lie 'till he's really black in the face.
I'll pardon the one with the rebating pace,
And the one whose sole aim is to "work" us.

I'll eat with the merchant who runs the hotel,
I'll comment on his wife's knack of cooking (?),
I'll fondle his youngsters (and big ones as well),
That is, in the case where the big ones won't tell,
Where the "big one's" a girl, the acknowledged town belle,
And she strikes me as extra good looking.

I'll stand for the fellow with no word to say,
While I talk wares, prices and profit,
Who, when I am through, will jump into the fray,
And figure the "net" in a different way,
Then whisper ironically, "Nothing to-day,"
In other words, "You go to ———— Tophet."

But if there's one man on this globular sphere
Who makes me feel real pugilistic,
'Tis he, when, a salesman is drawing quite near
Who'll "hike" up the stairway or break for the rear,
And just as the train comes you'll see him appear,
Then bid you "Good-bye" so artistic.

I never wish anyone luck the wrong way,
But as this fellow's manner's depressing,
I hope when he 'pears on the great judgment day
At the grand pearly gates, the angel will say,
"I haven't the keys, and St. Peter's away,"
I guess this would set him to guessing.
—Ignatius Brennan, in the Sample Case.

TO DEVELOP WESTERN PACKING BUSINESS.

The committee recently formed to promote the establishment of an export trade in chilled meat, and develop the packing-house business in Western Canada and other parts of the Dominion, met at Lacombe, Alta., recently. Frank Whiteside, President of the Central Alberta Stock Growers' Association, was in the chair, and W. F. Stevens, Live Stock Commissioner for the Province of Alberta, also attended the meeting. Since its formation on July 4 this committee has investigated the chilled meat trade and packing-house business, and a large number of letters have been received from people who are in favor of the movement. The writers touch upon the necessity of providing a better market for cattle and hogs if mixed farming is to be encouraged. In several cases influential firms in Great Britain have written, pointing out that a good market exists in that country for large quantities of chilled beef.

The question of supplementing the meat supply of the United Kingdom is being considered by many people in that country. Not only is the need felt of keeping pace with their ever-increasing requirements in that respect, but the question of finding some means of counteracting any antagonistic move on the part of the American Meat Trust is exercising the minds of the legislators. There is no doubt that a scheme for stimulating the dead meat export trade from Canada would be favorably received in the Old Country.

R. H. Rew, Assistant Secretary to the Board of Agriculture of Great Britain, says:—"It seems highly probable that the dead meat trade will continue in the future to increase year by year, with the ever-growing requirements of our population, while the oversea transit of live animals may be expected to diminish and eventually to disappear, as a relic of an age of imperfect economic development."

WHAT DRUGS CAN A GROCER SELL?

An Ontario country merchant, under a recent date, writes to the editor of The Grocer as follows: "I was fined to-day for selling quinine, though was totally in ignorance of it being contrary to law, and I naturally suppose the bulk of country merchants are in the same fix as myself—don't know any better. Will you kindly answer the followings questions in your next issue?

(1) "Is it lawful for a country merchant to sell quinine?

(2) "What drugs and medicines can he sell without conflicting with the Pharmacy Act?"

In answer to these questions we have pleasure in giving the following information: It is not lawful for any person but a qualified chemist to sell quinine. Section 26 of the Pharmacy Act fully answers the second question. It reads: "No person shall sell or keep open shop for retailing, dispensing or compounding poisons, drugs or medicines except patent or proprietary medicines, together with turpentine, epsom salts, senna, alum, borax, castor oil, sulphur, Glauber's salt, cream of tartar, carbonate of soda, bi-carbonate of soda and glycerine."

The information may be of considerable interest to others than our correspondent.

J. W. Windsor, Montreal, was in Toronto on a business trip this week.

Fred Hughes, Montreal, was in Ottawa this week in the interests of Spratt's Dog Foods, for which Fred Hughes & Co. are Canadian agents.

"Men Who Sell Things"

The Salesman's Relation to the Credit Department—How He Can Be a Help and a Hindrance to the Firm's Credit Man—The Why and Wherefore of Carrying a Customer Along.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER XIX., Continued.

The Wholesaler's Position.

With a cash payment of five hundred dollars a dealer obtains a thousand dollars' worth of goods from his wholesaler, and returns home without funds for his current expenses. With the credit thus obtained he secures from his bank a few hundred dollars, for which he gives his note secured by goods in his store as collateral. The wholesaler takes no note, is not secured in any way. Credit is extended on confidence. That is a thing the salesman should know and impress upon his trade when occasion demands: Confidence is the common law of barter and selling with the wholesaler. Confidence has built up the great credit system that rules the commercial world. Confidence makes it possible for the merchant with small capital to do business and prosper if he is honest and hard-working. Therefore, his obligation with his dealer should be safeguarded as religiously as his obligation with his banker. But too often this is not the case. The note at the bank is promptly met because of a wholesome fear of banking methods. If there is not enough to go around when pay-day arrives, the wholesaler is put off with excuses and a plea for an extension.

Customers are not always grateful for financial favors. They seem to forget easily, and are often touchy on the subject. After a long up-hill run, during which they are assisted again and again, finally coming out in the clearing, with a little surplus in the bank and the last payment made, they draw a self-satisfied breath and say, "There now, I've got you paid up. I can do as I please."

It's a great thing to be free from the bondage of debt, and a greater thing to remember with gratitude the helping hand that made deliverance possible. It is the salesman's duty deftly but firmly to persuade customers like this to appreciate and recognize their obligation.

An Experience With One Customer.

I remember a customer who had been "carried over" from year to year by the house that gave me my start on the road. The firm went out of its way on many an occasion to help him to make good when no other house in the country would trust him for a dollar. He was always treated right, receiving all the advantages that the best customer on the books enjoyed. His business finally grew to a point where he was obliged to have more goods than his line of credit with us would permit. Realizing that his need was urgent if his creditors' demands were to be met, I volunteered to set him right with a traveling acquaintance from a neighboring house. The other traveler accepted my statement of his condition, and on his first visit sold him quite a large bill. He kept increasing his purchases with the new house and likewise his payments, neglecting our house on both, naturally feeling that the new house should be paid promptly. As our payments grew smaller, he concluded that he would better place the burden of his business where his remittances were sent. His business continued to grow, and by the time he had wormed himself free from our debt his purchasing power had increased one hundred per cent. Far-away houses began to scent his prosperity, which tickled his vanity. Gradually he slipped farther and farther away from the house that had faithfully stood by him for so many years when he was getting a start.

One day a dispute arose over a price; his purchases had dwindled down to practically nothing; he began to abuse my firm. The ire in my soul was now thoroughly aroused, and I told him in unvarnished terms what I thought of his whole conduct toward us. He got sulky, but was too much ashamed to resent the flaying he received; besides, he knew every word of it was true.

I let him sulk for six months, then called again, greeting him as though nothing had happened. He seemed glad to see me. Cordially extending his hand he said, "Don't say a word. It's all right. I deserved what I got, and now I'm ready to stick to the old firm." And he kept his word, becoming one of our strongest accounts.

CHAPTER XX.

The Salesman's Relation to the Buyer.

Every salesman who has overcome the obstacles that beset his path, and made good, realizes the weight of responsibility that is attached to the daily routine of his work. Heavy as the load appears to be at times, it is as nothing when compared to the thorny road every buyer is obliged to travel in his efforts at selecting only the best sellers the marts of the world afford.

How to pick the winners is as much of a problem to most buyers as the operation of a shell game is to the average public. If the buyer's foresight were as good as his hindsight, all buyers would soon be trying to dodge the proposed tax on swollen fortunes.

It is a great deal easier to criticize than to help. The buyers of your house can get along without your criticism, but they must have your help. Two or three disgruntled salesmen in the line-up can turn enough others against a line of merchandise to swamp the best buyer on earth in less time than it takes to write it. The salesmen of a house can make or break a buyer at will. nearly all salesmen live in glass houses when it comes to puncturing the mistakes of the buyer with barbed arrows of criticism. It is discouraging for the salesman to be obliged to have to make good the buyer's mistakes on the road; but the true salesmen, the really big men in the profession, are those who have long since learned that to be free is to have power to overcome all obstacles.

There should be no cause for discouragement because of an occasional error in judgment on the part of the buyers. There are enough good sellers left in the line to insure a substantial increase in your sales, if you will devote some of the time to finding them that is spent in trying to persuade other salesmen that the buyers who do not come up to your standard of fitness should be operating peanut stands.

(To be continued.)

A FOLLOW UP SYSTEM.

A salesman soon becomes associated in the mind of a retailer with the firm he represents. In the same way, a firm which advertises persistently in trade newspapers soon succeeds in associating its advertising with its salesmen, in the minds of the retailers. It pleases a reader of a trade newspaper to see the advertising of a firm with which he has dealings. It tends to confirm him in the opinion that he deals with up-to-date, progressive people. When he reads the ad. he thinks of the firm's traveling representative. Thus, though personal calls may be more less infrequent, the firm which advertises in the trade press succeeds in keeping itself and its salesmen green in the memory of retailers.

An Intimate Friend

[By One Who Knows]

An intimate friend is a good thing in business as well as in social life.

You can trust his word and accept his counsel with confidence.

The trade newspaper is the retailer's intimate friend.

Year in and year out it publishes those things which tend to stimulate his ideas, improve his business methods and increase his profits.

As a medium through which manufacturers and wholesalers can secure the attention and confidence of the retailer it is without a peer.

It introduces their goods, backs up their travellers and paves the way for permanent business relationships.

For every reader is a probable customer.

Dried Fruits, Canned Goods and Teas

We have just received per SS. Jacona our first shipment of Dried Fruits of this season's preserving. We expect within a few days our second consignment per SS. Escalona.

Valencia Raisins, Currants, Sultana Raisins, Figs, Prunes, Dates, Evaporated Fruits (Apples, Peaches, Pears and Apricots), Malaga Table Raisins, Candied Peels, Nuts (Tarragona, Mayette, Marbots, Crowns, Filberts, etc.)

These goods are of extra choice quality, and, having been bought under remarkably favorable conditions, we can assure buyers that they can save considerable money on their purchases, notwithstanding the high condition of the market on some of these goods.

CANNED GOODS

Buy your canned goods now. We have a large and varied stock, comprising all the popular brands of FRUITS, VEGETABLES and FISH. Our prices are right and worth investigating. Our assortment of "Soleil Brand" Canned Fruits and Vegetables is most complete and the goods as satisfying as ever. They are goods we especially recommend to buyer and consumer.

TEAS

All teas of the new crop: JAPAN, GUN POWDER, YOUNG HYSON, GREEN CEYLON, BLACK CEYLON, PEKOE, SOOCHONG, FORMOSA OOLONG, ENGLISH BREAKFAST CONGOO, are now here, and we, for our part, have received a very large and choice assortment, amply sufficient to meet all requirements of the trade. We are now, as ever, ready to recommend "Princess" and "Victoria" brands of Black and Japan Teas, the best teas on the market at the price.

WE PAY FREIGHT on all lots of teas, assorted or not, of 200 lbs. or over.

For further information, quotations, etc., write, phone or wire at our expense.

Laporte, Martin & Co., Ltd.

Wholesale Groceries, Wines and Liquors

MONTREAL

Canada First Brand

EVAPORATED CREAM
AND
CONDENSED MILK

Received Highest Award and Gold Medal
HALIFAX EXHIBITION, 1908

Attractive Labels and Superior Quality

Highest in Butterfat and Total Solids.

Orders Promptly and Carefully Attended to.

MODERN SAITARYN FACTORY
Aylmer Condensed Milk Co., Limited, Aylmer, Ont.

No Dead Stock

Good Profits

Every Can Guaranteed

Manufactured by

CANADIANS

Royal Salad Dressing

has many imitators and imitations. There are plenty of people trying in one way or another to sell these imitations on the strength of the value, merit and popularity of **ROYAL SALAD DRESSING** by saying it's just as good.

Royal Salad Dressing is made only by

The Horton-Cato Mfg. Co.
Windsor, Ont.
Detroit, Mich.

FRESH SAUSAGE

Colder weather will be with us next week. Keep your provision counter well supplied with Finest Pork Sausage made from Government inspected pigs—take no other.

F. W. Fearman Co.
LIMITED
Hamilton, Ont.

Lard, Hams, Bacon
Sausages
and Cooked Meats

IF YOU WANT THE BEST

BUY O'MARA'S

Select Poultry

ASK FOR QUOTATIONS.

JOSEPH O'MARA
PORK PACKER
PALMERSTON, - ONTARIO

Breakfast Bacon
Skinned Backs
Hams and Rolls

Finest Quality. Made from Selected Hogs.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Dairy Produce and Provisions

See Also Provisions, Cereals and Fruit, Vegetable and Fish Departments on Pages following.

CHEESE AND BUTTER BULLETIN

Montreal, October 21, 1908.

Now that the end of the season is approaching, the prospects for the winter loom up in close view. It will be remembered that an exceedingly unfortunate condition prevailed in Canada last year, namely, the shortage of feed which rendered it necessary for many farmers to kill off a certain number of their cows.

From all evidence now at hand this unfortunate circumstance will not be present this winter. While there is very little feed in the pastures, farmers have plenty of corn, and their silos are well filled. From this it will be observed that there is a good possibility of the cows coming out next spring in good condition. The local price has gone up so as to put butter beyond an export basis. Last week there was not a single package exported, which amply demonstrates the fact, that the export demand will not stand for excessive prices under normal conditions. This condition after all is rather remarkable as there is plenty of room in the English market for Canadian butter and English people have been taking our butter in generous amounts even in the face of high prices. This, however, was thought to be a little irregular, and in pursuance of some ulterior motive of a highly speculative character. Australian and New Zealand new grass butter is now on its way to the English market, and it is thought this butter will realize good profits as that variety of butter is very scarce and always in good demand in the English markets.

Cheese has certainly offered a good many problems this year, and a number of them are a long way from solution yet. Everyone suposed that the long drought would curtail the make, and that prices would soar. This looked like a reasonable conjecture, but much to the surprise of everybody, the receipts were not diminished, but instead increased. The impression had gained currency in England that Canada was suffering from a frightful drought, and, consequently, the Englishmen looked for small supplies from Canada. When, however, the true state of affairs was made known to them that the bottom had dropped out of the market owing to increased supplies, as they hardly know what to expect of this side. The Trade Bulletin publishes the following regarding New Zealand cheese: "There can be no doubting the fact that reports that have reached us of sales of large quantities of New Zealand cheese are correct. Letters, not only from England, but from New Zealand direct confirm the reports, and include names of buyers, quantity and price. A report also comes to us of another matter which may prove interesting. Heretofore all early or fodder cheese made in New Zealand have been shipped to England, often in a very green state, the result being that on arrival a large proportion turned out to be dry, stiff and hard, and showing no meat. In reference to this the report says: "Such will not be the case this year, it being known that a good many factories have been equipped for making butter, as well as cheese, and that where factories have two plants in most cases they will make butter at the beginning of the new season, thus curtailing the early output of fodder cheese in New Zealand. This confirms a statement to this effect made during the summer by a gentleman interested in dairying in New Zealand who passed through Montreal on a business and pleasure trip combined. A good deal is being said about the anticipated large make of New Zealands during the season just opening, but it is a bit premature to say just what may, or may not happen. Away back in March and April last, it was predicted that the make of Canadian would be very heavy this year, and that prices would be away down. Those who knew the conditions on this side failed to see where a big early make was to come from, it being generally expected that the scarcity of feed and poor condition of cattle would mean a small early or fodder make, which turned out to be correct. Then the long dry spell came on, resulting in some sections suffering very severely, and naturally curtailing the make very much. When it is said that the receipts are some 150,000 to 160,000 boxes behind those of last year, it will show that those who predicted a big increase in production of Canadian cheese during this season, were somewhat premature in their predictions."

Total exports since May 1, 1,537,369 boxes, as compared with 1,775,309 boxes for the corresponding period of last year.

Total receipts since May 1, 1,667,221 boxes, as compared with 1,839,397 boxes for the corresponding week of last year. The local market is quiet, with westerns quoted at 12⅜c for colored and 12¼c for white, and easterns at 11¾c to 11⅞c.

THE PROVISION SITUATION

Toronto Oct. 21, 1908.

The situation presents very similar features to those reported last week with the British market still feeling easy and the local market a little lower.

The strike among the Manchester cotton operatives referred to a couple of weeks ago, still continues to have a noticeable effect on the British market. This, with the usual heavy shipments of Danish bacon and some supplies of Irish, have kept the market well supplied and there has been little demand for the Canadian product.

The packers, too, have not been exceedingly anxious to ship lately. During the pronounced scarcity of hogs some weeks ago the local market was pretty well cleaned up and with a continuance of the good business at home which has been a feature all summer, packers have been anxious to get stocked up again. Business continues very good, though an easier feeling in lard and other pork products is becoming noticeable.

Deliveries during the week have been fairly large with the quality good. The price has eased off a little since last week, $6 to $6.10 being offered to-day for hogs f.o.b. October usually sees a large run of hogs, this being about the time when farmers get them into shape for killing but so far this year this has not materialized. It is expected, however, this large run will come in in a couple of weeks, and unless the British market improves in the meantime prices to farmers will be almost sure to drop another notch.

The United States markets have been on a somewhat unsteady basis during the week, as is shown in the following review from the New York Journal of Commerce: "Hog products have been subject to manipulation to a greater or less extent throughout the week. That there should be a determined assault on the long interests, with the freer movement of hogs was generally expected and created considerable nervousness among those who had accumulated considerable purchases of future contracts. This actually did take place and was followed by a steadier market. The receipts of hogs, however, have not been exceptionally large and moreover, have proved to be generally of an inferior quality. The cash markets have been fairly steady in tone and as a rule stocks have been rather light.

About the middle of the week there was an effort made to force prices to a higher level, with some success. The market has proved very sensitive and easily subject to speculative influences. Domestic consumption of the products is normal and as has been observed the

inferior quality in a large measure offsets the free receipts at packing points, so that there seemed some hope of steadying the market. As the week progressed the long interests showed a disposition to proceed with caution, until at least a more definite basis of calculation could be reached. Furthermore, there is a rather marked belief that it would be better to await the coming election before going into extensive operations on either side of the market. With this uncertainty eliminated there will undoubtedly be improved buying, both at home and abroad. There is also the uncertainty of a new crop season as a disturbing factor, which is likely to influence the foreign trade in holding off to await developments. As a general thing, commission houses advised their customers to purchase on each break and in the belief that the situation did not and could not warrant much lower prices."

Volunteer Bounty Act, 1908

WARNING TO PURCHASERS.

EVERY assignment of the right of a South African Volunteer entitled to a land grant must be by way of appointment of a substitute and must be in the form provided by the Act.

Special attention is called to Sub-section 3 of Section 5 of the Volunteer Bounty Act, 1908, which provides that no assignment of the right of a volunteer by the appointment of a substitute shall be accepted or recognized by the Department of the Interior which **is not executed and dated after the date of the warrant for the land grant** issued by the Minister of Militia and Defence in favor of the Volunteer.

J. W. GREENWAY,
Commissioner of Dominion Lands,
28th September 1908. Ottawa.
(43)

Try a business card in The Canadian Grocer.

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

We Want Butter !

Dairy Tubs, Creamery Solids

We will buy f.o.b. your station, in large or small quantities.

Write or phone us with best quotations.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

FEATHERS of all kinds and of the best quality can be had at reasonable prices of

P. POULIN & CO.
MONTREAL
Ask for quotations.

USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

PROVISION MARKETS

MONTREAL.

PROVISIONS—The provision market is firm and prices have been maintained. Receipts of hogs have been very limited and this has increased the tendency to firmness of the market, Another factor which has contributed to this tendency is the fact that stocks held are exceedingly light.

Heavy Canada short cut mess pork, in tiero s..	36 50	37 0
" " " " bb's...	25 00	25 50
Selected heavy Canada short cut clear boneless pork	25 00	25 50
Heavy Canada short cut clear pork	23 50	24 00
Very heavy clear pork	25 50	26 00
Plate beef 100-lb bbls		08 00
" 200 "		15 50
" 300 "		23 00
Pure Lard—		
Tierces, 375 lbs		0 13½
Boxes, 50 lbs., grained		0 13¾
Tubs, 50 lbs., "		0 13¾
Pails, wood, 20 lbs., parchment lined		0 13½
Tin pails, 20 lbs., gross		0 13½
Cases, tins, 10 lbs. each		0 13¾
" " 5 "		0 13¾
" " 3 "		0 14
Compound Lard—		
Tierces, 375 lbs		0 08½
Parchment lined boxes, 50 lbs		0 08¾
Tubs, 50 lbs		0 08¾
Wood pails, 20 lbs. net		0 09
Tin pails, in cases	0 09	0 09¼

EGGS—The demand for small lots is good, but otherwise the market displays no new features.

New laids	0 27	0 28
No 1 Eggs	0 21	0 21½
No. 2 Eggs	0 17	0 18

BUTTER—The butter market is firm and prices are the same as at last quotations. Receipts of butter are falling off, but quality remains good. Little or no export business is being done. Last week there was nothing exported.

Fresh Creamery, solids, lb	0 25½	0 26½
" " prints, lb	0 26	0 27
Dairy, tubs, lb	0 20	0 22½

CHEESE—The make is diminishing somewhat, but the supplies arriving are showing good quality. The local market is decidedly dull this week and prices are a shade easier.

Cheese, Easterns	0 11¾	0 11¾
" Westerns	0 12¼	0 12¾

HONEY—Fair only is all that can be said of honey this week. The cold weather, however, it is expected will brighten things up a bit in this direction. Prices remain as quoted last week.

White clover comb honey	0 13	0 14
Buckwheat	0 07	0 07½
Buckwheat, extracted	0 10	0 12
Clover, strained, bulk, 30 lb. tins	0 09	0 10

BEANS—The bean market would be very active if there were any beans to be had. The new crop is not coming in in sufficiently large quantities to provide any enlivening features for the market. Ontario primes, which are the centre of attraction just now, are being quoted at $1.80. Rangoons are selling at $1.60, and Austrians at $1.80.

Ontario, pickers, new	1 80
Austrian	1 80
Indian	1 10

TORONTO.

PROVISIONS—Business has undergone a change and this week's trading has been very slow, compared with a week ago. Supplies are freer, but demand has declined very appreciably. Prices have begun to come down, especially on bacon, hams and backs, and an easier tendency is noted in lard lines. A further decline in prices is expected in almost all provision lines before the end of next week. The hogs now being offered are of better quality and are more numerous. Price quotations are a little easier on hog supplies, which, no doubt, has much to do with the decline in the price of hog products.

Long clear bacon, per lb		0 12½
Smoked breakfast bacon, per lb		0 15
Roll bacon, per lb		0 11½
Light hams, per lb		0 14½
Medium hams, per lb	0 14	0 14½
Large hams, per lb	0 13½	0 14
Shoulder hams, per lb	0 10½	0 10½
Backs, plain, per lb	0 16½	0 17
" pea meal	0 17½	0 18
Heavy mess pork, per bbl		20 00
Short cut, per bbl		24 50
Lard, tierces, per lb		0 13
" tubs "		0 13½
" pails "		0 13¾
" compounds, per lb	0 08	0 09½
Plate beef, per 200-lb. bbl	15 50	16 00
Dressed hogs	0 09½	0 09¾

BUTTER—On the higher grades of butter there is an advance of a cent a pound, with a firmer tendency noted on all lines. Some of the larger dealers are still selling at last week's quotations, but they say very little is to be had at the lower prices.

	Per lb.	
Creamery prints	0 26	0 28
Creamery solids	0 25	0 27
Farmers' separator butter	0 25	0 26
Dairy prints, choice	0 22	0 24
" " ordinary	0 19	0 21
" tubs, choice	0 22	0 23

EGGS—An advance of another cent over last week's quotations is the ruling price of eggs this week. Most of the houses are asking 24c for good stock, though one or two of the large establishments are offering eggs at 23c. Strictly new laid are from 26c to 27c.

CHEESE—Very quiet trading is being done. Supplies are more than sufficient to meet the present demand. Prices are unchanged from last week.

Cheese, large, prime	0 13	0 13½
" twins	0 13½	0 14

HONEY—While there is no great demand for honey, which is indeed quieter than for some time past, there is a noted firming up generally, especially is this so with regard to good, clear honey.

60-lb. tins	0 09	0 10
Smaller sizes	0 10½	0 12
Combs, doz	1 50	2 50

POULTRY—This is the very best line in this department this week, and supplies are very free. Chickens and hens are down a cent, the other lines being at old quotations. Live weight continues to rule, though dressed fowl are coming in plentiful enough; in fact, some dealers say too many are arriving for this mild weather. Dressed geese are at 10c, and live are quoted about 7c, though very few are to be had. Turkeys are a little freer in supply.

Spring chickens, per lb, live	0 08
Hens, per lb., live	0 06
Young ducks, per lb	0 08
Turkeys, per lb	0 13
Geese, dressed	0 10

GROCERS FROM THE ATLANTIC TO THE PACIFIC

ACKNOWLEDGE

Gillett's Cream Tartar

to be the best selling Cream Tartar
on the market because it is **Chemically Pure.**

(Note the difference between **Pure** and **Chemically Pure.**)

Put up in Sealed Packages, Screw Top Cans and in Bulk.

E.W.GILLETT
COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

Established 1852.

THERE WILL BE A GOOD DEMAND THIS YEAR FOR

Clark's Corned Beef

We are advertising it largely and it is such great value that you may confidently order a good supply. Don't forget our other lines all tried and proved!

CLARK'S PORK & BEANS
CLARK'S OX TONGUE
CLARK'S VEAL LOAF
CLARK'S MINCE MEAT
CLARK'S SLICED BEEF

WM. CLARK

Manufacturer
MONTREAL

Dr. Wylie Condemns Preservatives

The U.S. Bureau of Chemistry says the use of artificial preservatives in food products is detrimental to health. When the order prohibiting their sale comes, how will you be prepared for it?

HEINZ

57 VARIETIES

Pure Food Products

do not contain a drop of artificial preservatives. Pure goods and clean methods are the secret of their goodness. They meet the requirements of all food laws.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

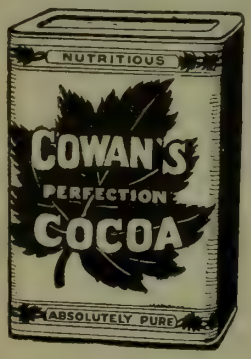
Pittsburgh New York Chicago London

PUSH

Cowan's

Cocoa and Chocolate

and get your share of the Fall and Winter Cocoa and Chocolate trade.



"C-o-w-a-n-'s"

spells "satisfaction" to the Canadian housewife.

The Cowan Co., Ltd.

Toronto, Canada

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered Gelatine

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice Lozenges

NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

There is something in a name after all—
This is particularly so when that name is

MOTT'S

The CHOCOLATE bearing this name under the brands

"Diamond" and "Elite"

is a profitable and ready seller with every grocer—

They are for sale by all jobbers.

John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

"MAKING BOTH ENDS MEET"

is a problem for most housewives in these times of pinched purses.

You can help "the woman behind the pocket-book" by telling her about

SHREDDED WHEAT

It contains more real nutriment than beefsteak or eggs, is more easily digested and costs much less. Two Biscuits (heated in the oven) with milk and a little fruit and a cup of coffee will supply all the nourishment needed for a half day's work at a cost of five or six cents.

Try it yourself and then tell your customers about it.

No other grocer makes a larger profit on Shredded Wheat than YOU do — no "deals," no premiums, no "sugar," no bribes. The same old policy — A Square Deal for a Square Dealer.

The Canadian Shredded Wheat Co. Ltd.

Niagara Falls, Ont.

THE FLOUR AND CEREAL MARKETS

Flour Advanced by Ontario Millers—Oats and Oatmeal Declined in Ontario, Easier in Quebec.

The market this week shows several changes of interest to retailers.

Business continues excellent in flour in all parts of the country, and the markets are exceedingly firm. Millers are jubilant over the present situation and the mills are running merrily to full capacity. These conditions were reflected in Ontario by an advance of 10c on all lines during the week. Other markets are firm, though no direct change is shown.

The oat market, on the other hand, is easier for the present, chiefly as a result of large shipments of western oats, which have relieved the partial scarcity existing for some time. In Ontario this resulted in a decline of 15c; in Quebec the change was not felt to such an extent. This condition is only regarded as temporary, however, and it seems likely that the firm conditions prevailing during the past few weeks will be resumed shortly.

MONTREAL.

FLOUR—Owing to the election campaign being in its last feverish spasm of activity, dealers report slightly slower trade this week. This, however, does not imply dullness, because the market is extremely active, but not quite what it was last week. It is thought that from now forward till Christmas at any rate, the market will be very active. Buyers in the country have been holding off expecting lower prices, but as this seems to be much like pursuing a phantom, they have commenced buying freely. There is somewhat of a scarcity of stocks on the spot, and stocks in the country are virtually exhausted. These conditions have given the market a firmer undertone, but for the time being prices remain as quoted at last issue.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 00
Glenora		5 50
Manitoba spring wheat patents		6 00
" strong bakers		5 50
Five Roses		6 00
Harvest Queen		5 50

ROLLED OATS—A weak undertone characterizes this market this week, and some dealers have dropped their prices from five to ten cents. This condition is looked upon by the larger dealers as a fleeting one, and now that the weather has gotten colder they expect prices to go back to their former level. Sales have not been large during the last week which is attributed to the warm weather that has prevailed lately.

Fine oatmeal, bags		3 05
Standard oatmeal, bags		3 05
Granulated " "		3 05
Golddust cornmeal, 98-lb bags	2 25	2 50
White cornmeal	2 00	2 05
Rolled oats bags		2 55
" bbls		5 35

FEED—Supplies of bran are slightly more liberal this week. There has been some inquiry for export, but so far the scarcity of stock has rendered this out of the question. The smaller mills are contributing more freely, to. There is a good demand for shorts and middlings. There is no change in quotations.

Ontario bran	21 50	22 00
Ontario shorts		25 00
Manitoba shorts		25 00
" bran		00 21
Moullie, milled	25 00	27 00
" straight grained	30 00	32 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—The exceedingly strong wheat markets and the fact that millers sought a more stable selling basis account for an advance of 10c on all lines of flour this week. Millers say they have been doing the work of milling too cheaply and that the present prices will be more satisfactory to all concerned. Prices look as if they would continue at present level at least during the winter.

Manitoba Wheat.

90 per cent. patents		5 40
85 " "		5 10
Strong bakers		4 90

Winter Wheat.

Straight roller	4 10	4 30
Patents		4 50
Blended		4 70

CEREALS—The arrival of a large quantity of western oats of good quality caused an easing off of the market this week and a drop of 15c on oats and oatmeal occurred. This came as rather a surprise, but is only regarded as temporary, the general feeling being that the market will strengthen up again when these oats are disposed of. With this in view it would seem good business for retailers to secure fairly heavy stocks during the present decline. Prices now ruling are as follows:

Rolled wheat in barrels, 100 lbs		2 85
" oats in bags, per bag 90 lbs		2 65
Oatmeal, standard and granulated, in bags 98 lbs		2 95

TRADE NOTES.

Lanin Bros., grocers, Winnipeg, are succeeded by Lanin & Harelick.

Phillips & Locklin, grocers, Vancouver, have dissolved partnership.

Wm. Bevan, Craik, Sask., has sold his general store business to J. R. Rowley.

Pugsley Bros., Waskada, Man., have sold their general store business to Robt. Timmons.

Williamson & Fleming, general merchants, Maple Creek, Sask., are succeeded by Edwin Small.

David Hillhouse, who conducted a general store at Alpha, Sask., has removed his business to Glenavon, Sask.

Montgomery & Henry, grocers and furniture dealers, Nokomis, Sask., have sold their business to L. Tarcotte.

Riggs & Whyte's general store, at Stettler, Alta., was burned during the great fire which swept over that town recently.

John Taylor, a director of the Dominion Travelers' Association, died in Montreal last week at the age of 62. He was one of the best known commercial men in the Dominion.

Wouldn't it pay you, Mr. Grocer, to handle a line of biscuits you could always rely on — whose quality was never the subject of complaint by dissatisfied customers.

Mooney's Perfection Sodas

will offer you this and other advantages. Owing to our perfect method of baking and packing Mooney's Sodas are always fresh, crisp and pure. Send for a trial order to-day and let your customers confirm our statements.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S GELATINE

The Leading Gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs Cox as well as PACKED by them.

PURITY GUARANTEED

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd
Gorgie Mills
EDINBURGH.

MAESTRINI

GENUINE SWISS MILK

CHOCOLATE

Free Samples, with prices, sent to grocers and confectioners.

SOLE AGENTS FOR CANADA

SCHLESINGER BROS. & CO.
MONTREAL

Dominion Cocoa and Chocolate Co.

"FAVORITE" Brand guaranteed pure Cocoa, in bulk and in half-pound tins.

Grocers dropping us a card will be sent **free samples** and prices.

Bulk orders will receive special attention and prices.

16 Place Royale - Montreal

WHITE MOSS

stands for absolutely highest quality in Cocoanut. The reputation of years behind the brand.

OBTAINABLE FROM

The Canadian Cocoanut Co., = Montreal

Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kin of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

Freight is no more on full strength
MAPLE SYRUP
containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.
Canada Maple Exchange, Limited, Montreal
TRADE MARK.
Small's

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. CIRARD, - Richmond, Que.

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT
Manufacturer

Sales Agent: L. FONTANEL,
187 Commissioners St., Montreal

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal
Agents.

DON'T FAIL
To send for catalog showing our line of

PEANUT ROASTERS, CORN POPPERS, &c.

LIBERAL TERMS.

KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati O

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.

CHANGES IN THE CANADIAN TRADE

Brief Notes Regarding New Businesses Established, Assignments and Dissolutions in All Parts of the Dominion.

Ontario.

F. E. Bryan & Co., general merchants, Stratton, have assigned.

D. D. Cain, Bobcaygeon, is closing out his general store business.

A. Albin & Co., general merchants, Glen Robertson, have assigned.

C. Mitchell, grocer, Stouffville, is succeeded in business by Isaac Reaman.

The general store of F. Lint, Ottercliffe Station, was burned last week.

Chas. H. Almas, Burlington, has sold his grocery business to F. E. Elliott.

Laidley & Newton, grocers, Lindsay, have sold their business to J. J. Graham.

Geo. Austin, grocer and butcher, Hamilton, has sold his business to Frank Nixon.

T. J. Allen, grocer, 396 Spadina Ave., Toronto, has sold his business to A. M. Hough.

The Jordan Station Canning & Packing Co., Jordan Station, has obtained a charter.

S. MacDonald, general merchant, of Rainy River, is reported to have sold his business.

Gilbert Graham, grocer, Windsor, is succeeded in business by McCormick & Leatherdale.

John A. Yates, grocer, 158 Queen St. East, Toronto, is advertising his business for sale.

Wm. Mulvaney, general merchant, Port Elgin, is advertising his stock for sale by tender.

H. H. Bishop, grocer and seed merchant, Uxbridge, is succeeded in business by Shier & Co.

F. A. and Walter Kidd, Dummer, have bought John Duff's general store business at Indian River.

Mrs. Cecille Dwyer, grocer, 78 Gladstone Avenue, Toronto, has sold her business to H. W. McCullough.

W. Eddy, grocer and baker, 365½ Yonge Street, Toronto, is succeeded in business by Mrs. Burgess.

Gray & Co., grocers and butchers, 552 Queen Street West, Toronto, have sold their business to Dwyer & Jarvis.

Thomas & Lounsburry, general merchants, Windham Centre, have sold their business to George Smith, Cornell.

Wm. Sulman, grocer, 66 Kensington Avenue, Toronto, sustained some loss through fire in his business premises.

"The Waltons," general merchants, Parry Sound, have dissolved. The business will be continued by Fred. L. Walton under the same name.

E. J. Taylor has withdrawn from the broom manufacturing firm of West, Taylor, Bickle & Co., Norwich, and W. E. Hamlin, Alliston, has become a partner.

Quebec.

E. Beaudoin, grocer, Montreal, has been registered.

The Blue Ribbon Gum Co., Montreal, has dissolved.

Pauze & Venne, grocers, Montreal, have dissolved.

A. Kozmina & Co., grocers, Montreal, have been registered.

The assets of O. Poitras, grocer, Lachine, have been sold.

T. H. Pare, general merchant, Tring Junction, has assigned.

The assets of J. D. Phillips, grocer, Montreal, have been sold.

The assets of A. Lapierre, grocer, Montreal, have been sold.

Audet & Tremblay, general merchants, Black Lake, have assigned.

J. D. E. Lafond, general merchant, of Frelighsburg, has assigned.

Bell & Kerr, general merchants, of Cowansville, have assigned.

The assets of J. C. Delage, grocer, Quebec, are to be sold Oct. 16.

Provencher & Frere, general merchants Fecteau's Mills, have dissolved.

P. Trepanier & Co., general merchants, St. Thecle, have been registered.

B. Drouin, general merchant, St. Honore de Shenley, has assigned.

A. Guimond & Co., general merchants, Verdun (Montreal) have assigned.

David Schlaier, general merchant, St. Thecle, is offering to compromise.

The assets of P. Belanger, grocer and liquor dealer, Stadacona, are to be sold October 16.

A curator has been appointed for the general store business of A. Jacobs & Fils, St. Tite.

A curator has been appointed for the general store business of D. L. Nadeau, East Broughton.

Burglars entered Vaughan Bros.' grocery store at Magog recently and made off with a quantity of goods.

The assets of Alfred Meunier, general merchant, Chambly Canton, are advertised to be sold on October 23.

A. Robitaille & Co., wholesale grocers, Montreal, have dissolved, and A. Robitaille has beeen registered to carry on the business.

Western Canada.

The Moore Co., grocers and hardware dealers, Winnipeg, have sold the hardware stock to J. S. Barrie.

The general store business of Otto Schultz at Gretna, Man., is now being conducted by W. & L. Coblentz.

The estate of E. E. Ingram, Vancouver, sold the grocery stock to A. Pomfret, and not to B. Hawkins, as at first reported.

Maritime Provinces.

Mrs. John Burney, Litchfield, N.S., is succeeded in her grocery business by Chas. Burney.

A. Poitier & Son, succeed Ambrose Poitier in the general store business at Belleville, N.S.

One of the First Things

a grocer does when opening a new store, is to buy a box of FELS-NAPTHA soap, unpack the bars and display the bright red and green cartons on shelves and in the windows.

Don't this suggest the value of these FELS-NAPTHA cartons for displays? Take a hint from the fellow who is getting most of the trade.

First Arrivals

Cape Cod Cranberries
Stock extra fancy.

Almeria Grapes
Heavy weights, fancy stock.

LET US HAVE YOUR ORDERS

Jamaica Oranges
Verdilli Lemons
Late Valencia Oranges

Valencia Onions
Large cases.

Canadian Onions
Yellow.

Canadian Apples
Fall and winter.

Write us for Close Quotations

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church Street, Toronto

FROM

THE FRUIT TRADE JOURNAL
NEW YORK

[Issue Oct. 17, 1908]

"Chase & Co., Jacksonville, Florida, appreciating the value of the suggestions of Prof. Powell, of the United States Government, after his investigations in California, are devoting special attention to the handling features of oranges and grapefruit this year.

"Their picking baskets are woven willow, canvas padded, and they have issued strict instructions to every employee—from local agent to pickers—that the fruit is to be handled with the greatest care and everything possible done to avoid injuring or bruising."

Ask Your Wholesaler for

Chase's Oranges

and

Grapefruit

J. J. McCabe
Agent
32 Church Street, Toronto

FRUITS, VEGETABLES AND FISH

Niagara Grapes and Canadian Apples the Chief Native Fruit Lines—California Valencia Orange Season Over—First Shipment of Messina Lemons—Canada to Try California Tomatoes.

The season for native fruit lines is drawing to a close. Some late peaches and pears are offered, and grapes, too, are fairly plentiful. British Columbia has expressed a preference for Niagara grapes over California's, a carload having reached Vancouver a week ago. Apples are improving in quality, and judging from the prices obtained this week in Liverpool, the packers in Ontario have profited by the lesson learned by Eastern shippers and are sending only good stock.

California Valencia oranges are nearly over. They have been excellent stock and are fine right up to the end. They demand twice the price asked for Floridas, because of the care taken in picking, packing and shipping. Canadian markets have probably seen the last arrival of Valencias for this season, but California navels should be good stock about December 1. Floridas, too, should improve. The great complaint about them is that the early stock is picked too soon and rushed on the market while it is yet green. In this regard Chase & Co., who pack great quantities of Florida fruit, have issued instructions based on the report of the United States Government inspector, who commended the California fruit-growers' system of picking and packing and have sent the same to their agents and all pickers and packers in their employ, emphasizing the fact that the utmost care must be taken with all fruit in the future. For this purpose a specially-padded basket is to be used by pickers and no fruit that is at all bruised will be packed. This is commendable, and the company will be repaid for the attention given to the proper placing of the fruit on the market.

Cape Cod cranberries are advancing, which gives the Nova Scotias a chance to get on the markets away from home. They appear to be first-class stock. The first shipment of this season's Italian lemons left Messina on October 19, and until their arrival some of the Canadian markets are filling orders with California stock. Florida pineapples have made their appearance but until next week no large quantities will be arriving.

Large-sized Spanish onions are very scarce at present and have gone up in price. Canadian Danvers, however, are plentiful and good enough to meet demands. Potatoes are selling readily. California will send to the Canadian markets before the end of the month some samples of its tomatoes, which are said to be like Canadian hot-house stock. This will be the first time for the Canadian markets to take tomatoes from that state. The importation will be watched with interest.

MONTREAL.

FRUITS—Grapes have been in good demand, and prices have been favorable. Cape Cod cranberries are a little higher this week, being quoted at $9.50 instead of $9, as last week. Nova Scotia stock has commenced to arrive, and is being quoted at $7.50. Verdelli lemons are stronger at $3.25 instead of from $2.65 to $3. Other lines remain the same as at the last quotation.

Jamaica oranges, in bbls		4 25
Floridas, 126, 15 , 176 200		3 25
Grape fruit		4 75
Verdelli lemons, 300 size		3 25
Lemons, choice, 300 size		2 65
Bananas	1 50	2 00
Peaches, boxes	1 25	1 50
Pears, boxes	3 75	4 50
Grapes, California, Tokays, crate	2 25	2 50
Pineapples, extra fancy, 24 size		5 50
" " 36 size		4 75
Cranberries, early blacks bbl		9 50
Nova Scotias, early blacks, bbl		7 50
Apples, Fameuse, XXX, bbl		4 00
" " XX, "	2 50	3 50
" Colverts Jennetings, XXX	2 75	3 00
" " XX	2 25	2 50
Spies, XXX		4 00
Baldwins, Greenings, Russetts, XXX		3 50
" " " Spies, XX	2 75	3 00
Grapes, blue, in large baskets, per lb		0 02½
" Concord, blue, small baskets	0 18	0 20
Niagara, green, small baskets		0 22
Roger, red small baskets		0 25
Delaware, small baskets		0 35

VEGETABLES—Potatoes are somewhat easier this week, being quoted at 75c to 95c for the native stock, and Green Mountain at 65c to 90c. Carrots are a little lower this week, some being sold at 50c per bag. Other lines remain the same as last quoted. Trade has not been very brisk during the week.

Parsley, per doz. bunches		0 25
Sage, per doz		0 50
Savory, per doz		0 25
Celery, doz	0 40	0 75
Water cress, large bunches, per doz		0 50
Spinach, box		0 50
Green peppers, doz	0 15	0 20
Beets bag		1 00
Carrots, bag	0 50	1 00
Montreal tomatoes, gin box	1 00	1 50
Green picking tomatoes		0 50
Yellow preserving tomatoes		0 50
Spanish onions, large crates		2 75
Lettuce, per doz		0 50
Radishes, doz		0 25
Horse radish, per lb		0 10
Egg plant, doz		0 75
Cabbage, doz		0 50
Montreal potatoes, bag	0 75	0 95
Green Mountains	0 65	0 90
Onions, large bag		1 25
Red onions, barrel		3 00
Fresh corn, per doz	0 07	0 15
Turnips, bag		0 75
Pumpkins, doz		1 00
Squash, doz		1 00

FISH—Fish in nearly all lines is a shade easier this week, which is due to the fact that supplies arriving are large. The demand is good, and is increasing. Gaspe salmon (frozen) is the only line which has varied in any upward way, which is quoted at $18, but is also in some grades quoted as low as $15. The maximum in this case is higher than last week, but the minimum is much lower, so the average is lower. Haddies and kippers are in better supply prices are lower, and demand is increasing for this line. Demand for boneless and prepared fish is steady. Green cod is

lower and salt herring remains the same. The demand for bulk oysters has been slow on account of the warm weather, but the cooler weather which has set in ought to brighten up this trade a bit. Advices from the West state that there has been a very good season for sockeye salman.

Fresh and Frozen Fish.

Gaspe salmon	0 15	0 18
B.C. salmon, frozen	....	0 10
Brook trout, lb	....	0 22
Haddock, per lb	0 04	0 05
Fresh halibut	....	0 10
Mackerel, "	....	0 10
Dore, "	....	0 10
Steak cod	....	0 06
Market cod, lb	0 04	0 04½
Pike, lb brochet	....	0 08
Whitefish, lb	....	0 10
Lake trout	....	0 09
Sea trout, lb	....	0 10
Flounders, lb	....	0 10
American live lobsters	....	0 22
Bullheads (dressed)	....	0 10
New Smelts	....	0 10
Smoked—		
Haddies (exp) 15 lb. bxs., per lb	0 07	0 08
Kippered Herring, new, per box	....	1 10
Bloaters, per box	....	1 10
Smoked herring, per box	....	0 17
Prepared—		
Skinless cod, new, 100 lb. cases	....	5 50
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box	....	1 80
Dry cod, in bundles 112 lb., per pound	....	0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	....	0 06½
Boneless cod, 20-lb. boxes	....	0 08
Boneless cod, 20-lb. boxes	....	0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks	....	0 05
Boneless fish, 25 lb. bxs., loose	....	0 01½
Salted and Pickled—		
No. 1 Labrador herring, brls	....	5 50
" " " ½ brls	....	3 00
Oysters, bulk, per gallon	....	1 60
Standards, bulk	....	1 40
quart tins, sealed	....	0 40
Paper pails, per 100 qt. size	....	1 50
Malpeque, shell, prime	8 00	10 00
" lower grades	5 00	7 00

TORONTO.

GREEN FRUITS—If the weather grows any colder, this week may end the season at the Yonge St. fruit market. Already the commission houses about Church and Colborne Sts. have taken on a busier appearance and not a few traders prefer dealing at the uptown market. Local fruits are about done. Some cheap lines of Canadian peaches and pears are still on the market and quite a few Niagara grapes arrive daily. Very few plums are seen, and what are offered come from Idaho. California blue and Tokay grapes are plentiful, and Spanish lines are up in price. A cloudburst is reported to have destroyed a great many remaining on the trees in the south of Spain and they will hardly be so numerous as was anticipated. U. S. cranberries have advanced 50 cents a barrel, and markets across the line are very firm. Nova Scotia sent a carload of crans. and but for the lighter color no difference can be seen when compared with Cape Cods. A few Ontario cranberries are also offered. Valencia oranges are very scarce, and the market is firming up. Probably the last lot for this season has now arrived. California navels will come along about December 1, but by that time no doubt Floridas will have improved. The first of this season's cut of Messina lemons is on the way and until they arrive California lemons are offered.

Peaches, Canadian, fancy	0 85	1 00
" " medium	0 45	0 65
" " small	....	0 35

Genuine Indian River FLORIDA Oranges

AND

Grape Fruit

The finest fruit from the finest section. Packed expressly for us. On sale this coming week.

WHITE & CO., Limited

TORONTO and HAMILTON

'Phone Main 5672. 35 Church St.

IT'S VERY 2
PLAIN 2
4

W. B. STRINGER

I want your orders.
You need my services.
Send orders to-day.

Fruit Broker Toronto

JUST ARRIVED

our first full car Extra Fancy Cape Cod

CRANBERRIES

Also car

Sweet Potatoes

New Layer Figs

"Camel" Brand

Oyster and Haddie

Season now on, and as usual we will handle only BEST produced.

HUGH WALKER & SON

GUELPH, ONT.

TO THE COUNTRY GROCERS:

We solicit your consignments of Poultry and Produce. Correspondence solicited. Sales reported promptly.

THE DAWSON COMMISSION CO., TORONTO

California Elbertas, box		1 25
Plums, Canadian greengage	0 50	0 60
" large blue basket	0 50	0 60
" Idaho blue, crate		1 25
Pears, Canadian Bartlett	0 60	0 75
" preserving	0 25	0 50
Grapes, Canadian, blue, basket		0 17½
" " green		0 20
" Rogers and Delewares		0 20
" California, box	1 75	2 50
" Almeira, keg	6 00	6 50
" Malaga, "		6 00

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1856

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

A BURGLAR'S INSTINCT

Men familiar with the ways and means of modern cracksmen say burglars never try to open

A HERRING - HALL - MARVIN SAFE.

Any burglar knows that to do so would simply be a waste of time.

HERRING - HALL - MARVIN SAFES

are the only safes that seriously interfere with a burglar's business. They provide **real** protection for funds, papers, etc.

Selling Agents:

The Canadian Fairbanks Co., Ltd.
444 St. James St., Montreal.
Toronto, St, John, N. B.; Winnipeg, Calgary Vancouver

Apples, Canadian, snow, bbl	2 00	2 50
" cooking, bbl	1 75	2 00
Crab Apples, basket		0 35
Musk Melons, Canadian, basket	0 40	0 50
Oranges, late Valencias, California, box	4 50	6 00
" Jamaica, bbl		4 50
" " boxes, new		2 50
" Florida, boxes, new	3 50	3 75
Lemons, Messina	2 75	4 50
" California, box		4 75
Bananas Jamaicas, firsts	1 50	2 00
" Jamaica eights,	1 00	1 25
" jumbos	1 40	1 65
Cranberries, Cape Cod bbl	9 50	10 00
" " crate		3 50
" Nova Scotia, bbl		8 00
" Ontario, cases		2 85
Citrons, doz		0 75
Grape Fruit, Florida, box	4 50	5 00
Pineapples, Florida, crate		5 00

VEGETABLES—Potatoes and onions are the principal vegetable lines on which trading has been done. Ontario's still have the call and are lower in price by about five cents. The larger sizes of Spanish onions, those in demand, are very scarce and the price has advanced. Quotations continue at the old figures, though small varieties only are to be had just at present. Canadian onions are plentiful enough and are of good quality, so there is no immediate prospect of a famine in this line. The other native lines are not so much in demand and prices remain unchanged. Tomatoes are declining in supply. California will this month send along to Toronto a car of tomatoes from that State—the first to come to Canada. They will be sent on trial and if they prove good sellers no doubt these tomatoes will be added as a regular line.

Tomatoes, Canadian, red, per basket		0 30
Beets, Canadian, basket	0 25	0 35
Egg plant, basket		0 25
Beans, wax, per basket		0 40
Potatoes, Ontario, per bag	0 70	0 75
" New Brunswick, per bag		0 85
" sweet, barrel	2 75	4 50
" " hamper		1 40
Onions, Spanish, per 50 lb. crate		0 90
" white, pickling, basket	0 75	1 25
" Canadian, dried, bag	0 85	0 90
" Valencia extra, cases	2 50	3 00
Carrots, new, per bushel	0 40	0 50
Green Peppers, basket		0 25
Red Peppers, basket		0 30
Cabbage, Canadian, bbl		1 25
Vegetable marrow, basket		0 25
Squash, basket doz		0 30
White turnips bush		0 50
Cauliflower doz	0 50	1 00
Celery native, doz	0 35	0 40
Pumpkins	0 60	0 80

FISH—A great range of fish lines is offered. Fresh fish continue good in receipt and large quantities of frozen fish are offering. A small consignment of dressed catfish (bullheads) is the novelty of the week. Oysters, too, are ready sellers. In fact, all lines are provoking good business. Demand is splendid, though as yet not much call is made for dried and smoked lines. Prices are the same as a week ago.

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07
White fish, Georgian Bay, per lb	0 09	0 10
Herring, medium, per lb	0 05	0 07
Whitefish		0 10
Cod, fresh		0 08
Trout, fresh, per lb		0 09
Halibut		0 09
Shredded cod per doz		0 20
Bluefins, small white, per lb	0 06½	0 07
Haddock, fresh		0 07
Sturgeon, per lb		0 18
Salmon Silverside		0 10
Pike	0 05½	0 07
Pickerel yellow	0 08½	0 09
Soft shell crabs, doz		4 00
Sole, Nova Scotia		0 06½
Herring, Digby, smoked, bundle 5 boxes		0 85
" kippered, 10-lb. box	1 30	1 40
" Labrador, bbl		5 75
Mackerel, each	0 18	0 20
Smelts, per pound		0 11
Pollock		0 05
Oysters, Long Island, standard gal		1 50
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Sole, Nova Scotia		0 15
Ciscoes, basket, 15 lb		1 00
Finnan Haddie, smoked, 15-lb. package	0 08	0 10
Boneless cod, quail on toast		0 05½
" " imperial		0 07
" " steak		0 06½
Shredded cod, doz		0 90
Acadia cod, cake		2 40
" tablets, box		1 60
Bloaters		1 25
Qualla		0 09
Catfish, dressed		0 09

CUTTING PRICES.

(With Apologies to "Hamlet.")

To cut or not to cut. That is the question.
Whether it is not better in the end
To let the chap who knows not the worth
Have the business at cut-throat prices, or
To take up arms against his competition,
And by opposing cut for cut, end it.
To cut—and by cutting put the other cut
Out of business—'tis a consummation
Devoutly to be wished. To cut—to slash—
Perchance myself to get it in the neck—
Aye—there's the rub; for when one starts to meet
The other fellow's prices, 'tis like as not
He's up against it good and hard.
To cut and to slash is not to end the confusion.
And the many evils the trade is pestered with,
Nay, nay, Pauline; 'tis but the forerunner
Of debt and mortgage such a course portends.
'Tis well to get the price the goods are worth
And not be bluffed into selling them for what
So-and-So will sell his goods for.
Price-cutting doth appear unseemly
And fit only for the man who knows not
What his goods are worth, and who, ere long,
By stress of making vain comparison
'Twixt bank account and liabilities,
Will make his exit from the business.

—Anon.

PERSONAL NOTES.

F. D. Cockburn, Montreal representative of the Comfort Soap Co., was in Toronto during the week.

Armand Chaput, T. H. Merrill and W. McLea Walbank, Montreal, are off on a hunting trip in the north country. They will make their headquarters at Club Chapleau.

A. M. Piper, of Todhunter, Mitchell & Co., Toronto, is leaving this week on an extended eastern trip in the interests of the firm. He will commence work at Montreal and later visit the Maritime Provinces. Mr. Piper is a familiar figure in this eastern territory, and as he has not visited the district for some years, his many old friends and customers will be glad to see him again. As a coffee and spice expert Mr. Piper stands in the forefront, and his knowledge of these branches makes him a welcome visitor.

Everything in

FISH & OYSTERS

Ask for quotations

The F. T. James Co., Limited

Church & Colborne Sts.

TORONTO

Country Storekeepers!

Hit Two Birds with One Stone

We will accept **No. 1 Poultry or Eggs** in payment of any Fish or Oysters bought of us.

O'CONNOR'S

Wholesale Fish Market

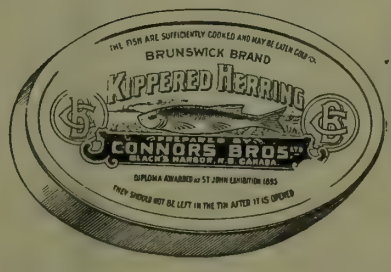
(Between the two Depots)

MONTREAL

Established over half a century

To restore lost appetites is the mission of that wonderfully restful relish known as

"Brunswick Brand"



Connors Bros., Limited

Black's Harbor, N.B.

FACTS ABOUT GROCERIES

Information of Interest to Grocers and Clerks About the Goods They Sell. Something About Matches.

Matches are manufactured in many ways and with numerous kinds of machines, and for that reason a description of an operation in one factory would not apply to another. Nearly every manufacturing company has machinery made specially for its use, and covered by patents, and it also employs processes discovered or devised by its own chemists and mechanics, and kept secret to prevent rivals from obtaining and profiting by them. Some time ago an American company sold the right to use its special machines in France, obtaining $100 000 in cash and an equal sum yearly as royalty. This shows how much depends on the machines, and how much a match manufacturer will pay to get the best. Only by using the best that is obtainable is competition possible. A single machine has been known to turn out 177,926,400 matches in one day—boxed and labeled ready for shipment.

Some matches are shaved with the grain from sawed blocks, some are cut both ways by saws. In some factories the blocks are boiled to make them cut easily. By some machines a boiled or steamed log is revolved on its own axis and a shaving—the thickness of a match—is cut round and round. This shaving is at the same time cut into lengths and split into match sticks. There is hardly a limit to the varieties of methods employed. Round matches are made by forcing them through dies. The Japanese make paper matches which are wood after all.

Primitive Salt Manufacture.

The method of manufacturing salt in Colima (Mexico) is exceedingly interesting owing to its primitiveness. About the end of February a large portion of the floating population within a radius of several hundred miles come down to the sea coast at or near the salt marshes of Cuyutlan. The method of extracting the salt is as follows: A lattice work of branches is erected on poles at a height of about four feet from the ground; the surface earth around the banks of the salt marsh to a depth of some four inches is then excavated with earthenware pieces of pottery and thrown on top of the lattice work of branches. Water is then thrown on the earth and as it percolates is caught in large earthenware pans below. These pans are then put in the sun to allow the water to evaporate, leaving the salt in the bottom of the pan. The instant that the rainy season commences the industry is at an end, but so great is the demand in the entire Republic of Mexico for this class of salt, and so remunerative is the production, that from 5,000 to 10,000 persons annually come to Cuyutlan for the "salt season." Another interesting thing about the industry is that the entire town is devoured by cows every year. This is accounted for by the fact that the houses or, more strictly speaking, huts, are built of rushes or swamp grass. These huts, to the number of several hundred, are erected every February and when abandoned in July are at once devoured by the cattle of the surrounding country. Shops, inns, storehouses and all residences are built of this material woven over bamboo framework, and by the end of July or the middle of August the entire place has disappeared.

Sugar As a Disinfectant.

Prof. Trilbert, of the Pasteur Institute at Paris, has demonstrated recently that burning sugar develops formic acetylene-hydrogen, one of the most powerful antiseptic gases known. Five grams of suggar (77.16 grains) were burned under a glass bell holding ten quarts. After the vapor had cooled bacilli of typhus, tuberculosis, cholera, smallpox, etc., were placed in the bell in open glass tubes, and within half an hour all the microbes were dead. If sugar is burned in a closed vessel containing putrified meat or the contents of rotten eggs, the offensive odor disappears at once. The popular faith in the disinfecting qualities of burned sugar appears, therefore, well founded.

H. F. Woodburn, Toronto, has joined the staff of Thomas Wood & Co., and will represent them in the Ottawa section. W. A. Twadelle, of Boston, will also represent the same house in the Eastern Townships and west to Kingston.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
None Equal. Insist upon McDougall's.
There IS a difference.
D. McDOUGALL & CO., Glasgow Scotland

MR. GROCER—
The house that secures the finest and most reliable Smokers' Requisites, and from whom you will secure greatest satisfaction, is, undoubtedly,
JOS. COTE
IMPORTER AND WHOLESALE TOBACCO DEALER
Office & Store, 186-188 St. Paul St. Phone 1272
Branch - 179 St. Joseph St. Phone 2097
QUEBEC

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Buidlng, MONTREAL.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

"Keep up with the Twins"

"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Our New "Walker Bin" Catalogue

Will be off the press in a few days.

It should be in the hands of every Grocer

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

We make a specialty of
COUNTER CHECK BOOKS
for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.

We manufacture
SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato,** not the **Tomato** to the size of the **Opening.**

Pack **Whole Tomatoes,** not Crushed Fruit.

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

Max Ams Patents

Canned Fruits from the Model Factory

The Niagara Falls Canning Co., with the finest, most modern and most sanitary Factory in Canada have placed on the market

THE

"Pride of Niagara Falls" brand

of Canned Goods. These are of the finest quality and are sure to bring customers for every grocer who stocks them. ALL FRUITS are packed in SANITARY ENAMEL LINED CANS which preserves the natural flavor and color of the fruit, also safe-guarding the consumer against ptomaine poisoning.

REFUGEE WAX BEANS, SELECT HAND PICKED TOMATOES, CHERRIES, PEACHES, PEARS, RASPBERRIES, STRAWBERRIES

Selling Agents—Eby-Blain, Limited, Toronto
Frank L. Benedict & Co., Montreal

Our travellers will show you samples of the above.

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

DWIGHT'S

BAKING SODA

We can add little to all that has been said about the absolute purity and superiority of

"Cow" Brand Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is THE BEST, and it is always in packages *only*.

CHURCH & DWIGHT

Manufacturers

MONTREAL

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30 00
" " "	6 months...	17 00
" " "	3 months...	10 00
50 " "	1 year.....	17 00
" " "	6 months...	10 00
25 " "	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S W.

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

$60,000,000.00. Shrewd merchants all over the world have paid $60,000,000.00 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave.

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MACLEAN PUBLISHING CO., Technical Book Dept., 10 Front St. E., Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

FOR SALE.

FOR SALE—A live and established general business in Saskatchewan. Best stand in town, only one opposition, business improving each year. Stock $15,000. Reasons for disposing, poor health. Further particulars by addressing Box 219, CANADIAN GROCER, Toronto. [46]

FOR RENT.

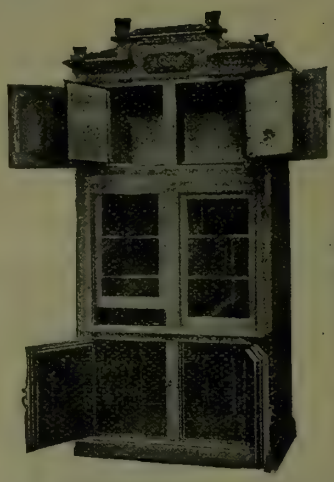
TO RENT—Top floor in good warehouse with track, delivery and hoist facilities, 75x75, with office. Apply Nicholson & Bain, Calgary. [42]

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880.
Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax



Arctic Refrigerators
for Grocers and Butchers, The Coldest, Dryest and most up-to-date refrigerator on the market.
Western representatives, Ryan Bros., Winnipeg
Eastern representatives Wolf, Sayer & Heller, Montreal. Write for Catalogue.
John Hillock & Co., Ltd.,
154 George St., Toronto

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

Persons writing advertisers will kindly mention having seen their ad. in this paper.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Baking Powder.

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 95
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 8 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

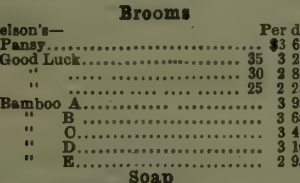
Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

	Per doz.
Nelson's—	
Pansy	$3 65
Good Luck	35 3 25
"	30 2 85
"	25 2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 25
Five cases, or over	5 15

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

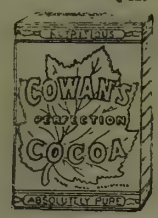
Chocolates and Cocoas.

Cocoa— THE COWAN CO., LIMITED

Perfection 1-lb. tins per doz.	$4 80
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb.	0 22

Special quotations for Cocoa in bbls., kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—

Queen's Dessert, ¼-lb. cake, 12-lb. boxes, per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30

Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.	
Chocolate—	
Maple buds, 5-lb. boxes, lb	0 31
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
½ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ½s (for cooking), doz	0 90
Prepared cocoa, ½'s	0 32
Prepared ½'s	0 30

Mott's breakfast cocoa, ½'s	0 42
" " " ¼'s	0 42
" No. 1 chocolate, ½'s	0 36
" Navy " ½'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails	and 10, 25 and 50 lb. Pails.	Tins.	Bbls.
White Mott, fine strip.		0 19	0 21	0 17½
Best Shredded		0 18		0 16
Special Shred		0 17		0 15
Ribbon		0 19		0 17
Macaroon		0 17		0 16
Desiccated		0 16		0

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ¼ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

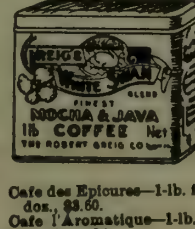
PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	5 00
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 26c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, per doz	
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers—No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

[illegible] ALLISON'S.

For sale in Canada by The Eby Blain Co Ltd Toronto. C. O. Beauchemis & Fils. Montrea $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

THOMAS J. LIPTON

Prices on application.

Assorted Case,	Contains 2 doz..$2.50
Chocolate (Straight)	Contains 2 doz..$2.50
Vanilla (Straight)	Contains 2 doz..$2.50
Strawberry (Straight)	Contains 2 doz..$2.50
Lemon (Straight)	Contains 2 doz..$2.50
Unfavored (Straight)	Contains 2 doz..$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

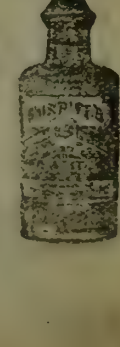
Robinson's patent barley ½-lb. tins	$1 35
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.



RISING SUN STOVE POLISH IN CAKES

SUN & PASTE STOVE POLISH IN TINS

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides

MORSE BROS., Props. - Canton, Mass., U.S.A.

The Long Evenings of November

Afford the busy man and woman as well as the young people of the household many hours for quiet, profitable reading—evenings that may be filled with pleasure and instruction. A good habit to form—if you have not already done so—is to subscribe for and regularly read a wholesome, clean, bright and well illustrated magazine.

The **NOVEMBER EDITION OF BUSY MAN'S** is now out. Procure a copy. It will prove satisfactory in every sense.

System and Business.
The Greatest Game in the World.
The Business Woman of the Future.
A Trade Opportunity That Has Been Neglected.
We Do Just What We Have To.
How Railway Men Are Made.
The Master Man.

Political and Commercial Affairs.
Canadian Transportation.
Some Curiosities of Diplomatic Life.
The War Against Trusts in America.

Life Stories of Successful People.
How Arthur Spurgeon Became a Great Publisher.
Romance of Success; Life Story of Daniel G. Reid.
The Prolongers of Life.
Men and Events in the Public Eye.

THE
November
Busy Man's
Magazine
is on sale at all newsstands

The Magazine with the Red Cover

20 cents a copy; $2.00 a year

Short Stories.
The Entangled Church.
Big Jim's Renunciation.
Experience of The Grafter.

Travel and Description.
Monte Carlo and Its Game.
A Jap School for Spies.
Making Canadian Weather Predictions.

Miscellaneous.
The Curiosities of Sleep.
The Kind of Cigars King Edward Smokes.
How a Play is Produced.

Additional Features.
Busy Man's Bookshelf.
Culture Versus Cram.
Humor in The Magazines.
Improvements in Office Devices.
Contents of November Magazines.

The Busy Man's Magazine

Montreal Toronto Winnipeg New York Chicago London, Eng.

Cables—BOYD, TRINIDAD All Codes Used

BOYD & CO., TRINIDAD, B.W.I.

Late Watson, Boyd & Co.

General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Cocoanuts and other Produce.
Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited. **London and New York, Frame & Co.**

The Fresh Fruits are carefully selected

Their delicious flavor appeals to everybody

You should have them in stock.

Agents:

ROSE & LAFLAMME, Ltd., MONTREAL and TORONTO

Shelled Almonds

Valencias and Jordans

Table Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 80

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited

GENESEE PURE FOOD CO.

Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG CO.

White wan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price 'Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 10	
½-bbls. 0 10½	
Tubs, 60 lbs. 0 10½	
20-lb. Pails. 2 10	
20-lb. tins.. 2 00	
Cases 3-lb.. 0 11	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	3 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	3 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks.....	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass and 7 lb. tins

Preserved Ginger Marmalade,	1 lb.	glass	jars.
Pineapple	" 1	"	"
Green Fig	" 1	"	"
Green Fig and Ginger	" 1	"	"
Lemon	" 1	"	"
Grape Fruit	" 1	"	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Sbredded"—	
1-lb. glass, doz.....	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4.7
" " hotel.....	4. 90
Silver Cow Milk.....	5.00
Purity Milk.....	4.70
Good Luck.....	4.30

Mustard

COLMAN'S OR KEEN'S.

D.S.F.,	1-lb. tins..... .....per doz.	$1 40
"	½-lb. tins ..... "	2 50
	1-lb. tins .... "	5 00
Durham	4-lb. jar.....per jar.	0 75
"	1-lb. jar..... "	0 25
F. D	½-lb. tins .....per doz.	0 85
	-lb. tins..... "	1 65

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $2

MAGIC BRAND. Per case

No. 1, cases, 60 1-lb. packages.....	$3 75
No. 2, " 120 ½-lb. "	3 75
No. 3, " {30 1-lb. " {60 ½-lb. " }.....	3 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	1 00
5 cases.....	4 75

STRIKING FEATURES

PURITY appeals to all classes of consumers.

UNIFORMITY holds the patron to his favorite brand, so that your trade is not fluctuating, but permanent, with possibilities for increase always before you.

SUPERIORITY lends its powerful influence to the other claims, and

WOOD'S COFFEES

are known far and wide as the ideal goods for the millions.

They are not "here to-day, there to-morrow" products, but are like faithful allies, and hold up the Grocer's hands in extending trade.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross		$10 20
" black..... "		15 30
Oriole soap..... "		10 20
Glorioia soap..... "		13 00
Straw hat polish..... "		10 20

3 doz. to box $3 45

6 doz. to box $6 90

30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 1-lb. cartons	
No. 1 " " 6-lb. "	
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons.....	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	
4 lb. lumps.....	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

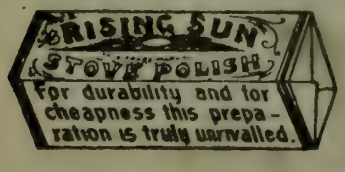
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 06½
Finest Quality White Laundry—	
6-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 100 lb.....	0 07½
Kegs, 100 lb.....	0 07
Lily White Gloss—	
1-lb. fancy cartons, cases 50 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 60
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 07½

SAN TOY STARCH.

pkgs, cases 5 doz., per case.. 4 75

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints.....	2 90
Quarts.....	5 40
½ gallons.....	5 10
Gallons.....	4 80
5 gallons.....	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¾ "
Kegs, 150 lbs.....	0 03¾ "
2-gal. pails 25 lbs.....	1 25 each
3 " 38½ lbs.....	1 75 "

Plain tins, with label— Per case

2 lb. tins, 2 doz. in case.....	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs.....	0 03¾ per lb.
Kegs, 150 lbs.....	0 03¾ "
2-gal. pails 25 lb.....	1 25 each
" 38½ lbs.....	1 75 "
2-lb. tins, 24 in case, per case....	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb " 3 " "	2 60

Teas

THE "SALADA" TEA CO.

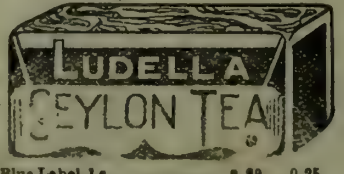
	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½s.....	0 36	0 50
Gold Label, ½s.....	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton 75 Front St. East, Toronto.

Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ½'s, ¼'s and 1s	0 30	0 40
Pink " ½s & 1's, tins	0 35	0 50
Red " Dominion blend, ¼'s and 1's.....	0 44	0 60
Gold " Afternoon blend, ¼'s and 1's	0 50	0 70



Blue Label, 1s	0 20	0 25
Blue Label, ¼'s.....	0 21	0 25
Orange Label, 1's and ¼'s	0 23	0 30
Brown Label, 1's and ¼'s	0 28	0 40
Brown Label, ¼'s	0 30	0 40
Green Label, 1's and ¼'s	0 35	0 50
Red Label, ¼'s.....	0 40	0 50

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—		
Victoria, hf-c, 90 lbs		0 25
Princess Louise, hf c, 80 lbs		0 19
Ceylon Green Teas—Japan style—		
Lady, cases 60 lbs		0 18
Duchess, cases 60 lbs.....		0 19

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's.....	0 20	0 25
" " ½'s.....	0 21	0 25
Green Label, 1's and ½'s.....	0 24	0 30
Blue Label, 1's and ½'s.....	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2 50
Gold Tins 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s 18c ea.	36 lb. 25c ea.	50 lb.
Red Tins, ½'s 15c ea	70 lb. 20c ea.	100 lb.
Red Tins, ½'s 18c ea	72 lb. 25c ea.	1.00 lb

MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale.	Retail.
Black, green, mixed, ½s.....	0 70	1 00
" " ¼s.....	0 55	0 80
" " ⅛	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ¼s. 0 38		0 50
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs., ¼s....	0 30	0 40
" " ⅛s.....		0 32
" " ¼s.....	0 25	0 30
" " 1 lbs.....0 24		0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	$0 20	
" " ½-lb., " "	0 21	
Blue Label, retail at 30c.....	0 22	
Green Label. " 40c.....	0 30	
Red Label, " 50c.....	0 35	
Orange Label, " 60c.....	0 42	
Gold Label, " 80c.....	0 56	

RIDGWAYS.

London, Vancouver, Winnipeg and Ceylon.

	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s.....	0 35	0 50
5 o'clock, 1's and ½s.....	0 42	0 60
H M B, 1's and ½s.....	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.. ..	0 49	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s....	$0 46
" Amber, 3s and 3s	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 15
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.....	0 45
" 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 12s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 12s.....	0 42
" Dixie, 7s.....	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V.H.C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C., Havana P. Finos, 1-20.....	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6.....	0 40
Quesnel, 1-4, 1-2	0 45
" 1-9	0 48
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ¼-lb "	0 70
" " 1-lb "	0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$10 00
Absorbine Jr., per dozen.....	5 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 15
Gillett's cream yeast, 3 doz. in case ..	1 15

CURRANTS

Ask for "Meyer's"

Fine Filiatra

Choice Amalias

Choice Patras

Choice Gulf

Choicest Vostizza

THE leading importers realize that a large section of the retail grocery trade knows good currants and will demand them. For this reason a very large quantity of our fruit is being landed ex the direct steamers "Bellona" and "Jacona"—a quantity sufficient to supply every retail grocer in Canada with several cases.

For reasons known to himself your jobber may be one of the few who has neglected to import our brands—who may want to sell you currants branded with a high-sounding but fictitious name. If so—

Ask for Meyer's

Our name on the case is an absolute guarantee that the contents are the finest currants of their growth or grade—are honest value. Insist and you can get them, then watch your business grow—and your profits, too.

W. Meyer & Co.

Patras, Greece

YOUR SALT!

Season Late

Rush Must Come

Look to Your Stock

VERRET, STEWART & CO.
LIMITED
MONTREAL

WETHEY'S
Condensed Mince Meat

is becoming as

Staple as Sugar

One package (retailing at 10c.) makes two large or three small pies.

Why sell from the unsanitary, disease-breeding open pail when you can offer your customers better goods in a dust proof package?

Ask your jobber for it.

J. H. WETHEY, LIMITED
ST. CATHARINES

JUST TO HAND, CAR

Empire Pickles

Empire Brand

in Eng. Malt Vinegar—
Pints, Half-Pints, Patent Tops, 15 and 25c. Bottles

In Mixed, Chow, Gherkins, Onions, Walnuts, Relish, and Sweet Mixed and Sweet Gherkins.

Labrador Herrings **Labrador Sea Trout**
Empire Wheat Granules

4 Free Phones for Use.
USE THEM FREELY

SEE OUR TRAVELLERS.

GEO. E. BRISTOL & CO.

(Successors to Lucas, Steele & Bristol)

Hamilton, - - - - Ontario

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

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Put up in Tins

2-lb. Tins—Cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls, ½ Brls. Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

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Surprise Soap can be used in hot water or cold water in any and every way. We advise to give a trial the SURPRISE way of washing without boiling or scalding the clothes.

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COURET'S
"Shell" Soap
67% Pure Oil

"THISTLE"
"Canned"
Haddies and Herring
The best packed

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Montreal

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(Continued on page 4.)

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RASPBERRY, STRAWBERRY, APRICOT, GREEN GAGE and BLACK CURRANT **Preserves, 4-lb.** in sealed tins.

From the number of orders already received, this size bids fair to outrival some of better known sizes as a popular seller—

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A TIP

Compare our Price List below with other Package Teas you are buying. It is bound to appeal to the up-to-date grocer.

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Hamilton, Canada.

You Needn't Be Doubtful

about any goods if you insist on quality first. You will be doubtful, though, about the purity of certain kinds of canned goods whose origin you wouldn't care to vouch for. The wise grocers who stock with

OLD HOMESTEAD BRAND

CANNED FRUITS AND VEGETABLES

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All Druggists

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(IN TINS)

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COFFEE

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By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

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Our Faith in the Canadian Consumer Confirmed

We have packed and shipped more pickles in the last 45 days than we sold last year, and we are still 4,000 cases behind.

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Finest fish from Fraser and Skeena Rivers. Simply perfect.

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can be had by placing early orders

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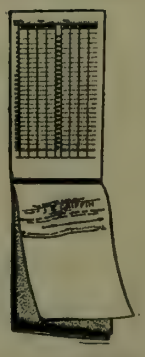

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These are the result of the latest, approved and most economical process for extracting the true flavors from their natural source.

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All sizes—All kinds.

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For products of Maple, Corn and Cane.

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For Sweetened Milk and Evaporated Cream.

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Bevelled, Round and Square.

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of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

Norton Manufacturing Co.

HAMILTON

SHIRRIFF'S JELLY POWDERS

They produce a pure, delicious, dainty dessert which delights and satisfies the careful housewife.

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Diamond Brand Tomato Ketchup

Attractive price

Pint decanters, 2 doz. to case.

Per doz. $1.75

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Has attained high standard of perfection—the verdict of connoisseurs. A trial will convince the most skeptical.

Made from choice Whole Tomatoes, Pure Vinegar, and Select Spices only.

Order from your wholesaler—or direct, giving us your jobber's name.

Sugars and Canners, Ltd.
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High Grade Total Adding Cash Register at a price within reach of every storekeeper.

This Register, at the price, is creating a real sensation among retail storekeepers.

Enables you to tell immediately after closing time just what the day's business has amounted to. Adds all the sales into one total.

Twenty-seven keys registering from one cent to $9.99 or from 5 cents to $9.95.

Write for Illustrated Booklet, price, terms, etc.

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Perfect Vinegar

Requires no persuasive salesmanship. It is by far the easiest to handle and the most satisfactory to sell.

Being of delicious flavor, full and rich, it is used more often and more liberally at the table than the inferior grades, and is naturally in more constant demand.

White, Cottell & Co's Vinegar

is perfection, of guaranteed strength, rich in aroma and flavor. Keeps well and always gives satisfaction.

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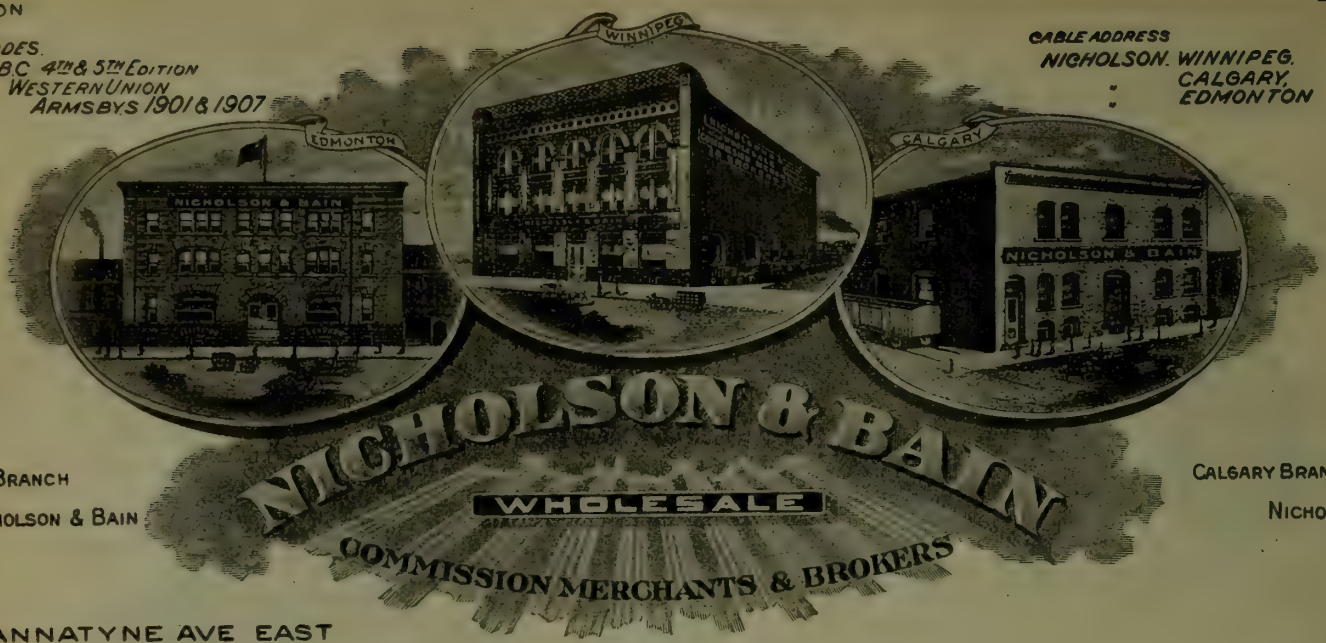

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TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

Herewith please find Acreage and estimated yield in the Provinces of **Manitoba, Saskatchewan** and **Alberta:—**

WHEAT.	Acreage.	Estimated Yield per Acre	Total
Manitoba	2,710,000	15 bushels	40,650,000 bushels
Saskatchewan	3,170,000	18½ "	58,645,000 "
Alberta	410,000	21 "	8,610,000 "
Total			107,905,000 "
	Total acreage in the three provinces.	**Estimated Yield per acre**	
Oats	2,660,000 acres	34 bushels	90,440,000 bushels
Barley	860,000 "	21 "	18,060,000 "
Or a total in the three Cereals of			216,405,000 bushels

September wheat is quoted at Fort William at 98c. per bushel, October 95¼c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **$150,000,000.**

We are brokers and Commission Merchants exclusively. Can we not handle your goods in the Great West? Yours truly,

NICHOLSON & BAIN

CALGARY WINNIPEG EDMONTON

Storage for all classes of Merchandise, also cars distributed at Winnipeg, Calgary and Edmonton.

Tartan BRAND

PIN YOUR FAITH TO LIST BELOW:

ALL TRADE WINNERS

Tartan Vegetables and Fruit } **Are the finest goods packed.**
" **Salmon** }

" **Tea, 25, 30, 40, and 50c., packed at the Gardens.**

" **Coffee, Spice and Extract—Absolutely pure and guaranteed high grade**

Imperial Vinegar—Undisputed Quality. **Lea's Pickles**—With the home flavor.

Wagstaffe's Jams, Jellies, Marmalade, Mincemeat, and Plum Pudding.

Our travellers have full information.
Phone 596, Free to Buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

Yes Sir! An Absolutely Pure Cream of Tartar Baking Powder

No Alum or Ammonia in St. George's

"I don't want a Baking Power that has any Alum or Ammonia in it," say your customers.

"I can honestly recommend ST. GEORGE'S BAKING POWDER as being free of such impurities" you may reply. And it is true. ST. GEORGE'S is a Cream of Tartar Baking Powder—100% pure—and purer than the pure food laws demand.

You can guarantee St. George's to your customers just as we guarantee it to you

National Drug & Chemical Co., of Canada, Limited, - Montreal

The Most Powerful of All Selling Arguments of

BORDEN'S BRANDS

OF

Condensed Milk and Evaporated Cream

are their absolute purity, cleanliness in preparation, healthfulness and reliable uniformity. The new Canadian factory at Tillsonburg is the most perfect in the world. Remember to buy Borden's "Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream. Every jobber sells them.

Unsweetened

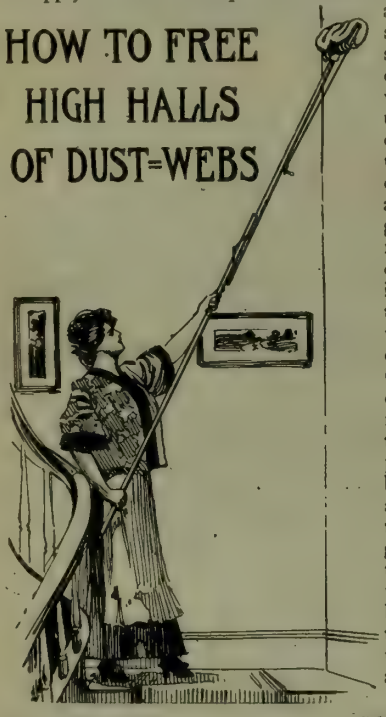
WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Vancouver and Victoria, B.C.

THE IDEAL DUSTER

Solid Chunks of Comfort result from the use of the **Ideal.** No minor domestic problem agitates the housewife more than **Dust,** it is like dish-washing, constant—in season, out of season—in fact, it has no seasons. **The public's necessity our opportunity** to supply the Ideal—unique in construction—following the lines of a natural hand, giving 11 square inches of wiping surface on top of the cloth. The arm and wrist action permits the user, without climbing or stooping, to reach the hidden dust—on tops of doors, lintels, etc., and on polished floors—giving the hand-wiping results with none of the drudgery. The handle is in two 5-ft. sections, to retail: First section, with head, 35c.; Second extension handle, 15c.; Complete, 50c. Without being presumptuous may we not ask, are not the grocer's per cent. profits largely increased by the lines—to him specialties—sold? Up-to-date specialties are good bait for new customers. The Woodenware and Sundries Jobbers stock our lines—there is 50% to the retailer in the Ideal—make a note of it on your "wants slip."

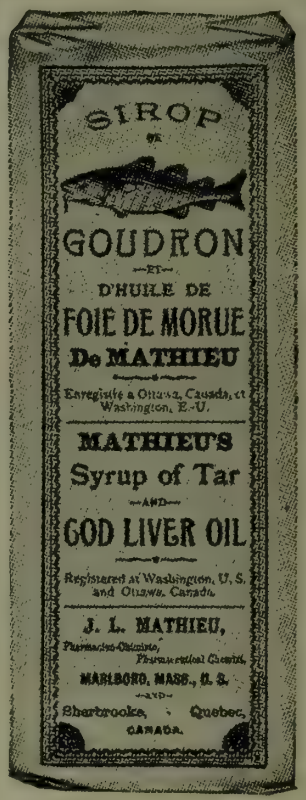
HOW TO FREE HIGH HALLS OF DUST-WEBS



Tarbox Bros. - - Toronto, Can.

MANUFACTURERS

British Depot: 2 Hope Chambers, Liverpool



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints — backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

Ottawa Valley Business

Is well worth going after. To properly take care of this trade you must be in a position to supply customers on short notice. This necessitates carrying a stock in Ottawa. You will need first-class warehouse accommodation—railway connections, advantageous insurance, and all the rest of it—**at reasonable rates.**

WE CAN FIX YOU UP

The Dominion Warehousing Co.

J. R. Routh, Manager **52 Nicholas St., OTTAWA**

IMPORTANT

Our Representative is visiting the Dominion establishing agencies for the sale of our renowned

"TEA PLANT"
PACKET TEAS

His address is, 303 Frank St., Ottawa. Write him.

For over half a century

Cooper Cooper & Co's Teas

stand on the highest rung of the British TEA TRADE.

OUR TEAS PAY YOU WELL

Cooper Cooper & Co. Ltd.

"The World's Most Famous Teamen"

Head Office: 71-73 Tooley Street LONDON, ENGLAND

SUGAR

When next purchasing supplies of Granulated Sugar ask for

Redpath

The purest and best—To be had in original packages—

Barrels of about 300 lbs. and Bags of 100, 50, and 20 lbs.

The
Canada Sugar Refining Co.,
Limited
MONTREAL

Once used always used is what they say of

STERLING BRAND PICKLES

The Canadian people have come to know and demand goods bearing the Sterling label. Place your orders with your jobber or order direct from the factory.

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada

PHONE PARK 376

A QUESTION EASILY ANSWERED

WHICH IS THE BEST?

Extract from Dominion Government report on Condensed Milk—January 3, 1908.

SEE INLAND REVENUE DEPARTMENT BULLETIN.

CONDENSED MILK, sweetened

No. 144, Page 11	Total Solids	Butter Fat.
REINDEER MILK	**72.68**	**8.61**
Clover " - -	71 78	7.91
Eagle "	68.50	8.00
Gold Seal "	69.12	7.33
Silver Cow " - -	70.34	7.64
Nestle's "	68.35	7.87
Pheasant "	68.29	5.10
Challenge "	68.90	7.37

STERILIZED CREAM, unsweetened

JERSEY CREAM	**27.96**	**8.05**
St. Charles	27.06	7.10
Peerless	26.98	6.50
Carnation	24.94	6.93

Value is determined by amount of Butter Fat and Solids contained.

THE TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

MONEY-MAKING LINES

AROMA TEA
AND
AROMA COFFEE

The most satisfactory goods to the consumer.

The most profitable goods to the merchant.

Two good reasons to justify buying these well-known lines.

Our Traveller will tell you about them.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

THE REAL LIVE SELLING LINE

is what you want. H.P. Sauce is what you are looking for.

It has all the necessary qualifications for a leading line.

It is extensively advertised, and sells freely. Customers are delighted with it. It is the Sauce of the 20th century.

Write our agents for samples and prices. Try it on your own table and you will see why it has caught on.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

BATGER'S

Machine-cut Mixed Peel

In ½-lb. and 1-lb. Drums

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

The three kinds of Peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In ½ and 1-lb. drums.

ROSE & LAFLAMME, Limited
Agents,
MONTREAL AND TORONTO

WE WANT YOUR ORDERS
FOR

"Balmoral" Scotch Marmalade

It's a Trade Winner.

It's absolutely Pure.

It's well made.

For Quality and Flavor it has no equal.

We ask no favors. "Balmoral" sells on its merit.

Write us for Samples and Prices.

J. W. WINDSOR

MONTREAL

It Hurts YOU and YOUR Trade

if the tea you recommend is not the best you can procure

Some of your customers will insist on getting certain brands, which you doubtless know are not as good as some other one; but some of these customers have very decided opinions and must be humored. The great majority, however, are influenced by your opinion, and these are the very ones whose trade you are most likely to hold **providing they find that the goods you recommend are always to be relied on.**

Tea is one of the most important of the many things sold in a grocery or general store. You know from experience probably that a customer who complains about tea soon complains about other things and is dissatisfied all round.

You have also found that some customers who did not like the tea you recommended **did not complain but went to another store when they needed to buy again.**

To come right down to the point. **Do you think it pays to push or recommend any tea until you are satisfied yourself that it is the best tea on the market?**

Nothing but the best is good enough for your customers.

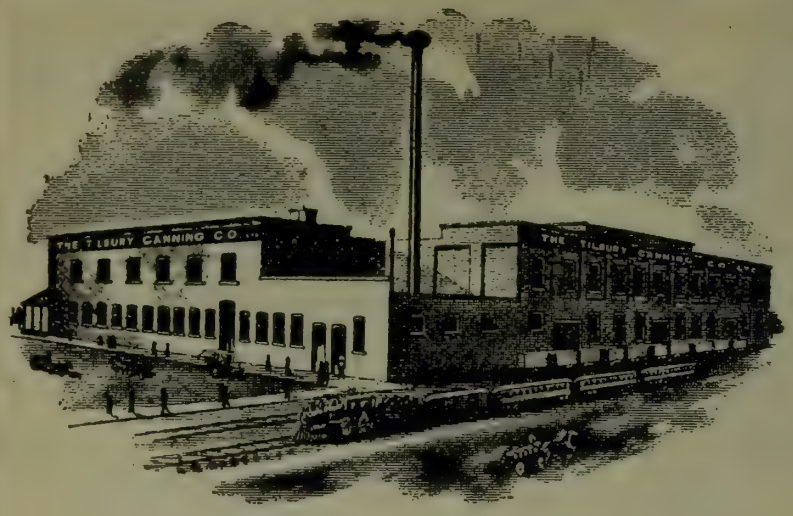
Now I believe Red Rose Tea is the best tea on the Canadian market and I believe any independent expert judge of tea will back up this opinion.

If you are not selling Red Rose Tea and feel that the best is none too good, order a sample case. Then form your own opinion, don't be persuaded one way or the other by my travellers or any one else. **Judge for yourself.**

If it is the best you will continue to buy it; if it isn't you won't.

Branches:
TORONTO, 3 Wellington St. East
WINNIPEG, 315 William Avenue

T. H. ESTABROOKS
ST. JOHN, - N.B.



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

GILMOUR'S 10c. HAND CLEANER

Per Gross: $9.60 less 12½%. Per Gross: $9.60 less 20%

(5 GROSS LOTS)

3 Dozen and 6 Dozen Cases. Terms: Net 30 Days

THE GILMOUR COMPANY

OFFICES: 934 De Montigny St. FACTORY: 604-6-8 Papineau Ave.

Begin the day well with Ridgways Tea

Largest sale of High Grade Tea in the World!

Why?

CANADIAN OFFICE, - VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

ABSORBINE

Cures Strained Puffy Ankles, Lymphangitis, Poll Evil, Fistula, Sores, Wire Cuts, Bruises and Swellings, Lameness, and Allays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. $2.00 per bottle at dealers or delivered. Horse Book 5 D free.

ABSORBINE, JR., (mankind, $1.00 bottle.) For Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain.

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canadian Agents.

REFRIGERATORS

FOR BUTCHERS AND GROCERS

EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

"Canada First" Brand Evaporated Cream and Condensed Milk

RECEIVED HIGHEST AWARD AND GOLD MEDAL, Halifax Exhibition, 1908

NO DEAD STOCK EVERY CAN GUARANTEED

Aylmer Condensed Milk Co., Limited : Aylmer, Ontario

Imperial Evaporated Cream

A Mighty Strong Point

in favor of this brand is the fact that the cap of the tin is **clamped on** and **not soldered.**

No such a thing as scorched cream if it is **Imperial Brand.** This is significant.

Regard this Point as would your customer.

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

A Leading British line well-known and largely advertised

DR TIBBLES' Vi-Cocoa

THE WORLD RENOWNED FOOD BEVERAGE

The Public Say:

"THERE IS MERIT IN IT."

The Trade Say:

"THERE IS MONEY IN IT."

AGENT FOR MONTREAL:

J. WALTER SNOWDON
413 St. Paul Street
Montreal

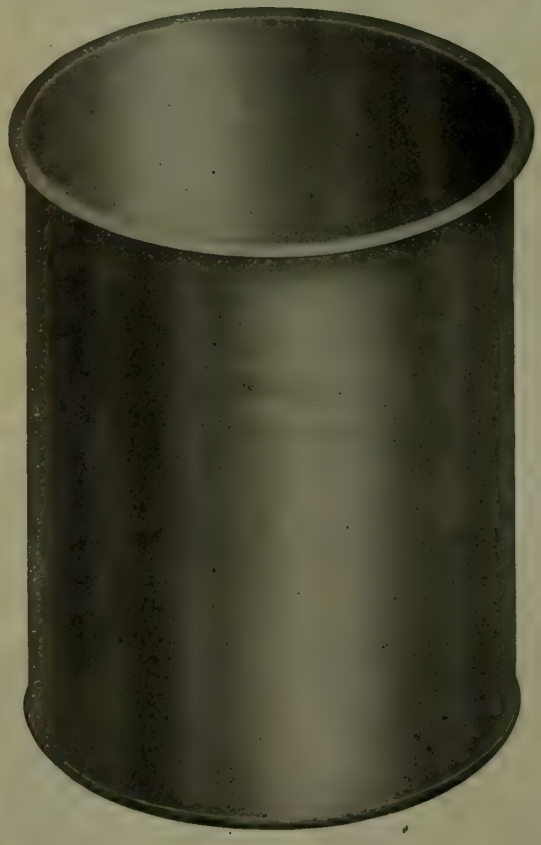
ONTARIO AGENTS:

GREEN & CO.
25 Front St. E., Toronto

Write Our Agents for Prices, Etc.

W. H. ESCOTT, 141 Bannatyne Avenue East, WINNIPEG

SAMPLE CASES NOW READY FOR DELIVERY



Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato,** not the **Tomato** to the size of the **Opening.**

Pack **Whole Tomatoes,** not Crushed Fruit.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Max Ams Patents

ESTABLISHED OVER 200 YEARS

CHAMPION'S IS THE BEST VINEGAR

MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.

ONTARIO AGENTS : The Lind Brokerage Co., 23 Scott St., Toronto
Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal
W. H. Escott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS — WRITE OUR AGENTS FOR PARTICULARS

"WHITE SWAN GOODS ARE GOOD GOODS"

—ALWAYS—

CEREALS, SPICES, COFFEES, ETC.

THE ROBERT GREIG CO. LIMITED

WHITE SWAN MILLS - TORONTO

Push "2 in 1" Shoe Polish among your customers and it will work for you. Its convenient and economical qualities recommend it to careful buyers.

2 in 1

SHOE POLISH

If you are missing the profits that the sale of "2 in 1" brings, get in line to-day. You will find that "2 in 1" will help you to sell other lines as well.

The F. F. DALLEY CO., Limited

HAMILTON, CANADA
BUFFALO, N.Y., U.S.A.

ANNOUNCEMENT !

Mackintosh's Toffee

(The King of Toffees)

I am receiving fresh stock of this world famous Toffee this week. It is a line that sells freely now, it is well advertised and shows you good profit.

Order Now. *Get it on sale.*

William H. Dunn

Sole Agent

27 Front St. East, TORONTO

396 St. Paul St., MONTREAL

I OFFER

for prompt shipment from Origin, new season's crop

Spanish Shelled Peanuts

Quotations from

ANDREW WATSON

SOLE IMPORTER

91 Youville Square - - MONTREAL

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

Australian Storekeepers

handle

"OXOL"

FOR CATTLE

in immense quantities.

Canadian Storekeepers

will shortly do the same.

"OXOL" FOR CATTLE

No. 1, "Oxol" Pulverised Doses; No. 2, "Oxol" Drench for Calves; No. 3, "Oxol" Horse Balls; No. 4, "Oxol" Salve; No. 5, "Oxol" Easy Milking Pomadium; No. 6, "Oxol" Swine Powders.

These six very scientific preparations are compounds of the purest and highest quality. They **Feed, Fatten and Cure** Horses, Cattle, Sheep and Swine. **One Agent Only** will be established in each district, and will be advertised as Sole Superintendent of our trade in his particular territory. Applications for district agencies are invited to be sent in at once to

S. K. & T.C. WINDSOR, 253 St. Paul and 2 St. Vincent Sts., MONTREAL

and in England, Australia and New Zealand.

"Canada's Pride" CANNED GOODS

Packed by the Napanee Canning Co.
Under the Most Sanitary and Scientific Methods

QUALITY, FLAVOR AND DESIGN OF LABEL unequalled in the Dominion

We Control the sale of "Canada's Pride" for Montreal and East

SPECIAL ARRANGEMENTS FOR CAR LOTS FOR DIRECT SHIPMENT. Write us for quotations

WILLIAM GALBRAITH & SON

80-82 St. Peter Street, MONTREAL

If the Conservatives Are Beaten Here Are Two Winners !

My Attractive Package :
In ¼, ½, 1 and 5-lb. Tins

White Dove Cocoanut

and

White Dove Almond Paste

are unbeatable

Agents :
Geo. A. Stone, Vancouver, B.C.
Scott, Bathgate & Co., Winnipeg, Man.
Frank M. Hannum, Ottawa, Ont.
C. E. Macmichael, St. John, N.B.
J. W. Gorham & Co., Halifax, N.S.

MANUFACTURED BY

Packed in 5-lb. Tins, 12 to case
" 10-lb. " 6 "

W. P. DOWNEY

24 and 26 St. Peter Street, - - MONTREAL

CHASE & SANBORN'S HIGH GRADE COFFEES

Liked by every thoughtful housekeeper

Chase & Sanborn, - Montreal

KLEANIT

The Magic Window Cleaner

Have you tried it ?

If not do so, then you will recommend it to your customers.

James Turner & Co., Limited

Hamilton, Ontario

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Interesting Revelations in "Guild" Case

Crown Witnesses Tell How the Wholesalers' Arrangements Interfered With Their Businesses — Quasi-Wholesalers Unable to Buy Sugar, Tobacco and Other Staples—The "Equalized Rates System" Explained—Defence Gets in Some Strong Points on Crown Evidence.

The trial of the Dominion Wholesale Grocers' Guild, which was reported at some length up to the time of going to press last week, was continued on Wednesday, Thursday and Friday before Chief Justice Falconbridge at the City Hall, Toronto. It was anticipated that the case would be carried through to the end at this sitting and some surprise was manifested when on Thursday His Lordship intimated that he would not be able to sit on the case longer than the one week. Following this, it was announced on Friday that the case would be held over until Tuesday, November 10.

Up till Wednesday afternoon the evidence submitted had been chiefly the reading of letters from the President and members of the guild to other members and manufacturers, the Crown seeking in this way to build up the charge of conspiracy against the defendants. On Thursday and Friday the evidence was rather more interesting, for a number of witnesses were called, who gave a good deal of interesting information as to the working out of the guild arrangements and their effect on the trade.

The Defence Outlined.

The line of defence was outlined by E. F. B. Johnston, chief counsel for the defendants, on Wednesday afternoon, during his cross-examination of J. Stanley Cook, the Secretary of the guild. It will be submitted that the guild had nothing to do with preventing the retailer to buy from the manufacturer if he so desired. The point aimed at was to prevent the retailer from getting the same rebate from the manufacturer as the wholesaler was receiving. This, it is maintained, is absolutely necessary for the existence of the wholesale houses, as otherwise they would be forced out of existence, and since the wholesaling system is economically the cheapest means of distributing the goods, prices would be higher to the consumer in the end.

Wednesday Afternoon Session.

On the hearing being resumed on Wednesday afternoon, a letter from J. Stanley Cook to A. McDonald Co., Winnipeg, was read, complaining that the firm had sold Edwardsburg starch contrary to agreement.

"A violation of the rules renders you liable to confiscation of your rebate by the refiners," the letter said.

"That seems to settle the point as to where the forfeits went," commented Justice Falconbridge. "It states that the rebates would be confiscated by the refiners. Apparently it was a sort of premium used to enforce the rules."

"That is a fact," from Mr. Johnston.

This was the last letter of the budget submitted by the Crown.

J. Stanley Cook was then cross-examined by Mr. Johnston. He stated that he was appointed Secretary of the Dominion Guild in 1901. The guild had been in existence for from ten to eighteen years before that, but it was not until 1904 that by-laws were framed. There had been a good deal of price-cutting, and the object of the by-laws was to do no more than define what the regulations should be in regard to that matter. There was no penalty attached to a violation of these by-laws except loss of membership. There was no deposit of any description to be forfeited. If rebates were withheld they were not given to the guild.

"How many cases have there been in which the rebate penalty was enforced?"

"I do not know of any single case in which the rebate penalty was finally enforced."

Explaining why several firms referred to had had difficulty with the guild he said that Revillion Bros., of Edmonton, originally conducted both a wholesale and retail business. They have since cut off the retail department and are now members of the guild. Similar difficulty had been experienced with Broissand & Co., of St. Catharines, Rundle of New Brunswick, and Baird & Peters, St. John.

"What was your object in getting the list of direct buyers from the refiners?" asked Mr. Johnston.

"To send them circulars and any information that would be advantageous to them to have."

"And what the guild was trying to do was to get the manufacturer to so reduce his prices to the wholesale trade as to make it profitable to the trade to deal in his goods?"

"The rebate was intended to have the effect of giving the wholesaler his margin."

"Who fixed the listed prices?" was the next question.

"The manufacturers."

"What was the connection then between the wholesaler and the manufacturer?"

"Proportionate profits and the restriction of rebate to the wholesale trade."

"Did the manufacturer fix the selling prices in all cases?"

"Absolutely."

And then the members of the guild arranged with the manufacturer for a certain rebate for handling his particular line of goods?"

"That is right."

The Question of Rebate.

"The question was," Mr. Johnston continued, "whether or not the rebate was to be confined to the wholesaler or was to include the retailer?"

"That was the whole question so far as the wholesale trade was concerned.

"It goes without saying that if the retailers got the same rebate as the wholesalers there would be no room for the wholesalers?"

"They would go out of existence."

"If the retailers got the rebate it would be to their advantage?"

"To their very considerable advantage."

"And if it was carried out to the full extent there would be nobody to whom the wholesalers could sell?"

"That is the fact."

Equalized Rates System.

Explaining the equalized rates system as applied to sugar, Mr. Cook said that system was arranged to enable direct buyers of sugar in the wholesale trade to get a margin. By it every wholesaler was put in the same position, except that there was a difference of rate according to the distance from Montreal. The price was set by the refiners at Montreal, being the current price for sugar. To this initial price was added a percentage to cover the cost of shipment to various wholesale centres. In some cases this did cover cost of shipment, in others it did not.

"So what your guild did was to act as distributors of the goods of the various manufacturers?" Mr. Johnston asked.

"That is the principle of the wholesale trade."

"As a matter of fact there were many wholesalers getting the rebate who were not members of the guild?"

"That is so."

"Was there any list absolutely controlled by the Guild?"

"No."

The Reason for the Fighting.

"The whole fight for years has been to get better terms, better profits and protection against the retail people getting goods at the same rates as the wholesalers?"

"Yes."

"Is there anything in the agreements to prevent a retailer from getting his goods direct from the market?"

"No, the only difference is that he cannot get the same terms as the wholesaler."

Cross-examined by Mr. Washington, for the Crown, Mr. Cook said that the wholesalers who were not members of the Guild and who bought direct from the manufacturers had either to adhere to the prices fixed by the manufacturers or be disciplined.

A Toronto Grocer Speaks.

W. W. Clancy, a grocer, of Bloor St., West, Toronto, was called by the Crown. He told the story of the formation of the Provincial Groceries, Limited, which carried on business for some time on Front Street, Toronto, being organized in 1903. It was a co-operative concern, made up of retailers who bought from it at wholesale prices. Profits over six per cent. were refunded to those who bought from the company. The company, however, was not too successful and went into liquidation in 1905.

"What led to this result?" Mr. Blackstock asked.

'We couldn't get goods to sell at a profit."

"Why?"

"Because we were not members of the Guild. We approached manufacturers to buy goods, but they referred us to the Guild, stating that they could not sell goods unless we became members of the Guild. We applied to the Guild for membership, but we did not succeed in getting admission."

"What goods were those you could not get?"

'Sugar, tobacco, starch and vinegar, and we could not get Aylmer brand canned goods nor the best brands of salmon. We approached the manufacturers and wrote letters to find out why they would not sell us goods, but they simply referred us to the Guild. James Pyle, of New York, would not even sell us Pearline because we were not in the Guild,"

Could Not Get Into Guild.

"We couldn't get into the Guild, either," continued the witness. "That meant we lost money. We would have to buy sugar, for instance, from a retailer, and then sell it again, sometimes at a loss of 5 or 6 cents a hundred. We would have had a good business to-day if we could have got the goods."

Questioned concerning the effect of the Guild upon the trade, the witness said:

"A man cannot become a wholesale grocer unless he goes into the Guild."

"What effect have the arrangements of the Guild on the prices at which the commodities reach the consumer?"

"I cannot say, but in some cases prices are higher to-day than they were. Canned tomatoes, for instance, are selling at from 90 to 95 cents this year, although the crop was the biggest on record, and eight or nine years ago they sold at from 60 to 65 cents. Whether the combination is in any degree responsible for the increase I am not in a position to say."

Cross-examined by Mr. Johnston, Mr. Clancy said that in refusing to supply goods to his company, the manufacturers might have been influenced by its financial standing.

"Did you stick to the wholesale business when you gave up the co-operative idea?" Mr. Blackstock asked.

"Yes, even more closely than the others. We didn't make a practice of selling to hotels or other similar large buyers at all."

'The retail grocery trade at that time was demoralized," said the witness, and a little later, "If retailers could buy direct from the manufacturers they would be bigger men, and consequently would be in a position to sell cheaper to the consumer."

The court then adjourned.

THURSDAY MORNING'S SESSION.

Thursday morning's session was a particularly interesting one, the examination of crown witnesses being proceeded with. Three of these were called during the morning and gave evidence regarding the alleged difficulties they had had in bucking up against the Guild arrangements, particularly in regard to tobacco and sugar.

A. McLean, Kingston, the first witness, said he was partly a wholesale and partly a retail grocer. He had been in business since '63 or '64. Never had had any trouble in buying sugar from refiners till 1881. He saw the refiners repeatedly from '81 on, and since this prosecution started he had seen Mr. Labatt, of the St. Lawrence Co., and Mr. Drummond's son. The last time he got a decided "No," from Mr. Watson, of the Canada Sugar Co. Mr. Labatt, of the St. Lawrence Co., said he wanted the wholesale trade to make money. They couldn't do so other than by adhering to the Guild agreement. He had also dealt with the Acadia Sugar Company for some years. Had seen Mr. Cutler recently, who said he couldn't do anything for him. He had also dealt largely with Sir William Macdonald in tobacco, and for 12 years had had no trouble, Later Sir William sent him a letter saying that in the interests of his business he would have to cut him off.

Mr. Johnston objected that the letter had no bearing on this particular charge. But it was allowed, subject to objection by Chief Justice Falconbridge.

"I find it advisable to confine my accounts to the wholesale trade," read the letter, "you had better dispose only of my stock you have on hand."

Witness said he had seen Mr. Macdonald some time ago. At that time he said he had to protect his business, that wholesalers were his best customers. He would keep him on if he would sell at the same prices as these men sold at. Mr. Macdonald kept him on his list for two years and then cut him off altogether. He had seen Mr. Macdonald once or twice since. He was always friendly, but not enough so to sell him goods.

Tried to Get In.

He had communicated with the Guild once through its agent in Kingston, when he was cornered. He saw Messrs. Craig & Sutherland. They said they would put his application in. "I have never heard anything of this since," he said.

A letter fronr Edgar Wills, secretary of the Toronto Guild to McLean, dated Sept. 16, 1888, said: "As soon as you make a change in your business so as to qualify as a wholesale house we will allow you admittance. If your name is passed by the Kingston Guild there will be no difficulty in your becoming affiliated with the Guild."

"Did you try to get tobacco from any other companies?" the witness was asked.

"Yes, but I wasn't able to do satisfactory business with them."

Letters were read in support of this from the McAlpine Tobacco Co., Toronto, and Goldstein & Co., Montreal, dated in 1888 and 1889, to the effect that they could not supply Mr. McLean with tobacco because the guild and wholesalers had combined against them for supplying him.

How it Affected Business.

"What was effect of all this on your business?" counsel asked.

"I was trying to get to the position of a wholesaler, was working as retailer, trying to get up. For 45 years I had been trying to work my way to the front."

"What was the effect of the guild arrangement on trade?"

Mr. Johnston objected to this question, saying, "He cannot speak as to that."

"After 55 years' experience as a grocer he ought to be able to speak," Mr. Washington said.

The question was admitted subject to objection.

Aged Witness Breaks Down.

The witness, however, was unable to answer the questions. Seventy-six years of age and noticeably feeble, the strain of the examination was too much for him and he broke down. His Lordship thought Mr. McLean was faint from standing so long and ordered a chair brought for him, but the old man was completely overcome and had to be taken from the witness box for the time.

A Port Hope Grocer's Plaint.

John Curtis, called, said he was a retailer and wholesaler in a small way in Port Hope.

He had never bought sugars direct from the refiners and had gotten tobaccos only from the Empire people. About eight years ago he found he couldn't do this. When he asked about it the company said the guild wouldn't take their tobacco until they had worked up a trade. Then the guild said they would take control of it if it was sold only to guild. This caused his jobbing trade to fall off. He used to buy starches and syrups from the Edwardsburg Starch Co., but in 1905 was told that the order must come through the wholesale houses.

"What wholesale house shall we place your order with," read the letter.

Witness had to buy Eddy's goods, but was shut off on them also.

Mr. Curtis told of going to see the late Mr. Ince in Toronto, when he told him that sugar was 12 cents higher in Port Hope than in Toronto, Mr. Ince called his son and said, "Willie, is this the case?"

He was sent to Edgar Wills, then to Col. Davidson. These said they couldn't do anything for him, so he had to drop it at the time.

The Equalized Rates Again.

"How does the equalized rate book affect Port Hope?"

In answer to the question the witness read a list showing how the towns west of Belleville and east of Toronto were affected. The rate at Port Hope was 26 cents; Peterboro', 13 cents; Lindsay, 16; Toronto, 10; Belleville, 10; Oshawa, 24; Scarboro, 19; Hamilton 11 cents.

"How does this affect your trade?"

Witness said it destroyed his wholesale trade entirely. It forced him to put the price up to consumers. There was no other way to bring in Canadian refined. He used to bring up New York sugar by boat, but this did not prove satisfactory.

"How does the equalized rates compare with the regular freight rates at Port Hope?".

"We can't get any regular rate at Port Hope. The Grand Trunk won't give us any satisfaction."

Trouble With Sugar and Salt.

Mr. Curtis told of going to the St. Lawrence Sugar Co. in April or May the Summer after guild arrangement came in force. He was asked if he belonged to guild, and on saying no, was refused. He then went to the Redpath Co., but received the same treatment. He used to buy salt, dealing with Ransford, of Clinton. The latter said all jobbers were cut off and would sell him no longer.

"Any other commodities," asked Mr. Washington, "which interfered with your business."

"I think I had some difficulty in getting shredded wheat."

"What is the effect of the guild arrangements on the retailer," he was asked.

"I have been in grocery business 25 years," he said, "and see the effect in this way. The traveler comes along and says, 'who will you have this through.' I think it has affected business in putting the price up."

A Fair System If Rightly Worked.

Cross-questioned by Mr. Johnston he said that system at present in operation among manufacturers and wholesalers was fair if properly carried out. He did not think the profit allowed by manufacturers was more than a living profit. In small quantities less than cars it was only reasonable, in larger lots it seemed a little more.

"Articles are cut closer than they were some years ago?"

"To the retailer, yes?"

"What would be a fair percentage of profit added to the price of articles?"

"I sell sugars at 10 cents on the dollar, on credit. Sometimes less."

"What would be the net profit on whole of your business to-day?"

"About 15 per cent. or less; sugar, 10 per cent.; tobaccos, 8 per cent."

"What should be the gross profits on a wholesale business?"

"I couldn't say."

Witness did not know whether the profit the wholesalers are making is more than reasonable because he did not know how much it was. The credits of the wholesaler would be larger than with the retailer and with failures among retailers their losses would be heavy.

Questioned regarding the nature of his business witness said he had been doing a jobbing business with small general stores in the vicinity ever since he started business. He had no travelers and only reached those whom the regular grip men did not call on.

Referring again to tobacco, Mr. Johnston asked:—"Do you know the rate wholesalers make on MacDonald's tobacco?"

"Four cents a pound. I never got them at the same rate as the wholesalers."

Could Buy at List Prices.

"Could you always buy sugar, starch, etc., at the list prices?" Mr, Johnston continued.

"Yes."

"The reason you didn't get these goods at discount prices was that you were not a wholesaler?"

"Yes."

"What do you do if the retailers in Port Hope cut?"

"Don't do anything. We can't help it."

"But you don't like it?"

"No."

Questioned as to how he thought the present system might be improved, he said he would amend the present system of buying goods so that the wholesaler with a retail counter could buy at wholesale rates."

"Is there anything else you think might be improved?"

"Yes. Travelers should not sell to one man at $25 less than to another, offered in baits, etc." he said.

Mr. Johnston then questioned the witness about the freight rates, and suggested that the rates as fixed by the equalized system were controlled by the railway companies.

"I don't see that," said Mr. Curtis, "I can't see that it is the railway that is responsible for the rate to Port Hope from Montreal, being 16 cents, while the rate to London is only 12."

"Do you know that it costs almost twice as much to ship from Montreal to Calgary as it does from Montreal to Vancouver?"

"I don't know that."

"Or that the rate from Toronto to Rat Portage is twice as much as from Toronto to Winnipeg?"

"I don't know that."

Mr. Johnston suggested that the rates depended upon whether the location is a competitive point or not.

"Well, I can't see why a firm in Peterboro can get their goods at a cheaper rate than I can in Port Hope, when we are both equally distant from Montreal and Toronto."

"Do you understand the equalized rates system?"

"I have an idea how it works out." Continuing, the witness said he had no objection to the system if it worked properly, but objected that the equalized rates book does not accomplish this purpose.

"If it did, you would have no fault to find?"

"No."

In answer to a question by Mr. Washington, Mr. Curtis explained what he meant by travelers giving a rebate.

"Well," he said, "I have heard about travelers giving a grocer $25 cash, say, and then sending him the sugar at Guild prices. I don't like that kind of business. I like to know what I am paying straight."

"What do you mean by saying the country can get along without combines?" the witness was asked in reply to another answer.

"That there is no need for the Guild. I suppose I get so used to hearing it called a combine that I call it one myself."

A Canner's Story.

Wm. J. Graham, a resident of a suburb of Owen Sound, and a stockholder in the Owen Sound Canning Co., was called. The firm commenced business in 1901, and put up fruits, corn and tomatoes.

"Did you have an interview with Mr. Beckett in 1902 with regard to your pack?"

"Yes, he made me a proposition to sell our pack to Guild. He produced a document representing himself as a Dominion syndicate. They were to sell the pack at a nominal figure, say 65 cents for tomatoes. He claimed all the principal canners had signed this agreement, except the Bloomfield Co. We were to be guided by his directions as to amount of goods to pack. This price would be about the cost price of packing. Mr. Beckett was to allow us a share of profits."

"Did you sign it?"

"No; we didn't come to terms, for I saw nothing in it."

The witness said that in 1901 and 1902 he met with no obstacles in selling their goods to different firms, Eby-Blain, Perkins-Ince, McLachlan & Son, and Vancouver and Victoria houses. In 1903, however, they were met with the objection that members of the Guild could not buy their goods. The pack that year was the general line.

Wholesalers Tied Up With Canners.

He saw W. P. Eby, who said they had gone into an arrangement with the Canners' Consolidated Association, and that they could not buy from him without losing their profits. "Mr. Eby said he was sorry if we d dn't go into this arrangement," the witness continued.

"We did sell him some goods the canners couldn't supply him. Perkins-Ince also wouldn't buy from us."

The same rebuff was met in Owen Sound from McLachlan & Sons. The pack of the factory was sold that year at the coast through brokers. The sales were fair enough there.

In 1904 the firm only packed peas, seeing the market was shut up on other lines. They contracted for the sale of these with the Bloomfield Packing Co. before packing.

"In 1905 we had to sell our pack to the retail trade at about cost price," continued the witness. "We have never packed anything since 1905, because we couldn't make anything without getting into the wholesale market."

Canners Offered to Buy Them Out.

"What is the association you speak of?" he was asked.

"That is the Consolidated Canners, the Canadian Canners, of Hamilton, At that time they asked for a price on our property. The negotiations did not, however, materialize."

The witness said that later he told Mr. David Marshall that the system was a menace to his business and that he would take legal proceedings against them. Mr. Marshall then wrote him a letter.

Mr. Johnston objected to the presentation of the letter as it was evidence relating to the Canadian Consolidated Canners.

"We were tied up by the Canadian Canners just as much as the Owen Sound association was," said Mr. Johnston.

"Are the Canners charged here with being co-conspirators?" asked his Lordship.

"Yes."

"Then I will admit the evidence."

The witness was asked as to the price of canned tomatoes last year. He said he had examined the stock lists and had an idea of the prices. He always kept himself informed of the price.

Estimates Cost of Packing.

Witness was asked to give some idea of the cost of packing tomatoes. He estimated the net cost at about 70 cents, which, with other factors, would bring the total cost to about 88 cents.

"Then the profit last year would be the difference between 88 cents and $1.25?"

"Yes."

He thought the profits last year were excessive and said that the prices this year are considerably less.

To Mr. Johnston the witness admitted that he had been a civil servant for many years, and stated that he paid very little attention to the canning business.

Again, he said that the handling of groceries might be facilitated and cheapened by the placing by the manufactur-

ers of their goods in the hands of the wholesalers for distribution.

"You know that the wholesale grocers were tied up. They would lose their discount if they bought anywhere else than the Canadian Canneries."

No Quarrel With the Guild.

Personally, Mr. Graham said, he had no quarrel with the members of the Guild. He considered the wholesalers very useful members of society. His trouble was with the institution known as the Canadian Canners, Limited.

"Do you mean to say, seriously," said Mr. Johnston, "that you could not really do business ?"

"I mean to say that it was necessary to do business with the wholesale dealers, and we couldn't do it. So we had to sell out."

"Are you quite sure that it was not because the country was not productive enough to keep the business going ?"

"That was not the reason."

Thereupon Mr. Johnston produced a letter written by the son of the witness, manager of the Owen Sound Company, in which he stated that they desired to move because the country about Owen Sound was not favorable to the growing of tomatoes.

"I'll agree to that," said Mr. Graham, "but that doesn't at all alter the fact that we had to dispose of our goods through the wholesalers to carry on a successful business."

This ended the morning session.

THURSDAY AFTERNOON'S SESSION

The afternoon session saw the examination of a couple of other witnesses who claimed to have been interfered with by the Guild arrangement.

The first called was A. McLean, an aged Kingston retailer and jobber, who had broken down in the box in the morning.

Cross-examined by Mr. Johnston he said his business was largely retail at the beginning. He felt the effect of the Guild arrangement in 1881. He then had trouble with sugar because the refiners took the part of the men who sold their goods.

Cruel Law of Nature.

'I couldn't blame the wholesalers for their action," he said. "It was the law of nature and nature was sometimes pretty cruel."

Referring to tobacco, Mr. Johnston asked, "Was there any talk between you and Macdonald on tobacco ?"

"Yes. I sold the goods at 1c per lb. profit and lost on it. Macdonald said to 'Go and sell at the same prices as the other men, and I will keep you on my list.' "

After this he got tobacco from Goldstein & Co., of Montreal, when he also was ordered to discontinue selling it.

"He could not sell to you and keep his discounts ?"

"He did lose it through me."

A letter from the Ontario Sugar Co. to the witness mentioned something about freights being against them in Kingston.

"If wholesale firms go in business it is not unreasonable for them to secure a reasonable profit."

"No," said the witness.

Mr. Washington asked, "When you were buying sugars direct, what profit were you getting ?"

"A fair per cent."

"Has that decreased ?"

"Yes ; we got a better profit then."

This ended Mr. McLean's examination.

Another Canner's Experience.

A. R. Baker, of the Old Homestead Canning Co., Picton, was the next witness.

In 1903 he said he sold goods in some sections to wholesalers and in others to retailers. Has met with difficulty in disposing of goods since pretty regularly. About all the jobbers in Toronto refused to buy his pack until this year by reason of the fact that they had signed with the Canadian Canners and would lose their rebate. This year the company is selling to Eby-Blain, Toronto.

Mr. Washington, aside, "I know what will happen to them."

Prices last year were rather high, the witness said, with No. 1 tomatoes at $1.27½. This was higher than the year before. This year they are lower, with No. 1 at 95 cents.

Cross-examined by Mr. Washington, the witness said the price of canned goods depends on other circumstances than trade arrangements, namely, crop and demand.

"The Canadian Canners are a private corporation," the witness said. "They buy from the growers and other canning companies. They fix a price."

"Do you ?"

"No. I sell to the wholesalers when I can ; if not to the retailer."

"Would it be unfair for canners to sell to retailers ?" Mr. Baker was asked.

He said he couldn't supply the wholesalers with all goods the Canadian Canners can, as the company doesn't go into jams or finer vegetables.

"Unless the canners can't utilize the wholesale trade it would mean an increased cost of goods ?"

"Certainly."

'Doing away with wholesalers would increase the cost of the goods ?"

"Probably so."

"What do you think about the bargain with the Canadian Canners ?"

"If the wholesalers are willing, all right."

The Crop and Prices.

Re-examined by Mr. Washington. "Was there anything in the crop this year which would affect prices ?"

"Some features, but a good deal of dissatisfaction existed all over the country by reason of goods being left on wholesalers' hands."

An Interesting Witness.

B. W. Robertson, Kingston, the gentleman whose name figured largely in correspondence of previous days, was called and proved a most interesting witness. He seemed at first to enjoy the situation and made the most of it to impress his Scotch ancestry and early business training, but later, under Mr. Johnston's searching examination, became slightly confused.

Witness said he conducted an exclusively wholesale business. Questioned about sugar, he said he had bought from refiners without difficulty until the Guild arrangement came in. This affected him on sugar, though he always got tobaccoes. He is not a member of the Guild.

"What difficulty did you have with sugars ?" counsel asked.

"When the arrangement was made I couldn't get it unless I paid the net price to refiners."

He told of having had an interview with Mr. McNally, secretary-treasurer of the St. Lawrence Co., about the 8th of May, 1901. He told him he wouldn't go in the Guild.

Mr. McNally said to him, "You've worried us enough now. We will give you sugar and not force you to go in the Guild."

Much amusement was caused in the court by the witness' next reply.

The Mark of the Beast.

"What did you say then ?" was the query.

"Asked him if he had ever read the 13th chapter of Revelations."

"What is that ?"

"Well, I can read it to you."

The witness then produced a slip of paper and amid much laughter read the following verse : "And the beast caused all, both small and great, rich and poor, free and bond, to receive a mark on their right hand or in their foreheads, and that no man may buy or sell save he that had the mark or the name of the beast."

"There's nothing to laugh about in my reading them," he said, when the court smiled audibly.

"What did McNally say ?" he was asked.

"McNally said it would be a long time before it came," the witness answered, "but I told him it had come already."

Mr. Robertson said he had been in the business for 40 years, and was turning over about $100,000 a year now.

"Why did you fight so persistently all these years against the Guild ?"

"I thought there was no use in getting tied up. I had made more money before than after the Guild arrangement."

Witness said he had brought sugar in, some from New York, some from Scotland, some from wholesale houses.

The Guild and Some Naughty Travelers

"What is effect of operation of Guild on trade conditions ?" was the next question.

"Very bad."

Why ?"

"Sometimes travelers, about the finest class of men in the country, often have to do things they don't want to do. We lost $300 in giving a man allowances, and also part of his salary to make sales."

"What effect does it have on competition in trade ?"

"It has had the result of increasing wholesale houses and thus increasing competition."

"Does this increase or decrease prices ?"

"It will necessitate larger profits. A young man commencing in the wholesale business would find it very difficult to get any sugar or tobacco unless he was in the Guild."

Turning to the question of business evolution, counsel asked, "What is the tendency of the relation between manufacturer and retailer ?"

"The tendency is to do away with middleman, to allow retailer to get directly at the manufacturer."

Cross-examined by Mr. Johnston, he said the cheapest way to do business would be to do away with the travelers and do business by circular.

"The wholesale system is a very reasonable one ?"

"Yes."

"Who fixes the price of starch, sugar and so forth?"

"The manufacturers in sugar."

"You have no right to dictate to the manufacturers their price, have you?"

"No."

Wanted to Run His Business.

Questioned by Mr. Johnston as to why he did not enter the Guild Mr. Robertson said he couldn't rely on the word of other members and because he wanted to run his own business.

"Would you rather see fewer wholesalers than more to-day?"

"Fewer."

"Why, because you're a wholesaler?"

"Yes."

"You could then make more money?"

"Yes."

Questioned regarding the price movements of sugar during the last few years, Mr. Robertson became rather confused. He told something, however, of the history of tobacco during the last 20 years. Some years ago it could be bought at 22½ cents but the increased duty and cost of manufacture has brought it up to 80 cents. The prices of starch had also increased in the last 20 years.

"Have canned goods gone up in the last 20 years?"

"I couldn't say."

"What about sugar under equalized rates systems? Was the price higher or lower than before?"

"Now the rate is so favorable we can bring sugar to Kingston and store it ourselves. Formerly it was stored in Kingston."

A number of questions from Mr. Robertson's evidence at the former hearing in Hamilton were referred to him and the answers verified.

Re-examined by Mr. Blackstock.

"What has been the effect of the Guild on prices of sugar, starch, vinegar, etc., to the consumer."

"I don't think there is much difference."

The Object of the Guild.

"What do you think is the object of the Guild?"

"I suppose to make a little more money. If goods are higher the consumer has to pay it."

"Do you impute any of the advance on tobacco to these trade arrangements?"

"The Guild gets a little more profit."

"Sugar has gone down. Why?"

"The manufacture of beet sugar and the duty has changed this. The Guild has had no effect on prices."

Another "Outside" Concern.

H. W. Zealand, managing director of the Grocers' Wholesale Co., Limited Hamilton, was then called, and after telling the story of his troubles by reason of the Guild and its various arrangements, was put through a stiff cross-examination by Mr. Johnston.

Witness said he had been connected with the wholesale grocery business since '84 or '85 and was one of the incorporators of the Grocers' Wholesale Co. in 1901. He told the history of the business in relation to the affair.

He applied to Redpath's for sugar in July, 1901. He interviewed Mr. Watson, who said they could not supply them because of the nature of their company. Next he interviewed Sir Wm. McDonald, who spotted a couple of retailers' names and said, "There is your source of supply."

The next trouble came early in 1905 when the starch manufacturers and others cut them off their list. Mr. Hutchison of the St. Lawrence Starch Co., admitted to him that he was willing to leave T. Eaton's name on the list, but his had to come off. He also had trouble with the canners who sold to them through Perkins, Ince.

"The fourth year the canners sold on percentage and gave us the rebate through back door," he said.

He had other trouble with Wm. Clark, Montreal. This firm sold them from 1901 till Feb. 11, 1905. On March 11 he received a letter saying the firm's name had been taken off list. Later Mr. Clark replaced the name on list.

"Was there any reason except non-membership in the guild for this?"

"No. the guild alone was to blame."

Another letter from the St. Lawrence Starch Co. told of similar treatment. "The only way we can sell you is at wholesale prices through some recognized wholesale firm." the letter read.

Another similar letter from Lumsden Bros., "regretted they would be unable to supply them in the regular way."

Another letter was read from the Empire Tobacco Co., stating in reply to an order that they could not fill it unless the firm was a member of the guild.

"Did you have the same experience in other commodities?"

"Yes, in cereals and others."

Guild Spoiled Dividends.

"The guild took away a percentage of profits and spoiled our dividend," the witness explained.

"What is the effect of the influence of guild and its policy on trade generally?" was asked.

"In wholesale business it is hard on new firms. The customers stay with old firms. It takes away competition entirely. An office boy could do two-thirds of the buying. There is no chance to make a bargain when the seller comes along.

"High prices on canned goods work against the poor consumer," the witness said. "He goes without them."

A letter from R. S. S. McIndoe gave orders to the effect that Wm. Clark had instructed them not to fill orders for this firm.

"Did you attempt to get into the guild?" counsel asked.

"Finally it became necessary."

Tried to Join the Guild.

A letter was sent to the secretary in Hamilton and one in reply stated that only strictly wholesale firms were allowed to enter, only on agreement of the Hamilton Guild and the payment of $250. He was advised to apply to the secretary of the local guild.

Another letter from J. Stanley Cook showed that witness' firm objected to the terms, particularly to "unlimited calls," as outlined in the agreement.

"The application form seemed to us to be made for our particular benefit," said the witness, so sent back an application I considered reasonable. There the matter dropped.

Trouble for Crosse & Blackwell.

A couple of letters to the firm from Crosse & Blackwell showed how closely the wholesale trade was sticking together at the time. One dated March 13, written by E. S. Wyatt, from the King Edward Hotel, Toronto, said in part: "After a debate of five hours I am reluctantly compelled to agree to the removal of your company as direct purchasers of our goods. The Price Committee maintain that your company is not doing a legitimate wholesale business."

Another letter from the same source in May 16, 1905, said: "To have retained your name on our lists would have meant that we would lose the business of practically all the wholesale trade in Hamilton and Toronto."

The time for adjournment had by this time arrived.

FRIDAY MORNING'S SESSION.

On the resumption of the hearing on Friday morning Mr. Zealand was put through a searching cross-examination by Mr. Johnston, in an evident effort to prove that the Grocers' Wholesale Co. was not a legitimate wholesale house.

"In organizing the Wholesale Grocers, Limited, was your object to form a combination of retailers for their self-protection?"

"I would not say that. It was an ordinary joint stock company."

Mr. Johnston pointed out that a number of stockholders were retail grocers, and asked what the reason was for the organization of the company.

"The reason was that the retail grocers thought that the guild was making too many restrictions."

"How did you propose to remove the restrictions?"

"By paying seven per cent. dividend on stock and a dividend upon purchases?"

"So that the retailers who were members of the company would practically be placed in the position of getting manufacturers' prices?"

"Provided the profits allowed for distribution."

Suit Against the Guild.

"You have a civil action against the guild, and Mr. Beckett for damages?" queried Mr. Johnston.

"Yes. I started it early in 1905, for damages because Beckett or the guild spoiled our profits by getting the manufacturers to take my name off their lists." answered the witness.

"Why haven't you continued that action?"

"This is a good enough action for me."

"Aha! you would rather use the Crown than a civil action. You prefer the criminal to the civil action."

"I am going on the advice of my solicitor, who is my brother-in-law."

"There was a tariff commission in Hamilton in November, 1905."

"That might be so."

"And you appeared before that commission with a view to lowering the duty on American sugar, and you were opposed by a body of guild members?"

"According to the papers."

"And while they were presenting their case to the commission, you went to the police court and laid information?"

"No, my solicitor was handling the case for me."

"Did you see Mr. Washington?"

"Mr. Washington sent and asked me to see him."

Promoting the Company.

"Prior to your going into this firm in Hamilton you were a traveler for Perkins, Ince & Co., Toronto?"

"Yes."

"And Wm. Brennan and yourself promoted this Hamilton company?"

"Yes."

"You did this while in the employ of another firm and on their time?"

"Yes."

"Do you think this was honest?"

"Yes."

"It was a combination of retailers then, got together for their self protection?"

"It was not a combination, they were a joint stock company."

"You know they are not an ordinary stock company paying dividends on the stock?"

"I'll admit that."

"Every one of your stockholders excepting yourself and another man are retailers?"

"They were at the time the company was formed."

"What was the capital stock of that company?"

"We asked for $100,000. $43,000 was subscribed, and about 75 per cent. of that was paid up."

"How much stock did you subscribe for?"

"For $500. I got $5,000 shares as promoter. Each member got one extra share as a bonus. The members each took $500 in shares."

"Why was the company formed?"

"The retailers thought the guild was making too many restrictions. It was to pay 7 per cent. on capital, and pay a preferred dividend on capital."

"You got goods at the ordinary wholesale price, but the money went back to them in 7 per cent. dividends, and in a share of the profits?"

"Well, yes."

"The man who bought the goods from you was placed exactly on the same basis with the manufacturer's price as the wholesalers?"

"Yes."

Not to Cut Prices.

"Well, it looks as if the institution was formed to let retail grocers get goods at manufacturers' prices?"

"As nearly as possible."

"So that your members would have been able to undersell their opponents in the same town who were not members?"

"Not exactly."

"Will you swear it was not?"

"I will not swear it."

"Did you make any arrangement with any manufacturer to handle his goods exclusively?"

"Not to my knowledge."

"Will you swear that?"

"I certainly will."

"Was there any arrangement to this effect with any manufacturer?"

"No."

"Did you claim this was a combination of retailers?"

"Good point."

"Did you agree to sell manufacturers' goods at their prices?"

"Many times."

"Thought this was all right?"

"Yes."

"The same thing you object to the guild doing?"

"No, the cases are not parallel."

"Members of your company still bought from wholesalers in spite of fact that your prices were the same?"

"Yes, in several cases."

"Why?"

"Because they said we could not buy at the right price as the wholesalers could."

"That is, although they were members of your company they still bought goods from the wicked wholesalers?"

"Yes."

"How many members did you have?"

"About 980 accounts. We had about 67 members. In 1905 we paid a dividend of $589, and in 1905 we paid $593.58."

"Did you penalize these men who bought from the wholesalers?"

"Our men made enquiries, that's all the investigation we did."

Peculiar Representations.

Some circulars sent out by the company at this time were submitted.

"You were sending out circulars at that time that falsely represented your company?"

"They made a wrong statement, not a false one."

"If you were acting as purchasing agents you would not be wholesalers?"

"No."

"We are entitled to take the statements in your literature as an evidence of what you are doing?"

"Yes."

A number of letters sent out by witness as manager of the company, explaining the methods of organization of the business were read.

"In referring to the fact that members were buying from other firms you spoke of handsome dividends that could be realized by adhering to the agreement?"

"The company found members yielding to baits offered by travelers of other wholesale houses and we wanted to keep them with us."

Another letter made the statement that the company gave the retailers goods directly from the manufacturers.

"Is that correct?"

"No, it is not true."

"So you published false statements to your shareholders in 1901, 1902 and 1903," commented the lawyer.

The Grocer Figures Again.

At this point the fyles of The Canadian Grocer for 1903 were made use of by Mr. Johnston and attention called to a number of advertisements in different issues of the paper during the Spring months.

"You advertised very considerably in The Canadian Grocer in 1903?"

"Yes; we had an ad. running for some time in that paper."

From an advertisement in the issue of May 16 Mr. Johnston read:

"Trusts are entirely foreign to this country. . . . Who is going to rule, 'the ring' or the people? Let the retailer become his own wholesaler."

"I don't see how that could be done," said Mr. Zealand.

"Still, you looked after the advertising?"

"Yes."

Another advertisement says, "The Grocers' Wholesale, Limited, is the shortest way from the manufacturer to the retailer."

In some of the advertisements a cartoon appeared showing a cow presumably being milked by trusts with the consumers in the background saying:—"That's my cow." And underneath was this motto:—

"What are you doing, my pretty maid?
'I'm doing the public, sir,' she said."

Referring to one of the statements made in the advertisements Mr. Johnston asked:

"Didn't you sell at wholesale grocers' prices?"

"Yes."

"So you were in the same position as the guild member dealing with reduction to the wholesale buyer?"

"Yes, with the exception of sugar or tobacco."

"So the retailer paid you the same prices as he would to any other?"

"Yes."

"And your path, then, was no shorter than that of the wholesalers'?"

"It was the same."

"And you would not have complained had the manufacturer sold to you at the same prices as he sold to the guild?"

"No."

"Are the profits you make excessive?"

"I'll never complain about them being that."

"And the wholesale grocers' profits were not large?"

"No."

"So what they did was to go to the manufacturer and say, if you allow us a larger profit we will buy from you and no one else?"

"I can't always speak as to that."

Departmental Store System.

Mr. Johnston then spoke of the departmental stores who, by buying in large lots from the manufacturer can sell cheaper than the retailer.

"They usually make up for the cut prices in another way," the witness said.

"There is a glaring example of a sale in jam jars, but of that we will hear more later," said the lawyer, who also referred to how the mail order business hurts the country stores.

Peculiar Business Morality.

Then followed rather a remarkable piece of evidence. The witness said that ultimately he tried to become a member of the guild.

"Was it because it was honest, or because it was dishonest, that you wanted to join?"

"I didn't know anything about it except that it was composed of a lot of honorable gentlemen."

"It was sometimes necessary to do wrong to protect your business?" asked Mr. Johnston, referring to the agreements mentioned above.

"Perhaps so."

"Is that your morality? Would you do wrong to protect your business?"

"If it was a question of protecting my business I would look after it."

"Then your moral perception is governed by dollars and cents?"

"I would say so. Yes."

"Well, that is perfectly frank."

Mr. Blackstock, re-examining, questioned:

"Who is there in all this who is looking after the public?"

"I object to that question," said Mr.

Johnston. "The public can look after itself; it usually does if left alone."

"Well, if you'll admit that I have no more to say," said the Crown counsel.

This, Mr. Blackstock intimated, closed the Crown's case.

Hugh Blain, of Eby-Blain, Toronto, was called as the first witness for the defence.

Examined by Mr. Johnston, Mr. Blain said he had been in the business since 1865.

"What is your property worth for retail grocery purposes?"

"It is only suitable for wholesale purposes. Wholesale houses are not usually in the retail district."

"What was the condition of trade prior to the formation of the Guild?"

"Very unsatisfactory, because some goods were sold at cost. Some of them yielded practically no profit."

The first agitation for terms with the manufacturers was made about 1883-4. At that time there was a small margin of profit on these articles. Often nothing was left and profits did not pay for the risks run.

"How did arrangements begin?"

The First Arrangement—1c

"In 1882, if I remember right, Col. Davidson and myself went to Montreal with the view of discussing the situation in the trade, and we succeeded in making an arrangement with other wholesale grocers to sell tobacco at an advance of two cents per pound."

"Who paid the two cents?"

"They came from the retail trade, whose margin of profit at that time was pretty large."

"Do you know whether there was any increase to the consumer?"

"I do not think it made any difference to the consumer."

Mr. Blain told something of wholesale business methods, how it required large and detail machinery involving complicated internal arrangements, shippers, clerks, travelers, selling agents, and a large amount of capital.

"We had to keep careful watch of all accounts," he said. "At that time we extended long credits and carried many retailers. We also suffered losses from time to time."

Questioned as to what would be a fair amount of profit on ordinary wholesale business, he said, "Between 2 and 3 per cent. net on his turnover, and gross over 10 per cent. You could make a good profit on this percentage on a large turnover."

The Next Move—1c

"The next move was a reduction in time terms. Sugar had been sold on a four months' basis. This was reduced to 60 days, and other articles to three months."

"Was there any organization at this time?"

"Partially so, Mr. Ince was president. Col. Davidson and W. H. Gillard were also in it, though the latter was not particularly active at the time."

"Our first proposition to the manufacturers was that we get ⅛ cent a pound on sugar. Our travelers always kept the prices on the staple articles as close as they could so as to sell other goods."

"How long had you been struggling to get better prices and terms with the manufacturers?"

"We have been struggling all our lives, and are struggling yet."

"As a result of the interview with refiners we did not succeed for a long time. They admitted business was done on an unreasonable margin, but they were slow in acceding to the proposals. We had been trying to get this for three or four years."

Reducing Time Terms.

"The next move," Mr. Blain said, "was to further reduce the time term, sugar to 30 days, other goods gradually coming to the same basis."

"Was there any difference between you and the manufacturer?"

"Not till the last nine or ten years. The last change in sugar was made when the equalized rates were established in 1898."

"What is the principle of that system?"

"The principle is that every wholesale house should be able to sell to the retail merchant goods that would cost him exactly the same, no matter from whom he bought."

"Freight rates and all?"

A Fair Arrangement.

"Yes."

"Do you think the equalized rates system is a fair arrangement, giving to the dealers and retailers equal benefits?"

"It is intended to be beneficial and fair, and I believe it is."

"Was it prepared with the view of discriminating against anybody?"

"Certainly not."

"By whom was it prepared?"

"By Mr. Beckett."

"When the guild was organized what was the condition of things in the wholesale trade in regard to cutting prices?"

"We had no means of doing anything."

"Were prices being cut to the detriment of the trade?"

"Yes."

The evils of the time were that some lines were being sold at lower than reasonable profits and that business methods were not satisfactory. There was great trouble, too, from wholesalers selling to consumers through the grange organization.

FRIDAY AFTERNOON SESSION.

At the afternoon session the examination of Mr. Blain was continued.

"At this time Jas. Lumbers took up the matter of supplying the grange and led to a good deal of trouble," he said.

"At this time wholesalers were not making a living profit out of the goods referred to?"

"No."

The witness with others visited some of the refiners at the time. They claimed that their own profits were so small that they couldn't give any favors.

In answer to a question Mr. Blain said the wholesalers had nothing to do with fixing prices. They simply wanted more profits. The wholesalers never disputed the right of the manufacturer to sell to the retail trade so long as they did not sell below retail prices.

"If these staple goods were sold to retailers at the same terms as to the wholesale trade what would be the ultimate result?"

"They would be put out of business."

"Was there any attempt to coerce the refiners in regard to the question of price?"

"Never."

"The main question was one of profit?"

"Yes, and the only one."

Got a Margin of Profit.

"Eventually you got a margin of profit from the manufacturers?"

"Yes, but not so much as we think we were entitled to."

"Did that affect the price to the retailer?"

"I do not think so. I know of no case where it did."

"Did it make any difference in the price to the consumer?"

"I don't think so."

"Could it make any difference under the existing state of affairs?"

"Practically, no."

Object of Forming the Guild.

"What was the object of forming the constitution of the guild?"

"To have a proper system of looking after our business, to have it properly organized, as every institution should have by-laws to govern it."

"And the condition of membership was what?"

"That a member must be a wholesale grocer."

"Was there ever any refusal by the guild to admit a man who was a wholesale grocer?"

"Not to my knowledge."

"Who made out the list of direct buyers?"

"Each manufacturer made out his own list."

"Had the guild any final say as to who should be on that list?"

"No, but we had the right to represent who should or should not be."

"Are there several wholesale houses who are not in the guild, but who are on the direct buyers' list?"

"Yes."

"And you had no objection to that?"

"None whatever."

"Did the guild know that the manufacturers were selling to retailers not on the list?"

"In some cases, yes. If a manufacturer was found doing so we made representations."

"Were any threats made to manufacturers?"

"Only in some cases that we might not sell his goods."

"The Canadian Wholesale Grocers Co., of Hamilton, what objection was there to them belonging to the guild?"

"Because they were merely an aggregation of retailers banded together to buy at wholesale prices."

"Presuming that one of these concerns started up in every trade centre in the Province, what would be the effect upon the wholesalers?"

"Very serious."

"In what way?"

"It would force every wholesaler out of business."

"Was it the intention that your profit should come from the consumer?"

"No, since we are the cheapest method of doing this business. The profit we made came from the machinery needed to carry goods from the manufacturer to the consumer. If the wholesale system was cut out goods would undoubtedly cost more than they do now."

"The guild never made any arrangements to prevent any one going into the guild except the provision that he give up his retail business as Mr. Kinnear, of T. Kinnear & Co., Toronto, did."

"Do you know of any case in which a member violating the rules was penalized?"

"It was not a frequent occurrence."

Mr. Blain said he believed the wholesale business to be the cheapest method of handling the commodities under discussion.

"Is there anything in your arrangements with the manufacturers of sugar, tobacco, cereals, etc., which would unduly prevent or limit the sale of these articles?"

"Nothing whatever."

Questioned by Mr. Blackstock, Mr. Blain said that though not an officer, he has borne an active part in the arrangements of the guild. Perhaps there was none more active.

"Is it true that you, with others, have formed what is popularly called a combine?"

"I don't think it could be called that."

"So far as the evidence has gone, have you seen any evidence of a so-called combine?"

"No, I have not."

"These arrangements with the manufacturers, whether for good or for bad, have a far reaching effect upon the people?"

"No, only particular classes?"

"The object of your arrangements was to dislocate and interfere with the state of things you found before you made them?"

"I don't think a thing already disjointed can be dislocated," was the retort.

"Was the retail grocery trade in a satisfactory condition at this time?"

"Neither the retail nor the wholesale grocery trade have, to my mind, ever got out of the businesses what they put into them."

"It was impossible for you to look for any improvement in the price of the manufacturer?"

"Yes."

"And you couldn't make any money out of the retailer at that time?"

"We didn't want to."

Improved Profits of Retailers.

"Did you succeed in improving the profits of the wholesale trade?"

"I think we did."

"And you were not concerned with the profit of the retailers?"

"Oh, I think so. If he doesn't make a good profit he will not be a good customer."

Referring again to the equalized rates system Mr. Blackstock asked:

"Is it not part of this that sugar should be sold at the same price to every wholesaler?"

"Not at all. Wholesalers are on an equal footing only so far as selling the goods is concerned.

"The retailer is greatly interested in the price at which he can get the commodity from the manufacturer?"

"He is."

"If the retailer had access to the manufacturer or refiner, would he not beat him down in price if he could?"

"As an isolated transaction, that's right."

"And as he can't get at them, the cut is eliminated."

"Yes."

"Was your business in a starved and unsatisfactory condition?"

"We were getting thin, and are having a hard time yet."

A Different Case.

Mr. Blackstock then read an extract from a prospectus of Eby, Blain & Co., saying the purposes and objects were "to secure the co-operation of retail merchants in fostering a community of interests between the wholesale and retail trade, and to place stock chiefly with the retail trade."

"You, as a member of the Guild, did not think yourself disqualified by this?"

"Not at all."

"But you thought Mr. Zealand was by handling stock to retailers?"

"His arrangements were upon an entirely different basis."

"Part of your arrangement was that you would not import foreign sugars?"

"Yes."

"Under the agreement if it were strictly kept you and your associates were the only ones handling Canadian refined sugars?"

"Practically, yes, though there were several exceptions."

Competing Points.

Speaking of wholesale and railway competing points, Mr. Blain said: — "There is a difference, though these occur at the same places. The former are where wholesale houses are established and where goods are shipped from, such as Toronto, Hamilton, Collingwood. Points like Acton, Brampton, etc., are not."

Determining Competition.

"What determines the amount of competition in commercial business?"

"Demand; competition increases with that."

"Before the sugar agreement the small jobbers could buy large quantities of sugar and sell at a price ruinous to other retailers."

"Yes, the manufacturer in most cases has a fixed price to his goods."

Mr. Blain said that the object of the formation of the guild was to protect Canadian industries, and every step made was taken with that end in view.

"Supposing you imported refined sugar?"

"It would have been dishonorable."

"And further?"

"If we imported the goods we lost the rebate."

"That was the lever used?"

"Yes."

"And what else?"

"We were brought into competition with the refiners."

Charles Corley, of the Wholesale Brokerage and Commission Co., formerly the Pacific Selling Co., East Orange, N. J., dealers in Pacific coast products, canned salmon, etc., was examined by Mr. Johnston.

"What has been your methods as to distribution of goods?"

"We reach consumers through the wholesale grocer."

"Has it been your policy to fix a selling price?"

"Yes, on some lines."

"On Clover Leaf salmon?"

"Yes."

"Previous to the Guild arrangement?"

"Yes, sir."

During his testimony yesterday Mr. Zealand said that Mr. Corby had refused to sell him goods. Mr. Corby explained this by saying that his company distributed their goods wholly through legitimate wholesale houses.

"What about a jobber with a retail counter?"

"If he were a jobber and recognized as such, I would sell to him. We have jobbers in the United States with retail stores."

He has some fixed prices in the United States, set by the firm. Not by any combine.

Witness said he wouldn't deal with Wholesale Groceries Co., of Hamilton, as he understands this firm by report to be not strictly wholesale.

"Has it been your policy to fix a selling price at which the goods reach the consumer?"

"On some articles."

"Was it on Clover Leaf salmon, the goods mentioned here?"

"It was."

Cross-examined by Mr. Blackstock:

Not Dictated to by Guild—lc

"Did you decline to sell to the Hamilton firm merely in obedience to the dictates of the Guild?"

"Not at all."

"Did not the Guild raise trouble over selling to this company?"

"Not to my knowledge."

"You know they made their objection to your agent?"

"I possibly do."

"If the man has the money and comes to you for a large order would you sell to him if the wholesalers didn't object?"

"I wouldn't if he were a retailer."

"Why, because you're afraid of the wholesaler?"

"Yes. You can't do two kinds of business."

"You have prices fixed every year?"

"Yes."

"All the wholesalers get your goods at the same price?"

"Yes."

"Then everything is rigid and fixed till we get to consumer?"

"Yes."

Questioned again by Mr. Johnston:

"What settles prices among retailers and consumers?"

"Supply and demand, I suppose."

"What do you mean by being afraid of the wholesaler?"

"Anyone in our business must keep the good-will of the wholesaler."

This ended the examination, and according to the announcement made on Thursday, the hearing was adjourned, to be resumed on Tuesday, November 10th, at 11 a.m.

FRENCH SARDINE PACK SHORT.

The French sardine catch is over, according to cables received in New York this week from Paris and Bordeaux, and the packers find themselves with even less goods packed than a year ago and virtually no surplus available. None of them will take orders and most of them have been forced into making pro rata deliveries. In many factories the fish were absorbed as fast as packed.

Milk Condensing, Story of Great Industry

The Life and Struggles of Gail Borden, the Pioneer of the Condensed Milk Business—How the Industry Has Developed—A Description of the Recently Opened Borden Factory at Tilsonburg, Ontario, the Finest on the Continent.

"There is nothing new under the sun."

One so often hears and reads of this trite expression and when instances are given based on historic records such as that gunpowder, claimed as the invention of the French monk, Schwartz, was known to the Chinese a thousand years before the birth of Christ, or that the ancient Egyptians had knowledge of the manufacture of paper, one is apt to fall into the belief that "there is nothing new under the sun" in our day of advanced civilization. We pride ourselves on the inventions of the telegraph, the telephone, talking machines, steam and electricity and a thousand and one other useful and indispensable appliances and the names of the great discoveries and appliers of the forces of nature. Watt, Stevenson, Morse, Edison and Bell are carved indelibly in the world's history of great achievements. To Jenner, Pasteur and Koch the world owes much and mankind for ages to come will ever remain in their debt. One might enumerate a score of fields in which the genius of man has left the marks of his thought and endeavor for the benefit of his fellowmen. It is, however, the writer's intention to draw the attention of the readers of The Canadian Grocer, briefly, and as succintly as possible, to the achievements of one of the greatest benefactors of this or any other age; namely, Gail Borden, the undoubted and indisputable originator of condensed milk, and it is no random statement on our part to say that "he stands first among the educators of the world for actual work accomplished in the preservation and condensation, in portable form, of the most perishable and necessary food product."

The Inventor of Condensed Milk.

By grocers and purveyors of food products the name of Gail Borden should be especially reverenced and as the true grocer should keep himself posted on all his goods and thoroughly understand what he dispenses to his customers this brief sketch of Gail Borden and the great work and industry he founded and which is continued on such a magnificent scale by his present successors will be of interest.

Gail Borden was born in New York State in 1801. From that time to 1827, when he appeared at Galveston, Texas, as one of the hardy pioneers driving out the notorious Jean Lafitte and his band of pirates from the Gulf Port, his struggles were those of every sturdy son of the early years of the nineteenth century. He was a surveyor and his honesty and resourcefulness in the discharge of his duties in Indiana, Kentucky and Mississippi brought him into high official positions in the State, and for his services in the struggle, which drove out Mexican rule, put Santa Anna to rout at the victory of San Jacinto and established the Republic of Texas. He was appointed the first collector of the Port of Galveston by President Houston. He surveyed and laid out that city.

Qualities Which Won.

Honesty and resourcefulness were common qualities among the bold and hardy frontiersmen, who repelled the Mexican invaders. Borden had, in addition, uncommon qualities the height of Yankee inventiveness, backed up by the bull-dog determination shown in his rugged features and strict religion, and all this patient ingenuity was constantly exerted in furtherance of his ambition to be a humanitarian, a benefactor, a bequeather to unborn generations of some blessing incalculable in value.

Half-starved at times, the young surveyor on his long and lonely journeys over the desolate plains of the Southwest felt the need of some wholesome food which could be preserved in compact and portable form. His first crude attempt in this direction was a "meat biscuit," the juice of beef combined with bread. He embarked his entire capital in its manufacture and it is this meat

The New Factory of the Borden Condensed Milk Co. at Tillsonburg, Ont.

biscuit that took the highest award at the first world's exhibition at London in 1851.

In 1852 Gail Borden was elected an honorary member of the London Society of Arts. As a commercial venture, however, the "meat biscuit" was not a success, it having appeared too early to be accepted as an article of general consumption. In 1853 he returned to New York. Some four years previous to this he had concentrated his energies in attempts to condense milk. Like all inventors of radically new things, he was laughed at by skeptics and eminent scientists combatted the possibility of preserving the butter fat in its natural condition. His prophetic vision, however, must have seen a glorious future for the child of his brain, for in spite of almost insurmountable obstacles, lack of capital, failure of experiments, ridicule of friends, losses by fire of his plants, discouragements from the U.S. patent offices on the plea that his application "lacked the essential requisites of novelty and usefulness," even to the mortgaging of a portion of his prospects, he was finally, on August 19, 1856, granted Patent No. 15553 for "Producing Concentrated Sweet Milk by Evaporation in Vacuo."

Rival claimants to priority of the invention were promptly in the field and the London Saturday Review claimed that Borden had robbed English army officers of the patent. It was finally conceded that Borden's claim was just and the Encyclopaedia Brittanica on condensed milk states:

An Early Description.

"The credit of originating the industry is due to Mr. Gail Borden, of White Plains, N.Y. In 1851 he introduced his plain condensed milk, which is simply milk from which three-fourths and four-fifths of the water has been removed, and in 1861 he rendered important services to the army in the field by supplying a preserved milk which was in effect milk, similarly concentrated with a proportion of sugar added and hermetically sealed in tin cans."

From this time on (1861) prospects became brighter, and although many disappointments had yet to be overcome, his indomitable energy, pluck, enthusiasm and honesty triumphed, until in 1874 when, with success assured, he left the conductors of his enterprise a heritage far more precious than the right to his invention—the inspiration of his fine personality and scrupulously honest life.

Above all he left them a humanitarian industry—a business which, as carried out in the highest plane, confers an immense specific benefit upon mankind, from the delicate child in its mother's arms to the exhausted soldier in the wilderness.

Something About the Company.

So much for the humanitarian and undiscouraged inventor. A brief sketch of the great Borden's Condensed Milk Company will be of interest to all Canadian grocers, particularly that there are now two factories in operation in Canada.

The company own and operate 145 factories in the United States, located from Maine to California.

A New Canadian Plant.

The Canadian Grocer, through the courtesy of Wm. H. Dunn, the company's Ontario, Quebec and Maritime Provinces' representative, was a privileged guest of president Wm. J. Rogers, at the opening of the new plant at Tillsonburg, Ont., on October 2nd last. The knowledge possessed by The Grocer of the magnitude of the Borden's Condensed Milk Co., and the process of manufacture of "Eagle Brand" condensed milk and "Peerless Brand" evaporated cream, was superficial and the opportunity of witnessing the manufacture of such an indispensable grocery staple was one not to be lost. To say that what he saw was a revelation is putting it extremely mild. It was an object lesson in the application of hygienic principles and modern scientific methods in the production in concentrated and portable form of one of man's essential foods.

To describe accurately the wonderful processes of manufacture of condensed milk and evaporated cream is beyond the writer's abilities, and it is not the purport of this article to go into scientific details, but rather to indicate to our readers a few of the very important matters that have placed Borden's brands in the very forefront of the world's milk products.

The primary principle of the founder and the policy of the present company's heads is "the minute and absolute control of the dairyman's milk." The dazzling spotlessness of their factories, the most perfect scientific machinery employed and the strictest hygienic condition of every employe, the spirit of cleanliness, accuracy and thoroughness is a fetish with every one connected with the industry from the president down to the humblest employe, and the harsh but expressive word "cranks" on these matters is the only one thoroughly appropriate. The result of all this is "perfection, purity, safety and healthfulness" in the product.

An Interior View of the New Borden Factory at Tillsonburg.

The Most Perfect on the Continent.

The Tillsonburg factory is undoubtedly the most perfect milk condensing factory on the American continent, as in its construction every tried and modern principle of location, sanitation, hygiene and skill has been employed. It is located just outside of the town in a beautiful valley with pure, clear spring water in abundance. The building itself is of pure white pressed brick with as much light as is possible to allow, ventilation is perfect and clear, clean and sweet. The photos shown in this article will give the reader an idea of the exterior and interior of the plant, but no description can bear the impression on his mind that an inspection of the actual plant does.

The Primary Processes.

The approaches to the building are graded to the receiving house, where the milk cans are brought, weighed and

the contents passed into the receiving tanks. After the cans are emptied they are scrupulously cleaned before being returned to the farmer. This cleaning process is not left to the farmer himself, but is attended to by the employes and the farmer given definite instructions in the process and the theory and practice of cleanliness impressed upon him. As an educational feature this system is of great benefit, not only to the milk producer, but also to the company and ultimately is a security to the consumer.

After the milk tanks are filled the fluid is passed through pipes into the sterlizing and heating vessels and when the proper temperature is reached put into milk cans which are placed into long basins of running water where on revolving tables they are turned and the milk automatically stirred until the proper temperature for the large condenser is arrived at. This condenser is located on the second floor and is a marvel of construction and accurate work.

Entirely Mechanical Process.

After the condensing process is finished the milk is conveyed in pipes to the filling machines which work automatically. Throughout the entire process, from the reception of the milk at the receiving station to the time it is packed into the tins, there is not the slightest opportunity for the milk to come into contact with the hands thus ensuring cleanliness from start to finish.

The large second floor is undivided by partitions and is used for a storage department. Shipping facilities are provided at the rear of the building where railway sidings run along the entire building and loading is promptly and conveniently arranged.

A Banquet to the Visitors.

At the opening of the plant President Rogers invited the Mayor, Councilors and prominent business men of the town and vicinity to an inspection of the plant and the operation of the condensing process. Vice-president S. F. Taylor and Frank Rogers, superintendent of Borden's factories as well as President Rogers, explained the operations to the guests. Later Mr. Rogers entertained his guests at a banquet at the Arlington Hotel, to which about twenty-five guests sat down. The after-dinner remarks of the leading speakers President Rogers, Vice-President Taylor, Superintendent Frank Rogers and other members of the producing and selling force of the Borden Condensed Milk Co., Mr. Twining and Mr. Hutt, of the Ingersoll plant, gave the guests instructive and valuable news of this great industry. W. H. Dunn, Montreal, selling agent, to whose energetic work and enthusiasm for "Eagle," "Peerless" and "Gold Seal" brands, much of the increase in sales in Canada is due, also spoke of the remarkable demand for condensed milk in Canada. From sales of a few hundred cases a year some six years ago, the business in his territory alone had grown to one of over a full carload every week in the year. It was easy for Mr. Dunn, as he expressed it, to put enthusiasm into the sale of Borden's brands, as the perfect manner in which the goods were manufactured and the correct straightforward and honest treatment of the trade, made every employe thoroughly loyal and enthusiastic.

A Grocer Who Has Risen.

It may be mentioned that President Rogers started in life as a clerk in a grocery store in New York City and it is thus appropriate that his life-work should find him at the head of one of the leading grocery staples of the world. Space will not permit of a sketch of his career, itself an interesting study of what can be accomplished by energy, thrift, business acumen and pluck, but The Grocer will, in a future issue, take pleasure in presenting to its readers a full account of his career. We cannot know too much of the principles that have made men great in our own business.

KINGSTON CORRESPONDENCE.

October 30.—The squirrels are laying in their Winter store of hickory nuts. They are wise. The merchants are also on the Q.V., and the sidewalks are piled up with canned goods, corn, peas and tomatoes being most prominent. What they will retail for yet is not known. Big Jim the grocer will likely let us know in his space in the paper and it is a good way for the rest generally to follow.

Saturday's market was larger than the largest this year and everything brought big prices. The outlook for Winter trade is good but there are a lot of people looking around for some grocer to feed them all Winter and many a poor grocer will get stung.

John Randolph has again assumed control of the Hotel Randolph. This will be good news for the knights of the grip, for there is no more genial hotel man in Canada than John.

Roy Gibson has returned from a two months' visit to the Northwest and feels that Ontario is good enough for him. He will work and learn the grocery business in his father's store, corner Princess and King Streets.

We watch with interest the proceedings of the court in the grocers' combine cases. Kingston is interested. Will it be a fine or how will it turn out?

Business is kind of flat. Some blame the elections. People seem to be living on politics. Cold weather is a good tonic. People wear more clothes and get their appetites sharpened.

The students had a big time hazing. New men were mauled till their own friends didn't know them. One poor fellow ran past our store with his face all "2 in 1" and his boots off. Everybody laughed, of course, until he disappeared in his boarding house.

Are there any more jelly powders going to be made? I heard a grocer say he had ten kinds now, but he was going to get rid of all but two, and I think he is wise. There are too many kinds of everything now-a-days hence so much goods that are shopworn, dirty and off-flavor. I cleaned out a lot of 1-lb. tins of baking powder to a man last week. He said he had a lot of baking to do as he was going to have a bee to raise his barn.

Can't get a good apple. Never saw such culls. The bags and barrels show good samples on top but lower down they are small and shapeless. If a man alters a $1 bill and makes it a $10 he is sent to jail. I don't see why a man cheating by putting large fruit on top shouldn't be punished also. It is a swindle sure.

DEATH OF HALIFAX FINANCIER.

Thomas E. Kenny, President of Acadia Sugar Refinery, Passed Away on Monday.

Thomas E. Kenny, President of the Acadia Sugar Refinery, and also of the Royal Bank of Canada, died rather suddenly in Halifax on Monday morning, Oct. 26. Mr. Kenny was a prominent figure in business circles in the Maritime Provinces and was also familiarly known in Montreal. The funeral took place on Wednesday, October 28.

TRADE NOTES.

Elliott & Lambert, Mildmay, Ont., are disposing of a $4,000 general store stock and $200 of fixtures. The firm had a $15,000 turn-over last year but are going out of business for private reasons.

A fine new grocery has just been opened in Uxbridge by P. Shier & Co. in the block formerly occupied by H. H. Bishop. The premises have been thoroughly remodelled and a flour and feed and seed department will be run in connection with the grocery.

SOME INTERESTING CATALOGUES

A new catalogue has just been issued by the Walker Bin and Store Fixture Co., of Berlin, which is gotten up in such a way as to be interesting to every grocer. The little book is called "Modern Grocery Fixtures," and is the third issue of a similar nature. The earlier pages are occupied with sketches of suggested bins, shelving, doorways and other store outfits. Following these are a number of photographs showing the interiors of some of the latest stores supplied with fixtures. The catalogue is very attractively gotten up and will prove interesting to any grocer. It will be sent from the company on mention of the name of this paper.

Another bright little catalogue which came to hand this week is one from the Onward Manufacturing Co., of Berlin, showing an attractive line of cash registers, manufactured by the Michigan Register Co., at Detroit. The booklet illustrates various machines for different purposes and explains the details quite comprehensively. A copy of this will be forwarded to any grocer interested by application to the Onward Mfg. Co., and mentioning the Canadian Grocer.

AGENTS WANTED.

WANTED—Live agent, Toronto district, to sell Wagstaffe's Fine Old English Plum Puddings and Mincemeat from now until Christmas on commission. None but good, reliable men need apply. Wagstaffe, Ltd., Pure Fruit Preserver, 57 Vine Street, Hamilton.

THE CANADIAN GROCER

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UPS AND DOWNS IN SUGAR.

The past week has seen some rather interesting fluctuations in the sugar market. Last week's market reports noted a firm and advancing raw market with a possibility of an advance shortly. European beets had been climbing in jumps for some time, having gone forward fully a shilling in the last month. Reports of unfavorable weather for the crop added another touch to this at the middle of the week and in the face of this the Redpath interests advanced ten points on Friday.

Official notice of an advance by all refiners came from the Dominion Exchange shortly afterward, but the St. Lawrence Co. continued to accept business at the old prices.

At the first of the week cables from Europe reported a decline of 3d. in the beet market, with the situation generally easier. On receipt of this the refiners declined ten points on Tuesday, so that quotations this week are the same as before last Friday's advance.

At the present time the raw markets are steady, though fairly easy under good deliveries. There is no immediate prospect of another change in refined.

TURKEYS ENOUGH FOR THANKSGIVING.

We may safely prepare to give thanks without hesitancy. Dealers in various parts of the country report that the supply of Thanksgiving turkeys will be quite adequate.

What a relief for the hungry head of a family who has been looking forward to tucking the substance of a plump drumstick under his waistcoat on Monday week.

While the supply promises to be adequate, it will not be much above the requirements. Farmers are a little behindhand with their turkeys this year, and the greater portion of the crop is as yet pretty light. The real harvest wil come along well in time for Christmas, when business promises to be very brisk.

Last year the turkey season opened with prices on a very stiff basis, and shortly afterward the decline was somewhat marked. This year opening prices are rather more reasonable and dealers state that if there is any change it will be in the form of a slight advance.

CANADIAN CRANBERRIES IN DEMAND.

This year, and particularly the last week or so, is seeing a better demand for Canadian cranberries than fruit-dealers have heretofore known.

In previous years the Cape Cod berries have furnished practically all the business. This year the Nova Scotia berry, which is coming into the markets in better condition and better packed than formerly, is commanding a good deal of attention.

Just at present the Cape Cod dealers are holding their berries and prices on Canadian markets are firm at $10 to $12 a barrel. Against this the Nova Scotia berries, which compare very favorably are offered at $8 per barrel, and are selling quite freely. Some Ontario berries, too, are on the market, though not in large quantities.

The Grocer has questioned frequently why our markets should not be supplied with our own cranberries, and indications that such is coming to be the case are gratifying indeed.

THE SITUATION IN THE WEST.

The Western Viewpoint by our special correspondent.

Winnipeg, Oct. 27.—The situation in wheat has changed very little for the entire week. The market has never been a very rapid one but it had been steady and held remarkably strong all week. The forward movement has averaged rather more than 400 cars daily for the week and this increasing movement has very naturally lessened the premiums that are paid on spot wheat. On Saturday morning 1c was paid on spot No. 1 Northern but later in the same session a large quantity of spot wheat was applied on the option. During the latter part of the week there has been little or no demand for No. 2 and No. 3 cash wheat but there has been fair trading in November.

The Grain Exchange is practically the only place in the city where it is possible to escape the discussion of politics and inside the sacred precincts of the trading rooms you never hear them mentioned. Probably by this time next week the majority of politicians will have ceased even to explain how it happened which will be a relief to people who while taking an intelligent interest in the questions of the day have no use for party politics. The excitement seems to be confined largely to the centres, the farmers being busy hauling grain or ploughing. The weather has been admirable for the latter work and it has been pushed with vigor all through the month of October and not only has a large amount been accomplished but the work has been particularly well done and should insure an excellent seed bed for next spring.

The cattle market is pretty dull, receipts of second rate butchers being very much in excess of demand. Receipts of all classes of stuff are large and by the end of the season it will not be possible for any man to complain that he could not get his stuff out for lack of cars. The hog situation is much the same as the cattle. Farmers are shipping in a great lot of underweight hogs that the packers have no use for. There is absolutely no excuse for this for feed is abundant and the weather could not have been better for the finishing of hogs than it has been for the past two months. There has been such an excess of thin hogs that the market has broken a full cent. There has been no slackening of demand for good bacon hogs; indeed, the packers are receiving far less than their requirements but the forcing of so much undesirable stuff on the market could have but one effect.

The Dominion Live Stock Commissioner for the West is making arrangements with a number of farmers to feed bunches of steers under Government direction this winter. There is an increased tendency to go into winter feeding, but it is not being done to the extent it should be as witness the thin, half-grown stuff that is being offered for sale.

The Dominion Department of Agriculture hope by offering certain inducements, to secure a number of farmers who will take up this work of demonstrating how easily and profitably cattle can be finished in the open in the Canadian West during the winter and thus use up the coarse grains and ship them out in the most concentrated form, viz., that of good fat beef.—H.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT, VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

Montreal, October 29, 1908.

Beans—Easier.
Butter—Advanced.
Sugar—Firm.
Cheese—Slight advance.
Eggs—Advanced.

Now that the elections have been relegated to the past, business men are looking for a general improvement of conditions. During the week trade has been only fair and in most quarters this is in a measure attributed to the attention which has been bestowed upon political matters. Whilst the interest evinced in the large centres has been decidedly apathetic the country districts have been quite the reverse and it has been in these quarters that trade has been most affected. A prominent business man of this city stated that it was his opinion that the pendulum would commence to swing towards prosperity with an increased impetus after the American elections. If this city is any criterion it has commenced to swing in that direction already.

The decline in rolled oats is perhaps the most important change in quotations this week. This change was intimated in last week's report, but then all dealers had not swung into line as they have now. There is a better demand for Canadian apples coming from England, with an advance in prices, and prospects are good for a further advance.

Locally the tea market has not altered during the week, all grades being somewhat dull. Reports from Japan state that no more suitable tea is obtainable there for export. Sugar remains quiet and prices are maintained. It is thought that if the prices of raw continue to go up an advance in refined may be expected. Molasses and syrups are dull, comparatively little trade passing in these lines.

A good business is being done in fish lines, which is due to their seasonableness and favorable prices. Other lines have not been disturbed during the week.

SUGAR—There is a strong tone to the sugar market, and it is said if the price of raws continues to advance, refined grades will soon have to go forward. Considerable Scotch sugar is coming into the country. Demand is not brisk.

Granulated, bbls	$4 60
" ½-bbls	4 75
" bags	4 55
Paris lump, boxes, 100 lbs	5 40
" " 50 lbs	5 50
" 25 lbs	5 70
Extra ground, bbls	4 95
" " 50-lb. boxes	5 15
" " 25-lb. boxes	5 35
Powdered, bbls	4 75
" 50-lb. boxes	4 95
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 20
No. 1 " bags	4 15

MOLASSES AND SYRUPS—Considerable apathy is noted in these lines. Trade, which has been only fair for some time, has dropped off considerably during the week. Prices remain the same as at last quotation.

Barbadoes, in puncheons	0 37	0 39
" in barrels	0 39½	0 41½
" in half-barrels	0 40½	0 42½
" fancy	0 38	0 40
" extra fancy	0 38	0 42
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " ½ doz. "		2 75
" 10-lb. " ¼ doz. "		2 65
" 20-lb. " ⅛ doz. "		2 60

MAPLE PRODUCTS—No change in this market. Trade is dull and prices the same.

Compound maple syrup, per lb	0 05½	0 06
Pure Townships sugar, per lb	0 06	0 07
Pure syrup, 8½lb. tin	0 60	0 65

TEA—Reports from Japan state that there is no more tea available there for export. Locally trade in this line is very dull. Blacks are preserving a dull attitude as has characterized them for some time past. Advices from India state that supplies have been considerably heavier than in the corresponding month of 1907 and as almost always happens with increased quantity, the quality has shown some falling off. This is most apparent in Assam growths and Darjeelings, both of which have lost some of the stand-out character which they had a month ago. There is not much change to notice in Cachar, Sylhet, or Chittagong teas, but it is satisfactory to be able to report that the arrivals from Dooars have improved, and are at present useful in character. Prices of common grades advanced in the earlier sales of the month, but with heavier supplies week after week, they dropped back to their former values and closed without any change to report. As regards finer sorts, it is more difficult to speak correctly. The selling prices of certain well known marks have dropped 1d. to 2d. per lb. on the month, but when quality is also considered it is seen that very little actual change has taken place. The tendency on the whole is easier, but after such a period of keen competition for choice lots as was noticeable at the end of August some slacking off was inevitable. A Calcutta cable states that the supply is overtaking last year's figures after a time of apprehended shortage. The offerings in public sale in September were 191,300 packages, against 174,974 in 1907.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18½
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—Dealers report a good, steady trade, pretty evenly divided among all lines. No changes in prices have been recorded.

Jamaica	0 16	0 20
Java	0 20	0 35
Mocha	0 18½	0 25
Rio, No. 7	0 09	0 1[illegible]
Santos	0 12	0 15
Maracaibo	0 15	0 20

Roasted and ground 20 per cent. additional.

DRIED FRUITS—The Valencia market is quiet and the tendency is for easier prices. Malagas are not displaying any unusual tendencies, only moving slowly. Sultanas have been active and stocks are fairly well cleaned up. Figs are being well bought up as they arrive. The warm weather, it is thought, has somewhat checked the demand for currants, which will be more active when cooler weather arrives. It is stated that practically all the cargo of the Tabristan, due to arrive in New York soon with new dates, has been sold since the announcement of prices.

Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb	0 03½	0 04
Packages "	0 05½	0 06½
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" " ½-box		0 75
"Royal Buckingham Clusters," ½-boxes		1 30
" boxes		4 75
"Excelsior Windsor Clusters"		5 75
" ¼s		1 60
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb	0 12	0 18
Peaches, "	0 11	0 15
Pears, "	0 13	0 15
Prunes—		per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08½	0 09½
" " " 50-60s	0 08	0 08½
" " " 60-70s		0 09
" " " 70- 0s	0 07½	0 08
" " " 90-100s	0 06½	0 07

SPICES—The falling off in demand is due to the closing of the pickling season, which is practically over now. A fair business, however, is passing. Quotations have not changed any since our last report.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 18	0 27
Ginger, whole	0 18	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 26	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

BEANS—There is an easier tone to the bean market this week owing to failure of the anticipated demand. In consequence the primary markets are more attractive. Ontario primes can now be purchased for $1.70 to $1.75. The supply is large and the tendency is for still lower prices.

Ontario, pickers	1 70	1 75
Rangoon Indians		1 60

EVAPORATED APPLES—New crop goods have not yet made their appearance and old stocks are nearly cleaned up. Prices have not changed.

Evaporated apples	0 07½

RICE AND TAPIOCA—The market for rice is somewhat brisker this week, but the sales are not any too healthy yet. Tapioca is also a shade brighter this week. Quotations for both rice and tapioca are the same as at last week's report.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, October 29, 1908.)

Business continues to show a steady improvement in practically all lines. Money is circulating more freely and the outlook is particularly hopeful. Except for an advance in sugar and a few minor changes prices remain very much as they were.

CANNED GOODS—

FRUITS.

	Group No. 1	Groups No. 2 & 3
Apples—3's standard per case	2.44	2.34
" Gallons, standard "	1.55	1.52½
Cherries—Red pitted 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	9.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.56	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie unpeeled gallons	2.42½	2.40
" pie peeled gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe 1. s. 2's		2.78
" Globe 1. s. 3's		4.14
Plums—Damson 1. s. 2's	2.28	2.18
" Lombard 1. s. 2's	2.28	2.18
" Greengage 1. s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red gallons	3.80	3.77½
" black 2's	4.18	4.08
" black gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards 2's	1.88	1.55
Early June 2's	1.98	1.65
Sweet Wrinkle 2's	2.18	1.85
Extra fine sifted 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes—2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Corned beef 2's per doz.	2 70
" " 1's "	1 50
Roast beef	
" 1's, per doz	1 50
" 2's, "	2 70
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

SUGAR—An advance of 10 cents occurred late last week. Prices are now as follows:

Montreal and B.C. granulated, in bbls	5 20
" " in sacks	5 15
" yellow, in bbls	4 80
" " in sacks	4 75
Wallaceburg, in bbls	5 10
" in sacks	5 15
B.C. gunnies granulated, 5-18's to bale, per cwt	5 15
" " 5-2's " "	5 15
" hard pressed lump, 25's, per cwt	6 35
" " " half bbls., per cwt	6 70
" icing	6 00
" bar sugar	5 80
Icing sugar in bbls	5 80
" in boxes	6 00
" " in small quantities	6 30
Powdered sugar, in bbls	5 80
" " in boxes	5 80
" " in small quantities	5 85
Lump, hard, in bbls	6 15
" " in ½-bbls	6 15
" " in 100-lb cases	6 15

SYRUPS AND MOLASSES—An advance in corn syrups was announced a few days ago. Prices are now as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	2 95
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 25
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. kegs, each	2 25

ROLLED OATS—Another decline has been announced and prices are now as follows:

Rolled oats, 80 lb sacks, per 80 lbs	2 30
" 40 " " 80	2 35
" 20 " " 80	2 40
" 5 " " 80	2 70

CORNMEAL—Prices continue very firm with an upward tendency. Quotations are:

Cornmeal, per sack	2 30
" per ½ sack	1 20
" per bale (10, 10's)	2 65

BEANS—The market is easier. For hand-picked white beans the price is now $2.25 per bushel.

POT AND PEARL BARLEY—Pot barley, $2.80 per sack. Pearl barley has declined and quotations now are $4.05 per sack and $2.10 per half sack.

MAPLE PRODUCTS—

Sugar, 2 lb. boxes ¼s. and ½	3 00
Syrup gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 55

FOREIGN DRIED FRUITS—There is a strong demand for the new Valencia raisins on the market. We quote:

Sultana raisins, bulk, per lb	09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 05
" " " 14's	1 00
" " selects " 28's	2 25
" " " 14's	1 15
" " layers " 28's	2 35
" " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0 07
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 08
" 4 " " "	0 08½
Prunes 90-100 per lb	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 08½
" 40-50 "	0 08½
" 30-40 "	0 09½
Silver prunes	0 10
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 12½
Peaches, per lb	0 10
Apricots, standard, per lb	0 09½
" choice, per lb	0 10½

RICE AND TAPIOCA—Only a staple business is being done, with no change in prices.

EVAPORATED APPLES—New stock is selling at 7⅞c per lb.

HONEY—Supplies are hard to obtain. Prices are quoted as follows:

Honey, 2½ lb. tins, in case 24	3 75
" 5 " " 12	3 50

SPANISH ONIONS—New stock is quoted at $1.15 per crate.

NUTS—

Shelled Walnuts, in boxes, per lb	0 27
" " small lots, per lb	0 29
" Almonds in boxes, per lb	0 30
" " small lots, per lb	0 32

BUTTER—Local supplies are short and butter is being brought in from Ontario. We quote:

Dairy tubs, No. 1 per lb	0 24
" " 2, "	0 21
Prints, No. 1	0 25
" " 2	0 22 0 23

EGGS—In good demand. Manitoba supplies are light. Prices are as follows:

Manitoba fresh, per dozen	0 25
Ontario, per dozen	0 26

A VISITOR FROM MEXICO.

The Grocer was favored this week with a visit from James Parkin, who a number of years ago was a familiar figure in Toronto, as the agent of the Lake of the Woods Milling Co., and who now occupies the position of secretary of the Motzorongo Sugar and Cattle Company, who own large estates near Vera Cruz, Mexico.

Mr. Parkin's company has been shipping raw sugar to England and the United States markets for four years and are rapidly developing their business.

"Has any of it come to Canada?" he was asked.

"No, not as yet. The refiners here do not seem to be anxious to buy from us, and though some steps have been taken to introduce our sugars here, nothing has yet come of it."

"Is your business a large one?" he was asked.

"Well, our estate comprises 160,000 acres, about 1,000 of which are devoted to sugar growing. This, however, is being rapidly extended. Last year." Mr. Parkin continued, "the crop was short and we were able to dispose of our product at home."

Mr. Parkin carries a sample of refined sugar from his company's plantation, which is of excellent quality. He talked interestingly of business in Mexico and told of pineapples weighing from 8 to 12 pounds and selling for $1 or $2 in New York, and of other features of the country. Mr. Parkin will be in Toronto for only a day or so, when he leaves for the firm's offices in Chicago.

TRADE NOTES.

McBride & McLeod, general merchants, Souris, Man., have assigned to C. H. Newton.

The business of J. W. Broatch, general merchant, Alexander, Man., is advertised for sale.

A. McDougall, grocer, Regina, Sask., has been succeeded by Regina South End Prod. Co.

CANNED GOODS

Montreal.—Meats are in fair demand as are also some lines of fish. Vegetables are rather active, whilst fruits are very much neglected.

TORONTO — Wholesale houses are shipping largely on orders taken earlier in the season. There is a good demand for fruits and vegetables, but other lines are rather dull.

WINNIPEG.—Cut prices in corn, peas and tomatoes still obtain and it now seems probable that there will be no material change in the local situation this season. Quotations are:—

ONTARIO MARKETS.

POINTERS—

Sugar—Advanced and declined.
Coffee—Easier in primary markets.
Dried Fruits—Raisins firmer in Denia.
Beans—Easier.
Collections—Fair.

Toronto, October 29, 1908.

The wholesale markets continue rather quiet this week, a fact which is very difficult to explain. Several weeks ago business seemed to be opening up well, but the activity noticed then seems to have dropped off a little since. Of course, a fair amount of business is being done, the volume of which ought to compare pretty favorably with that at the same time last year, and yet wholesalers seem a little disappointed and surprised at present conditions. There was some hope that the elections were a factor in the dullness, but since nothing of change has occurred since Monday this does not seem to apply. The retailer appears to be pursuing the conservative policy he adopted some months ago. From one standpoint this is a good thing for it assures business being on a thoroughly satisfactory basis so far as accounts are concerned, which is pretty generally the case to-day, but on the other hand, it keeps the wholesale houses quieter.

Price changes in the local markets have been very few during the week. Sugar has been showing considerable fluctuation, as noted elsewhere, and beans also have varied, but other staples are fairly steady.

SUGAR—The rising European beet markets, which advanced fully a shilling in the last four weeks, and from which unfavorable crop reports were cabled at the end of the week, account for an advance of 10 points made first by the Canada Co. On Friday other refiners followed and official notice came to wholesalers of a change in all lines, but St. Lawrence still continued to sell at the old price. In the meantime European markets fell off again, there being a decline of 3d in a couple of days, and following this feeling, prices of Canadian refined were declined 10 points again on Tuesday, and now stand at the same point they did a week ago to-day. At the present time the market is steadier though fairly firm on good deliveries.

Paris lumps, in 50 lb. boxes	5 75
" in 100-lb. "	5 85
Paris lumps, 5-lb. boxes	0 35
St. Lawrence granulated, barrels	4 70
St. Lawrence Beaver	4 45
Standard granulated	4 70
Imperial	4 45
Acadia granulated, (bags and barrels)	4 60
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 "	4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Business is very quiet in these lines and there is no sign of any change in prices.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
	Per case.	
2 lb. Tins, 2 doz. in case		2 40
5 " " " "		2 75
10 " " ½ "		2 65
20 " " ¼ " "		2 60
Barrels		0 03½
Half Barrels		0 03¾
Quarter "		0 03
Pails, 38½ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 12 "		4 80
Quarts, 24 "		4 80
Pints, 24 "		2 50
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 35

TEA—The local market is quiet and most brokers and jobbers are doing very little. Some Indians are being sold at close prices, but Ceylons are scarce and late cables report the market strong on all grades.

COFFEE—While reports from New York denote an easier market no change is felt in the situation here. Demand continues good from local points.

Willett & Gray give the world's visible supply, Oct., 1908, as 15,149,943 bags, as against 16,712,582 at the same date last year.

DRIED FRUITS—Demand is only fairly good and no price changes are evident since last week, though some firms are selling raisins and currants slightly below the market. New dates should be in in a day or two, the direct steamer Tabaristan having arrived at Montreal. Cables from Denia note a firming up on Valencia raisins. The prune situation this year is a little peculiar. Reports from the coast say the crop has been the shortest in 15 years, and yet prices remain on a fair basis. Present quotations are as follows :

Prunes—					
40-50's, 25-lb. boxes		0 09½			
50-60's, " "		0 08½			
60-70's, " "		0 08½			
60-70 s, 50-lb. boxes		0 08½			
90-100, " "		0 07			
Apricots—					
Choice, 25-lb boxes		0 12			
Fancy, " "		0 14			
Candied and Drained Peels—					
Lemon	0 09½	0 11	Citron	0 19	0 21
Orange	0 10½	0 12			
Figs—					
Elemes, per lb	0 08	0 15			
Tapnets, "	0 03½	0 04			
Bag Figs	0 02½	0 04			
Currants—					
Fine Filiatras	0 06½	0 07	Vostizzas	0 09	0 09½
Patras	0 08	0 08½			
Uncleaned, ½c less.					
Raisins—					
Sultana	0 09½	0 13			
" Fancy	0 11	0 12½			
" Extra fancy	0 14	0 15			
Valencias, new crop		0 07½			
Seeded, 1-lb packets, fancy	0 10	0 10½			
" 16 oz. packets, choice		0 09½			
" 12 oz. " "		0 08			
Dates—					
Hallowees	0 05½	0 05½	Fards choicest	0 08	0 09½
Sairs	0 04½		" choice		0 08

SPICES—Business is fair with no noticeable changes.

Peppers, blk pure	0 16	0 20
" whi pure	0 25	0 30
" whole, black		0 18
" whole, white		0 28
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 45	0 90
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice		0 19
" whole	0 17	0 20
Mace ground	0 80	0 90
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25

RICE AND TAPIOCA—There is only the regular demand with no new features in evidence. Prices are as follows :

	Per lb.	
Rice, stand. B	0 03½	0 03¾
B rice, 5 bag lots, delivered		3 05
Rangoon	0 03½	0 03¾
Patna	0 05½	0 05¾
Japan	0 05¾	0 06¼
Java	0 06	0 07
Sago	0 05½	0 06¼
Seed tapioca		0 06
Tapioca, medium pearl	0 05	0 05½

BEANS—The market was a little firmer at the end of the week, but has eased off a little since. Wholesalers do not seem to be paying much attention to these goods, but local brokers are doing brisk business. Some parties say the year's crop is short, but when the market firms up the supply begins to increase so rapidly as to disprove this. Wholesalers are quoting to-day :

Handpicked, per bush	00	2 0
Primes, per bush	1 85	2 00
Lima, per lb		0 07

EVAPORATED APPLES — Goods coming in continue to be of very fair quality, and though local wholesalers are not selling heavily, brokers are doing a good deal of business. The feeling is slightly firmer this week.

Evaporated apples	0 07	0 7½

RE-FITTING HAMILTON OFFICES.

The offices of the F. F. Dalley Co., Hamilton, have recently been re-arranged and redecorated in such a way that the place would scarcely be recognized. The interior has been finished in a Flemish style, a more convenient arrangement secured and the private offices are particularly well equipped for comfort and convenience.

Incidentally, a letter was received this week from the vice-president, Frank Menzie, who is at present looking after the company's interests in San Diego, Cal. He says : "We came down here to work this city, as it is the only one outside of Los Angeles and San Francisco that has any jobbers. We found that the U.S. gunboats were in here a few weeks ago and bought every box of "2 in 1" shoe polish they could find."

Another somewhat similar letter from Denning, Ark., says : "I notice the Pullman porters all use "2 in 1" and obtain a first-class shine therefrom."

U.S. WHOLESALERS' MOVE FOR STEADY PRICES.

The Executive Committee of the National Wholesale Grocers' Association of the United States, which had been meeting in New York for some days, adjourned on Saturday.

The meeting was held for the purpose of widening the scope of operations of the association and comprehensive plans were outlined for this. One of the significant features of the meeting was a move emphasizing the maintaining of list prices and the granting by manufacturers of reasonable cash discounts.

The next meeting of the association will be held in Detroit on June 2, 3 and 4, 1909.

HINTS TO BUYERS.

Jos. Cote, the Quebec tobacco dealer, is offering some very nice holiday lines at most attractive figures. This firm makes a specialty of smokers' requisites. —Advt.

"Men Who Sell Things"

Chapter XX. .Continued—Optimism Regarding the Goods a Helpful Factor— A Positive Salesman and the Story of His Success—The Negative alesman and His Drawbacks.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

Salesman Should Be Optimistic.

It's a great thing for the salesman to be optimistic about the goods he has to sell ; to take a cheerful view of the buyer's ability. The salesman with a cheerful view will grow and succeed with the poorest sort of backing—that is where personality comes in ; a gloomy, discouraged man can never hope to be anything but a trailer. An opportunity to buy United States Government bonds bearing interest at ten per cent., or Bank of England stock at fifty cents on the dollar, would have no rose-colored hue for him.

Gloom depresses the heart and weakens the salesman's selling-talk.

We learn to do by doing—not by complaining. Make the best of things, and see how clear a path is the road that leads to success.

Lucky is the salesman who can put his little individuality on the side of that big giant progress, and do his share to pull in the right direction, and help to take away from others the stupidity that clings so desperately to those who believe in the superiority of their own knowledge of how things should be done, as measured against that of those whom they are serving.

To save myself from being misunderstood, I feel called upon every little while to explain that "Men Who Sell Things" is written for negative salesmen, not positive ones.

A Positive Salesman.

Speaking of positive salesmen, Billy Morris came in to sell my partner hats one day. After a voluble talk—it was a warm day—Billy took off his coat and began all over again. My partner knew that Billy was up against it with a poor line, but he was a great admirer of men who possess contagious enthusiasm, and he gave him the privilege of showing a few samples.

Billy knew that it was not a very good line that he had, but he singled out one hat and waxed warm with enthusiasm, saying, "I positively want to tell you, Mr. M——, this is, without exception the best hat in the world."

"Do you mean that, Billy—the best hat in the world ?" asked my partner.

Quicker than a flash he came back with, "Yes, the best hat in the world."

Billy dwelt on the beauties of that hat so much, repeating that it was "the best hat in the world," barring none, that my partner bought a bill of him.

For years after that, through his having made such a strong assertion, we remembered him always as "the man with the best hat in the world," and he got an order pretty nearly every time he came around through his having made a hit with his superlative.

Billy used to be familiarly known to those in the trade who had salesrooms in the vicinity in which he was located in New York, in congested Lower Broadway.

Various Opinions.

He would approach a customer entering his salesroom, and walk him up to his display, and dilate on the beauties of his hats with great force and positiveness. If he succeeded in making a sale, he would come out rubbing his hands, his face clothed in smiles, and had soared to the highest enthusiasm, If things went the other way after he had soared to the highest enthusiasm, and he failed to land his man for a bill, he would come out and tell the boys, with a very solemn face, "That buyer can't last. He don't know good values when he sees them."

Billy is still traveling and prosperous. He owns a partnership in the business he helped to build up by his unbounded faith in his line, and has money from his income to speculate in New York real estate.

A poor workman always finds fault with his tools, and a poor salesman always finds fault with his goods. He may have the most salable line to be found anywhere, but that is generally a small part of what he has to sell. His strong line is excuses, traveling to get ahead of some competitor, or cutting the price. Billy Morris sold goods because he believed in what he had to sell. If secretly he had admitted that his goods were poor, he could not publicly have impressed his customers with their merchantable value.

The Negative Salesman.

The man who knows, or thinks he knows, that his line is not up to that of his competitor, begins by doing all manner of things not calculated to add to his efficiency, things in keeping with his lack of confidence. He is a negative salesman, imbued with the idea that he must in some manner overcome the fancied weaknesses of the buyers.

For a time his sole object in life seems to be to try to be ahead of his competitors. Meeting you in the lobby of some hotel, he will ask, "Have you seen Jones yet ?" Upon receiving a negative answer, he continues with, "I cleaned up with him all right. I was in X—— ahead of him, and I have been two days ahead of him all the way around."

He seems delighted and satisfied to be two days ahead of the other man, when it could be shown in numerous instances that his bugaboo, Jones, while following behind him, was selling anywhere from two to four times as much goods with a poorer line of merchandise, simply because he was out to sell merchandise, while our weak-kneed friend was out to make towns ahead of his competitors, in the blind hope of covering the supposed errors in judgment of the buyers of his line.

The "Starter."

Never quite sure of his goods, we find him again in the role of "starter"—the salesman that is always selling some article below cost for a bill-starter. About three-quarters of his business is done in bill-starters, without profit. He always has the brightest possible prospects on paper, but they never materialize. Cornered by the sales manager for cutting the price, he will begin by excusing his action on the ground that the goods were not right, or that the house around the corner had the same thing at a closer price.

Another idea that he possesses is that one new account looks better to him than twice the amount sold to his regular customers.

He is always chasing new scenery, and giving Jones plenty of room to take his old trade away because of his instability.

He seems willing enough to open his goods if a customer will look at them ; which reminds me of a friend who said that when he was a boy he used to call frequently in company with neighboring boys on a lady who lived close by. She would tantalize the boys by telling what lovely cake she had in the pantry, and she would get each of them a piece if they cared for any. Being well-bred boys, they always refused, until one day they broke her heart by saying in chorus that they would have a piece.

The man who never thinks his goods are right is easily led into arguments with his trade. I once had such a salesman. His prices and styles were never right, and apparently he would rather get into an argument than sell goods.

Where They Sent Him.

One day he got into an argument with a customer who was an ardent Romanist, and in place of selling the man merchandise, began to argue that there was no such place as Purgatory. In the midst of the argument, a young Irish priest came in, and the merchant said, "Father Reilly, what do you think of this man, who argues there is no such place as Purgatory ?"

Father Reilly answered, "Let him go to Hell, then." The salesman who is continually endeavoring to defend his right of position and parading the errors of the other fellow by arguing is beyond redemption.

Bring yourself to the point where you believe there are no buyers in the business like the buyers in your house, and you will soon forget that your competitors live in the same block.

While no move of the competitor should be overlooked, it is also well not to lose much time keeping an eye on him. He will perceive your eagerness, and will certainly mislead you.

(To be continued.)

Grocery News from Coast to Coast

Quebec and the Maritime Provinces

New Brunswick Canner Carries Off Honors in Elections—Business Brisk in Nova Scotia—Some Good Window Displays in Montreal.

ST. JOHN.

October 27.—The Dominion elections have been occupying so much attention the past week or two that business has had to take a secondary place, but now that the campaign is over, conditions will quickly return to the normal. There have been few changes of any importance in the markets. Poultry of all kinds is scarce and high and the quality below the average. Chickens and fowl are quoted at from 70c to $1.25 a pair, and what few turkeys have been received are selling at 25c and 26c a lb. It is expected the supply for Thanksgiving day will be fairly plentiful and prices reasonable.

Contracts for supplying the C.P.R. steamers coming here this winter have been awarded as follows: For meats, poultry and game, F. E. Williams Co.; vegetables, Charles Phillips; fish, P. A. Smith.

Reports received here indicate that the grain shipments from this port during the coming season will be very heavy. The estimate is placed at 12,000,000 to 14,000,000 bushels, which would be about double the amount shipped last year.

The steamer Talisman of the St. John, Boston, Cuba line, sailed from here last week with a large cargo. The greater part of her freight was potatoes that were shipped from provincial points to Cuba. Some 10,000 barrels of the tubers were taken away on this trip, and it is estimated that on her next voyage about 28,000 barrels will be shipped.

Frank Mullin, of Elmore & Mullin, wholesale grocers, on the South Wharf, has made his mark for the season as a hunter of big game. Last week he went into the woods at the upper end of the county and secured a moose weighing 700 pounds.

W. S. Loggie, M.P., for Northumberland County, of the Loggie Canning Co., at Loggieville, was one of the successful candidates in Monday's election. He is a supporter of the Laurier administration.

HALIFAX.

October 26.—The retail grocery business is good at the present time, but the wholesale trade is dull, due to the elections. Business men will rejoice when they are over and conditions resume their normal state. The prospects for the future are bright. Collections are reported very good, not only in the city, but in other parts of the province. Produce vessels from Prince Edward Island are now beginning to arrive here.

The potato crop on Prince Edward Island this season is very large and of good quality. Great activity now prevails at all shipping points on the island, as scores of vessels are loading produce for the mainland. The oyster crop is also said to be very good. Heavy shipments are being made to the Montreal market. So far very few island oysters have been received here, and no large shipments are expected this way until after the close of navigation on the St. Lawrence. Cape Breton and United States oysters are in good supply here, and the quality is about the average.

The receipts of Nova Scotia eggs are falling off, and it is expected that they will continue to become less now that the cold weather has set in. Prince Edward Island eggs are in good supply, but the quality is only fair. They are quoted at 21c.

Butter is very firm and the tendency is for higher prices. Very little winter butter has been marketed so far, but it is reported that there is considerable in several of the country districts. The season has been an unusually good one for butter-making and there should be no shortage such as prevailed last year.

There has been a great shortage of bacon on the local market of late, and many of the grocers have not been able to supply their customers. Nearly all the bacon now offered for sale is from Toronto, and the dealers say that their customers prefer it to any other, even though it costs at least 2c per pound more. There is one complaint, however, and that is in regard to shipments, on which there appears to be an unnecessary delay. Orders are not filled until two weeks after they are placed. The dealers here say that with the present transportation facilities, the shippers should fill the orders more promptly.

Large shipments of apples are going forward to Liverpool by every boat. The prices in London are reported to be good.

MONTREAL.

October 27.—H. C. Smith, corner of Esplanade and Villeneuve Ave., Annex, has recently installed a large ham and bacon slicing machine. Mr. Smith's grocery, while not large, is replete with up-to-date fittings for a modern store and presents a very bright and attractive appearance.

In conversation with a French grocer who has a store in an English quarter, some information regarding the part nationality plays in business, or to be more accurate, the part which it does not play, was obtained. The grocer in question stated that he had been in business in an English community for many years and had been successful. He said he had many customers who lived much nearer English grocers than they did to him, but had remained his customers in spite of that fact. This is certainly an ideal condition to exist in a country where two distinct nationalities reside, and demonstrates the fact that racial prejudice is more of a myth than some suppose. Taking these facts into consideration, it was interesting to find the same conditions existing where there was an English-speaking grocer in a French district.

Attractive tea rooms run in connection with retail tea and coffee stores make a pleasing and evidently profitable addition to such stores. The Castle Tea Co. of this city, operate in connection with their store a tea room which is well patronized, This fact, in a degree, is due, no doubt, to the attractiveness of the room itself, which is decorated in the best of taste.

W. J. Wilson, eastern representative of S. H. Ewing & Sons, spice manufacturers, has been laid up for a few days by injuries which he received in a nasty car accident. He is around again, however, and is quite as chipper as ever.

J. B. Berthiaume, corner Prince Arthur and Park Avenue, is showing this week an attractive window display of cereal breakfast foods.

A window which is attracting much attention is that in the grocery of J. H. Joyer, corner of Metcalf Ave. and St. Catherine St., Westmount, which is displaying Magic baking powder. The window dressing is very clever, which is due to the originality of Wm. Murray, Montreal representative of E. W. Gillett Co., Ltd.

Irving Knights, who for many years was a partner in the firm of Parker & Knights, Hatley, Que., grocers and general merchants, has sold his business to F. D. Melloon, of Rock Island. Mr. Knights has entered a new field of activity and has an office on St. Paul St. in this city. He has recently returned from a trip to the west, where he has been introducing a new lifting jack, and reports business good.

Wm. Murray, Montreal representative of E. W. Gillett Co., Ltd., Toronto, was in Quebec this week. Mr. Murray reports a very heavy business in all his company's lines.

James Duncan, Jr., of Friedland, Cal., is visiting relatives in this city. Mr. Duncan's father and mother were Canadians and went to California in the 50's where his father engaged in various occupations, finally becoming a grocer and following this business until his death some years ago. This is Mr. Duncan's first visit to Canada and he expressed himself as highly pleased with everything he had seen, and said that although a good American, he had always been much interested in Canada. Mr. Duncan and his wife will sail shortly for England and the continent, where they expect to spend the winter.

The Caledonian Biscuit and Confectionery Co. have been remodelling their premises and will shortly be in a position to handle the increase in business which their improved plant is likely to bring them.

Gaye—"Yes, he is what you might term a financial pessimist."

Raye—"What's a financial pessimist?"

Gaye—"A man who is afraid to look pleasant for fear his friends will want to borrow something."

British Columbia News

British Columbia Apples Finding Good Markets in Japan and China—Mexican Bananas Coming to Vancouver—Saskatoon Fruit Merchants Asking Privileges.

VANCOUVER.

October 24.—British Columbia apples are in great demand the world over this year, and the product on the whole is of excellent quality. The care taken in packing, also, has been exceptional and has enhanced the value. A feature of the market has been the refusal by the Victoria Fruit Growers' Exchange of eastern orders for a carload of apples and one of pears, because of the demand on Vancouver Island and the mainland. Another gratifying feature is the orders for apples that have been received from the comptroller of the Mikado's household, specifying certain British Columbia varieties by name. The apples had all to be carefully selected, and the order is the result of samples forwarded last season. A Shanghai merchant has also sent an order for a sample shipment and hopes to be able to dispose of apples from this province in China.

Advices from Vancouver Island are that the pear crop is rather short this year, only about half the usual quantity. Growers state this is an off year, and the crop has been further reduced on account of the measures taken to prevent the spread of pests. The quantity on the market at Victoria is too small to fill orders.

Prunes on Vancouver Island, too, are only average in crop, and were marketed too early to take advantage of the firmer prices. The output on the island is placed at 50,000 crates, or about 1,000,000 pounds, and of this 30,000 crates were shipped east, where the demand is exceptionally good.

Stormy scenes took place at a special general meeting of the Kootenay Fruit Growers' Association, when the resignation of Roy Brock as secretary of the association was accepted. A temporary secretary was appointed. Concerning the unsatisfactory returns made to fruit sellers during the past season, much discussion arose and heated remarks were made, the language used being plain, unmistakable and at times violent in the extreme. A general decision was arrived at to reorganize for the next season on new lines, it being claimed that one of the chief sources of trouble was the centering of the business at Revelstoke to the detriment of Kootenay ranchers. It was asserted that more than one member of the association had sold fruit apart from the association and had realized better prices than had members who worked through the officials.

At the Coldstream orchard, near Vernon, 65 tons of apples were taken from 161 trees of the Pewaukee variety. At 43 pounds to the box, this would give a total of 3,023 boxes, bringing close on to $1,000 an acre gross.

Merchants generally express entire satisfaction at the way their business has kept up to a good level all through the recent quiet times. They state that they have nothing to complain about, and this month actually shows a good percentage increase over the same period of last year.

H. A. Edgett & Co. have added another department to their already very complete grocery store. This is a fresh meat counter, where all kinds of meat are kept under glass in perfect condition.

Jack Drainie, of William Braid & Co., was married the other day to Miss Nora Montgomery, of London. His fellow employes gave as a present on the occasion a fine grandfather's clock.

The Kootenay Jam Company has been incorporated as a limited liability company, and will shortly issue a prospectus containing the financial and business lines along which it will operate in the future. It is proposed to build a new factory and warehouse in Nelson.

Bananas from Mexico are on the market in the coast cities, and are meeting with favor. George A. Williams brought a shipment of 2,000 bunches on the steamer Lonsdale from his plantation at San Blas. As an indication of how the trade expands, Mr. Williams stated that a start was made with one shipment a month from San Blas to San Francisco, and now steamers call four times a month. There is no difficulty in laying down the fruit here, and if arrangements could be made for the vessels to call, about 5,000 bunches a month could easily be disposed of in Vancouver and Victoria.

SASKATOON.

October 24.—At the last meeting of the city council the matter of passing a by-law for the protection of the wholesale fruit merchants was considered. The wholesalers brought to the notice of the city fathers the fact that fruit and other goods were being brought to town in half-car and smaller quantities by parties who paid no license for doing business. The matter was discussed by the councillors, but no action was taken, several of them being in favor of allowing as much fruit to come into town as possible.

Early & Early have just received two cars of potatoes, two cars of mill feed and one car of flour. They are making a special effort to supply every customer with what potatoes they require for the winter.

The Rogers Fruit Co. have made application for sewer and water connections for their new warehouse on First Avenue.

Currie Bros., of Second Avenue, have appealed to the city council to have the street in front of their store cleared of building material and made passable for their customers. The matter is being seen to.

Interesting Ontario Items

ST. THOMAS.

Oct. 28.—Despite the pouring rain the Norton market was well attended on Saturday by both buyers and sellers. Supplies were quickly purchased and concessions were made in order to get home quickly. Chickens sold from 50c to 75c per pair; butter at 27c to 28c per lb.; eggs, 25c per doz.; apples, 60c per bushel; potatoes 90c to $1 per bag. Other vegetables were in good demand with no change in prices. The rain lasted nearly all day and the grocers, although it was Saturday, did not complain as it was so badly required. Notwithstanding, everybody had a fairly good day's business.

Police Magistrate Glenn gave judgment this week on the peddling case brought against Burgess, of London, by Inspector Shaw. He dismissed the case on the grounds that the fee of $75 per annum was prohibitory and raised the point himself, although in a previous case under the same by-law he rendered judgment against the defendant. Burgess acknowledged peddling and has done it for years and is in direct competition with the merchants who have to pay a heavy business tax and this, in the face of the fact that the City Council amended the by-law by reducing the license fee for peddling with a one-horse wagon from $150 to $75 per annum. It shows a lack of knowledge of business, as any one who knows anything about the peddling business knows that they would clear that amount in a month, besides it is a nuisance to have strange men going into the homes of absent husbands and in some instances intimidating the woman to buy and in many cases they do buy to get rid of the impudent intruders and are usually swindled. The magistrate remanded this Burgess case five times and in the meantime the peddling has continued. It is up to the merchants who are interested in this evil to get busy.

BRANTFORD.

Oct. 28.—Some time ago the working men of the city sent a petition to the City Council signed by over two thousand men requesting that a by-law be passed to enable the butchers on the market to cut up their meat in smaller quantities than the present by-law allows; namely, to sell by the half-quarter and no less. A by-law was prepared and at the last meeting of the Council received its third reading and carried in spite of a great deal of opposition. However, as the butchers and grocers who handle fresh meats have a license until next June it will not go into effect until then. It is also left for next year's Council to provide facilities at the market for handling meat in small quantities.

THE LOVE OF EXCELLENCE

Doing Things With a Lofty Purpose the Secret of Success and Advancement.

By Orison Swett Marden in Success Magazine.

William Howard Taft's remarkable career is an illustration of the steady and persistent advancement which comes from doing things with a lofty purpose in view.

Mr. Taft did not have great genius to start with, but he decided to make it an invariable rule to do whatever came to him so especially well that it would become a stepping-stone to something higher.

Many young men look for an open door to advancement outside of their regular work; to some mysterious power or good luck. But young Taft knew that his ability to do something more important would be judged by the quality of his daily work, and that the step to something higher, to the place above him was in the thing he was doing at the time. He knew that his record must ultimately stand, not on what people though he could do if he had an opportunity, but upon what he actually did, and that his advancement depended on the trade-mark which he stamped upon everything that went through his hands.

A love of excellence for its own sake characterized Mr. Taft from boyhood, and it is this, above all else, which has enabled him, amid the turmoil and temptations of public life, to keep his record clean and to stamp superiority upon everything he does, and to do everything to a complete finish.

His career is a good example of the advancing force of high aims, and the possibilities that lie in doing everything entrusted to one just as well as it can be done.

Prepare for Something Better.

Every little while we hear of young men and young women taking sudden, tremendous jumps. Apparently without any intermediary steps they leap from the position of a stenographer or private secretary to a much more responsible situation. If we investigated we should find that the person who seems to advance at a bound has been preparing for the higher position for years; by earning vastly more than he found in his pay envelope, by doing whatever was given him to do to a complete finish, thus building up a reputation for doing things in a superior way, and also establishing confidence in his employer that he is capable of filling a more responsible position.

A new York millionaire told me, some time ago, that when working his way up his salary was raised from seven dollars a week to three thousand dollars a year without any intermediate steps, and he was also made a partner in the concern for which he was working. He had agreed to work for the firm for so many years at seven dollars a week, but he had grit and determination and no idea of just trying to earn seven dollars a week and then stopping. He was resolved to show his employers that he was equal to any man in their employ, and that he was capable and worthy of being made a partner. The quality of his work very quickly commanded attention.

Put your trade-mark upon everything you touch.

Every Item is Important.

Every piece of work that goes out of your hands is more important to you than every piece of the work that goes out from the factories of the well-known New York firm, Tiffany & Company, is to them. They can back everything they do with the weight of a reputation which required a century to build up. Everything that goes out from this establishment is guaranteed to be just as they represent it, the best of its kind. How did it get its world-wide reputation? By doing things to a complete finish, by doing them as well as they could be done, by being absolutely reliable.

You are not in the store-keeping business, but you are in business of some sort. What is your merchandise? Everything that comes out of your hand is a piece of your merchandise. You are giving it to the world in your service. It should bear the hall-mark of your character, should have your trade-mark upon it.

Everything you do should stand for superiority, for excellence; should be proof positive that it is not done in a slipshod, slovenly way, but that it is done to a complete finish, just as well as you know how to do it, just as well as any human being can do it.

Some one says that efficiency never has to go begging for advancement; the man that masters his trade goes to the front.

I know a young man who was advanced over the heads of much older men than he is, simply because he filled minor positions with marked superiority and took infinite pains to stamp his efficiency and integrity upon everything he did. His financier employers watching him, took his measure and placed him in the highest office in their institution, a position which he has filled for years with great efficiency. He has recently been offered the presidency of a great institution in which he has had no experience whatever. He was chosen because of the marked superiority which has characterized his work and everything he has ever undertaken.

Finishing Things.

I once knew this young man to forego an important banquet to which he had been invited, and keep a force of stenographers in his office until ten o'clock at night, rewriting a large number of letters, because of a mistake which many of those in positions above him would have regarded as too trivial to make such a fuss about. A misspelled word, a carelessly written letter, bad punctuation, a stamp up-side-down or crosswise on an envelope, a blunder or inaccuracy of any kind were not trifles to this man. Everything which went through his hands had to be done to a complete finish. To do it "fairly well," "pretty well," was not enough; it must be done just right. No doubt many of those above him laughed at him for being so particular, for keeping his stenographers after hours to remedy a trifling defect, but they did not laugh long at him. The officers who would not recognize him on the street a few years ago, when he was a "nobody" in the concern, now take their hats off to him.

Make it an unvarying principle of your life to touch nothing upon which you can not put the trade-mark of your character, the patent of your manhood. When any piece of work goes out from your hands, let it bear the stamp of a man.

WILL LABEL STORAGE FOWL.

Pennsylvania Officials Drafting Law to Regulate Sale of Articles.

Harrisburg, Penn., Oct. 29.—Legislation to prevent the sale of cold storage poultry or eggs, except when distinctly labelled as such, and to drive out of business compounds of partially spoiled eggs, which are sold as egg products, is now being considered by the State officials. Bills to regulate the sale of cold stored articles of food have been in contemplation for some time, and James Foust, dairy and food commissioner, has just completed a draft of one. Recent investigations have shown that some of the egg products are made up not only in a manner which raises doubts as to their fitness for food, but that the business is extensive and growing.

It is Mr. Foust's idea to require that fowls and eggs kept in cold storage for more than 10 days, shall be classed at "cold storage" and before being exposed for sale be labelled in letters at least an inch long. Furthermore, the bill will provide that no fowls shall be placed in cold storage and then offered for sale unless they have been cleaned. The penalty for selling such articles of food against the provisions of the act is a fine of from $50 to $500, or the imprisonment of from 30 to 90 days.

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DO YOU KNOW WHY

CEYLON TEA

HAS

Unvarying Excellence?

IT'S BECAUSE:

Ceylon's Climatic Conditions are Equable;
Ceylon's Volcanic Soil does not Degenerate;
Ceylon's Tea Culture is an Exact Science.

AND, STEP BY STEP,

CEYLON'S MACHINE PREPARATION PROCESSES

CAN BE RELIED ON TO

GIVE UNIFORM RESULTS

Royal Salad Dressing

has many imitators and imitations. There are plenty of people trying in one way or another to sell these imitations on the strength of the value, merit and popularity of **ROYAL SALAD DRESSING** by saying it's just as good.

Royal Salad Dressing is made only by

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FRESH SAUSAGE

Colder weather will be with us next week. Keep your provision counter well supplied with Finest Pork Sausage made from Government inspected pigs—take no other.

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Lard, Hams, Bacon
Sausages
and Cooked Meats

IF YOU WANT THE BEST

BUY O'MARA'S

Select Poultry

ASK FOR QUOTATIONS.

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Butter
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(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO.
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70-72 Front Street East
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Dairy Produce and Provisions

See Also Provisions, Cereals and Fruit, Vegetable and Fish Departments on Pages following.

CHEESE AND BUTTER BULLETIN

Montreal, Oct. 28, 1908.

The receipts of butter are falling off and the strong finish which the production was expected to make will not materialize. The effects of the long drought are beginning to be felt now. Although it was broken by a much-needed rain, the soaking which the ground got was not sufficient to revive the parched condition of the grass, and no rain of any consequence has fallen until Monday night. Taking all these facts together the season has been an exceedingly dry one, and this fact is now making itself obvious in the diminished supplies arriving. This fact has led to higher prices, as the demand is good, and dealers are experiencing some difficulty in obtaining the sufficient quantities to supply their wants. Advices arriving from England report a scarcity of finest grades, which will exert a tendency to maintain prices at a high level, until the Australian and New Zealand products arrive in larger quantities. This is the time of the year in which these butters are most sought for in the English markets. This is due to the fact that they are the first of the season, and have a fresh grass flavor which is very pleasing. Such a condition militates against the sale of the Canadian product, which, taken in conjunction with the high prices which prevail at this time of the year, precludes the possibility of doing much business with the English dealers. Then, again, another factor which is adverse to large sales is the fact that Britain takes only our finest grades and such are difficult to supply at the tail-end of the season. It is held by the English importers that it has a slight fodder taste at this time of the year. The market in a wholesale way is rather quiet. Advices from the English importers state that buyers seem to be trying to force a drop in values, but the situation hardly warrants it. The quantity of best butters on hand is not by any means large and the arrivals are not more than would be necessary to meet ordinary requirements. The stock of secondary is pretty full and sellers have to take a little less money in order to keep it moving a bit, but for anything showing flavor and texture there is a fair demand and prices are upheld. The Copenhagen committee were fully expected to take back the rise they imposed last week, especially having regard to the fact that the increased shipments from the Scandinavian peninsula were met by diminished orders. But the Danish committee are bull, and it appears to me that they have reason for being so, as the statistical position is all in their favor, the only adverse factor being the undoubted falling off in the ordinary demand, which is checked by bad trade and strikes. Prices are not easily upheld, and, having regard to the strange industrial conditions, it may not be possible for holders to keep up their end for long. But the lookout is not at present fraught with heavy supplies. The arrivals of Australian are quite insignificant at present, little having come into London and some of the ports not having seen any this season to date. The shipments from New Zealand are nil, and Siberian imports are fading gradually away. There is little Canadian, indeed, barely sufficient to make a market, and prices of last week are just made: 116s to 118s.

Exports of butter last week were 3,755 packages, as against nil packages for the previous week, and nil packages for the corresponding week of last year. Total exports since May 1, 92,172 packages, as against 66,761 packages for the corresponding period of last year.

For the week, 6,210 packages, against 7,339 the previous week, and 7,006 packages for the corresponding week last year.

Total receipts since May 1, 365,066 packages, as against 360,093 packages for the corresponding period of last year.

The price of butter is quoted at 25½c in round lots, and 26c to 26½c in a jobbing way.

The cheese market in the country is slightly advanced, especially for colored. Export demand is not very brisk. There seems to be considerable lethargy displayed by the consuming public in England and some stimulus to the trade would be welcomed.

An importer of Canadian cheese in England writes his correspondent here to the effect that he has received very contradictory estimates of the stocks of cheese in Canada, one party stating that they are 80,000 boxes less than at the corresponding time last year, another correspondent from Montreal says they are about the same as last year, whilst a third writes that they are 150,000 boxes less. A fourth states that at the close of the present season they will be between 200,000 and 250,000 boxes less than at same time in 1907. Is it any wonder that parties in Great Britain dub their correspondents here either fabricators or fools? If we take the figures of the Board of Trade here the total receipts of the present season up to Oct. 17 were 1,677,281 boxes, and the shipments 1,480,828 boxes, leaving stocks in store here 196,453 boxes. They were much larger a year ago. The Ottawa Valley Journal says that Russell County farmers are heavy losers financially, and that the amount paid by factories for milk will average about $70 per patron less than in 1907.

Receipts of cheese for the week were 42,179 boxes, against 61,814 boxes for the previous week, and 51,610 boxes for the corresponding week of last year. Total receipts since May 1, 1,709,400 boxes against 1,891,007 boxes for the corresponding period of last year. Western are quoted at 12½c for white and 12⅝c for colored, and Easterns at 11⅞c to 11¾c. Total exports since May 1, 1,586,911 boxes, as against 1,828,731 boxes for the corresponding period of last year.

THE PROVISION SITUATION

Toronto, Oct. 29, 1908.

Notwithstanding the fact that the British market has fallen off a couple of shillings during the week good business at home is keeping the packers fairly well occupied though the situation generally is perhaps a little easier than at last reports.

Very little Canadian goods are going forward just now. The British market is filled up with Danish and Irish bacon, and consumption seems to be materially curtailed this season by reason of the many factory operatives and others out of work by reason of strikes and dull business in some of the large consuming centres. Considering this, there is little enough demand for the Canadian product and packing houses are sending over just enough to keep their name before the public.

Light export business is, however, made up for by large demand and good business at home. Stocks of the finer cuts, long, clear bacon, backs, etc., became very low during the hog shortage a few weeks ago and with a particularly good demand for this time of the year the packers are kept quite busy. Prices on these lines have been quite firm until the last couple of weeks when a tendency to ease off under rather better supplies is evident. Lard, also, is in better supply and has dropped slightly on local markets.

The run of hogs during the week has been only fairly large, and as yet nothing is heard of the large deliveries which usually occur about this time. That packers are getting all the hogs they want, however, is shown by the fact that prices have dropped at least a quarter during the week. Last week packers were offering $6 to $6.10 f.o.b. This week's price is $5.75 f.o.b., $6.10 fed and watered.

The New York Journal of Commerce, summarizing the situation in United States markets says:

"The speculative market in hogs and hog products has shown frequent variations during the week, but the absence of influences of a pronounced type has been at the mercy of the professional element. Trading has been marked by no price fluctuations of a sensational nature and business has been restricted in volume. While the receipts of hogs are 55 per cent. larger than last year, quality is decidedly inferior, the average weights being but 208 pounds, against 245 pounds in normal times. Outside speculators, however, are not inclined to force prices upward in the

face of these heavy arrivals, which, by the way, represent the stock usually forwarded in January and February. The receipts for Monday are estimated as high as 42,000, and it is expected that at least 150,000 will come in during the week. The condition of the hogs themselves and the speed with which they are being rushed to market are traceable to the same cause; namely, the long-continued dry weather. Grass has been burned up and the animals have had a hard tussle for existence. It has been too early to feed them corn to any extent, and few farmers have had any old supplies of feed on hand. Then again, the weather, while particularly unfavorable for hogs, has been excellent for corn, and its condition is such that the prospect of profits has seemed more alluring in marketing the grain itself than in connecting it with pork. Furthermore, in those sections where farmers are accustomed to do their usual fall plowing and seeding, the ground has been so hard as to make it impossible and they have, therefore, been able to turn their attention to the shipment of live stock instead. Packers are naturally finding considerable fault with the immature hogs now being forced upon them and are exerting all the influence possible to force the farmers to feed the hogs before attempting to sell them and hope to be able to obtain improved stock in the later shipments.

Volunteer Bounty Act, 1908

WARNING TO PURCHASERS.

EVERY assignment of the right of a South African Volunteer entitled to a land grant must be by way of appointment of a substitute and must be in the form provided by the Act.

Special attention is called to Sub-section 3 of Section 5 of the Volunteer Bounty Act, 1908, which provides that no assignment of the right of a volunteer by the appointment of a substitute shall be accepted or recognized by the Department of the Interior which **is not executed and dated after the date of the warrant for the land grant** issued by the Minister of Militia and Defence in favor of the Volunteer.

J. W. GREENWAY,
Commissioner of Dominion Lands,
28th September 1908. Ottawa.
(43)

Try a business card in The Canadian Grocer.

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Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

We Want Butter !

Dairy Tubs, Creamery Solids

We will buy f.o.b. your station, in large or small quantities.

Write or phone us with best quotations.

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FEATHERS of all kinds and of the best quality can be had at reasonable prices of

P. POULIN & CO.
MONTREAL
Ask for quotations.

USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

PROVISION MARKETS

MONTREAL.

PROVISIONS—The provision market is steady and prices continue firm. The supplies arriving are not excessive, which imparts a firm tone to the market. Prices remain unchanged.

Heavy Canada short cut mess pork, in tierces	36 50	37 0
" " " " " bbls	25 00	25 50
Selected heavy Canada short cut clear boneless pork	25 00	25 50
Heavy Canada short cut clear pork	23 50	24 00
Very heavy clear pork	25 50	26 00
Plate beef, 100-lb bbls		08 00
" 200 "		15 50
" 300 "		23 00
Pure Lard—		
Tierces, 375 lbs		0 13½
Boxes, 50 lbs., grained		0 13¾
Tubs, 50 lbs., "		0 13¾
Pails, wood, 20 lbs., parchment lined		0 13¾
Tin pails, 20 lbs., gross		0 13¾
Cases, tins, 10 lbs. each		0 13¾
" " 5 "		0 13⅞
" " 3 "		0 14
Compound Lard—		
Tierces, 375 lbs		0 08½
Parchment lined boxes, 50 lbs		0 08¾
Tubs, 50 lbs		0 08¾
Wood pails, 20 lbs. net		0 09
Tin pails, in cases	0 09	0 09½

EGGS—The egg market continues strong at slightly advanced prices. The local demand is large, with the consequence that storage stocks are being drawn on freely now. Arrivals are small and limited to a few new laids.

New laids	0 30	0 32
Selected cold storage	0 25	0 25½
No. 1 Candled	0 21	0 22
No. 2 Eggs	0 18	0 19

BUTTER—The butter market is steady and strong, with a good demand. Receipts are dropping off fast. Owing to the small make in the country prices have advanced.

Fresh Creamery, solids, lb		0 27
" " prints, lb	0 27	0 27½
Dairy, tubs, lb	0 20	0 22½

CHEESE—The export demand has fallen largely lately, owing to high prices prevailing here, which has placed it beyond a profitable basis. There has been an advance in the country, especially for colored.

Cheese, Easterns	0 11¾	0 11¾
" Westerns	0 12	0 12½

HONEY—Supplies arriving are large and demand is good, consequently this market is in an active condition. Small packages are meeting with the best sale. There has been no change in quotations.

White clover comb honey	0 13	0 14
Buckwheat	0 07	0 0
Buckwheat, extracted	0 10	0 12
Clover, strained, bulk, 30 lb. tins	0 09	0 10

TORONTO.

PROVISIONS—The market is fairly steady though a little easier in tone than noted last week owing to the heavier run of hogs. Supplies of bacon are not very heavy but stocks are gradually being filled up. Lard is slightly easier since last reports otherwise prices are about on the same level.

Long clear bacon, per lb		0 12½
Smoked breakfast bacon, per lb		0 15
Roll bacon, per lb		0 11½
Light hams, per lb		0 14½
Medium hams, per lb	0 14	0 14½
Large hams per lb	0 13½	0 14
Shoulder hams, per lb	0 10½	0 10½
Backs, plain, per lb	0 16½	0 17
" pea meal	0 17½	0 18
Heavy mess pork, per bbl		20 00
Short cut, per bbl		24 50
Lard, tierces, per lb		0 12
" tubs "		0 13
" pails "		0 13½
" compounds, per lb	0 8½	0 09
Plate beef, per 200-lb. bbl	15 50	16 00
Dressed hogs	8 50	9 00

BUTTER—The market is firm though with no advance on last week's prices. Supplies are fair but are eagerly taken up by buyers.

	Per lb.	
Creamery prints	0 26	0 28
Creamery solids	0 25	0 27
Farmers' separator butter	0 25	0 26
Dairy prints, choice	0 22	0 24
" " ordinary	0 19	0 21
" tubs, choice	0 22	0 23

EGGS—Another advance is to be noted this week. Deliveries are falling off, in fact, are practically nil and this is stiffening up the market. Selects are quoted this week at 26c and the ruling price for good stock is 24c. Strictly new laid are offered at from 27c to 30c.

CHEESE—The market is very quiet with demand light. Prices are unchanged.

Cheese, large, prime	0 13	0 13½
" twins	0 13½	0 14

HONEY—There is little new to note in the situation. Demand is not at all brisk and though supplies are fairly heavy the market is fairly firm.

60-lb. tins	0 09	0 10
Smaller sizes	0 10½	0 12
Comb, doz	1 50	2 50

POULTRY—Arrivals were not so heavy at the first of the week, the elections seeming to interfere with the farmers' work. Toward the middle of the week, however, fowl began to come in quite freely. Demand is becoming more brisk as the season proceeds and prices this week are a shade firmer than at last report.

Spring chickens, per lb, live	0 08	0 09
Hens, per lb., live	0 06	0 08
Young ducks, per lb	0 08	0 09
Turkeys, per lb		0 13
Geese, dressed	0 09	0 10

MADE IN CANADA.

MAGIC BAKING POWDER

SOLD and USED EVERYWHERE in the Dominion.

Makes Baking Easy, Dependable and Economical,
All Canadian Dealers Have It. REFUSE SUBSTITUTES.

E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.

THERE WILL BE A GOOD DEMAND THIS YEAR FOR

Clark's Corned Beef

We are advertising it largely and it is such great value that you may confidently order a good supply. Don't forget our other lines all tried and proved!

CLARK'S PORK & BEANS
CLARK'S OX TONGUE
CLARK'S VEAL LOAF
CLARK'S MINCE MEAT
CLARK'S SLICED BEEF

WM. CLARK
Manufacturer
MONTREAL

The Demand For

BOVRIL

is increasing. See that your stocks are complete so that you lose no sales in the best season.

We have now ready two new hangers, one an exact representation of a member of the N.W. Mounted Police.

A post card addressed to

BOVRIL Ltd.
27 St. Peter St. MONTREAL

will bring you, Express prepaid, a supply of attractive show cards for your store.

The Name

Cowan's

on Chocolate Confections stands for clean, honest manufacture—absolute purity — wholesomeness —and above all, captivating flavor.

Maple Buds,
Chocolate Cream Bars,
Milk Chocolate Medallions,
Nut Milk Chocolate

and many others

The Cowan Co., Ltd.
Toronto, Canada

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S
Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice **Lozenges**

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

There is something in a name after all—
This is particularly so when that name is

MOTT'S

The CHOCOLATE bearing this name under the brands

"Diamond" and "Elite"

is a profitable and ready seller with every grocer—
They are for sale by all jobbers.

John P. Mott & Co.,
Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Otta wa — R. G. Bedlington, Calgary

People Are Eating More

FORCE

than they ever did before. Our advertising campaign makes them ask **you** for "FORCE" Can you supply the demand? We are selling "FORCE" at a price that will net you a good big profit, and the price is the same to **all** grocers. Watch our newspaper ads.—they bring you the business that's "empty of trouble and chuck full of profit."

THE H-O MILLS
HAMILTON, - - ONTARIO

THE FLOUR AND CEREAL MARKETS

The Situation Generally Steady—Stocks of Flour on Spot Rather Light—Export Business Less Active.

The situation this week shows little change from last reports. The market is generally steady with good business continuing in flour and conditions a little quieter in oat products.

Flour continues firm with an outlook for pretty steady prices during the winter. Stocks on spot are not at all heavy, the excellent demand of the last few weeks having taken up about everything the millers could turn out. This has had a material effect on export business, as millers have had nothing to offer in reply to active inquiry from several quarters.

Business in oat products is a little quieter than usual at this time of the year and it evidently wants a snap of cold weather to get this going. Some export business is being done, however, in these lines.

MONTREAL.

FLOUR—At present the outlook is not favorable to a drop in prices. This fact is beginning to be realized by the country, and orders are now being booked with greater freedom. There is a scarcity in flour on the spot, and stocks are generally pretty slim. These conditions will prevent any slump in prices for some time. Quotations are the same as last quoted.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household	6 00
Glenora	5 50
Manitoba spring wheat patents	6 00
" strong bakers	5 50
Five Roses	6 00
Harvest Queen	5 50

ROLLED OATS—The decline of 30c per barrel and 15c per bag has lent some impetus to the market, and the demand is a trifle stronger this week. Sales, however, are not yet large and stocks held are light.

Fine oatmeal, bags	3 05
Standard oatmeal, bags	3 05
Granulated "	3 05
Golddust cornmeal, 98-lb bags	2 25 2 50
White cornmeal	2 00 2 05
Rolled oats bags	2 40
" bbls	5 15

FEED—There is a fairly good enquiry for both short and middlings. Bran is coming in somewhat larger quantities from the small mills. The demand, however, is not up to what it should be. Prices on all feed remains the same as last quoted.

Ontario bran	21 50 22 00
Ontario shorts	25 00
Manitoba shorts	25 00
" bran	00 21
Moullie, milled	25 00 27 00
" straight grained	30 00 34 00
Feed flour	1 50 1 60

TORONTO.

FLOUR—The situation is practically unchanged after last week's advance. Business continues very good though it is not quite so active as during the past few weeks. Manitoba wheat is coming in in fine quality. Export business has been a little dull the past week from the fact that millers had little to offer. Local prices are unchanged.

Manitoba Wheat.

90 per cent. patents	5 40
85 " "	5 10
Strong bakers	4 90

Winter Wheat.

Straight roller	4 10 4 30
Patents	4 50
Blended	4 70

CEREALS—The market is steady with no change since the decline noted last week. Local business is rather quieter than usual at this time of the year, but it is expected that with the arrival of cold weather the situation will change. Export demand continues active and a good deal of this class of business is being done.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 65
Oatmeal, standard and granulated, in bags 98 lbs.	2 95

WHAT ABOUT PRIVATE BRANDS?

Correspondent Discusses Question From a Practical Standpoint.

Does it pay to have your own special brands of tea, coffee, baking powder, extracts, etc., was a question asked the writer this week. Some merchants seem to think it does not. It generally is their own fault if they do not make it pay. It pays provided you are willing to take or give your clerks proper time to introduce to your trade these different articles and also see they are properly handled and advertised. If you blend your own teas and coffees and make your own baking powder see to it that they are kept perfectly uniform in quality. Don't skip one thing this week and another the next, as it is the continuous sameness in regard to quality that holds the trade. The fluctuating of qualities of certain of these articles is generally caused by carelessness in the blending. Make one man responsible for the blending. Quality should be the main consideration in anything you put your own name on. If you do not believe in advertising or feel you can not afford to do so and want quick sales by all means don't have your own brands but take advantage of the popular brands that are properly advertised. Don't get too many different brands at that, but confine yourself to exactly what your own particular trade demands. Some of these you will have to carry in stock anyhow as it is not a wise policy to have to tell your customers that you have not in stock any really good article that is asked for. You need to take advantage of a manufacturer or wholesaler's advertising when you get the opportunity, as it all helps very much to keep you in touch with the best retail trade.

Advertising has made Mooney's Perfection Sodas familiar to almost every Canadian household, but it is the unvarying quality of Mooney's that has caused Canadian housewives to keep them on their tables.

Mooney's Perfection Sodas

are perfectly baked and packed, which ensures their being always fresh, crisp and pure. Order a trial shipment to-day. Don't be "just out" when your customers ask for them.

The Mooney Biscuit & Candy Company,
LIMITED

STRATFORD, - CANADA

COX'S INSTANT POWDERED GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs COX who themselves both MANUFACTURE and PACK their brand under scientific supervision.

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd
Gorgie Mills
EDINBURGH.

MAESTRINI

Genuine Swiss Milk Chocolate

FREE SAMPLES To Grocers and Confectioners

ALSO PRICES

SOLE AGENTS FOR CANADA

Schlesinger Bros. & Co., - Montreal

PERFECTION

is attainable only after years of experimenting. We have succeeded in producing a line of cocoanut which all admit as the leader.

WHITE MOSS

The Canadian Cocoanut Co., = Montreal

For Xmas Trade

You will find no confection that will give you and your customers greater satisfaction than CHOCOLATS MEURISSE A 1 goods. Attractive packages.

Order To-day.

CHOCOLATS MEURISSE

J. A. HERREBOUDT, Manager. 23 Lemoine St., MONTREAL

Agents: Mathewson's Sons, Montreal: T. E. Charest, Quebec; W. C. Scott, 76 Queen St., Ottawa.

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No 38 Front Street, NEW YORK.

Freight is no more on full strength
MAPLE SYRUP
containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.
Canada Maple Exchange, Limited, Montreal
Smalls

EPPS'S

GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS **COCOA**

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT

Manufacturer

Sales Agent: L. FONTANEL, 187 Commissioners St., Montreal

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM *ESTABLISHED 1871*

TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES.

Satisfaction Guaranteed. Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

CHANGES IN THE CANADIAN TRADE

Notes of New Businesses, Sales, Assignments and Dissolutions Throughout All Parts of the Dominion.

Ontario.

Sam. W. Cawker, butcher, Whitby, is dead.

J. Fellion, grocer, Toronto, has sold out to E. Hallett.

Elie Monette, grocer, Ottawa, has succeeded J. E. Noiseau.

George McLaughlin, grocer, Toronto, has gone out of business.

H. J. Kennard, confectioner, Toronto, has sold out to F. G. Nixon.

Minetta O'Malley, grocer, Toronto, has sold out to W. R. Black.

J. A. Baldwin, cigar dealer, West Lorne, has sold to R. McDonald.

Alexander Laing, grain dealer, Wyoming, has sustained loss by fire.

S. Macdonald, general storekeeper, Rainy River, has sold his stock.

Thomas McCann, Tweed, is selling his general store business to Wm. Collins.

J. D. Smith & Co., grocers, St. Mary's, have sold out to W. R. Butcher.

The stock of Emil Brooker, confectioner, Toronto, is advertised for sale.

Henry F. Gerhart, confectioner, Fort William, has assigned to John McClure.

H. O. Saunders, general store-keeper, Cayuga, has been succeeded by C. H. Pettit.

W. T. Summers, flour and feed dealer, London, has sold out to McLeod & Marshall.

The business of E. Anderson, confectioner and baker, Toronto, is advertised for sale.

The factory and plant of the Ellice & Logan Cheese & Butter Co., Kinkira, is advertised for sale by tender.

A meeting of the creditors of Gus Lambertus, confectioner, Guelph, who assigned to A. S. Allan, was held on the 27th inst.

A meeting of the creditors of Charles L. Manery, grocer and dry goods merchant, Leamington, who assigned to C. B. Armstrong, London, was held on the 30th inst.

Quebec.

The Marathon Candy Co., Montreal, have dissolved.

The assets of B. Hogue, grocer, Montreal have been sold.

D. H. Welsh & Co., confectioners, Montreal, are registered.

The assets of J. G. Delage, grocer, Quebec, have been sold.

J. T. Harrower & Co., Quebec, have registered gs general agents.

E. St. Germain & Co., grocers and butchers, Montreal, have assigned.

D. L. Nadeau, general merchant. East Broughton, is offering to compromise.

John Gracey, general merchant, Low, has been succeeded by John Morrison.

Theo. Corbeil, general merchant, St. Andre Avelin, has succeeded N. Chene.

The assets of D. Moineau, confectioner, Montreal, were sold on the 23rd inst.

The assets of C. E. Nault, general merchant, Riviere Desert, have been sold.

The assets of Andre Nault, sr., general merchant, Riviere Desert, have been sold.

The assets of Alfred Meunier, general merchant, Chambly Canton, have been sold.

The assets of P. Belanger, grocer and liquor dealer, Stadacona, have been sold.

Joseph Lesperance, general merchant, Lake Megantic, is offering to compromise.

P. Gagnon, general merchant, Sayabec, has assigned to V. E. Paradis, prov. guardian.

The assets of Jos. Morin, general merchant, St. Theodore De Chertsey, have been sold.

V. E. Paradis has been appointed curator to Israel Gosselin, general merchant, St. Edwidge.

The assets of S. Brunelle, general merchant, Ste. Thecle, were to have been sold on the 29th inst.

Lamarche & Laurencelle have been appointed curators for J. D. E. Lafond, general merchant, Frelighsburg.

Herman Klein and Bonet Boodneff have registered under the style of the Lachine Baking Co., Montreal.

William Prentice has registered as President of the John L. Cassidy Co., Ltd., wholesale crockery, etc., Montreal.

A meeting of the creditors of Audet & Tremblay, general merchants, Black Lake, was to have taken place on the 27th inst.

Ernest Cardin and J. A. Lachante have registered under the style of Cardin & Lachante, general merchants, Victoriaville.

Western Canada.

P. D. Leinster, grocer, Winnipeg, has sold out to S. C. Staley.

Bowie & Moses, confectioners, Winnipeg, have succeeded F. Hansell.

B. M. Banckrick & Co., grocers, Winnipeg, have gone out of business.

Morris Hazlett, confectioner, Winnipeg, has assigned to C. H. Newton.

McGregor & Muir, general merchants, Austin, Man., have dissolved partnership.

A. W. Taylor, general merchant, Glenboro, Man., also the A. W. Taylor Co., Ltd., of same place, have assigned to C. H. Newton.

Mason's
Number One Sauce.

Enough said.

Toronto, Ont.

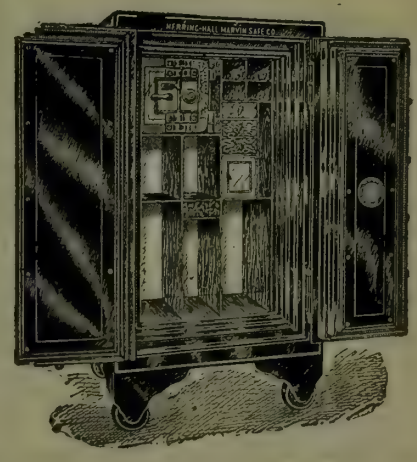
YOU KNOW

the difference between absolute security and privacy.

¶ There is the same difference between **HERRING - HALL - MARVIN SAFES** and other makes.

¶ A man buys a safe for protection against the assaults of the elements or of man.

¶ **Herring-Hall-Marvin Safes** give this protection and insure absolute security.



IF INTERESTED, WRITE

The Canadian Fairbanks Co., Ltd.
444 St. James St., Montreal.

BRANCHES IN ALL THE LARGE CITIES

POT and PEARL

FOR CLOSE QUOTATIONS WRITE

JOHN MacKAY Caledonia Mills BOWMANVILLE, ONT.

BARLEY and FEED

We call your attention to our arrivals for the week:

1,000 Kegs Almeria Grapes

Car Chase Brand Florida Oranges

40 Cases Hamperzams justly celebrated Layer Figs.

Also **Grape Fruit, Nuts, Dates, Lemons, etc.**

25-27 Church Street, Toronto

Election Over

Don't pine away if you lost—don't tickle yourself too much if you won, because there's more satisfaction and money now in handling

CHASE & CO.'S

Florida Oranges, Grape Fruit and Pines

and

TRACUZZI'S

St. Nicholas New Messina Lemons

due shortly now. Place your order with your wholesaler at once. To compare these packs with some of our competitors is like comparing an ox cart to the latest style of auto.

J. J. McCabe

Agent

32 Church Street, Toronto

FRUITS, VEGETABLES AND FISH

Canadian Fruit Practically Off the Market—Florida and Jamaica Oranges Command Attention—Fish Business Opening Briskly.

Though most lines of Canadian fruit are practically off the market business this week continues quite brisk. Hallowe'en demand always lends a touch of activity to the markets. A small quantity of peaches are still on the market though this is practically the last of them. Grapes are in pretty good supply and will be coming for a week yet. Pears, too, are still on and will be for a couple of weeks. The late Valencia orange season is over and attention is being turned to Floridas, which are in fairly good demand.

Bananas have not been much called for during the local fruit season but from now on business in them should be good. Wholesale houses are making preparations for a big business in this fruit this winter. Florida pineapples are in fairly good supply and offer good buying. California Tokay grapes are among the new lines.

The potato market has remained steady during the week. Supplies of local grown are so large and satisfactory that there is little call for the New Brunswick varieties. Other lines also are steady though the supply of the less hardy lines is dwindling as the season advances. New England garden truck is again finding a place on the markets and the demand for this stuff is quite active.

The fish business is opening up in a very promising way. Every year the consumption of fish seems to grow larger and this season promises to be no exception. The demand for dried and smoked lines is rather better and oysters also are beginning to be more largely called for.

MONTREAL.

GREEN FRUITS—Florida oranges are a shade higher this week, being quoted now at $4 instead of $3.75. Jamaicas are the same as at last quotation. Almeria grapes are now offering at $5.50 to $6.50. Pears in boxes are 25c cheaper this week. Other lines remain the same as at last report. The demand has been good during the week.

Jamaica oranges, in bbls		4 25
Floridas, 126, 15 , 176 200		4 00
Grape fruit		4 75
Almeira Grapes	5 50	6 50
Verdel i lemons, 300 size		3 25
Lemons, choice, 300 size		2 65
Bananas	1 50	2 00
Peaches, boxes	1 25	1 50
Pears, boxes	3 75	4 25
Grapes, California, Tokays, crate	2 25	2 50
Pineapples, extra fancy, 24 size		5 50
" " 30 size		4 75
Cranberries, early blacks bbl		9 50
Nova Scotias, early blacks, bbl		7 50
Apples, Fameuse, XXX, bbl		4 00
" " XX "	2 50	3 00
" Colverts Jennetings, XXX	2 75	3 00
" " " XX	2 25	2 50
Spies, XXX		4 00
Baldwins, Greenings, Russetts, XXX		3 50
" " " Spies, XX	2 75	3 00
Grapes, blue, in large baskets, per lb		0 02½
" Concord, blue, small baskets	0 18	0 20
Niagara, green, small baskets		0 22
Roger, red small baskets		0 25
Delaware, small baskets		0 35
Sweet Potatoes	2 00	2 75

VEGETABLES—There are only a few green tomatoes offering now and ripe red tomatoes are off the market, likewise the yellow variety. Beets are being offerd at 50c per bag and carrots are bringing 60c a bag. Potatoes remain practically the same as at last report.

Parsley, per doz. bunches		0 25
Sage, per doz		0 50
Savory, per doz		0 25
Celery, doz	0 40	0 75
Water cress, large bunches, per doz		0 50
Spinach, box		0 50
Green peppers, doz	0 15	0 20
Beets bag		0 50
Carrots, bag		0 60
Green pickling tomatoes		0 50
Spanish onions, large crates		2 75
Lettuce, per doz		0 50
Radishes, doz		0 25
Horse radish, per lb		0 10
Egg plant, doz		0 75
Cabbage, doz		0 50
Montreal potatoes, bag	0 75	0 95
Green Mountains	0 65	0 90
Onions large bag		1 25
Red onions, barrel		3 00
Turnips, bag		0 75
Pumpkins, doz		1 00
Squash, doz		1 00

FISH—The cooler weather of autumn is having a beneficial effect on all lines, and the demand is growing daily. Fresh fish continue plentiful, and prices are lower than usual at this time of the year. In smoked lines haddies and kippers are in better supply. Prices are lower and demand increasing. Prepared and salted are in good demand. Oysters are somewhat duller than they should be at this time of the year.

Fresh and Frozen Fish.

Gaspe salmon	0 15	0 18
B.C salmon, frozen		0 10
Brook trout, lb		0 22
Haddock, per lb	0 04	0 05
Fresh halibut		0 10
Mackerel, "		0 10
Dore, "		0 10
Steak cod		0 06
Market cod, lb	0 04	0 04½
Pike, lb brochet		0 08
Whitefish lb		0 10
Lake trout		0 09
Sea trout, lb		0 10
Flounders, lb		0 10
American live lobsters		0 22
Bullheads (dressed)		0 10
New Smelts		0 10
Smoked—		
Haddies (exp) 15 lb. bxs., per lb	0 07	0 08
Kippered Herring, new, per box		1 10
Bloaters, per box		1 10
Smoked herring, per box		0 07
Prepared—		
Skinless cod, new, 100 lb. cases		5 00
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box		1 80
Dry cod, in bundles 112 lb., per pound		0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0 06½
Boneless cod, 20-lb. boxes		0 08
Boneless cod, 20-lb. boxes		0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks		0 05
Boneless fish, 25 lb. bxs., loose		0 04½
Salted and Pickled —		
No. 1 Labrador herring, brls		5 50
" " " ½ brls		3 00
Oysters, bulk, per gallon		1 60
Standards, bulk		1 40
" quart tins, sealed		0 40
Paper pails, per 100 qt. size		1 50
Malpeque, shell, per bbl	8 00	10 00
" lower grades	5 00	7 00

TORONTO.

GREEN FRUITS—Saturday saw the last day of business at the Scott St. fruit market, the Ontario fruit being practically done and business is now being carried on in the warehouses. Ontario peaches, pears and grapes are still to be had though the quantities are

limited. The first car of Florida grape fruit came in during the week and the season is this favored line promises to open well. Fancy California Tokay grapes are on the market in good quality and are attracting considerable attention. Florida pineapples are selling fairly freely as are also Almeria grapes.

California Elberta Peaches, box		1 25
Plums, Hiano, blue, crate		1 25
Pears, Canadian, Bartlett		0 50
" preserving	0 25	0 5
Grapes, Canadian, blue, basket		0 17½
" " green		0 17½
" Rogers and Delewares		0 20
" California, box	1 75	2 50
" Almeria, keg	5 50	6 00
Apples, Canadian, snow, bbl	2 00	3 00
" cooking, bbl	1 75	2 00
Crab Apples, basket		0 35
Musk Melons, Canadian, basket	0 40	0 50
Oranges, late Valencias, California, box	5 25	5 75
" Jamaicas, bbl	4 00	4 50
" " boxes, new		2 50
" Florida, boxes, new	3 50	3 75
Lemons, Messina	2 75	4 50
" California, box		4 75
Bananas Jamaicas, firsts	1 50	2 00
" Jamaica eights,	1 00	1 25
" jumbos	1 40	1 65
Cranberries, Cape Cod bbl	9 50	10 00
" " crate		3 50
" Nova Scotia, bbl		8 00
" Ontario, cases		2 50
Citrons, doz		0 75
Grape Fruit, Florida, box	4 50	5 00
Pineapples, Florida, crate		5 00

VEGETABLES—Ontario potatoes are in excellent demand this week and the quality and supply is so good that there is little call for New Brunswick potatoes. Canadian tomatoes are rather scarce on the market, but a supply from California, the first by the way, ever to come to Canada, came in early in the week. This stock was in very presentable form, being carefully wrapped in tissue and packed in crates of about 22 lbs. Selling at $1.25 per crate, this ought to be a favorite line. Other lines of vegetables remain fairly steady though the market is firm all round.

Tomatoes, Canadian, red, per basket		0 30
Beets, Canadian, basket	0 25	0 35
Egg plant, basket		0 25
Beans, wax, per basket		0 40
Potatoes, Ontario, per bag		0 70
" New Brunswick, per bag		0 90
" sweet, barrel	2 75	4 50
" " hamper		1 40
Onions, Spanish, per 50 lb. crate		0 90
" white, pickling, basket	0 75	1 25
" Canadian, dried, bag	0 85	0 90
" Valencia extra, cases	2 50	3 00
Carrots, new, per bushel	0 40	0 50
Green Peppers, basket		0 25
Red Peppers, basket		0 30
Cabbage, Canadian, bbl		1 00
Vegetable marrow, basket		0 25
Squash, basket doz		0 30
White turnips bush		0 40
Cauliflower, doz	0 50	1 00
Celery, native, doz	0 35	0 40
Pumpkins	0 60	0 80

FISH—The season is opening up very favorably and with the large assortment of both fresh and smoked lines, buying is beginning to be somewhat active. There is little change from prices given last week and about the same lines are quoted. Just at present demand for dried and smoked lines is most brisk.

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07
White fish, Georgian Bay, per lb	0 09	0 10
Herring, medium, per lb	0 05	0 07
Whitefish		0 10
Cod, fresh		0 08
Trout, fresh, per lb		0 09
Halibut		0 09
Shredded cod, per doz		0 20
Bluefins, small white, per lb	0 06½	0 07
Haddock, fresh		0 07
Sturgeon, per lb		0 18
Sea salmon, Silverside		0 10
Pike	0 05½	0 07
Pickerel, yellow	0 05½	0 09
Soft shell crabs, doz		4 00
Soles, Nova Scotia		0 06½
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 15-lb. box	1 30	1 40
" Labrador, bbl		5 75
Mackerel, each	0 18	0 20
Smelts, per pound		0 11

THEY'RE HERE

EXTRA FANCY

LONG KEEPING

Almeria Grapes

The best we ever imported

WE ARE GRAPE SPECIALISTS

Pleased to submit sample kegs and prices to intending purchasers.

WHITE & CO., Limited

TORONTO and HAMILTON

"THE STANDARD OF QUALITY"

CANDIDO'S LEMONS

Ask the wholesale for them. A compliment is paid when "just as good" is offered—maybe they are. Be assured of profits and quick sales—order Candido's.

W. B. Stringer, Toronto** represents **B. P. Candido, Italy

JUST ARRIVED

our first full car Extra Fancy Cape Cod

CRANBERRIES

Also car

Sweet Potatoes

New Layer Figs

"Camel" Brand

Oyster and Haddie

Season now on, and as usual we will handle only BEST produced.

HUGH WALKER & SON

GUELPH, ONT.

Everything in Oranges, Lemons, Grapes, Apples, Sweet Potatoes, Spanish Onions. Also Haddies and Oysters.

YOUR PATRONAGE SOLICITED

THE DAWSON COMMISSION CO., TORONTO

Pollock	0 05
Oysters, Long Island, standard gal	1 50
" " medium selects	1 75
" " extra	1 85
" shell, per 100	1 50
Sole, Nova Scotia	0 15
Ciscoes, basket, 15 lb	1 00
Finnan Haddie, smoked, 15-lb. package	0 08
Boneless cod, quail on toast	0 05½
" " imperial	0 07
" " steak	0 08½
Shredded cod, doz	0 90
Acadia cod, crate	2 40
" tablets, box	1 60
Bloaters	1 25
Qualla	0 09
Catfish, dressed	0 09

PAYING THE GROCERY BILL.

Now that the tumult and the shouting of the prosperity-boomers are dying away it is becoming evident that the return of good times must be induced by other means than the beating of drums and the clashing of cymbals. "Thrift, thrift, Horatio!" is the remedy indicated, and wherever it has been applied the recovery from business depression has been more or less manifest.

Practice thrift and pay the grocery bill! That's the motto which should be hung up in every home in the land. If it were lived up to, the present dullness of business would soon give way to activity, and we would either escape another panic entirely or suffer very little in the event of another business crisis showing up.

Paying the grocery bill would be the first lesson in thrift for many people, and it would easily pave the way for great economics. Let the pulpit preach it and the press urge it. Let the schools teach it and the bench enforce it. Let the Big Stick be swung in the air a few times, to awe the slow payer and the beat. Let the grocer's advertising matter ring the changes on the pay, pay, pay text, until its importance is recognized throughout the length and breadth of the land.—Merchants' Review.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON

JAMES SOMERVILLE, Manager

MR. NISHIMURA RETURNING.

The Montreal office of S. T. Nishimura & Co., Japan tea importers, received a cablegram Monday stating that Mr. Nishimura has sailed from Yokahama by Empress of India for Canada. He will arrive in Vancouver Nov. 7.

MEETING OF SALES MANAGERS.

The first meeting of the National Sales Managers Association was held at the Automobile Club, Chicago, on the evening of Oct 23. This association, as the name implies, is composed of sales managers from the different mercantile concerns, its object being to promote the interests of its members as managers of sales departments. Walter D. Moody, secretary of the Chicago Association of Commerce, with whom such an organization has always been a pet theme, is the prime mover in the association and occupied the chair at the inaugural meeting.

TRADE NOTES.

W. H. Lawlor, general merchant, Dunrae, Man., has sold out to A. P. McClure.

E. Justement, confectioner, Whitemouth, Man., has sold his business to J. D. Clercq.

Fletcher & Snell, general merchants, Adanac, Sask., are selling out to Snell & Humphries.

The stock of A. C. Ford & Co., grocers and bakers, Central Park, B.C., has been sold.

Everything in

FISH & OYSTERS

Ask for quotations

The F. T. James Co., Limited

Church & Colborne Sts.

TORONTO

FISH AND OYSTERS

Lines that there is call for now:

New Malpeque Shelled Oysters, in barrels.
New Haddies and Kippered Herring
Bloaters and Smoked Herring
Boneless Cod and Prepared Fish
Labrador Sea Trout and Salmon.

Fresh Fish, all kinds in Season

Low prices. ***Write us for price list.*** ***Prompt shipment***

FOUR LONG DISTANCE TELEPHONES.
P.O. BOX 639

LEONARD BROS.
THE LARGEST FISH WAREHOUSE IN CANADA
20, 22, 24 and 26 Youville Square, - MONTREAL

Branches:
MONTREAL
ST. JOHN, N.B.
GRAND RIVER
GASPE

General Storekeepers!

Here's a Proposition

Don't forget that we will accept your **Poultry** and **Eggs** in exchange for all varieties **Fish** and **Oysters** purchased of us.

O'CONNOR'S
Wholesale Fish Market

(Between the two Depots)
MONTREAL

Established over half a century

To restore lost appetites is the mission of that wonderfully restful relish known as

"Brunswick Brand"

Connors Bros., Limited
Black's Harbor, N.B.

Our Clerks' Page

HELPFUL HINTS FOR THE GROCER'S ASSISTANT.

It takes enthusiasm to make a successful grocery clerk. I believe that the clerk who makes a success of his work and builds well for the future should be willing to work long hours if necessary.

There is always something to do around a grocery store. The clerk should always be busy. He is forming habits. Loafing is a poor one to form. Industry is better. It is rarely necessary to look for work around a store, as the opportunity is usually in plain sight.

Section hands keep their eyes on the boss. They work where he points. The clerk should never imitate the section hand. He should not wait for the proprietor to "point."

The clerk who cannot unpack a case of goods and arrange them on the shelves carefully and neatly cannot take an order straight or fill it properly. Careless in one duty, he will be careless in another. Such clerks are more likely to be sitting on the counter, complaining of small wages than the more up-to-date clerks.

To be faithful in small things includes the proper tying of parcels. Make them neat and secure. Make them as attractive as possible. This counts with the customer.

Study the trade and try to please them, cranks and all. Remember that every crank has a soft spot. Try to reach it. Ask yourself: "Am I selling my trade all of the goods they use,? If not, why not ?" Then go after the business. If you have all of Mrs. S——'s trade but the butter and coffee she uses, endeavor to get that. You may be able to please the first twenty of your customers every time. The twenty-first may be the crank which all of the other clerks dodge. Once you get the crank with you, a big point has been gained. Hold your temper. Be serene if the crank gets mad. Slide around the rough corners in his or her makeup. Don't argue.

Sell goods to those customers who pay promptly. Take orders from those who have a big balance left on the books each month. Never tire presenting the merits of your lines to the gilt-edged customers. That is the fertile soil in which your trade will grow into dividends.—Retail Grocers' Advocate.

THE WOMAN CLERK'S SUCCESS.

The woman grocery clerk is gradually but surely finding her way into the ranks. The matter is one that merits the attention of clerks of the male persuasion and the stories of the experience of a couple of grocers, given herewith will be valuable as a suggestion of how they can make themselves more valuable.

A correspondent in St. John, N.B., discussing the matter, says:

"A few years ago lady clerks were practically unknown in the grocery stores of St. John, N.B., now a majority of the merchants have young ladies for bookkeepers or cashiers, and in at least one instance the chief clerk is a lady. Walter Gilbert, who conducts one of the largest retail grocery establishments of St. John, on the corner of Charlotte and Princess Streets, right in the business district, is a firm believer in the superiority of the female clerk over the male.

"They are much neater in appearance and are quicker and more trustworthy," he claims. "I have had a young lady working for me for the past year," he said, some time ago, "and I do not hesitate to say that she can put up orders as fast as any male clerk in the city. Of course, it is necessary to have young men, too, for the heavier work, but I find I get better results in having young ladies attend to the wants of my customers and in putting up orders than I did with men.

"I have just engaged another lady clerk," said Mr. Gilbert, "and while she has hardly got into the swing of things yet, I expect she will make good."

"One feature of the young ladies as clerks is that they are more dependable than men. If they are away for a holiday you can at least be sure they will come to work the following day prepared for work, and not looking as if they had been on a spree. Then, again, they have not as many temptations as a young man, not so many engagements or so many ways to spend their time and money. They are not always looking at the clock to see when closing time is, either, and in lots of ways they are preferable.

"I think, also, that they take more interest in keeping a store looking clean and bright and are more tasty in decorating.

"It has been my experience also that they are better at making sales. For instance, if I get a new line of goods in and want it introduced, the young ladies will sell more of it than two or three young men would. For my part, the young lady clerks have come to stay."

Godfrey Wolf, vice-president of the St. Louis Grocers' Association, has the following to say on the same subject:

"I am surprised that more grocers do not employ young women in their stores, I have tried it with excellent results. I find that a girl clerk can handle the cash and look after the books better than a man will and she is also extremely useful in waiting on trade, if she is interested in the business.

"When waiting on trade a woman clerk is at her best. She is invariably polite and attentive, and I find that women customers like to have a woman wait on them. The woman clerk naturally has a knowledge of cooking, and she talks over ways of cooking foods in such a manner as to interest the customer, and in that way she frequently makes sales that a man clerk would miss.

"A woman clerk has no bad habits. She is apt to be honest. She does not smoke cigarettes or drink when the boss is out. She also saves a good deal for the merchant from the fact that she does not smoke, because, not liking cigars or cigarettes, she does not help herself to the stock.

"A woman about a grocery store raises the tone. She prevents by her presence roughness, ill manners, and dirt. The average woman has a horror of dirty floors or counters or scales or bins, and her complaint about such things will lead to their being cleaned. A woman about a store is in fact a bit of brightness, who is bound to keep her place."

TRADE NOTES.

C. A. MacMillan, treasurer of Sugars and Canners, Montreal, has returned from a trip to Southern Illinois.

Ernest Kiefer, special representative of Piper-Heidsieck, Reims, France, is making a trip throughout Ontario and Quebec in the interests of his firm. Laporte, Martin & Co., Montreal, are the general agents of the Piper-Heidsieck Champagne for Canada.

They Pay!

Ask the Man Who Has One!

Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont.
F. E. MUTTON, Canadian Manager.

The Case Against Preservatives is Settled

The Government has found them harmful and it is only a question of time before their sale will be prohibited. With pure goods on your shelves you will be safe when that time comes.

HEINZ
57 VARIETIES
Pure Food Products

are the kind that are always safe to sell because they contain no preservatives or harmful ingredients of any kind. The label guarantees absolute purity.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY
Pittsburgh New York Chicago London

There's many a good thing comes from Old England. In the eating line there's one good thing that has no superior and that is

CARR & CO.'S BISCUITS

World famed for quality they are good lines for you to recommend.

CARR & CO., CARLISLE, ENGLAND

AGENTS.

Wm. H. Dunn, Hamblin & Brereton, The Standard Brokerage Co., Ltd., — Montreal and Toronto, Winnipeg, Vancouver: B.C., — Eastern Provinces Lakes to the Rockies British Columbia

We Distribute Cars

Ship your goods in car lots in our care, Mr. Manufacturer, and we will distribute them among your customers. We have a large warehouse with excellent track facilities and we make a specialty of this class of work.

Correspondence Invited.

R. B. Wiseman & Co.,

123 Bannatyne Avenue East — WINNIPEG, MAN.

Manufacturers' Agents and Brokers.

Open to handle one or two more lines of groceries or fruit.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¾-lb.tins—3 doz. in case

FACTS ABOUT GROCERIES

Information for Grocers and Clerks About the Goods They Hand Over the Counter.

The development of the rice industry goes on rapidly in British Guiana. As we have sometimes stated to our readers in this journal, Demerara is spoken of out there as a great mud flat. The discharges of the floods of the Orinoco River seem to have accumulated these great flats along the northwest coast of South America. Under Dutch domination and, thus far, under English domination, the chief production of British Guiana has been sugar. Latterly, quite a mining business has sprung up in the mountainous region far up in the interior of British Guiana and quite a quantity of gold has been brought out. The sugar industry, however, remains the dominant industry, but the large East Indian population who have worked out their indentures and are now free laborers in the country, seem to have taken very kindly to raising rice on the flat lands of Guiana and they are exercising all of the intense culture that they were taught to practice in rice culture at home. In a recent issue of the Demerara Chronicle it is stated that in one section, known as the Corentyne Coast, some 1,300 laborers are engaged in planting rice, the idea being to get in as early a crop as possible. In addition these and laborers employed in other localities, such as Canje, East Bank, Berbice River and on the West Coast, there are many laborers engaged in the same work and it is estimated that there are as many as 3,600 East Indian and negro rice cultivators now actively engaged in the work.

The Legend of the Salmon.

The Arabs of upper Egypt tell us why all flat fish are white on one side and brown on the other. Moses, like the other Israelites, was very fond of fish, and, as a rule, he cooked it splendidly, says an exchange. He had cooked a sole only on one side, when his fire went out, so he angrily threw the half-broiled fish into the sea. But this fish happened to live, and that is why all its descendants appear to be half cooked.

Upon the back of the haddock are strange imprints, said to be the work of the devil. On the Yorkshire coast, in England, they say the evil one long ago determined to build a bridge at Filey. This he did for no good purpose, but for the destruction of ships and sailors and the annoyance of fishermen. While at work he dropped his hammer into the sea. As he hastily picked it up he grasped a haddock at the same time; so the haddock carries the imprint of his fingers to this day.

But the legend of the salmon, told by the Scandinavian fisherfolk, is the most interesting of these tales. Would you like to know how the salmon came to have such a delicate tail? Here is the story:

Loki, the mischief-maker among the gods, had offended Thor greviously. In fact, he had stolen the mighty hammer which was Thor's most precious possession.

You may know that Loki fled as swiftly as he could when he found that Thor was in pursuit. But Thor was not minded to let the rascal escape, so he followed after, his wrath increasing with every stride.

At last, finding his enemy close upon his heels, Loki ran toward the water and leaped in, turning himself into a salmon. Thor, however, was so close behind that he caught the fish by the tail. For punishment he squeezed it so hard that ever after the tail of the salmon has been fine and thin.

The Evolution of Food.

What would be the sensations of one of our ancestors if he could sit down to a modern breakfast table? asks an ingenious student of old manners in the current Harper's Weekly. "To begin with fruits," he answers, "these were almost unknown to the menu of his period; certainly in their present form. So were most of our vegetables. The only vegetable which seems to be more or less indigenous over the greater part of the world is the squash-pumpkin tribe. The pumpkin is very ancient, for it dates back to Cinderella. Of course, he knew the small wild cherry, with its bitter flavor, the little wild strawberry, the raspberry, blackberry and plum. Apples, or 'crabs,' as Shakespeare calls them, were used in England, and generally roasted in order to deprive them of their astringency. The wild hedge orange of China and India filtered into Europe occasionally, but it was scarcely eatable. Potatoes were, of course, unknown. Bananas were introduced in quantity to Europe within the lifetime of many middle-aged men. The grape fruit is the product of the past two decades, and even yet has seldom crossed the Atlantic. The peach was a poisonous shrub in Persia. Our worthy ancestor, then, broke his fast upon salt fish, or meat, if he were wealthy, or had access to some deer forest. He washed down his food with hot beer, spiced, or honey brew."

To Avoid The Financial Crisis, Handle

SHAMROCK

BIG PLUG

SMOKING TOBACCO

It will pay you a good profit
Besides building you a trade

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

MR. GROCER—

The house that secures the finest and most reliable Smokers' Requisites, and from whom you will secure greatest satisfaction, is, undoubtedly,

JOS. COTE
IMPORTER AND WHOLESALE TOBACCO DEALER
Office & Store, 186-188 St. Paul St. Phone 1272
Branch - 179 St. Joseph St. Phone 2097
QUEBEC

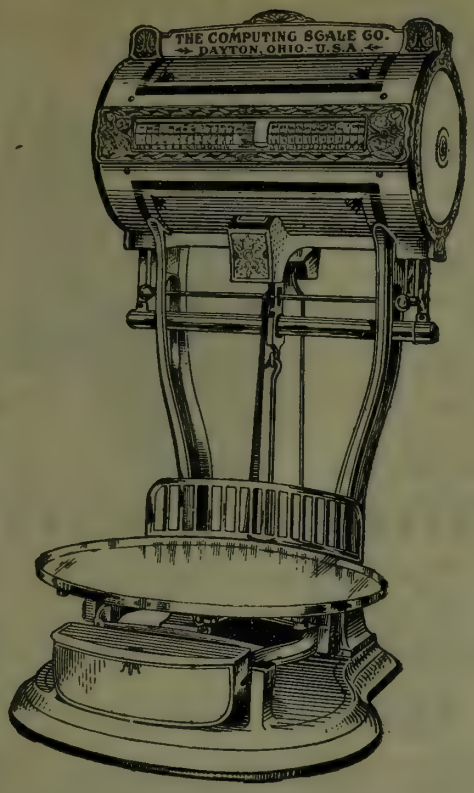
Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



DAYTON MONEYWEIGHT SCALE
NOTE THE LOW PLATFORM

Overweight Problem

Solved!

With this 1909 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

Gives the exact weight for the exacting dealer.
Gives the exact weight to all customers.
True as steel and built for a lifetime of exact weighing.
Weighs to an ounce, computes to a cent.
Low platform—only 6½ inches from the counter.
Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.
of Canada, Limited
164 W. King St., Toronto, Ont.

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA

Our New "Walker Bin" Catalogue

Will be off the press in a few days.

It should be in the hands of every Grocer

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

We make a specialty of
COUNTER CHECK BOOKS
for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.

We manufacture
SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

OIL TANK PERFECTION

Complete as a circle

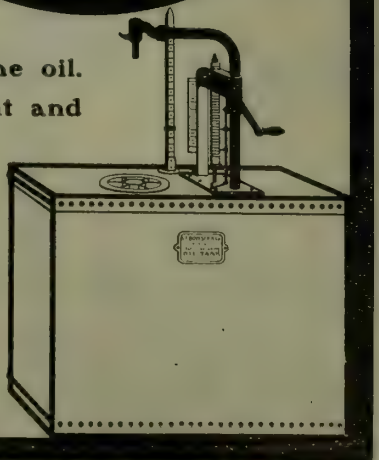
THE BOWSER
SELF MEASURING
OIL TANK

The Bowser does everything that you could expect a machine to do.

It will put just the right quantity into the can, and tell you how much to charge for the oil.

This is all done in an instant and without spilling a drop.

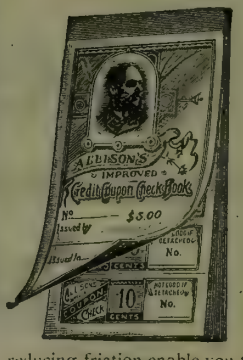
Bulletin 5055 will tell you many more things a Bowser will do for you. Better send for it before you forget.



S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

It Costs Something to Secure a New Customer

and when one leaves you from any cause it means a dead loss of a certain amount



Allison Coupon Books

are as popular with the patrons of a store as they are with the manager of the store himself. They work to the advantage of both, and by reducing friction enable you to secure new trade and hold the old.

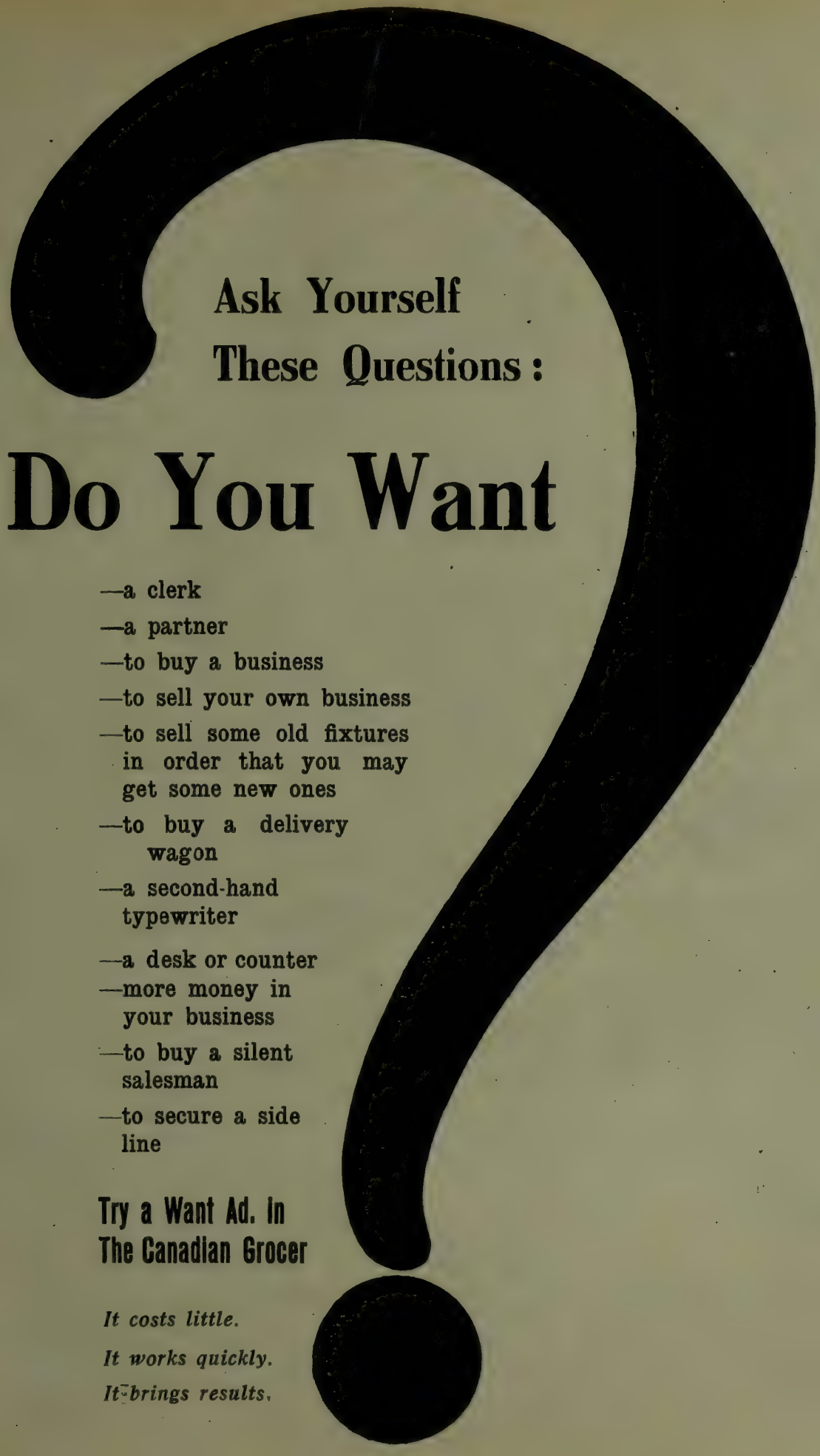
Here is the Plan

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison coupon book and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere. Manufactured by the

Allison Coupon Co.
INDIANAPOLIS, IND.

When writing advertisers kindly mention having seen the advertisement in this paper.



Ask Yourself These Questions:

Do You Want

—a clerk

—a partner

—to buy a business

—to sell your own business

—to sell some old fixtures in order that you may get some new ones

—to buy a delivery wagon

—a second-hand typewriter

—a desk or counter

—more money in your business

—to buy a silent salesman

—to secure a side line

Try a Want Ad. In The Canadian Grocer

It costs little.

It works quickly.

It brings results.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion,	1 year.....	$30 00
"	"	"	6 months...	17 00
"	"	"	3 months...	10 00
50	"	"	1 year.....	17 00
"	"	"	6 months...	10 00
25	"	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London. S W.

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

IT PAYS FOR ITSELF.—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co . F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto, Ont.

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and ins ruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MACLEAN PUBLISHING CO., Technical Book Dept., 10 Front St. E., Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

FOR SALE.

FOR SALE—A live and established general business in Saskatchewan. Best stand in town, only one opposition, business improving each year. Stock $15,000. Reasons for disposing, poor health. Further particulars by addressing Box 219, CANADIAN GROCER, Toronto. [46]

THE PEDDLER NUISANCE.

If a canvass of housekeepers of this city were taken it would be found, we believe, that very few of the customers of the peddlers of tea, coffee, butter, eggs, fruits, vegetables, fish and other food products really approve of the practice of buying goods at their doors, as the practice is most annoying in respect of the labor it entails upon some member or members of each household in answer to the summons at the door many times a day. Even the people who buy goods at the door are among the complainants because of the practice, but it is natural that they should take advantage of the opportunity to buy a necessary article when they have already gone to the trouble of answering the summons of the bell. Still, as we have already pointed out, the housekeepers in nearly all neighborhoods would gladly do without the peddlers' services, provided they could insure themselves against a continuation of a custom which has grown into a literal nuisance in some parts of this city, and probably in other cities also.

Whatever the grocers can do towards forcing the peddlers out of business would be heartily welcomed by many over-worked women of this city, housewives and servants, for although early purchases of peddlers' wares sometimes seem to show something of the nature of a real bargain, the later ones are apt to cause the purchaser to reflect that she could have done better at the grocer's.

Legislation may offer promise of some relief, but the grocer could do better by calling upon his own resources, and by bringing all customers to the store, or by providing the order clerks with samples of goods, so fill the wants of the neighborhood before the peddlers make their calls as to leave the latter no opportunity to make sales.

It is possible to get customers to the store by holding out sufficient inducements. It is possible to provide the order clerk with samples of the things that are usually bought at the door from peddlers.

That the neglect of customers to regularly visit the grocer is a serious evil and an old evil, cannot be denied, but when their wants are so generally supplied by peddlers, who would ring the bell and cause a visit to the door anyway, no one can be surprised that his neglect is so common.

We are acquainted with grocers who provide for the wants of housekeepers who can only visit the store late in the day, by setting aside some of the choicest fruits and vegetables in order that the late comers may have an equal chance with early customers to get first-class specimens, and not be forced to take the leavings of the early comers, and in this manner these dealers protect themselves to some extent against the peddling fraternity, so far as fruits and vegetables are concerned.

Grocers who find that customers are buying tea, coffee or butter elsewhere, and probably from a peddler, are trying the efficacy of this plan: They learn what the customer's taste is, and, obtaining a special blend or a special creamery make, they send a sample to the customer until they get something that suits, and, as they have no difficulty in meeting the peddler's price, they get back the trade that has been lost to the grocer fraternity. Eggs are subject to the same treatment. Grocers are better able to suit the public's varying tastes than the peddlers are, for the latter do not carry as large an assortment as a rule, nor have they often as good facilities for obtaining a uniform quality, a point which is of prime importance in regard to the products mentioned.—Merchants' Review.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per dos.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
3 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
½ "	5 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—1-lb. tins, 3-doz. in case, per doz.	2 70
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

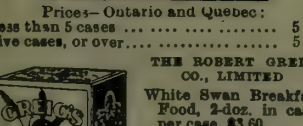
Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

	Per doz.
Nelson's—	
Pansy	$3 65
Good Luck	35 3 25
"	30 2 85
"	25 2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 25
Five cases, or over	5 15

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

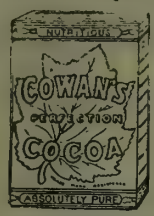
Chocolates and Cocoas.

Cocoa— THE COWAN CO., LIMITED

Perfection 1-lb. tins per doz.	$4 80
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" "	0 15
London Pearl per lb	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate— Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30
Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.	
Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
½ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, ½s (for cooking), doz	0 90
Prepared cocoa, ½'s	0 32
Prepared ½'s	0 30

Mott's breakfast cocoa, ½'s	0 42
" " ¼'s	0 42
" No. 1 chocolate, ½'s	0 36
" Navy ½'s	0 32
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 25
" Plain choice chocolate liquors	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 5-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages	0 26
1b "	0 27
1b. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 29
½lb. " "	0 29
¼lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15	15 lb. pails	and 10, 25 and 50 lb.
boxes.	Pails.	Tins. Bbls.
White Moss, fine strip.	0 19	0 21 0 15
Best Shredded	0 18	0 16
Special Shred	0 17	0 15
Ribbon	0 19	0 17
Macaroon	0 17	0 15
Desiccated	0 16	0
White Moss in 5 and 10 lb. square tins, 21c.		

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mecca	$ 032
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

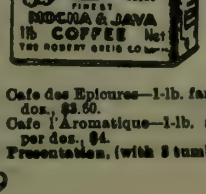
PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz			1 75
10 " " 4 " "			3 00
Rep. quarts, 1 " "			6 50
Imp. " 1 " "			9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 26c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 8 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —Imperial

Large size jars, per doz	
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00
Roquefort—	
Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

COUPON BOOKS—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	¼ "	2 00

THOMAS J. LIPTON

Prices on application.

Assorted Case,	Contains 2 doz..$2.50
Chocolate (Straight)	Contains 2 doz..$2.50
Vanilla (Straight)	Contains 2 doz..$2.50
Strawberry (Straight)	Contains 2 doz..$2.50
Lemon (Straight)	Contains 2 doz..$2.50
Unfavored (Straight)	Contains 2 doz..$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" groats ½-lb. tins	1 25
" 1-lb. tins.	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.	1 00	
2 "	"	1 75	
2½ "	"	2 00	
4 "	"	3 00	
5 "	"	3 75	
8 "	"	5 50	
16 "	"	10 00	
32 "	"	18 00	

Discounts on application.

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

MORSE BROS., Props. - Canton, Mass., U.S.A.

The Long Evenings of November

Afford the busy man and woman as well as the young people of the household many hours for quiet, profitable reading—evenings that may be filled with pleasure and instruction. A good habit to form—if you have not already done so—is to subscribe for and regularly read a wholesome, clean, bright and well illustrated magazine.

The **NOVEMBER EDITION OF BUSY MAN'S** is now out. Procure a copy. It will prove satisfactory in every sense.

System and Business.
The Greatest Game in the World.
The Business Woman of the Future.
A Trade Opportunity That Has Been Neglected.
We Do Just What We Have To.
How Railway Men Are Made.
The Master Man.

Political and Commercial Affairs.
Canadian Transportation.
Some Curiosities of Diplomatic Life.
The War Against Trusts in America.

Life Stories of Successful People.
How Arthur Spurgeon Became a Great Publisher.
Romance of Success; Life Story of Daniel G. Reid.
The Prolongers of Life.
Men and Events in the Public Eye.

THE
November
Busy Man's
Magazine
is on sale at all newsstands

The Magazine with the Red Cover

20 cents a copy; $2.00 a year

Short Stories.
The Entangled Church.
Big Jim's Renunciation.
Experience of The Grafter.

Travel and Description.
Monte Carlo and Its Game.
A Jap School for Spies.
Making Canadian Weather Predictions.

Miscellaneous.
The Curiosities of Sleep.
The Kind of Cigars King Edward Smokes.
How a Play is Produced.

Additional Features.
Busy Man's Bookshelf.
Culture Versus Cram.
Humor in The Magazines.
Improvements in Office Devices.
Contents of November Magazines.

The Busy Man's Magazine

Montreal Toronto Winnipeg New York Chicago London, Eng.

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

The Fresh Fruits are carefully selected

Their delicious flavor appeals to everybody

You should have them in stock.

Agents:

ROSE & LAFLAMME, Ltd., MONTREAL and TORONTO

Shelled Almonds

Valencias and Jordans

Table Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies.

SATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflan.me, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 80

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited

GENESEE PURE FOOD CO

Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG CO.

White wan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price "Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 10	
½-bbls..... 0 10½	
Tubs, 60 lbs. 0 10½	
20-lb. Pails. 2 10	
20-lb. tins.. 2 00	
Cases 3-lb.. 0 11	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	$3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb.	glass	jars.
Pineapple	" 1	"	"
Green Fig	" 1	"	"
Green Fig and Ginger	" 1	"	"
Lemon	" 1	"	"
Grape Fruit	" 1	"	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—			
1-lb. glass, doz...	1 55		
2-lb. " " ..	2 80		
4-lb. tins, " ..	4 65		
7-lb. " " ..	7 35		
"Shredded"—			
1-lb. glass, doz.....	1 90		
2-lb. " "	3 10		
7-lb. tins, "	8 25		

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$13 00
per case of doz. net 3 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4.7
" " hotel	4. 90
Silver Cow Milk.....	5.00
Purity Milk.....	4.70
Good Luck.....	4.30

Mustard

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins..... .....per doz.	$	1 40
"	½-lb. tins ..... "		2 50
	1-lb. tins ..... "		5 00
Durham	4-lb. jar.....per jar.		0 75
"	1-lb. jar..... "		0 25
F. D	½-lb. tins .....per doz.		0 85
	1-lb. tins..... "		1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	3 50
" ½-pts. 24's.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

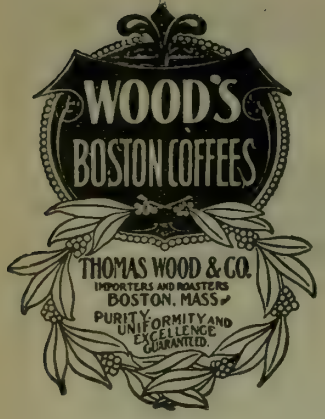
COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $5

MAGIC BRAND. Per case

No. 1, cases, 60 1-lb. packages.....		$	3 75
No. 2, " 120 ½-lb. "			3 75
No. 3, "	30 1-lb. "		
	60 ½-lb. "		3 75
No. 5 Magic soda—cases 100—10-oz. pkgs.			
1 case			3 75
5 cases.....			3 75

STRIKING FEATURES



PURITY appeals to all classes of consumers.

UNIFORMITY holds the patron to his favorite brand, so that your trade is not fluctuating, but permanent, with possibilities for increase always before you.

SUPERIORITY lends its powerful influence to the other claims, and

WOOD'S COFFEES

are known far and wide as the ideal goods for the millions.

They are not "here to-day, there to-morrow" products, but are like faithful allies, and hold up the Grocer's hands in extending trade.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 80
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	13 00
Straw [illegible]	"	16 20

3 doz. to box $3 45

6 doz. to box $6 90

30 days

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 6-lb. cartons	
No. 1 " " 6-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	
4 lb. lumps	0 8½

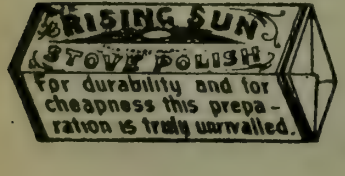
BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
6-lb. Canisters, cases of 36 lb.	0 06½
Barrels, 200 lb	0 7½
Kegs 100 lb	0 07
Lily White Gloss—	
1-lb. fancy cartons, cases 40 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 60
Calluloid Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.
pkges, cases 5 doz., per case.. 4 75

Stove Polish.

	Per gross.
Rising Sun, 8-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "
Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ per lb.
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb " 3 " "	2 60

Tea

THE "SALADA" TEA CO.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 38	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA
Thomas J. Lipton
75 Front St. East, Toronto.

Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ½'s, ¼'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's	0 20	0 25
Blue Label, ½'s	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ¼'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., TORONTO

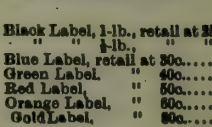
	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2 50
Gold Tins 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	25c ea 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb

MELAGAMA TEA.
MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs, & ½s	0 35	0 50
" " 1 lbs, ¼s	0 30	0 40
" " ¼s		0 32
" " ½s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 30
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 56

RIDGWAYS
London, Vancouver, Winnipeg and Ceylon.

	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H.M.B., 1's and ½'s	0 75	1 00
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.		

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s, and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 42
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15 00
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 45
" 1-2	0 50
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 75
" " 1-lb "	3 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$12 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

THIRTY EIGHT DAY EXCURSION CRUISE

Every twelfth day a "P & B" steamer leaves Halifax for Bermuda, the British West Indies and Demerara, and no finer sea trip exists. The round trip takes thirty eight days and the cost is small. Better write for illustrated booklet.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Slow Collections Cured

Our business is to collect overdue accounts owing to our clients. No need to bother yourself with slow collections—send them to us. For the year we've been in business we've made collections to the entire satisfaction of a large number of clients.

WE KNOW HOW!

The Beardwood Agency

313 New York Life Building - MONTREAL

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.

Patras, . Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:

J. L. Watt & Scott - Toronto

Watt, Scott & Goodacre, - Montreal

The Condensed Ads. in The Canadian Grocer bring results. Try one.

Bad weather now fully due. Are you supplied with

SALT?

VERRET, STEWART & CO.
LIMITED
MONTREAL

WETHEY'S
Condensed Mince Meat

is becoming as

Staple as Sugar

One package (retailing at 10c.) makes two large or three small pies.

Why sell from the unsanitary, disease-breeding open pail when you can offer your customers better goods in a dust proof package?

Ask your jobber for it.

J. H. WETHEY, LIMITED
ST. CATHARINES

GET OUR PRICES FOR

MOLASSES

Empire Brand

In stock

LABRADOR SEA TROUT.

New Dates due 1st November—advancing in price—buy **now**.

4 Free Phones for Use.
USE THEM FREELY

GEO. E. BRISTOL & CO.
(Successors to Lucas, Steele & Bristol)
Hamilton, - - - - Ontario

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, NOVEMBER 6, 1908. NO. 45.

It's a wise saying :

"Never change horses while crossing a stream."—
Applied commercially it is especially true as regards

Keen's Oxford Blue

Don't ask your customers to change to another brand—It's too risky—
Stick to Keen's Oxford Blue.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion **Montreal.**

A Trial Order of

"Crown Brand" Corn Syrup

placed with your jobber **NOW** will make for you regular calls from your customers. People want a good, healthy, rich and nourishing Table Syrup. "Crown" Brand is purest and best.

EVERY JOBBER SELLS IT.

Put up in Tins

2-lb. Tins—Cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls, ½ Brls. Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont. Works, CARDINAL, Ont. 164 St. James St., MONTREAL

A Plain Statement

"Reliable advertised goods for which a demand is created are the only sure sellers."

MacLaren's Imperial Cheese
Imperial Peanut Butter
Imperial Dessert Jelly

Uniform high quality, liberal value and effective advertising combine to make **Imperial Products money-earners** for the **retail grocer.**

Care, skill and progressiveness enable him to push the sale of **Imperial Products** with the assurance that every sale means a **satisfied customer,** and every satisfied customer is a business asset, a **business-getter.**

Why not consult your own interests, why not **reap this advantage** of quality, value and advertising, why not build up your business and be sure of good profits by selling **Imperial Products?**

What we state are facts, and we back up every statement. Watch our ads.

MacLaren Imperial Cheese Co., Ltd.

Toronto **Detroit**

Griffin & Skelley

Messrs. Griffin & Skelley (whose products are listed below) have always conducted business on that safe old principle that "the best is the cheapest in the long run." It has paid them and the grocers who handle their goods handsomely. And it will continue to do so.

Seeded Raisins, Canned Fruits,
White and Green Asparagus,
Griffin's Prunes, Cured Fruits,
Griffin's Seedless Raisins

No detail of their work is neglected from start to finish because no detail is too small to receive the scrupulous care and attention that assures perfection. There is an old fashioned goodness about their prepared fruits (and asparagus) that wins trade—*and keeps it.*

This Year's Fruit Now in the Market.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

G. WALLACE WEESE
Manufacturer's Representative
Grocers' and Confectioners' Supplies, Storage and Distribution attended to.
Am open to accept one or two more clients, established connections.
Offices: Myles' Fireproof Storage Warehouse
HAMILTON, CANADA. Correspondence Solicited

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

HOWARD BLIGH & SONS
HALIFAX N.S.
Importers, Exporters and General Commission Merchants.
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.
Domestic and Foreign Agencies Solicited.
Highest References.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
28 Burton Ave., Westmount, Montreal

MONTREAL

D. McL. BROPHY
414 St. Paul St. - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

DRIED APPLES
SHIP ALL YOU HAVE TO US.
QUICK RETURNS.
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

TORONTO.

Maple Syrup Compound
The season is now on
BUY "EXCELSIOR" BRAND
Wine Quarts. We have it!!
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

Dominion Storage & Forwarding Co., Ltd.
43 Colborne Street, TORONTO
Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.
TELEPHONE MAIN 5661

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Don Storage & Cartage Co. Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

(Continued on page 4.)

Get Busy You'll need to if you want to take advantage of a special offer we are making on a carload

"SNOWSHOE" brand FINE COHOE SALMON—

For orders—

for immediate shipment (upon arrival of the car) we are quoting a special price that will show you a good profit as a 15c. seller.

WE NOW HAVE A FULL STOCK OF NEW SEASON'S

FIGS— ELEME TABLE / NATURALS **DATES** SAIRS, HALLOWEE and Royal Excelsior in 1 lb. pkgs.

WRITE, WIRE OR 'PHONE—AT OUR EXPENSE.

EBY-BLAIN, LIMITED

Wholesale Grocers
TORONTO

A TIP

Compare our Price List below with other Package Teas you are buying. It is bound to appeal to the up-to-date grocer.

TRADE PRICES

TERMS : DRAFT THIRTY DAYS NET. FREIGHT PAID

YELLOW LABEL.—Pounds cost you 20c. Half pounds cost you 21c., you sell at 25c. per pound. This grade when bought alone cash must accompany the order.

GREEN LABEL.—Pounds and half pounds. Costs you 24c., you sell at 30c. per pound.

BLUE LABEL.—Pounds and half pounds. Costs you 25c., you sell at 35c. per pound.

RED LABEL.—Pounds, half pounds, quarter pounds and one-eighth pounds. Costs you 30c., you sell at 40c. per lb.

WHITE LABEL.—Pounds and half pounds. Costs you 35c., you sell at 50c. per pound.

GOLD LABEL.—Pounds and half pounds. Costs you 42c., you sell at 60c. per pound.

PURPLE LABEL.—Half pounds and quarter pounds. Costs you 55c., you sell at 80c. per pound.

DOLLAR TEA, EMBOSSED LABEL.—Half pounds and quarter pounds. Costs you 70c., you sell at $1.00 per pound.

ALL GRADES PACKED IN BLACK, MIXED AND GREEN

THE BLUE RIBBON TEA CO., Limited
266 St. Paul St. - Montreal

Manufacturers' Agents—Continued.

WINNIPEG

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

RICHARDS & BROWN
Wholesale Commission Merchants and Brokers
314 Ross Avenue WINNIPEG, Man.
Correspondence Solicited

W. H. Escott
Wholesale Grocery Broker and Commission Merchant
Manufacturers' lines handled on commission to the wholesale trade. Track warehouse accommodation. Best references.
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Its History and Mystery
BY
JOSEPH M. WALSH
A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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Firms Abroad Open for Canadian Business.

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Splendid connections and references. Try us with a shipment of CANNED GOODS.
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ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

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You can make money as well as oblige your customers if you handle our

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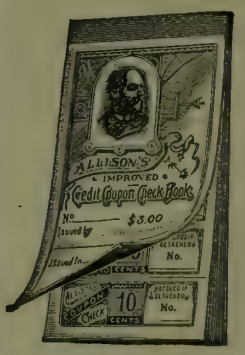
We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

It Costs Something to Secure a New Customer

and when one leaves you from any cause it means a dead loss of a certain amount



Allison Coupon Books

are as popular with the patrons of a store as they are with the manager of the store himself. They work to the advantage of both, and by reducing friction enable you to secure new trade and hold the old.

Here is the Plan

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison coupon book and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere. Manufactured by the

Allison Coupon Co.
INDIANAPOLIS, IND.

COLD WEATHER IS HERE

Lay in your winter supply of **Tomato Catsup** immediately.

AYLMER TOMATO CATSUP is the best value on the market, equal in quality to most of the high priced imported catsups.

Wholesalers have an **attractive offer,** good **until November 14th, inclusive.**

Profit, Popularity, Permanent Success

These are the invariable results of selling only the most satisfactory goods. You know very well that customers soon begin to fall away when the quality of your goods begins to deteriorate. High quality is undoubtedly the main factor in permanently big success. In your canned fruit and vegetable department it will pay you to specialize on

Old Homestead Brand

because Old Homestead goods are uniformly high in quality. We would not iterate and reiterate this statement if we were unable to show proof.

Every Can is a Confirmation

of our quality claims. We entered the canned goods business to STAY; and we know that high quality alone can retain our prestige.

ASK YOUR JOBBER FOR OLD HOMESTEAD

The Old Homestead Canning Co.

Picton - - - Ontario

ONE MOMENT PLEASE!

Undoubtedly at some time it has been your misfortune to have bought tea that neither came up to your expectations nor brought you the quick returns necessary to give you a profit. It was a disappointment because the tea itself was of inferior quality, it lacked the very feature necessary to merit the confidence of your customers. You relied upon the recommendation of the salesman rather than upon your own judgement based upon a careful investigation of facts. In offering

"SALADA"

to you, we do not ask you to rely on unsupported argument. We point to seventeen years of continuously increasing sales. We refer you to millions of satisfied customers. For seventeen years we have adhered steadfastly to our principle of

SERVING THE PUBLIC WELL

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents:

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
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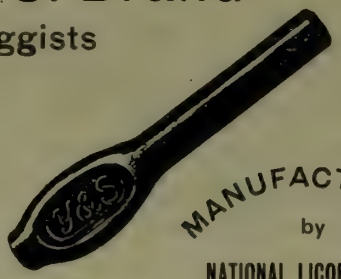
BRAND & CO., LIMITED

Purveyors to H.M. the King, Mayfair Works, Vauxhall,
LONDON - ENG.

Canadian-made Licorice

Y. & S. Brand

All Druggists



MANUFACTURED by

NATIONAL LICORICE CO.

MONTREAL

ACME PELLETS

M. & R. WAFERS

and a complete line of **LOZENCES, ETC.**

Hard and **Soft Licorice Specialties**

Price Lists and Illustrated Catalogue on request

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St. John Sales Agent—

H. S. Daly.

Vancouver Sales Agency—

J. F. Mowat & Company.

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES

(IN TINS)

2's, 3's 5's, 10's, 20's

1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP

(IN TINS)

2's 3's 5's 10's 20's

1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

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Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Marsala Wine

A GOOD PROPOSITION

Samples Free To You

If you are a grocer send for free sample of this ideal after dinner beverage.

Cost is $7 a case and up

Look into this to-day.

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent **Phone Main 2731**

Stock the Best.

"KIT" COFFEE

IS

BEST in Quality

SMARTEST in Finish

KEENEST in Price

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St.; Ontario, A. E. Bowron, 18 King William St., Hamilton Winnipeg, Mason & Hickey108 Princess Street.

Teas, Dried Fruits and Canned Goods

The last shipment expected, of dried fruits, of this year's preserving has arrived and our stock is now most complete. We can offer to our customers, at prices well worth investigating, choice lines of

Valencia Raisins, Sultana Raisins, Currants, Figs, Prunes, Dates, Malaga Table Raisins, Candied Peels, Nuts, (Tarragona, Mayette, Marbots, Crowns, Filberts) etc.

We have also a fine line of

Evaporated Fruits (Apples, Peaches, Pears and Apricots)

We can recommend these lines, as they are of extra choice quality—bought under remarkably favorable conditions from which our customers can benefit.

TEAS

Our stock of teas of the new crop is now complete. It is a fine large assortment, amply sufficient to meet all requirements of the trade as to quality, variety and price. We have to select from, choice lines of **Japan, Gun Powder, Young Hyson, Green Ceylon, Black Ceylon, Pekoe, Soochong, Formosa, Oolong, English Breakfast Congou, etc., etc.**

We are now, as ever, in a position to recommend **Princess** and **Victoria Brands** of **Black** and **Japan Teas** as the best on the market at the price.

We pay freight on all lots of teas, assorted or not, of 200 lbs. or over.

CANNED GOODS

Our stock of Imported and Domestic brands of Canned Goods is still complete. It consists of all popular domestic brands of canned fruits and vegetables; also **"SOLEIL BRAND,"** the most popular brand imported. Buy now while the stock is at its best, and prices reasonable.

Winter is Coming

Do not fail to examine your stock of Champagne, Wine, Beers and Porters, Mineral Waters, Malt Extracts, Vinegars, Pickles and Patent Medicines—before the cold weather sets in for good and before the adoption of Winter Tariffs, which will be very soon.

For further information, quotations, etc., write, telephone or wire at our expense.

Laporte, Martin & Co., Ltd.

Wholesale Grocers and Wine Merchants

MONTREAL

IN STORE
New Crop Dates
The Davidson & Hay Limited
WHOLESALE GROCERS, TORONTO

TRADE MARK

FLATS $2.15

M
SONS
ESTABLISHED 1834.

TALLS $2.00

These are

Quaker Salmon Prices

For pleased customers **QUAKER BRAND** is the salmon to sell.

Finest fish from Fraser and Skeena Rivers. Simply perfect.

Pleasing package—in fact, the most attractive tin on the market.

Mathewson's Sons
WHOLESALE GROCERS
202 McGILL STREET, - MONTREAL

THREE BRANDS THAT PAY YOU TO STOCK.

PURNELL'S

Vinegar Pickles Sauces

No better line to stock than these high-class English goods.

Our pure malt vinegar has been a standard article for over 150 years.

Pickles and Sauces of irreproachable quality, piquancy and flavor.

Get in touch with our agents, so as to have early delivery.

Purnell & Panter, Ltd.
Bristol, England

C. E. McMichael, - - St. John, N.B.
H. Haszard, - Charlottetown, P.E.I.
Erb & Rankin, - - - - Halifax, N.S.
C. S Harding, Ottawa, Quebec & Montreal
Kyle & Hooper, - - - Toronto, Ont.
J. W. Bickle & Greening, - Hamilton, Ont.
Carman, Brokerage Co., - Winnipeg, Man.
C. E. Jarvis & Co., - Vancouver, B.C

We Have No Canned Speeches

but we can supply Eastern Township grocers with all other varieties canned goods at the most attractive prices you ever heard of.

All this season's pack.

All our prices are **minus the freight !**

T. A. Bourque & Co., Reg., Sherbrooke, Que.

Wholesale Grocers

E.D.S. Brand
Jams and Jellies

GUARANTEED
ABSOLUTELY
PURE

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

Unequalled in Quality
and a Producer of Permanent Profit

QUAKER
Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.

Figs and Dates

All grades of above—**New Goods** are now in stock.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

"Snap" is a hand cleaner made especially for that purpose. It doesn't take the place of soap; but it will do the work that ordinary soap cannot do, without irritation or injury to a sensitive skin.

SNAP SELLS

"Better than Soap"

"Snap" as a quick and effective dirt chaser has made itself a household necessity among people whose work or play brings them into contact with dirt, grease, paint, etc. The price is reasonable, the profits good. *Ask your jobber.*

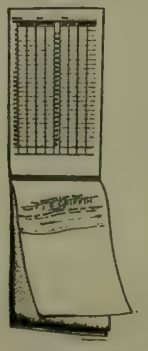
Fruit Jars
Jar Rings
Butter Tubs
Butter Paper
Brooms, Brushes
Baskets

Walter Woods & Co.
Hamilton and Winnipeg

Avoid Costly Disputes

with customers by using our simple

"Duplex" Counter Check Book



Disputes with your customers over accounts often mean a loss of money and a gradual dropping away of trade. Duplex Counter Check Books keep an accurate account of all your sales etc., and do away entirely with worry and anxiety regarding business transactions.

THE CARTER-CRUME COMPANY, LIMITED

TORONTO, CANADA

STAR
AMMONIA
POWDER
Cheapest and Most Effective Article for All Household Cleaning Purposes Ever Introduced
E.Z. Manufacturing Co., Limited Toronto.

Its Merit Brings Repeat Orders

ESTABLISHED 1840

One distinctive feature of our

"PANSY BROOM"

is the individual wrapper in which each broom is packed. This protects the broom and ensures its reaching the consumer in perfect condition.

Order direct from the makers

H. W. Nelson & Co., Ltd.

Toronto

Kops' Ale & Kops' Stout

(Non-Alcoholic)

Ideal Summer Beverages

Scientifically brewed from the finest Kentish Hops, retaining the healthful bitter principle derived from Hops only. They are, nevertheless, non-alcoholic and non-intoxicating.

There are no more wholesome, salutary, palatable beverages than these.

Possess distinct tonic and stimulating properties.

If you did not try them last Summer, we should like to make arrangements to supply a sample lot.

The Best for Your Trade.

CANADIAN AGENTS—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldg., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, Nfld. W. L. MacKenzie & Co., 606a Center St., Calgary.

KOPS' BREWERIES, - London, S.W., England

Sure Sellers Appeal

to the modern grocer. That's why our four leading lines in Extracts and Jelly Powders will meet with your favor. Satisfied customers, quick sales and good profits.

No. 1 Prince of Wales Extract
No. 2 Club Extract
No. 3 Fleur de Lis Extract

These are the result of the latest, approved and most economical process for extracting the true flavors from their natural source.

Our Club jelly powders, with Club Cream in same packet, have proved a great success. They pay the storekeeper to buy them, and delight the customer who tries them.

S. H. EWING & SONS 98 King St. Montreal

"Salad, Edible and Cooking Oils"

WINTER PRESSED

"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE **Norton Manufacturing Co.**

HAMILTON

Highest in Strength and Purity

SHIRRIFF'S FLAVORING EXTRACTS

IMPERIAL EXTRACT CO.

18-22 CHURCH STREET, TORONTO, CANADA

ANNOUNCEMENT!

Something New

Having recently completed our modern and up-to-date factory for the preparation of our famous

ALLREDIE Brand

of

PLUM PUDDING

we are now in a position to supply the grocery trade of Canada. This is a new line—a great taker and a dandy seller, with good profits.

ALLREDIE PLUM PUDDING

is put up in attractive packages, 3 dozen to the case, and the price is

$4.25 a case

Retails at a very popular price within the reach of all. A package makes sufficient for six persons. Order to-day.

Allredie Pure Food Co. of Canada, Limited
Bridgewater, N.S.

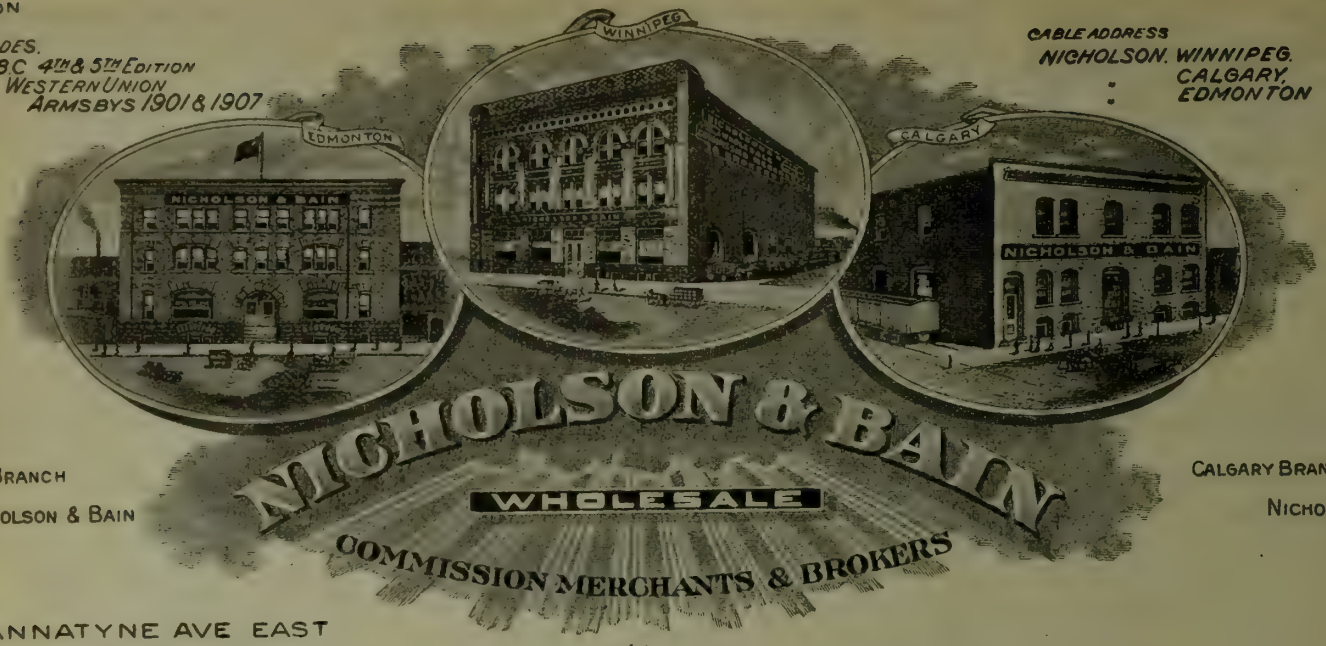
A. H. BRITTAIN & CO., Montreal Agents

E NICHOLSON

D H BAIN

CODES.
A.B.C. 4th & 5th EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON



EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

Herewith please find Acreage and estimated yield in the Provinces of **Manitoba, Saskatchewan** and **Alberta:**—

WHEAT.	Acreage.	Estimated Yield per Acre	Total
Manitoba	2,710,000	15 bushels	40,650,000 bushels
Saskatchewan	3,170,000	18½ "	58,645,000 "
Alberta	410,000	21 "	8,610,000 "
Total			107,905,000 "
	Total acreage in the three provinces.	**Estimated Yield per acre**	
Oats	2,660,000 acres	34 bushels	90,440,000 bushels
Barley	860,000 "	21 "	18,060,000 "
Or a total in the three Cereals of			216,405,000 bushels

September wheat is quoted at Fort William at 98c per bushel, October 95¼c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **$150,000,000.**

We are brokers and Commission Merchants exclusively. Can we not handle your goods in the Great West? Yours truly,

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise, also cars distributed at Winnipeg, Calgary and Edmonton.

TO THE TRADE:

DO YOU KNOW WHY

CEYLON TEA

HAS

Unvarying Excellence?

IT'S BECAUSE:

Ceylon's Climatic Conditions are Equable;
Ceylon's Volcanic Soil does not Degenerate;
Ceylon's Tea Culture is an Exact Science.

AND, STEP BY STEP,

CEYLON'S MACHINE PREPARATION PROCESSES

CAN BE RELIED ON TO

GIVE UNIFORM RESULTS

The Canadian Grocer's Christmas Competitions

Window Dressing Contest

With a view to helping our subscribers and to show what may be done along the lines of special Christmas Display, The Canadian Grocer again this year, offers prizes for a Window Dressing Contest.

Following last year's precedent, which proved so successful, contestants will be divided into two classes:

1. Grocers and Grocery Clerks in city stores.
2. Grocers and Grocery Clerks in the country districts.

Prizes of $7.00 and $3.00

First and Second, respectively, are offered in each class, $20 in all.

All that is necessary to enter the contest is to send a fair-sized photo of one or more of your Christmas windows, with a description of it and name of the person who is responsible for the display, to us. The contest will close on December 31st.

Address the photo to "Editor, Canadian Grocer" and mark it "Christmas Window Dressing Contest."

Advertising Contest

A regular department in this paper is devoted to advertising for grocers, telling them how to advertise and emphasizing the fact that their local newspapers are the best medium for this purpose. To find out what effect these articles have had and to further stimulate the use of this method, which we consider most important for grocers, a Christmas advertisement contest has been arranged.

Prize of $5.00

Most up-to-date grocers, even some who use newspaper space at no other time of the year, do so at the Christmas season with a view to booming holiday trade. We want to get copies of these advertisements. The advertisement submitted should be about groceries, confectionery, etc., for the holiday season. All that is necessary is to forward one or more clippings from your local paper to us, with the name of the writer of the advertisement. The award will be made by an advertising specialist and will be announced, with a reproduction of the prize ad., shortly after the close of the contest. The last day for receipt of ads. is December 31st.

Address advertisements to "Editor, Canadian Grocer," marked "Advertising Contest."

Tartan BRAND

PIN YOUR FAITH TO LIST BELOW:

ALL TRADE WINNERS

Tartan Vegetables and Fruit
" Salmon } **Are the finest goods packed.**
" Tea, 25, 30, 40, and 50c., packed at the Gardens.
" Coffee, Spice and Extract—Absolutely pure and guaranteed high grade
Imperial Vinegar—Undisputed Quality. **Lea's Pickles**—With the home flavor.
Wagstaffe's Jams, Jellies, Marmalade, Mincemeat, and Plum Pudding.

Our travellers have full information.
Phone 596, Free to Buyers.

BALFOUR, SMYE & CO.
Wholesale Grocers, - - HAMILTON

Canned Fruits from the Model Factory

The Niagara Falls Canning Co., with the finest, most modern and most sanitary Factory in Canada have placed on the market

THE

"Pride of Niagara Falls" brand

of Canned Goods. These are of the finest quality and are sure to bring customers for every grocer who stocks them. ALL FRUITS are packed in SANITARY ENAMEL LINED TINS which preserves the natural flavor and color of the fruit, also safe-guarding the consumer against ptomaine poisoning.

REFUGEE WAX BEANS, SELECT HAND PICKED TOMATOES, CHERRIES, PEACHES, PEARS, RASPBERRIES, STRAWBERRIES

Selling Agents—Eby-Blain, Limited, Toronto
Frank L. Benedict & Co., Montreal

Our travellers will show you samples of the above.

The Most Powerful of All Selling Arguments of

BORDEN'S BRANDS

OF

Condensed Milk and Evaporated Cream

are their absolute purity, cleanliness in preparation, healthfulness and reliable uniformity. The new Canadian factory at Tillsonburg is the most perfect in the world. Remember to buy Borden's "Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream. Every jobber sells them.

Unsweetened

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Vancouver and Victoria, B.C.

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

We would advise our Grocery friends not to neglect their

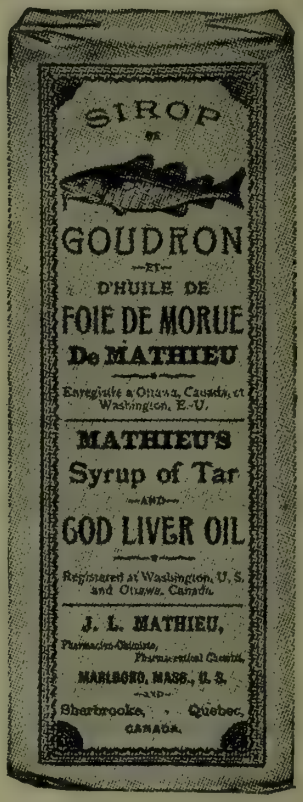
BRUSH STOCK

You can make a larger percentage of profit on this line than on most lines handled in a grocery store. See that your stock of Brushes is well assorted and push the Keystone Brand.

Manufactured by

Stevens-Hepner Co., Ltd.

Port Elgin, Ontario



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Reason No. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsaleable stock No time and trouble spent in persuading people to have it.

Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customers' hands.

Mathieu's Nervine Powders is another good seller. Both are necessities in your business.

Mail that order to-day.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

L. Chaput, Fils & Co., Wholesale Depot, Montreal

GET AFTER IT HARD

The trade of grocers in Ottawa and vicinity is well worth cultivating. Put in a stock here. It is the only way to properly take care of this district.

WE WILL CARRY YOUR GOODS AT REASONABLE RATES. Al Railway connections. Advantageous insurance rates. Every accommodation.

WRITE THE MATTER OVER WITH US

The Dominion Warehousing Co.

J. R. Routh, Manager **52 Nicholas St., OTTAWA**

A GOOD LINE

There is a "want more" fascination in H.P. Sauce that is crowding English Grocery Stores, and the Sauce is replacing the older ones on the best tables.

Judging from its reception the Canadian Grocer sees in H.P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers. Brisk sales—liberal profit—in H.P.

Postal to our Canadian Agents secures full sized tasting sample and quotations. Try it for yourself. Then you'll get the reason for its success.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MID AND VINEGAR CO., LTD., BIRMINGHAM AND LONDON, ENG.

A grocer may recommend

STERLING BRAND PICKLES

to his best customers and feel sure they will be pleased. Anything bearing the Sterling label is a good seller.

—Write your Jobber, or the Factory direct.

THE T. A. LYTLE CO. LTD.
Sterling Road, Toronto, Canada
PHONE PARK 376

SUGAR

When next purchasing supplies of Granulated Sugar ask for

Redpath

The purest and best—To be had in original packages—

Barrels of about 300 lbs. and Bags of 100, 50, and 20 lbs.

The
Canada Sugar Refining Co.,
Limited

MONTREAL

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal

SYMINGTON'S COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. EDINBURGH

MONEY-MAKING LINES

AROMA TEA
AND
AROMA COFFEE

The most satisfactory goods to the consumer.

The most profitable goods to the merchant.

Two good reasons to justify buying these well-known lines.

Our Traveller will tell you about them.

W. H. GILLARD & CO.
Wholesale Grocers
HAMILTON
Branch House—Sault Ste. Marie

We Distribute Cars

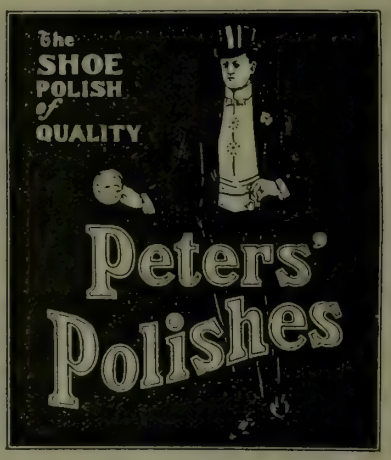
Ship your goods in car lots in our care, Mr. Manufacturer, and we will distribute them among your customers. We have a large warehouse with excellent track facilities and we make a specialty of this class of work.

Correspondence invited

R. B. Wiseman & Co.
123 Bannatyne Avenue East — WINNIPEG, MAN.

Manufacturers' Agents and Brokers

Open to handle one or two more lines of groceries or fruit



PETERS' POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St, West
Toronto

BATGER'S

Machine-cut Mixed Peel
In ½-lb. and 1-lb. Drums

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

The three kinds of Peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In ½ and 1-lb. drums.

ROSE & LAFLAMME, Limited
Agents,
MONTREAL AND TORONTO

WE WANT YOUR ORDERS FOR

"Balmoral" Scotch Marmalade

It's a Trade Winner.

It's absolutely Pure.

It's well made.

For Quality and Flavor it has no equal.

We ask no favors. "Balmoral" sells on its merit.

Write us for Samples and Prices.

J. W. WINDSOR
MONTREAL

ESTABLISHED IN 1842

Our Stock Is Now Almost Complete, With a Great Variety of Fresh Goods

Just Received into Store

L. A. PRICE, BORDEAUX, France

250 Cases, Finest Canned Goods, Including:

Beans, Asparagus, Mushrooms,
Peas, Haricots, Flageollets,
Olive Oil, Game Pates,
Pates De Foie Gras, Mustard, Vinegar, etc.

Packed in tins and glass.

QUEEN OLIVES in bottles, ***FRUITS, etc.***

Without exception ***Price's*** goods are the finest and best put up.

DIAMOND CRYSTAL SALT CO.

ST. CLAIR, MICHIGAN, U.S.A.

SALT THAT IS ALL SALT, FREE FROM IMPURITIES, 99¾% PURITY, HIGHEST TEST.

Shakers, boxes 2 doz.....	***$1.60***	per box.
5c. Sacks, in barrels.....	***3.75***	per barrel
10c. Sacks, "	***3.50***	"
Sacks, " Assorted sizes.....	***3.65***	"

SOLD EVERYWHERE

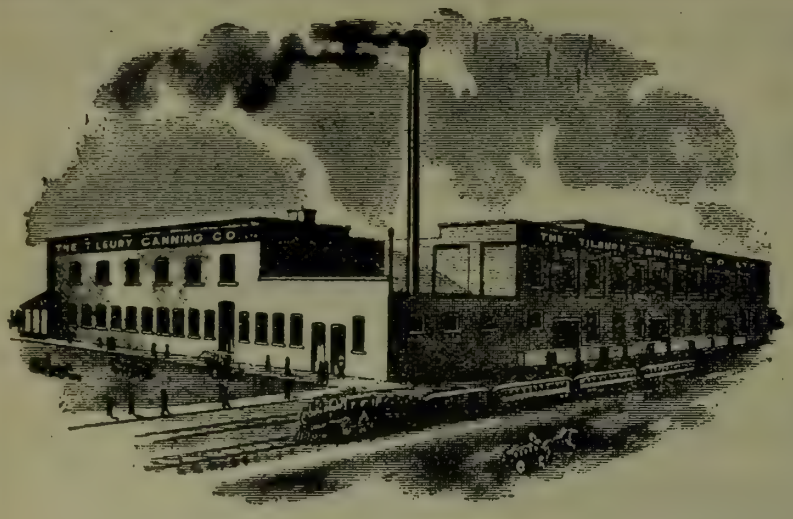
SPECIAL PRICES IN CAR LOTS. DELIVERED EVERYWHERE IN CAR LOTS.

GET INTO LINE AND ORDER AT ONCE.

L. CHAPUT, FILS & CIE.

Wholesale Importers, MONTREAL

Distributing Agents.



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

80c. Dozen

THE GILMOUR COMPANY

OFFICES: 934 De Montigny St. FACTORY: 604-6-8 Papineau Ave.

MONTREAL

Begin the day well with Ridgways Tea

Largest sale of High Grade Tea in the World!

Why?

CANADIAN OFFICE, - VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

Shoe Boils, Capped Hock, Bursitis are hard to cure, yet

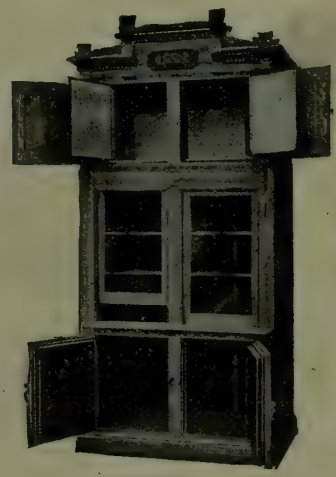
ABSORBINE

will remove them and leave no blemish. **Does not blister** or remove the hair. Cures any puff or swelling. Horse can be worked, $2.00 per bottle, delivered. Book 6 D free.

ABSORBINE, JR., (mankind, $1.00 bottle.) For Boils, Bruises, Old Sores, Swellings, Goitre, Varicose Veins, Varicosities. Allays Pain.

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.

LYMAN, SONS & CO., Montreal, Canadian Agents.



Arctic Refrigerators

for Grocers and Butchers, The Coldest, Dryest and most up-to-date refrigerator on the market.

Western representatives, Ryan Bros., Winnipeg

Eastern representatives Wolf, Sayer & Heller, Montreal. Write for Catalogue.

John Hillock & Co., Ltd.,

154 George St., Toronto

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

"Canada First" Brand Evaporated Cream and Condensed Milk

RECEIVED HIGHEST AWARD AND GOLD MEDAL, Halifax Exhibition, 1908

NO DEAD STOCK EVERY CAN GUARANTEED

Aylmer Condensed Milk Co., Limited : Aylmer, Ontario

Imperial Evaporated Cream

NO SCORCHED CREAM

will be returned by angry customers if it is Imperial Brand Evaporated Cream you sell them.

The cap of the tin is **clamped on** and **not soldered.**

Think this over it's mighty important.

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS :—S. H. Ewing & Sons, MONTREAL

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

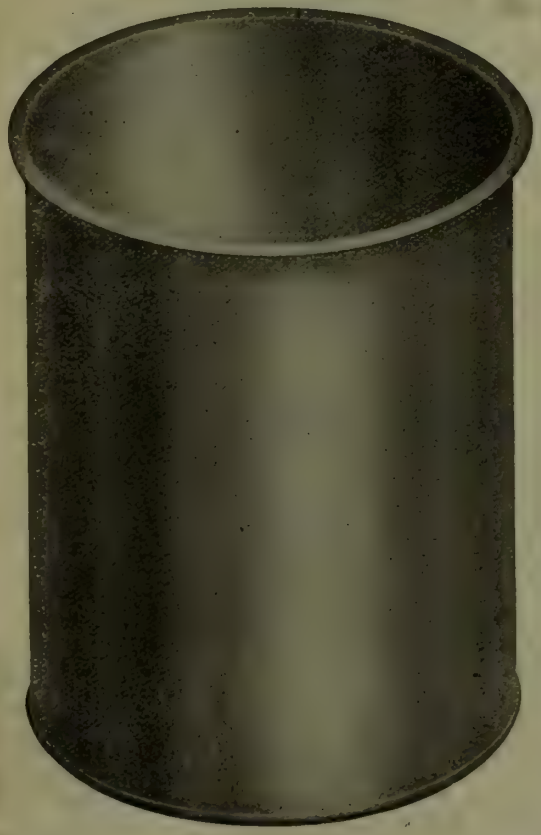
THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER, MITCHELL & Co. COFFEE IMPORTERS, TORONTO



Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato,** not the **Tomato** to the size of the **Opening.**

Pack **Whole Tomatoes,** not Crushed Fruit.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Max Ams Patents

ESTABLISHED OVER 200 YEARS

CHAMPION'S

LONDON, ENGLAND

IS THE BEST VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.

ONTARIO AGENTS : The Lind Brokerage Co., 23 Scott St., Toronto
Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal
W. H. Escott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS — WRITE OUR AGENTS FOR PARTICULARS

"WHITE SWAN GOODS ARE GOOD GOODS"

—ALWAYS—

CEREALS, SPICES, COFFEES, ETC.

THE ROBERT GREIG CO. LIMITED

WHITE SWAN MILLS - TORONTO

STOVE POLISH

A good Black Lead is the best form of Stove Polish

JAMES DOME

is the best in the world. Sort up your stock and send in your order for Fall trade.
All jobbers carry it.

W. G. A. LAMBE & CO., Canadian Agents

ANNOUNCEMENT!

Mackintosh's Toffee

(The King of Toffees)

I am receiving fresh stock of this world famous Toffee this week. It is a line that sells freely now, it is well advertised and shows you good profit.

Order Now. *Get it on sale.*

William H. Dunn

Sole Agent

27 Front St. East, TORONTO

396 St. Paul St., MONTREAL

HOW TO FREE HIGH HALLS OF DUST-WEBS

THE

Ideal Duster

Solves the Polished-Floor Proposition

The dust problem is constant—like dish-washing—the drudgery of it is split in two with the IDEAL. It appeals to more people as a mechanically correct and necessary device than our Mop, the SELF WRINGER, ever did and we venture the statement that you have for nearly 20 years found our products free from complaints, owing to perfect construction. You can therefore sell as you buy—in perfect confidence. We solicit trial orders through the jobbers.

If you have not received advertising matter with your goods drop a card to us.

Tarbox Bros., Mfrs. Toronto, Ont.

BRITISH DEPOT: 2 Hope Chambers, Liverpool

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL TORONTO WINNIPEG

Australian Storekeepers

handle

"OXOL"

FOR CATTLE

in immense quantities.

Canadian Storekeepers

will shortly do the same.

"OXOL" FOR CATTLE

No. 1, "Oxol" Pulverised Doses; No. 2, "Oxol" Drench for Calves; No. 3, "Oxol" Horse Balls; No. 4, "Oxol" Salve; No. 5, "Oxol" Easy Milking Pomadium; No. 6, "Oxol" Swine Powders.

These six very scientific preparations are compounds of the purest and highest quality. They **Feed, Fatten and Cure** Horses, Cattle, Sheep and Swine. **One Agent Only** will be established in each district, and will be advertised as Sole Superintendent of our trade in his particular territory. Applications for district agencies are invited to be sent in at once to

S. K. & T.C. WINDSOR, 253 St. Paul and 2 St. Vincent Sts., MONTREAL

and in England, Australia and New Zealand.

To Quicken Your Interest

The larger profit you make by the additional trade discount now offered on Boeckh's Brushes should quicken your interest to push this standard brand with greater energy.

A Greater Trade Discount

that applies to the general line we manufacture. A discount which will secure a quickened interest on your part. Get the order in—to-day would be an excellent time to do it.

Paint Brushes, Household Brushes and Brushes for the Stable, etc., all share in the reduction each brush is the best of its kind.

BOECKH'S BRUSHES

UNITED FACTORIES, LIMITED
TORONTO, ONT.

ONLY THE VERY BEST IS USED

in the production of Farmer Brand Canned Goods and Vegetables. We have the pick of 3,000 acres of the very finest fruits and vegetables from the celebrated garden section of Prince Edward County, Ontario. Our packing equipment is highly sanitary, right up-to-date and our employees skilled, cleanly people. These are the chief reasons why

FARMER BRAND
Canned Fruits and Vegetables

have always upheld their name for quality. If you want a line of canned goods that is in constant demand by careful customers you will stock with Farmer Brand. There is a lot of goodness in every can of Farmer Brand, and there is a bigger profit for you in the increased trade that satisfaction brings. Order a trial shipment to-day.

FARMERS' CANNING CO., Limited

BLOOMFIELD, - - - - ONTARIO

A Good Thing—Well Advertised

That's the best kind of a seller as your own experience will prove if you've been in business for any length of time. That's just the very reason why you should push

2 in 1
SHOE POLISH

It is the best shoe polish and the most extensively advertised.

The F. F. DALLEY CO., Limited

HAMILTON, CANADA
BUFFALO, N.Y., U.S.A.

The LIBERALS are WINNERS; So are These!

My Beautiful Package:
In ¼, ½, 1 and 5-lb. Tins

White Dove Cocoanut

and

White Dove Almond Paste

ever satisfactory

Agents:
Geo. A. Stone, Vancouver, B.C.
Scott, Bathgate & Co., Winnipeg, Man.
Frank M. Hannum, Ottawa, Ont.
C. E. Macmichael, St. John, N.B.
J. W. Gorham & Co., Halifax, N.S.

MANUFACTURED BY

A Practical Package.
Packed in 5-lb. Tins, 12 to case
" 10-lb. " 6 "

W. P. DOWNEY
24 and 26 St. Peter Street, - - MONTREAL

JAPAN TEAS

We hold a full range of very attractive lines at different points in Canada and the United States. Samples will be promptly submitted to jobbers on application.

S. T. NISHIMURA & CO.,
MONTREAL

A Few Snaps

Canned Boneless Turkey 1's Key-opener, $2.40 per dozen
" Pigs' Feet 1½'s " 1.30 "
Trenor's Selected Valencias. Blue Eagle, 5c. per lb.
Commadre Figs, 3½c. per lb. Pears 2's, 95c. per dozen.
Absolutely Pure Ground Cassia in 10 lb. boxes at 16c.
" " Allspice " 10 " " " 11½c.

Will have more next week.

James Turner & Co., Limited

Hamilton, Ontario

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Vancouver Pure Food Show

A Most Successful Exhibition of Groceries Held Recently Under the Auspices of the City Retail Grocers' Association—Splendid Showing of Goods Manufactured in Western Canada—Description and Illustration of the Exhibits.

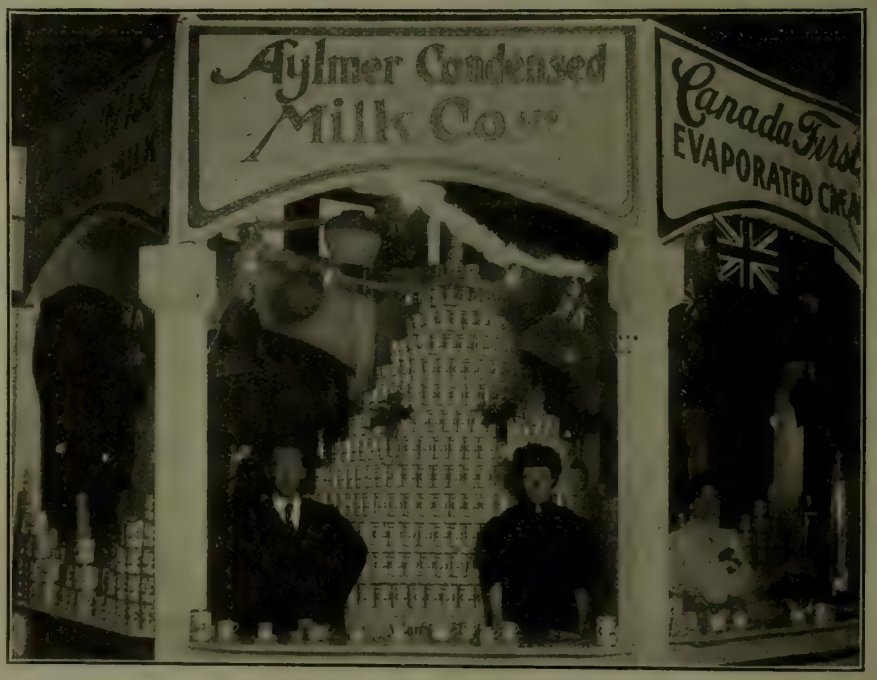
No pure food show could have more of a success than that recently held in Vancouver. The event was the second of the kind, and though much was hoped for, expectations never anticipated the success that attended the efforts of the promoters. The show was held in the Dominion Hall on Pender St., and the floor space was taken by twenty-one stalls, leaving just room enough for the passage of the large number of visitors.

The show was held under the auspices of the Vancouver Retail Grocers' Association, the secretary, W. J. C. Hunter, being in charge, while H. Perkins was designer and builder. The design was worked out in white and gold, the booths being of white, while the lettering was yellow, giving a very tasteful decorative combination. In point of attendance, the different exhibitors were exceedingly well pleased. Every afternoon and night hundreds paid the ten-cent admission, and at times the crowd on the floor was so great that it was only with difficulty that people could get around. As an instance, one exhibitor stated that they provided cardboard carriers for a city with 200,000 of a population, so great was the call. The people were so well pleased with the quality of the different products that each manufacturer or agent filled several order books with addresses of people who wanted more than samples. Too many of those who attended, the great variety of home-produced goods was a revelation, and it is safe to say that no better advertisement could have been secured.

VANCOUVER PURE FOOD SHOW—Exhibit of the B.C. Sugar Refining Co.

The exhibit of the B.C. Sugar Refinery was the finest in the hall. It occupied an octagon immediately in front of the entrance, and attracted considerable attention because of its artistic arrangement, the credit for which was due to A. McKelvie. The booth must have cost $500, while the value of sugar displayed amounted to $1,000. All grades were shown, including samples of the different stages of manufacture from the golden syrup extracted from the cane, on through the four grades of yellow sugar to the granulated, Paris lumps, powdered fruit and bar sugar, up to the latest triumph of the refiner's art, the sugar diamonds. The product was shown in all the standard commercial packages in which it was sold ranging from barrels to the dainty two-pound cartons of lumps and diamonds. A neatly printed cook book was distributed, and over 5,000 copies were given away.

Another octagon was occupied by the Aylmer Condensed Milk Co., which is represented locally by Wilson & McIntosh, Mr. McIntosh being in charge. This was a close second to that of the B.C. Sugar Refinery Company. There was a great array of Canada First Brand evaporated cream, which has been sold in the city only during the last six months. It was served to the patrons in cocoa cups, and the repeated calls were evidence of the greater popularity of this well-known ar-



VANCOUVER PURE FOOD SHOW—Exhibit of the Aylmer Condensed Milk Company

ticle. Not only this exhibitor, but all were very liberal in dispensing samples of the products.

Red Gate coffee and tea was also in demand. Young Bros., of Seattle and Vancouver, were the exhibitors, Mr. Griffin being in charge. This was gotten up well artistically and was specially attractive.

The Genesee Pure Food Company, which makes a specialty of Jello-O, was one of the sought-for exhibits. They handed out neat cardboard carriers, which were used by the ladies in which to store the many samples they received from the different booths. The first supply soon became exhausted, and when the number was totalled up, the exhibitors were more than surprised that such a large number should have been called for.

Kelly, Douglas & Co. specialize the famous Nabob teas and coffees. This

W. J. C. HUNTER,
Secretary Vancouver Grocers' Pure Food Show.

firm had a large corner booth, which gave ample space for attractive display, and it was used to the very best advantage.

The Vancouver Milling & Grain Company had the reputation of being the only flour mill on the Pacific Coast to have Canadian flour displayed. This is Vancouver's industry, and a ton and a half of flour was pyramided to show what is being done. Tea biscuits, etc., made from the firm's flour were offered, and the booth was patronized very liberally. Will Hill was in charge and had a busy time.

Braid's best coffee was the specialty in the booth of Wm. Braid & Co., the exhibit being in charge of Mr. Beveridge, jr. This was another favorite corner.

Cross & Co., soda water manufacturers, made up in the beauty of their exhibit what it lacked in size.

The Brackman-Ker Milling Co. makes the statement that their goods are the best in the world, and they did much

VANCOUVER PURE FOOD SHOW— Exhibit of the Brackman-Ker Milling Co.

effective work in backing this up by their exhibit. The celebrated B. & K. products were much in evidence.

Mr. Smith, who was in charge of the

VANCOUVER PURE FOOD SHOW— Exhibit of the Calgary Milling Co.

display of M. R. Smith & Co., biscuit and confectionery manufacturers, of Victoria, expressed himself as very well pleased with results. This firm is the oldest of its kind in the west, and that it has been successful is unnecessary to state when it is known they have been in business for fifty years. They supplied biscuits for the Beaver, the first steamer to ply on the Pacific, and they now supply this article to the Princess Victoria, the fastest passenger boat on the western ocean.

The fruit products of the Chilliwack Canning and Preserving Company, were

VANCOUVER PURE FOOD SHOW— Ramsay Bros.' Exhibit of Dominion Biscuits

the central display in the booth of Little Bros. These products comprised everything in fruit, and the number of lines was quite a surprise. In this attractive and successful exhibit, good space was also given to the biscuit lines put up by the Perrin Co., which firm the Little Bros. represent here.

Great pains were taken in the arrangement of the display of Knowler & Macauley, who had the G.B. chocolates very tastefully set out. This is an Eastern Canada product, and the many who secured samples discovered that the quality was exceedingly fine.

The Dominion Biscuit Co. (Ramsay Bros.) had a special attraction in the centre of their biscuit and candy products. This was a large stick of candy, such as used to hang in the shop windows about Christmas time when we were boys. To Miss Irene Falconer, who guessed within a quarter of an ounce what this weighed, was given a handsome prize. She put the weight at twenty pound six ounces.

The Western Canada Flour Mills Company attracted attention in a special way also. This was by offering 3 sacks of flour every night free. Coupons were given each applicant, and the drawing took place in the evening. Needless to say there were many ladies on hand, and the contest was conducted in such a way as to give thorough satisfaction.

To the woman who made the best bread from their flour, the Calgary Milling Company offered a fine prize. This concern went to special pains to bring their product before the many housewives who attended the show and that they are pleased indicates that the demonstration was noticed by the many who crowded round the booth.

One did not need to be told that the Empress Manufacturing Company was the oldest established house of its kind in Vancouver, when it was observed how many stood around their exhibit. This firm's coffee, spices, jams, etc., are very well-known, and the old saying about a man having no honor in his own country did not apply. The Empress Company not only has honor but has a material success, and made quite a hit on this occasion.

Bromley's coffee essence and monarch teas were the specials in the display of W. J. McMillan & Company. This booth came in for its share of attention.

Hams and bacon are not the articles to lend themselves to the most attractive display, yet B. Wilson & Co., of Victoria managed to so arrange a liberal supply of them as to attract the constant flow of people. It was an eye-opener to many that these were manufactured so close to home, and of a quality that makes good sales.

The Burnside Gas Appliance Company displayed gas ranges, which are a necessity to modern cooking, not only for results but for convenience.

The space at the doorway was taken up by the King Studio, which had photos of many kinds and sizes arranged in an attractive way.

The death occurred last week of W. E. Roxburgh, a prominent citizen of Norwood. Mr. Roxburgh has for many years been a grain buyer in that village and during his career has been actively connected with the East Peterborough Agricultural Society and the Norwood Board of Education. He was 74 years of age.

VANCOUVER PURE FOOD SHOW—Exhibit of W. J. McMillan & Co.

Grocery News from Coast to Coast

Notes from Western Correspondents

Business Good in Vancouver—Cream Cheese Much in Demand — Some New Buildings Going Up—Saskatoon Merchant Adopting Cash System.

VANCOUVER.

October 31.—This is the season when butter and egg prices take unto themselves wings and soar into the higher altitudes. Representatives of the Alberta creameries are around this week to get orders so that they may be booked in before the first of the month, when, they say, an increase will be made in the price, when it will go to 31c or 32c wholesale. Fresh local creamery sells a little higher. The real good eggs, for there are several grades available, bring 50c a dozen in the stores, and are scarce at that. Private sellers who deliver guaranteed eggs ask 55c and get it without trouble, as the demand is greater than the supply.

The products of the Lea Pickling & Preserving Company, of Simcoe, Ont., are making a good impression with the retailers, where they have been more in evidence during the past few weeks than before. They have a number of lines, but their chow-chow, a mustard mixture, is meeting with particular favor.

Something new on the market here is breakfast and cream cheese, put up by the Ford Produce Company, of Bellingham, Wash. It arrives in quarters, halves and pounds, but the bigger sizes have not much call. The quarters sell at 10c, the Ford Company allowing for the duty.

Malaga grapes have arrived from Spain via Liverpool. There is a good demand for this favorite article in Vancouver for the Christmas trade.

Potatoes are cheap this fall, owing to the greater number grown. Lulu Island product brings about 80c a sack, while the genuine Ashcrofts, for like all good articles, others are now called Ashcrofts, are worth in instances $1,25. The potatoes grown in the fine soil of the dry belt in British Columbia are unequalled, but there are other good ones grown in the higher land on the coast, where there is little rain in summer. Lulu Island is very low-lying, which makes its potato crop wet.

A visitor to Vancouver the other day was C. E. Edmonds, secretary-treasurer of the well-known firm of Christie, Brown & Co., biscuit manufacturers, of Toronto. He is a native of Biddeford, Devonshire, which he left 36 years ago, and found many from that place in Vancouver, where they have a Devon and Cornwall Club. He has been with Christie, Brown & Co. for 30 years.

VANCOUVER PURE FOOD SHOW—Exhibit of Knowler & Macaulay.

VANCOUVER PURE FOOD SHOW—Exhibit of the Empress Mfg. Co.

Several changes have taken place recently in businesses. At Central Park, half way between this city and New Westminster, Fran & Westover, of Vancouver, have purchased the general store of A. C. Ford & Co., which will be managed by Mr. Cleveland; M. D. Forman, of East Collingwood, has been bought out by W. L. Carley & Son, recent arrivals from Manitoba. The new firm has erected a large new store.

Thomas Twedell, chairman of the buying department of the Co-operative Wholesale Society, of England, accompanied by Thomas Killon, Thomas Broderick, secretary, and A. L. Lobb, of Manchester, business associates, are on the coast. Mr. Twedell stated that their business in Canada was to study business conditions and make contracts. As the society's purchases were growing in British Columbia, a buying agent would likely be appointed with headquarters in Vancouver. This society supplies 3,000 retail stores in the British Isles and has been in existence for 60 years. A score of factories is owned, and Canadian wheat is used in its milling business, which is the largest in England.

The B. C. Fisheries, Cold Storage and Fertilizer Company has been organized by Capt. L. P. Bowler, of London, to do business in northern waters. Trawls will be used, and operations will be on an extensive scale.

Lill e & Hooper, of Chilliwack, have decided to close out their men's furnish-

ings, dry goods and shoes and devote their entire attention to their groceries. The store will be remodelled and the stock enlarged.

J. A. Fraser, for many years manager of the James Reid Estate, at Quesnel, Cariboo, has started the construction of a store at Quesnel.

A. W. Angus, who conducted a bakery and grocery at Peachland, has been burned out. As there is no fire apparatus there, everything was burned. Insurance was carried, though not to a very large amount.

B. Wilson & Co., produce and commission merchants, Victoria, have started the construction of one of the finest manufacturing and general business houses in the capital city. It will be three storeys high, and will cost $100,000. It will be used for cold storage

VANCOUVER PURE FOOD SHOW—Exhibit of M. R. Smith & Co.

purposes entirely, and will be equipped with machinery brought from Scotland.

SASKATOON

November 2.—Clare & Little have decided to erect a track warehouse 60x66 feet, in which to handle their commission business.

The A. Macdonald Co., wholesale grocers, are now doing business in their new warehouse, although it is not yet quite completed.

J. F. Cairns, the proprietor of the big Second Avenue departmental store, has announced to his numerous customers and the general public that on and after November 2nd he will conduct his business on a cash basis only. In the past credit was given in plenty, but a new policy has been adopted in order to conduct the business on thoroughly up to date lines. In connection with the change a deposit account system will be inaugurated, and those who wish to carry on a credit balance may make a deposit at the office against which goods subsequently purchased will be charged.

Quebec and the Maritime Provinces

Review of New Brunswick Markets—New Steamship Line Booming Cuban Business—Nova Scotia Fruit for British Exposition—Here and There in Montreal.

ST. JOHN.

Nov. 2.—The wholesalers report business very good. One dealer said that up to Oct. 26 his firm was about $2,000 ahead of the whole of October last year. This was accounted for to some extent by the heavy sales of flour. Many of the storekeepers had put off buying anticipating lower prices and lately when stocks ran low and prices remained unchanged the sales had been unusually heavy. The general opinion is that prices will not be any less than they now are, for at least a couple of months. Manitoba flours are quoted today at $6.60, whereas the price at this time last year was $6.75. Ontario's are selling at $5.50 as compared with $6.10 last year. The dealers contend that there is too great a difference in the price of Manitoba's and Ontario's to-day, as there is not such a difference in quality and the prices of Ontario's are expected to go higher.

Oatmeal has declined 25 cents a barrel in the past week and cornmeal is a little easier. When the new crop of corn is ready to grind lower prices are expected.

Sugar declined 10 cents per hundred pounds on the 8th ult., but advanced again to the old price on the 23rd, owing to reports of drought and frost in Germany. On the 27th the market lost the ten cent gain that had been made four days before as more favorable conditions prevailed. The refiners are continuing the see-saw game they have been playing with sugar all through the present year and it is difficult to tell which way the market will turn next. The price to-day for granulated sugar is $4.70 to $4.80 and for yellows $4.20 to $4.60.

Fancy Barbadoes molasses has been advanced another cent owing to the strength of the market and a further advance is looked for before the end of the year. Present prices are: Puncheons, 39c; tierces, 41c; barrels, 42c.

Mess pork is considerably lower than clear and clear backs, in consequence of which there is a larger demand for this grade. Lard declined a half-cent recently but it has again advanced to the old figures. Tubs are quoted at 14½c and pails at 14½c now, but an advance is likely. The high price of pure lard has been the means of increasing the consumption of compound.

Dried fruits and nuts for fall delivery are receiving attention now. Some peels, raisins and figs have been received but the bulk of these goods is still to come. Prices on these lines will be lower than last year.

In the produce market, butter keeps scarce and unseasonably high. This may be partly due to the fact that large quantities are now stored in the cold storage warehouses here and in Sussex, but, of course, the nature of the season has a good deal to do with it. Some dealers claim that there is not as much butter made in this province as formerly, many of the farmers sending their cream to the city, where they get just as good a price as they do for turning it into butter. Wholesale prices now are from 26c to 29c a pound. Eggs are reported plentiful owing to the mild weather and they are fairly cheap about 19c or 20c being asked. Many thousand dozens are stored in the cold storage warehouses.

Potatoes are plentiful and are quoted at $1.25 to $1.40 a barrel. Apples are quoted at $1.50 to $2.50 for good stock.

The supply is good and the quality excellent.

There have been no great changes in the fish market, herrings are reported scarcer than they were ever known to be.

Collections are reported to be rather backward. Cash is short owing to the poor lumber business this year which has not circulated as much money as usual.

According to estimates furnished by the largest potato shippers, at Fredericton, there have been upwards of 15,000 barrels of potatoes shipped from that city this season already. Of this amount about 12,000 barrels have been shipped by the C.P.R. to Upper Canadian markets, largely to points in the province of Quebec, while about 3,000 barrels have been shipped by water to St. John for shipment from there to Cuba. In all at least sixty cars of potatoes have left for Upper Canadian markets. These shipments by far eclipse all records for former years. The yield of potatoes in that vicinity this year has averaged about 100 barrels to the acre, and the price paid by shippers has ranged from 85c to $1 per barrel.

The St. John, Boston and Cuba steam ship line, which has been operated now for about three months, has opened up a new market for the farmers of New Brunswick. The shipments from this port to Cuba have increased about 700 per cent. since the service was inaugurated. One steamer has been in use thus far but the company is so well pleased with the results attained that in December two steamers will be put on. The next steamer, when it sails on Nov. 16th, will carry away a full cargo consisting of oats, hay, fish, potatoes, lumber, etc. The steamship people say the Cuban merchants are well satisfied with the shipments from St. John and the products of New Brunswick are now quite in demand.

Experts are now at work at the salmon pond at Little River, stripping the 1,400 salmon in captivity there, of their spawn. Last year five million eggs were secured and this year it is expected about seven million will be secured. The eggs are sent to the various hatcheries in the province.

HALIFAX.

November 2.—Now that the elections are over business is brightening up a little, but it is very slow. Various causes are assigned for the dulness, and many attribute it to the high prices. Generally speaking, times appear to be good in the Maritime Provinces, especially so in Nova Scotia, where all the large industries are running on full time and the miners have plenty of work. Of course the weather is rather unseasonable for the time of the year, and people taking advantage of these conditions are not buying very extensively at the present time. The mild weather has not been of any great benefit to the trade.

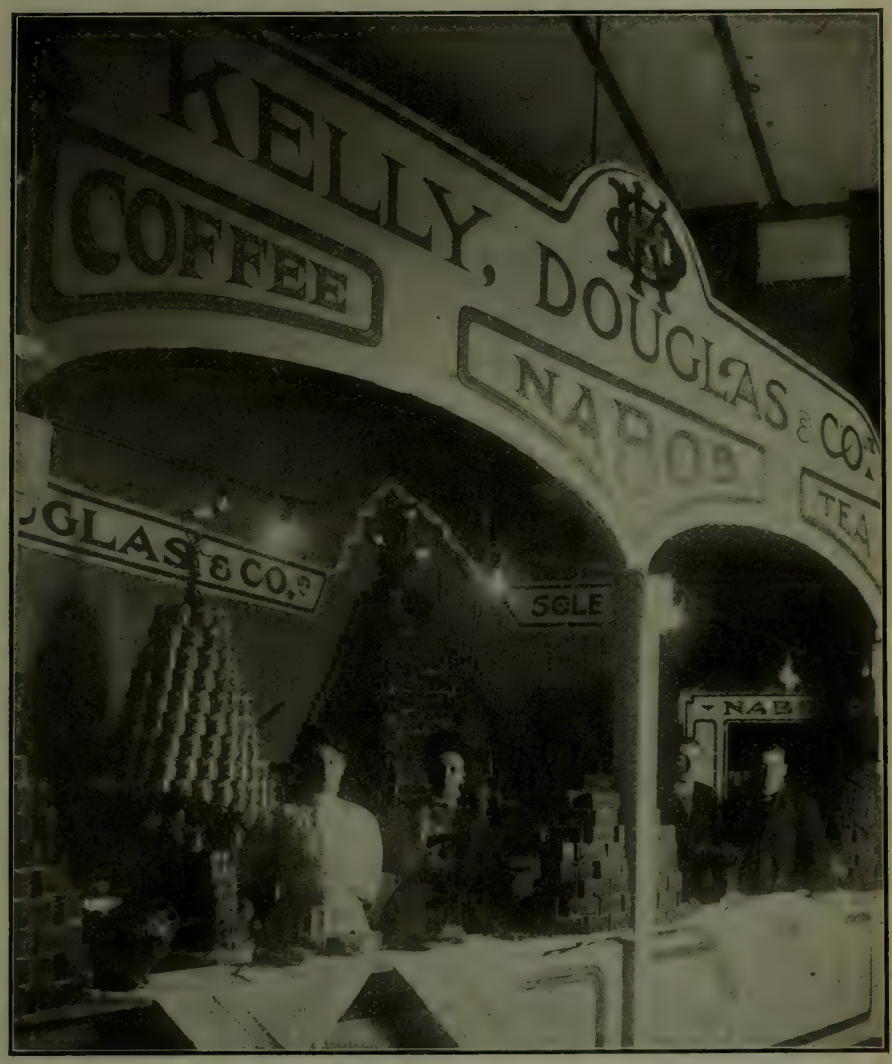
The farmers are holding their butter back for higher prices, and, as a consequence, the market is almost bare of dairy stock. Good dairy butter is worth about 24 cents, and creamery from 26c to 27c. The cheese making season is now about over, and this will aid very materially in increasing the supply of butter. Sales of butter are restricted by the poor quality of most of the stock offered, and the price asked for it. The general opinion is that there is plenty of butter, but that it is being held back.

Stocks of molasses here are diminishing rapidly and those who have any large quantity on hand are not over anxious to dispose of it. The price at the present time is very firm and it has a tendency to advance. Prices quoted by jobbers are as follows:

Fancy Barbadoes, 39c to 40c; extra choice Porto Rico, 38c; Barbadoes, 33c to 34c; fancy Trinidad, 38c.

Trade in sugar here at the present time is quite brisk. This may be attributed in a measure to the fact that the confectionery manufacturers are now preparing their goods for Christmas, hence the increase in consumption. While speaking of matters relating to sugar, I may say that there is considerable interest here in the Wholesale Grocers' trial that is now in progress in Toronto. The evidence showing how the trade arranges prices furnishes quite interesting reading.

On Monday next there will go forward from various parts of Hants, Kings and Annapolis Counties to London, Eng., the finest shipment of exhibition fruit from Nova Scotia that has yet been forwarded. This fruit is to be exhibited first at the Royal Horticultural show on Nov. 26 and 27, where it will be shown in competition with fruit from British Columbia, Ontario and the various British Colonies in other parts of the world. Last year a good exhibit was forwarded, which stood second only to British Columbia. The present exhibit, however, is quite superior to that of last year. The exhibit is such a magnificent one that it is felt that the palm of victory will fall to the fruit growers of Nova Scotia. The outstanding feature of this exhibit is a collection of 150 varieties of apples prepared by H. Dalmaine, of Wolfville, who has collected the finest fruit in the Valley. Some fifteen to twenty of the best fruit growers in the province have contributed to the collection of boxed



VANCOUVER PURE FOOD SHOW—Exhibit of Kelly, Douglas & Co.

fruits, of which some three hundred boxes will be shipped. Their fruit will be shown both individually, in private competition and collectively, as the Nova Scotia Government exhibit. Last year some twelve local fruit growers received medals, in addition to the one awarded to the Nova Scotia Government. Beside the collection of fresh fruits, there will also be forwarded some 200 jars of preserved fruits, such as strawberries, raspberries, gooseberries, currants, plums, cherries, etc.

Fire at St. John's, Nfld., on Monday, Oct. 26, destroyed the big warehouse of Baird, Gordon & Co., containing 100,000 quintals of codfish, the grocery store of James C. Baird and several other buildings. The loss is $750,000, with insurance totalling $283,800.

MONTREAL.

Nov. 3.—J. H. Davis, representative of P. MacIntosh & Co., Toronto, has been out of town for a few days visiting Valleyfield and other points in Huntingdon, in the interests of his firm.

VANCOUVER PURE FOOD SHOW—Exhibit of Cross & Co.

Kennedy Bros., retail tea and coffee merchants, have opened a store at 231 Maisonneuve St.

The many provision stores throughout the city are presenting an exceptionally fine line of show windows this week. The vari-colored products which they sell makes the construction of attractive windows possible, especially when this fact is coupled with some artistic talent.

J. A. Richer, who has been the manager of Scroggies' grocery department has resigned and has been succeeded by J. H. Bright. Mr. Bright is a man of considerable experience in the grocery business which will insure his success.

Norman Stoddard, of the Stoddard Bedding Co., St. Catherine St. west, who is one of Montreal's prominent younger business man, expressed his surprise when presented with the "Coming of Age" number of The Grocer. Mr. Stoddard started his business career as a general merchant in Delhi, Ont., and was a subscriber to The Grocer eighteen years ago.

Interesting Ontario Items

Ottawa and St. Thomas Merchants Going After Peddler Nuisance—Brantford Association Elects New Officers — Milk Dealers' Association Formed in Guelph.

PETERBORO.

Nov. 3.—This week has seen the last of the manufacturing of cheese in the factories of the country and it may be expected that the price of butter will take a drop. For some time now it has been selling on the market and at the various stores at 30c per pound. Many of the cheese factories will continue to operate but butter will be the product and not cheese.

Burglars visited Indian River a few nights ago and entered the general store of Walter H. Kidd, from which they secured between twenty and thirty dollars worth of goods. The following morning the owner discovered missing about seven pounds of tobacco, one and a half boxes of cigars, three pairs of fine boots, some underwear, a dozen and a half towels a couple of pairs of trousers and two fedora hats. The post office and the grocery departments were undisturbed owing, it is thought, to the frightening away of the robbers by the barking of Mr. Kidd's dogs. A warrant is out for the arrest of a suspect who was seen in that district the preceding day.

While the grocery trade in Peterboro has maintained a pretty fair average during the past season, the prospects for the next few months seem to assume a much more active condition. Judging by the heavy receipts of merchandise arriving at the various wholesale warehouses in the city the proprietors expect an active trade. The varieties of new goods include raisins, currants, preserved, evaporated and dried fruits, syrups, molasses, nuts, sugar, etc., which indicates that Christmas lies in the no-distant future.

The general grocery store at the corner of McDonel and Water Sts. has been sold by Mrs. M. A. Anderson to T. C. Young.

R. C. Braund, a prominent city grocer, is spending a couple of weeks in the north hunting deer.

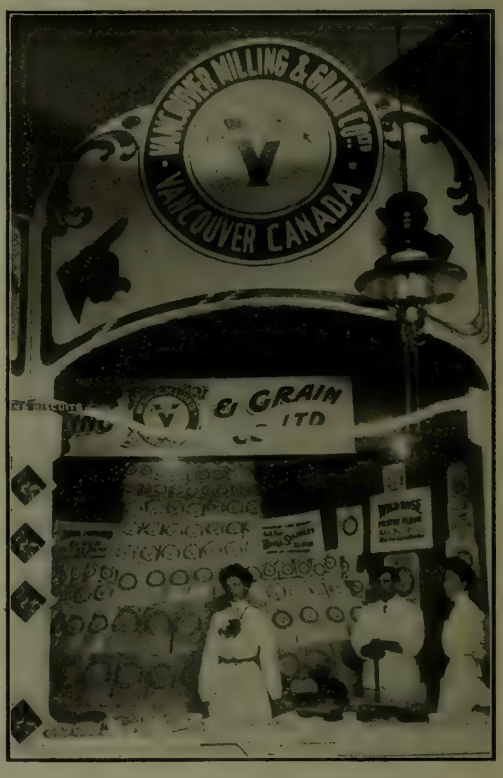
LONDON.

November 3.—Grocery trade is fair, Saturday having been a busy day with retailers, despite the disagreeable weather.

Joseph Peaslee has sold out his grocery business at the corner of Richmond and Maple Streets, to Mrs. Armstrong, from whom he purchased it six months ago.

W. E. Murdy, Hamilton Road and Hill Street, has disposed of his grocery business and residence to E. D. McRoberts, of London Junction.

The fact that the fixed assessment of the McCormick Manufacturing Company, of $50,000, expires this year, and that hereafter the concern will be assessed in the ordinary way, gave rise to a rumor that the big candy and biscuit factory would be taken from London. It was learned, however, on inquiry that there is no truth in the report. Said the man who is in a position to know whereof he speaks:—"Of course, there has been some talk that the company would go to Stratford, Woodstock, Toronto, and other places, but there is nothing in that. They are up against many difficulties. There is a scarcity of female help in London. This is a very serious difficulty and handicaps the firm in its work. Then the building where they are is not suited to their needs; it is too high. They



VANCOUVER PURE FOOD SHOW—Exhibit of the Vancouver Milling & Grain Co.

would prefer a building two storeys high, covering a much larger ground area than the present building. But

VANCOUVER PURE FOOD SHOW—Exhibit of Little Bros.

even with these difficulties, the firm will not leave London, as they have too much money tied up to move out. If they could sell the property they might move out, but the chances are that if a purchaser were found for their building, they would rebuild in London. No, the McCormick Company will not leave London for a good long time yet."

Potatoes are a good average crop hereabouts and are selling at from 15c to 20c less per bag than this time last year. There will be plenty of fowl for both Thanksgiving and Christmas, farmers say, but they expect high prices. Apples will be very dear this Winter, while vegetables and roots will be reasonable.

CHATHAM.

November 3.—Now that the elections are over, the local retailers are getting together to look after their mutual interests. The next meeting of the Retail Merchants' Association will be held on the 10th, when that body will actively inaugurate the new season by taking up a number of matters of special interest to merchants.

Potatoes are plentiful just now, selling on the market last Saturday for 75c a bag. Butter sold at 25c a pound, and eggs at 25c a dozen.

T. O'Donnell, of Wallaceburg, has opened up a flour, feed and seed business in the store adjoining his grocery, formerly occupied by Jas. Quennell. Mr. O'Donnell has just purchased a handsome new delivery rig.

Since February 1, 1908, the Wallaceburg Sugar Company has imported 19,000 tons of raw sugar, and, according to a statement recently published, has paid $167,764 in duties.

James German, manager of the Ridgetown creamery during the past year, has returned to Beachville, Ont.

The general store of Nenson Emery at Tilbury was visited by fire on Saturday night, the stock being damaged to the extent of about $2,000. The loss is fully covered by insurance.

On Friday night burglars broke into the general store of Mrs. A. Hunter, at Charing Cross, taking a number of articles, as well as about $3 in cash. They are thought to be the same men who operated at Kent Bridge a short time previously.

There is danger that the early closing arrangement recently entered into among Kingsville merchants may fall through, some of the merchants complaining that others are keeping open on Tuesday and Thursday nights.

canning factories in this district will largely exceed that of last year. Tomatoes were particularly plentiful, and other products suitable for canning were likewise abundant.

F. R. Gregory, the Leamington tobacco man, accompanied by James T. Farish, of Granby, Que., one of the directors of the Imperial Tobacco Co., was in this vicinity last week. Both are very optimistic regarding the outlook for tobacco in this vicinity, and are advising the growers to sow extensively next year. They state that tobacco equal to the best Southern States products has been grown in South Kent.

M. J. Hurley, the Wallaceburg grocer, has placed a handsome new delivery rig on the route.

An attempt was made to break into A. J. Brown's store at Comber last week.

Z. J. Edgeworth, the Blenheim butcher, nearly had a little finger amputated by a knife in the hands of his assistant, Jos. Marshall, recently. Four stitches were required.

Rural merchants have been much perturbed of late by the activity of the College of Pharmacy in suppressing the sale of drugs. Detective John B. Grant and his daughter have gone up and down the country, and a sale of ten cents' worth of quinine would inevitably result in the unfortunate merchant being haled before the magistrate and fined $20 and costs. Merchants in Palmyra, Guilds, Mull, Omry, Buxton and similar cross-roads towns, have been the usual

VANCOUVER PURE FOOD SHOW—Exhibit of Red Gate Teas and Coffees.

Though exact figures are unavailable at the present moment, there is no doubt that the output of the various

sufferers. While the law is explicit, the campaign against the rural merchants has excited widespread indignation

VANCOUVER PURE FOOD SHOW—Exhibit of Wm. Braid & Co.

among the farmers, who complain that the farmer living, it may be ten, twelve or fifteen miles from a drug store, cannot buy ten cents' worth of quinine to check a cold or a little cascara for family use from a merchant who sells him his groceries without the merchant being liable to a fine of $20 for the first offence and $50 for each subsequent offence. In most cases the drugs in question are purchased from pharmacists in Chatham and the surrounding larger towns. The rural merchants complain, and with a certain show of justice, that while the law is eager enough and powerful enough to fine them for selling ten cents' worth of quinine, it proved utterly powerless to cope with the professional burglars who terrorized the merchants of this district last spring.

GUELPH.

November 3.—The city council having refused to settle the costs of the butter case against the Chief of Police, the chief himself paid into the Division Court the amount, which was $10. This settles the case at present.

It has been whispered, "Why not have a grocer for mayor this year?" The finance chairman a year ago would fill the bill to a nicety, if he could be persuaded to let his name go to the people.

The Guelph Co-operative Association has bought a boot and shoe stock to add to its grocery and butcher business.

The annual report of the Guelph general hospital board is out and the grocers should notice the following: Tea and coffee, $167.15; butter, $1,070.45; bread and flour, $549.45; fish and fruit, $920.73; vegetables, $179.07; crockery, $81.93; groceries, $967.49; eggs, $452.17; meat and poultry, $1,578.91. You will notice with a small amount of poultry and smoked meats this would make an even $5,000. Now in years gone by it was the usual thing to give this account to each grocer that could handle it in turn, one month at a time, which, to my mind, is the proper idea, and could again be done by the grocers without much trouble. Then, again, as in some of the Government institutions, the tea, coffee and spices are given to one man, fish and fruit to another, etc. How much of that $5,000 did your store get last year, or do you expect to get this year? It is only fair you should get a share as well as your neighbor. If you will use your influence and draw the attention of the directors to it, you will receive it. There is not attention enough paid to these things by the grocers themselves and for that reason some do not share in it who have a perfect right to do. The Elliott Home, almost in connection with the hospital, and controlled also by nearly the same board of directors, who are all clever, level-headed business men, spent last year about $600, also making another nice little account worth looking after, and could be divided up in the same way. As I understand it, at present there is a tendency to cut prices, which is not at all necessary, as the grocers should arrange to have a uniform price themselves to protect each other.

Much sympathy is expressed for Chas. Barber, manager of O'Mara's, in the loss of $77 out of his till on Saturday morning. The store was left unguarded for a few minutes while the staff were unloading a shipment of meat from Palmerston. Grocers and others will do well to remember never to leave the store, not even to go down cellar, without some responsible person in charge.

The special number of The Grocer received a large number of bouquets from the grocers here.

November 2.—Alderman R. Simpson,

VANCOUVER PURE FOOD SHOW—Exhibit of the Western Canada Flour Mills.

of the R. & J. Simpson Co., wholesale grocers, has a motion to bring before the council to-night to have all the sidewalks cleaned of snow by a snowplough run by the city. Some of those fellows who live on corner lots will surely now call him "Blessed Bob.".

Tea at $4 per pound is the latest and also the highest priced tea we remember of ever seeing advertised in Guelph. Geo. Williams is the lucky man to have nerve enough to tempt the taste of the connoisseurs of tea in this city. He had it advertised all week and no doubt sold some of it in small lots, 25c an ounce, and that makes 25 cups of tea. Does not seem so expensive after all, and makes a splendid advertisement, as very few people outside of the trade ever heard of such high-priced tea. The general prices of tea sold in Guelph stores run from 25c to 50c, with the 40c line the best seller.

Hallowe'en passed off very quietly in this city and as usual the snow apples, nuts and brown sugar were good sellers. That is one good quality of the grocery business. No matter what season comes or goes, the grocer is right in it with some good seller.

The big squash guessing contest as an advertisement by Jas. Herm & Son was closed this morning. The three squash weighed 570 lbs. and 570½ lbs. was the nearest guess. The prizes were 100, 50 and 25 lbs. of Five Roses flour. It was really quite a novelty. There were about 1,000 guesses all told.

Most of the window dressers in our local stores are putting more life into their windows lately, which is another good sign. The new canned goods and fruits may have given them a little more activity. We have some good windows here and there is nothing like keeping them up-to-date.

The market was again crowded with potatoes and apples on Saturday, with the usual scarcity of choice butter and fresh eggs.

GALT.

Nov. 3.—Trade in all lines has shown a decided increase during the past fortnight and the merchants are well pleased with the volumn of business being transacted. There are no specialties to be mentioned. The increase has been along all lines and indicates a return of prosperity which was so confidently expected.

The Christmas goods are beginning to arrive and already more than one merchant is considering and planning for his Christmas windows and displays. The merchants confidently expect a much better holiday trade than last season, although at that time business was considered satisfactory. The depression, however, was just beginning to make itself felt and on that account business suffered. At the present, however, the citizens seem to be confident of the future and for this reason many will venture expenditures which would otherwise be unconsidered. Malaga grapes, and assorted nuts are being offered. There is a large demand, particularly for the former, which are of an exceptionally fine quality.

Local merchants are dissatisfied with the decision of the town council to the effect that the license fees of peddlers and hawkers shall be reduced to $20 or ten cents per day. Formerly the license was $50 per year. The action of the council was due to a petition signed by 600 residents asking for the reduction on the ground that the high fee increased the price of produce. The reduction applies only to the hawkers of vegetables and fruits, so that only the grocers and fruit stores will be affected. It is quite probable that the Retail Merchants' Association may take action in the matter. It certainly does appear as if the grocers were being discriminated against in favor of the peddlers.

The store on Main Street being remodelled for the S. H. Knox Company, is nearly completed, and the store will probably be opened during the week of the 9th.

BRANTFORD.

Nov. 3.—The annual meeting of the Grocers' and Butchers' Association was held in the hall of the Bank of Hamilton Building last week. The reports showed that a very successful and prosperous year had just closed and everything undertaken during the year had been very successful, especially the excursion to Niagara Falls and the annual banquet. The following officers were re-elected for the ensuing year: President, Arthur Coulbeck; vice-president, Fred Corey; secretary, Norman Willitts; treasurer, A. L. Vanstone, executive committee, F. Corey, Misuer, J. Kew, A. L. Vanstone and H. Foulds. A number of the grocers are very enthusiastic bowlers and a lengthy discussion took place in regard to renting a suitable place and having it fixed up for bowling purposes next season, for the use of the grocers and clerks. They have in view a very desirable lot in the centre of the city and at their next meeting expect to come to some definite arrangements. A general committee was also named to act in connection with the proposed Grocers' Day in connection with the contemplated Old Boys' Reunion. It is said if the affair is to be held an effort will be made to have the annual Grocers' and Butchers' excursion run to Brantford instead of the Falls. There are a number of good books and periodicals published in regard to salesmanship and the grocery business window dressing, teas, coffees, advertising, and show card writing, etc., which would be very helpful to all who desire to develop and improve their talents, and it was suggested that the Association help in forming a library of this kind. After considerable discussion a committee was appointed to arrange a good programme for the next meeting on November 24th at which all clerks will be welcome, and if enough were interested in the movement something definite would be done in regard to starting a library. After the business of the Association was completed the president introduced James O'Hagan, associate editor of The Canadian Grocer, who is visiting the grocers of Western Ontario, who addressed the meeting.

A. COULBECK,

Re-elected President Brantford Grocers' and Butchers' Association.

Norman Willitts, the former Colborne Street grocer, who recently purchased half interest in the bakery business of Harry Pettit, deserves great credit for the new and up-to-date way in which they send out their goods. All cakes, rolls and also their home-made bread are wrapped in transparent paper and labeled. The quality is first-class and most of the grocers in the city are handling them.

ST. THOMAS.

November 3.—The city council did not lose any time in passing a new by-law reducing the peddlers' fee from $75 to $25 to meet the views of Police Magistrate Glenn, who seems to be opposed to any fee being imposed. It remains to be seen whether he will convict under the new by-law as above. The city has lost a lot of revenue from this source, and the merchants who are the heaviest taxpayers have to bear the greater burden, besides standing for the unjust competition thus engendered. A meeting of all the business men is called for Thursday evening to take action on the matter, and no doubt some more satisfactory means will be taken to have the law enforced.

Both markets were rather poorly attended on Saturday and prices in every line ranged unusually high. Eggs sold from 28c to 30c, and butter kept time with the eggs, selling at 30c. Fowl sold at more reasonable prices, good chickens from 30c to 40c each, and turkeys 15c lb. Apples sold from 75c to $1 per bag, and potatoes likewise. Other vegetables were in good supply and all were disposed of.

(Continued on page 48.)

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THE SPIRIT OF THANKSGIVING.

The sense of gratitude which in all well ordered minds and communities is ever present, should especially manifest itself on the day which the nation sets apart for returning thanks to The Giver of All Good, for the many blessings of the year.

Canadians, individually and collectively, have every reason to feel grateful for the measure of prosperity and happiness which they enjoy. In no other land at this season are social and industrial conditions more favorable, nor prospects more reassuring. True, we have come through a period of a few months in which there was depression in some lines and the feeling regarding the future was not overconfident; but the clouds have passed and an optimistic spirit once more prevails. There is no longer doubt, hesitancy or delay. Everything in the industrial and commercial world is again swinging in the direction of a prosperity and progressiveness that have characterized Canadian conditions generally for the last decade save for the few brief months when we stood shivering on the brink. Comparatively speaking, we have experienced no depression or stringency when the actual state of affairs in other countries has been revealed. Canada is not a land of extremes either in the way of massed wealth or conjested poverty, for which we should be thankful. This order of things has enabled us to withstand many temptations and to safely pass many a pitfall and snare. Great national undertakings to-day proclaim unbounded faith and confidence in the future. The temporary cessation in factory activity and the lull in mercantile life are vanishing and evidences of industrial revival are presented on every hand. A bountiful western harvest has materially contributed to a supreme trust in the future, increased buying, renewed activity and resumption of operations in every line. Business men, who, for a time, halted, are once more in step. Self reliance has replaced distrust and the vitalizing effect is felt in every vein of our commercial being. Hopeful in spirit, buoyant in disposition, and glowing in the full strength of financial health, the future is inviting and prospects were never more pleasing. On the eve of Thanksgiving Day, 1908, we find ourselves as citizens and business men in a pleasant frame of mind and, let us hope, in an appreciative and grateful mood.

In changing the day for national thanksgiving from a Thursday to a Monday the Federal authorities have shown proper and considerate regard for the great army of travelers, the nature of whose calling takes them away from their families many weeks and months in the year. These industrious representatives of Canada's great mercantile and manufacturing interests are now able to spend the day around their own firesides, surrounded by those nearest and dearest to them. The spirit of true thanksgiving has thus been fostered in thousands of Canadian homes, and we trust the expressions of gratitude will not be lost sight of but may manifest itself in generous thoughts, worthy acts and kindly deeds.

OUR CHRISTMAS COMPETITIONS.

With a view to stimulating interest in window display and in advertising for grocers, matters which are treated at some length in regular departments in this paper, The Grocer is again offering a series of prizes for a Christmas competition, similar to that conducted at the same time last year.

In the last window dressing contest somewhat of an innovation was introduced by dividing competitors into two classes, class 1 including those in the cities and larger towns, and class 2 those in the village and country stores. It was felt that this gave a fairer opportunity to all entrants by reason of the fact that the country stores in most cases have not the same call for decorative goods and some lines of distinctive Christmas supplies as those in the cities. This method proved so successful and satisfactory last year that it is being followed again in this year's contest. Two sets of prizes will be given to cover each class and grocers all over Canada are urged to enter the contest.

The Christmas advertising contest also awakened a good deal of interest last year and this also is being repeated along substantially the same lines. In this contest a prize will be given for the best advertisement of Christmas goods clipped from a local paper. Advertising is coming to be an important feature in most grocers' sales methods, and the idea of the contest is to help our subscribers to get better results in the advertising they are doing.

Further particulars regarding both contests will be found on another page of this issue.

SECURING LOYAL EMPLOYES.

Promote the good man and discharge the poor one.

The manager of a business who lives up to this plan of action will soon gather around him a bunch of people who will be loyal and can be depended upon no matter how great the pinch may be.

Your rival in business may have an especially good man in his employ who can be secured to your business by the offer of a higher salary, but will it pay you to pay him the price and bring him in over good men who have been loyal to you for years? Will not such a course put you in the position of hinting to all of your old employes that the loyalty of any salaried man belongs to the highest bidder for his immediate services, and induce him to figure with your rivals at the same time he is working for you?

Every real business manager realizes the fact that he must pay all he possibly can afford if he expects to keep a thoroughly competent working force, but many of them depend upon the pay alone to hold their men. There is much more to be thought of. The best men will in many cases work for less wages than they could command from other sources if they feel sure that their efforts will bring promotion. Good men are willing to prove themselves to be competent, and to wait for better things, if they feel sure they are not to be disappointed in the end, but bringing one new man in above them shatters all their confidence in a square deal, even if that new man happens to be the son of the manager, fresh from college, and long on athletic knowledge and short on business sense.

THE SITUATION IN THE WEST.

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Nov. 3.—The death of the Hon. Thomas Greenway is one of the most widely-discussed topics in the West at the moment. His sudden passing away has called attention to the vast amount of work he accomplished for the betterment of conditions during his residence of close upon 30 years in Manitoba. On every street corner and in every village store there is a revival of the stories of how he successfully fought the railway monopoly and secured competing roads; how he secured the lowering of the grain freight rates and his intense interest in legislation that would help the farming community to get the very most out of their farms and for their produce. There is universal regret that the West will lose the advantage of his keen knowledge of western needs in connection with the Railway Commission. It was felt when he received the appointment that no man was in a better condition to press western needs on the attention of the Commission. It is hardly possible for eastern Canadians to realize all that the Railway Commission means to the West. Adequate and efficient representation on that commission means more to the Canadian West than it does to any other part of Canada to-day and very grave anxiety will be experienced by farmers and merchants alike, as to who will be chosen to fill the place left vacant by the death of Mr. Greenway.

During the early part of the week elections and election returns absorbed everyone, but things are settling once more to the normal and the community at large is devoutly hoping that Canada will never again be disgraced by a political campaign of the same type. Interest in the American elections is keen here and elaborate preparations are being made to give the returns next Tuesday.

Wheat receipts for the week have averaged about half a million bushels daily inspected at Winnipeg, but in spite of this movement the markets have held very firm and there has been a surprising tendency to advance on every bit of damage news from the Argentine. Though it would be impossible to say that export trade had been very active on any particular day, the volume of business for the week has been large. Early in the week there was a demand for Nos. 1 and 2 northern, but towards the close the demand was for No. 3 northern and lower grades. Traders in Alberta red winter wheat complain that again there was a large quantity of wheat sold for October delivery which had not reached Winnipeg up to noon Saturday, the last of the month. Receipts of winter wheat have been very small all week, in fact, on many days there have been none at all.

It has been a week of the letting of contracts for elevators. A couple of weeks ago two representatives of the Scottish Co-Operative Wholesale Society came out with a view of looking into the question of erecting elevators. Together with the Winnipeg representative, Geo. Fisher, they made a careful examination of the G.T.P., and on their return to Winnipeg let the contracts for the immediate erection of s x elevators, all within the boundaries of the Province of Manitoba, and stated that probably next year they would extend their line into Saskatchewan. They expressed themselves as highly pleased with the country and satisfied with the outlook for the future.

It will be remembered by many that this company, which is among the largest milling concerns in Great Britain, was contemplating the erection of a line of elevators last year, but when the Manitoba Legislature put the Grain Exchange in such an unsatisfactory position with regard to its charter, the company decided to rest on its oars and see how things would turn out. The representatives went into matters very thoroughly here and expressed themselves as satisfied with the new Exchange building and presumably with the new Winnipeg Exchange, which has nothing in common with the old Grain and Produce Exchange.

In addition to these interior elevators along the line of the G.T.P., that company has called for tenders for the erection of the first of their huge terminal elevators at Fort William. Elevators which are the tile tank variety are ultimately to be in units of 10,000,000 bushels each but the first section, for which the tenders call will consist of a working house and tanks with a capacity of 4,000,000 bushels. This elevator will be completed to receive the crop of 1909. Still another terminal elevator is going in at Port Arthur with a capacity of 2,000,000 bushels. The name of the company in this case is withheld for the present.

There has been a very general increase in building activity in Winnipeg and the West this fall, and though figures are not at hand for October, those for September, which have just recently been completed, show come very gratifying gains over the same month last year. For example, Winnipeg's building bill for September, 1908, was $447,000, as against $385,000 last year; Edmonton $123,425, against $43,000 in 1907, and Fort William $144,900, against $25,378 last year. It is highly probably that October will show a corresponding increase, for as the weather has been very fine, building has been pushed rapidly during the month. The Manitoba Iron Works has completed the contract for structural steel on the new Government examining warehouse which was let on May 20th. It is an enormous structure just in the rear of the new Grain Exchange and facing on McDermott Ave. East. There are 1,400 tons of steel in this contract. This company have had pass through their structural department in the last eight months, for Winnipeg buildings alone, 2,600 tons of steel and in addition have furnished a very large amount of tanks, stand pipes, mine cars, lumber trucks and the like, and the Vulcan Iron Works Company have been equally busy.

The question of insurance rates, now that the high pressure plant is in actual operation, is becoming very acute, and at the present time it looks as if the matter would be satisfactorily arranged. A. L. Johnson, representing the Board of Trade, appeared before the city councillors during the week bringing a definite assurance that if the city will maintain the ordinary normal domestic water pressure at from 70 to 80 pounds, instead of 30 to 50, as at present, a very considerable reduction in fire insurance rates will be granted by the underwriters. The proposal submitted by Mr. Johnson on behalf of the insurance committee of the Board of Trade calls for a reduction of 20 per cent on the rates in the surcharge district, where 50c had been added to each premium. This district is outside the high pressure area. The reduction would amount practically to the additional amount paid by the policyholders under the surcharge. The rates in this district run roughly from $1.75 to $3. In buildings where a sprinkler system is maintained, a 15 per cent. reduction on total premiums is proposed.

In addition to actual reduction in rates it is expected that another advantage will accrue. That is, that a number of companies giving exceptionally low rates who have heretofore refused to open up in Winnipeg, now conditions are so nearly perfect, will be induced to come and those wishing to insure will get the benefit.

The movement of immigration is quite active at present as a large number of American land seekers have taken advantage of the fine weather and having completed fall work in their own country have come to look at ours. One large party of Germans from the States have not only come to look, but have moved in bodily. There were 56 families in one party that is going into the Crossfield district in Alberta. They brought a large amount of stock with them and are a particularly industrious and thrifty lot of people. Another party of homeseekers came in from Omaha, Neb.; Waterloo, Dysart and Boone, Ia., and made a daylight run to the last Mount country, on the line of the Pleasant Hills branch of the C.P.R. They were taken for a trip on Last Mountain lake and finally decided on land to the west of that body of water. Some of these men will come in this coming spring and others next fall. The bulk of these men were farmers and a few were bank managers, who bought land with a view of settling farmers on it.

Hardwaremen report an especially good business this fall, both in stoves and furnaces. Sales of furnaces have been very large in rural districts, where a number of new houses have been erected this season.

An interesting shipment during the week was eight carloads from Prince Albert. Heretofore though many hundred head were raised in the Prince Albert district, shipments have been small for the simple reason that the large lumber and tie camps to the north of Prince Albert formed a market that readily absorbed all the offerings. Now the trade in raising cattle has increased to such an extent that they are seeking outside markets for their steers.

The situation in the West may be summed up at this date as steady, with a good outlook for future trade, and very gratifying receipts of cash.—H.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT, VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

Montreal, Nov. 5, 1908.

POINTERS—

Butter—Advanced.
Cheese—Advanced.
Provisions—Easier.
Eggs—Steady.
Fruits—Declined.

The markets have not shown much change this week. Business has received some impetus from the colder weather, but this has not been so noticeable in grocery lines as in dry goods. There seems to be a certain steadiness, however, imparted to the markets by the settlement of the political situation. The butter market, which is at all times considerable of an enigma, is presenting this week some new features. This fact is due to the failure of the Australian and New Zealand shippers to supply the English markets with the anticipated volume of stock, consequently this has led to a stimulation of the demand for Canadian goods. There is a better demand also for Canadian cheese. Teas present no new features this week. A little juggling of prices was indulged in by one of the sugar refiners, but now prices have settled back to their previous level. Molasses and syrups are only passably active. The honey market displays nothing novel, continuing firm in tone. Beans are not as active as they should be at this time of the year, Other lines are practically in the same position as last reported.

SUGAR—Buyers are not anxious to stock heavily and are buying in a hand-to-mouth manner. There was some difference in refiners' prices during the week, but prices have settled down to the old level, as stated in the last report.

Granulated, bbls	$4 80
" ½-bbls	4 75
" bags	4 55
Paris lump, boxes, 100 lbs	5 40
" " 50 lbs	5 50
" 25 lbs	5 70
Extra ground, bbls	4 95
" " 50-lb. boxes	5 15
" " 25-lb. boxes	5 35
Powdered, bbls	4 75
" 50-lb. boxes	4 95
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 20
No. 1 " bags	4 15

SYRUPS AND MOLASSES—Molasses has been firm and quiet during the week. Stocks are light and this has kept the market strong. Syrups are passably active and prices are unchanged.

Barbadoes, in puncheons	0 37	0 39
" in barrels	0 39½	0 41½
" in half-barrels	0 40½	0 42½
" fancy	0 38	0 40
" extra fancy	0 38	0 42
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—Nothing of any importance in this market during the week and prices remain unchanged.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 06	0 07
Pure syrup, 8½lb. tin	0 60	0 65

DRIED FRUITS—The second direct steamer, Afganistan, can hardly arrive in New York before Nov. 10, and by that time the cargo of the Fabristan will have been fully disposed of. Reports from Bussorah report the crop of Hallowees completely exhausted. The arrivals in London are smaller this year than for some time. Locally all lines of dried fruits are steady.

Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb	0 03½	0 04
Packages "	0 05½	0 06½
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" ½-box		0 75
"Royal Buckingham Clusters," ½-boxes		1 30
" boxes		4 75
"Excelsior Windsor Clusters "		5 75
" ¼s		1 60
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb	0 12	0 18
Peaches, "	0 11	0 15
Pears, "	0 13	0 15

Prunes—		per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08½	0 09½
" " " 50-60s	0 08	0 08½
" " " 60-70s		0 09
" " " 70-80s	0 07½	0 08
" " " 90-100s	0 06½	0 07

TEA—Locally trade in Japan lines is fair and the situation remains as last reported. Advices from London state that Ceylon imports during September were small, but owing to there having been five Tuesday sales in the month the quantity offered looks larger than it was a year ago. The slight falling off in quality which was expected a month ago, has been noticeable, although prices have not materially suffered. Common teas have been least in demand, but a comparison of the prices now ruling, with those of a month ago shows but little change. Minor fluctuations take place in almost every sale, but the average for the month is higher than it was in August, which proves either that the supply was short of requirements, or that the decline in quality was not regarded very seriously by the trade. Locally trade in black lines is distinctly on the quiet side.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18½
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—Trade in coffee continues good with no special features to remark on this week. Prices have not altered since our last report.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 13	0 15
Maracaibo	0 15	0 20

Roasted and ground 20 per cent. additional.

SPICES—There is a fairly active demand for peppers. cloves and cinnamon. Other lines are neglected. Prices remain unchanged.

	Per	lb.
Peppers, black	0 16	0 20
" white	0 18	0 27
Ginger, whole	0 18	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

BEANS—Ontario pickers are a shade easier this week, being quoted at $1.63 to $1.65. Rangoon remain the same as last quoted, namely, $1.60. The bean market is dull and featureless so far as demand is concerned.

Ontario, pickers	1 63	1 65
Rangoon Indians		1 60

EVAPORATED APPLES—This line is very dull at the present time, as the new stock has not yet come into the situation actively.

Evaporated apples	0 07½

MANITOBA MARKETS

Winnipeg, November 2, 1908.

General business continues to improve as money becomes more free throughout the city and country districts. While a few lines are ruling quiet there is a general hopeful outlook which speaks favorably for trade during the Winter.

The markets remain fairly steady, with changes in a few minor lines only.

SUGAR—After some shuffling prices now stand as quoted below. There is no sign of any immediate change.

Montreal and B.C. granulated, in bbls	5 20
" " in sacks	5 15
" yellow, in bbls	4 80
" " in sacks	4 75
Wallaceburg, in bbls	5 10
" in sacks	5 15
B.C. gunnies granulated, 5-18's to bale, per cwt	5 15
" " 5-2's " "	5 15
" hard pressed lump, 25's, per cwt	6 35
" " half bbls., per cwt	6 70
" icing	6 00
" bar sugar	5 80
Icing sugar in bbls	5 80
" " in boxes	6 00
" " in small quantities	6 20
Powdered sugar, in bbls	5 50
" " in boxes	5 80
" " in small quantities	5 85
Lump, hard, in bbls	6 15
" " in ½-bbls	6 15
" " in 100-lb cases	6 15

SYRUPS AND MOLASSES — There has been no change since the recent advance in corn syrups. Prices ruling are:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	2 85
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. kats., each	2 25

MAPLE PRODUCTS—Little interest is displayed and prices are unchanged.

Sugar, 25 lb. boxes, ½s. and ¼s	3 00
Syrup, gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ½ " 2 doz. to case "	6 55

ROLLED OATS—The market is fairly strong since the last decline. Prices are now as quoted.

Rolled oats, 80 lb sacks, per 80 lbs	2 30
" 40 " " 80	2 35
" 20 " " 80	2 40
" 8 " " 80	2 70

CORNMEAL—Prices continue very firm with an upward tendency. Quotations are:

Cornmeal, per sack	2 35
" per ½ sack	1 20
" per bale (10, 10's)	2 65

BEANS—The market is easier. For hand-picked white beans the price is now $2.25 per bushel.

POT AND PEARL BARLEY—Pot barley, $2.80 per sack. Pearl barley has declined and quotations now are $4.05 per sack and $2.10 per half sack.

DRIED FRUITS—New raisins, currants and dates are selling fairly well and Christmas business in these lines should open up soon. We quote:

Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 90
" extra dessert, "	3 85
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" Connoisseur clusters, boxes (5½ lbs).	0 85
Trenor's Valencia raisins, f.o.s. per case, 28's	2 05
" " " 14's	1 00
" " selects " 28's	2 25
" " " 14's	1 15
" " layers " 28's	2 35
" " " 14's	1 25
California raisins, choice seeded in ¼-lb. packages per package	0 07
" " fancy seeded in ¼-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 08
" ¼ " " "	0 08½
Prunes 90-100 per lb	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 08½
" 40-50 "	0 08½
" 30-40 "	0 09½
Silver prunes	0 09½
Currants uncleaned, loose pack, per lb.	0 06½
" dry cleaned, Fillatras, per lb.	0 06½
" wet cleaned, per lb.	0 07
" Fillatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per l	0 08½
Peaches, per lb	0 08½
Apricots, standard, per lb	0 09½
" choice, per lb	0 10½

RICE AND TAPIOCA—Only a staple business is being done, with no change in prices.

EVAPORATED APPLES—New stock is selling at 7⅝c per lb.

HONEY—Supplies are hard to obtain. Prices are quoted as follows:

Honey, 2½ lb. tins, in case 24	8 75
" 5 " " 12	8 50

SPANISH ONIONS—New stock is quoted at $1.15 per crate.

NUTS—

Shelled Walnuts, in boxes, per lb	0 27
" " small lots, per lb	0 29
" Almonds in boxes, per lb	0 30
" " small lots, per lb	0 32

BUTTER—Supplies on the local market are large and prices are firm.

Dairy tubs, No. 1, per lb	0 24
" " 2, "	0 21
Prints, No. 1	0 25
" " 2	0 22 0 23

EGGS—Are in good demand. Manitoba supplies are light. Prices are as follows:

Manitoba fresh, per dozen	0 25
Ontario, per dozen	0 26

CANNED GOODS—Fruits and vegetables are passing out fairly well, though retailers stocks are to some extent already made up.

FRUITS.

	Group No. 1	Groups No. 2 & 3
Apples—3's standard per case	2.44	2.34
" Gallons, standard "	1.55	1.52½
Cherries—Red pitted 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	9.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie unpeeled gallons	2.42½	2.40
" pie peeled gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe 1. s. 2's		2.78
" Globe 1. s. 3's		4.14
Plums—Damson 1. s. 2's	2.28	2.18
" Lombard 1. s. 2's	2.28	2.18
" Greengage 1. s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red gallons	3.80	3.77½
" black 2's	4.18	4.08
" black gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards 2's	1.88	1.55
Early June 2's	1.98	1.65
Sweet Wrinkle 2's	2.18	1.85
Extra fine sifted 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes—2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " "	1 90
" 3 " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz.	1 25
Corned beef 2's per doz.	2 70
" 1's "	1 50
Roast beef 1's, per doz	1 50
" 2's. "	2 70
Potted meats, ½'s, per doz.	0 55
Veal loaf ½ lb., per doz.	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz.	1 90
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

CANNED GOODS

Ontario and Quebec.

The canned goods situation presents little change this week though there is considerable activity manifest. A large part of retailers' stocks have already been delivered though during the past week or two some of those who have been holding off in the expectancy of something happening in the Fall have been purchasing rather largely. There has been quite an active demand for all lines of fruits and vegetables. The large pack of tomatoes has made its influence felt recently for it is reported that considerable cutting has been going on in these goods on the part of independent canners. How prices will tend in the Spring is a matter of considerable interest.

	Per doz. Group 1.	Per doz Group 2
FRUITS.		
3's apples, standard	1.00	.95
3's apples, preserved	1.45	1.40
Gals apples, standard	2.55	2.50
Gals, apples, preserved	4.00	3.95
Blueberries (Huckleberries)—		
2's standard	1.20	1.15
2's preserved	1.70	1.65
Gals, standard	5.05	5.00
Cherries—		
2's, red, pitted	1.95	1.90
2's red. not pitted	1.55	1.50
Gals. red, pitted		8.00
Gals. red, not pitted		6.50
2's black, pitted	1.95	1.90
2's, black, not pitted	1.55	1.50
2's white, pitted	2.05	2.00
2's white, not pitted	1.65	1.60
Currants—		
2's red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals. red, standard		5.00
Gals. red, solid pack		7.00
2's black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals. black, standard		5.25
Gals. black, solid pack		8.00
Gooseberries—		
2's, heavy syrup	2.15	2.10
2's, preserved	2.40	2.35
Gals., standards		6.00
Gals., solid pack		8.00
Grapes—		
2's white, Niagara, pres'd.	1.45	1.40
Gals., ditto., standards	3.55	3.50
Lawtonberries—		
2's, heavy syrup	1.95	1.90
2's, preserved	2.20	2.15
Gals., standards	7.55	7.50
Peaches—		
1½'s, yellow, (flats)	1.70	1.65
2's yellow	1.95	1.90
2½'s yellow	2.65	2.60
3's yellow	3.05	3.00
3's yellow (whole)	2.30	2.25
2's white	1.85	1.80
2½'s white	2.55	2.50
3's white	2.80	2.75
3's, pie, not peeled	1.45	1.40
Gals., pie, not peeled	4.30	4.25
Gals., pie, not peeled	6.05	6.00
Gals., assorted pie fruits (add 5 p.c.)		
Pears—		
2's Flemish Beauty	1.70	1.65
2½'s Flemish Beauty	2.00	1.95
3's Flemish Beauty	2.15	2.10
2's Bartletts	1.90	1.85
2½'s Bartletts	2.20	2.15
3's Bartletts	2.35	2.30
3's pie, not peeled	1.30	1.25
Gals., pie, peeled	4.05	4.00
Gals., pie, not peeled	3.55	3.50
2's, light syrup, "Globe"		1.25
3's, ditto		1.85
2's pineapple, sliced	1.95	1.90
2's, do., grated	1.95	1.90
2½'s, do., whole	2.45	2.40
Plums—		
2's, Damson, light syrup	1.00	.95
3's, ditto	1.40	1.35
2's Damson, heavy syrup	1.15	1.10
2½'s, ditto	1.80	1.75
3's ditto	1.90	1.85
Gals., Damson, standard	2.90	2.85
2's Lombard light syrup	1.00	.95
3's " "	1.45	1.40

2's " heavy syrup ...	1.20	1.15
2½'s " "	1.85	1.80
3's " "	1.95	1.90
Gals. " Standard	3.05	3.00
2's G. Gage, light syrup ...	1.40	1.35
2½'s " "	1.85	1.80
3's " "	2.05	2.00
3's " light syrup	1.85	1.80
Gals. " Standard	4.05	4.00
2's Egg, heavy syrup	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00
Raspberries—		
2's, red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals., red, standard	7.05	7.00
Gals., red, solid pack	9.80	9.75
2's, black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals., black, standard	7.05	7.00
Gals., black, solid pack	9.80	9.75
2's, rhubarb, preserved	1.80	1.75
3's rhubarb preserved	2.45	2.40
Gals., rhubarb, preserved ...	3.30	3.25
2's strawberries, heavy syrup	1.95	1.90
2's " preserved ...	2.20	2.15
Gals. " standards...	7.05	7.00
Gals. " solid pack.	9.80	9.75

VEGETABLES.

Beets—		
2's, sliced, br., "Simcoe"...		.95
2's, sliced, b.r., Simcoe		.95
2's, whole b.r., "Simcoe"...		.95
2's, whole, br. "Rosebud"...		1.15
3's, sliced, br., "Simcoe"		1.25
3's, whole, br., "Simcoe"		1.25
3's, whole, br., "Rosebud"...		1.40
2's, golden wax, midget, "Auto"	1.25	.....
Beans—		
2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget ...	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85
3's, ditto.	1.40	1.35
2's. Refugee, midget, 'Auto'	1.25	.....
2's, Crystal Wax	1.00	.95
2's, Red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's corn	.90	.85
Gals., corn-on-cob		4.50
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's cabbage	.95	.90
2's cauliflower	1.50	1.45
3's cauliflower	1.90	1.85
2's parsnips	1.00	.95
3's parsnips	1.10	1.05
Peas—		
1's No. 1 extra fine, sifted	1.12½	1.07½
2's No. 4 standards	.82½	.77½
2's No. 3 early June.....	.87½	.82½
2's No. 2 Sweet Wrinkle...	.97½	.92½
2's No. 1 extra fine, sifted	1.42½	1.37½
Gals., No. 4	3.77½	3.72½
3's pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's table spinach	1.30	1.25
3's table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's succotash	1.20	1.15
3's squash	1.15	1.10
Gals., squash	3.55	3.50
2's tomatoes	.90	.85
3's tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's turnips	1.00	.95

D. A. Gordon, M.P., president of the Wallaceburg Sugar Co., of Wallaceburg, was in Toronto on Tuesday on a business trip.

ONTARIO MARKETS.

POINTERS—

Sugar—Steady.
Teas—Quiet.
Dried Fruits—New dates and figs in.
Nuts—New filberts in.

Toronto, November 5, 1908.

The wholesale markets are appreciably brighter this week and there is generally a better feeling among the trade. There is no apparent reason for this at first sight. "No, I don't think it's either the elections nor the cold weather," said a leading wholesaler yesterday. "It's simply a returning to the amount of business that ought to be done. The retailers have been going cannily so long that their stocks in a good many lines have fallen low and they are simply forced to buy to keep going." Others attribute the better feeling to the cold weather and the fact that farmers are not able to plow and are now coming in to purchase Winter supplies. Whatever may be the season it is a fact that business is better than it has been for four or five weeks.

Collections, too, are pretty generally satisfactory. Local wholesalers have not a great deal on their books, as a result of the past year's conservative methods, and what is there is pretty good value, but money is coming in fairly freely.

The interesting features of the market this week are the new fruits—figs and dates, and the nuts, new filberts, which have just come in. Prices have continued steady in most lines, though cutting is being indulged in by one or two houses in particular lines.

SUGAR—Since the up and down movement of both raw and refined markets noted last week the situation has remained quite steady, there being no movement of any moment in earlier market. The situation at present seems to depend on weather conditions in connection with the European beet crop, and reports from correspondents in the beet growing districts report that even a few days of warm moist weather would seriously affect the crop. This would ultimately tend to firm up prices here. At present, however, there is nothing new in the situation and no probability of any immediate change.

Paris lumps, in 50-lb. boxes.	5 75
" in 100-lb "	5 65
Paris lumps, 5-lb. boxes	0 35
St. Lawrence granulated, barrels.....	4 70
St Lawrence Beaver	4 45
Standard granulated.....	4 70
Imperial	4 45
Acadia granulated, (bags and barrels).....	4 60
Phoenix.....	4 65
Bright coffee.....	4 60
No. 3 yellow.	4 50
No. 2 "	4 40
No. 1 "	4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Little interest is displayed in these goods and prices are unchanged.

Syrups—	
Medium.....	0 30 0 35
Bright	0 40 0 45
	Per case
2 lb. Tins, 2 doz. in case.....	2 40
5 " " " "	2 75
10 " " ½	2 65
20 " " ¼ " "	2 60½
Barrels	0 3½
Half Barrels	0 0½
Quarter "	0 3
Pails, 38½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons 6 to case.....	4 50
½ " 2 "	4 80
Quarts, 24 "	4 80
Pints, 24 "	2 50
Molasses—	
New Orleans, medium	0 30 0 35
" bbls.....	0 28 0 30
Barbadoes, extra fancy.....	0 45
Porto Rico.....	0 45 0 60
West Indian.....	0 30 0 35

TEA—The local market continues quiet with the better grades of Indian and Ceylon holding quite firm. The same condition prevails in reports of auctions in primary markets though a good deal of activity is manifest in these.

COFFEE—Business locally is brisk with no change in prices. The primary markets have been wobbling somewhat as a result of several indirect influences but are rather firmer this week.

DRIED FRUITS—There is rather a better feeling in these goods this week, the demand for the new fruits being fairly active. New dates from the Tabristan, recently arrived, came to local houses on Tuesday. These are fine stock and promise to be much in demand, though opening prices are a little above old stock. New figs are also in in some quantity and while there is quite a range in prices the standard is about the same as for last year's goods. Local prices on Valencia raisins have eased off a little lately though firmer reports come from Denia. Stocks of peels seem to be a little short in Toronto houses and inquiry is being made at other points. Apricots continue to pass out well in consequence of this year's low prices. Prunes are rather dull.

	Per lb.
Prunes—	
40-50's, 5-lb. boxes.....	0 09½
50-60's, "	0 8½
60-70's, " "	0 08½
60-70's, 50-lb. boxes.....	0 08½
90-0 , "	0 07
Apricots—	
Choice, 25-lb boxes	0 12
Fancy, " "	0 14
Candied and Drained Peels—	
Lemon..... 0 09½ 0 11 Citron	0 19 0 21
Orange 0 10½ 0 12	
Figs—	
Elemes, per lb.....	0 08 0 15
Tapnets, "	0 03½ 0 04
Bag Figs.....	0 03½ 0 04½
Currants—	
Fine Filiatras.... 0 06½ 0 07 Vostizzas.....	0 09 0 09½
Patras 0 08 0 08½	
Uncleaned, ½c less.	
Raisins—	
Sultana	0 09½ 0 13
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias new crop.....	0 05½ 0 06
Seeded, 1-lb packets, fancy.....	0 10
" 16 oz. packets, choice.....	0 9½
" 12 oz. "	0 08
Dates—	
Hallowees ..... 0 06½ 0 06½ Fards choicest....	0 08 0 08½
Sairs..... 0 04½ .... " choice.....	0 07½

SPICES—Business continues fair with no new features.

Peppers, black pure.....	0 16 0 20
" white pure	0 25 0 30
" whole, black.....	0 14
" whole, white.....	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 45 0 50
Cloves, whole.....	0 25 0 35
Cream of tartar.....	0 22 0 25
Allspice.....	0 19
" whole.....	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole.....	15 0 20
Cassia, whole.....	0 20 0 25

RICE AND TAPIOCA — A fair amount of these goods is going out though business is not very active. Supplies of Rangoon rice appear to be a little short just now. Prices remain unchanged.

	Per lb.
Rice, Rangoon, B.....	0 03½ 0 03¾
Rice, 56 bag lots, delivered.....	3 05
Rangoon.....	0 03½ 0 03¾
Patna.....	0 05½ 0 05¾
Japan.....	0 05½ 0 06½

Java	0 06	0 07
Sago	0 06½	0 06½
Seed tapioca	....	0 06
Tapioca, medium pearl	0 05	0 05½

BEANS—The market continues on about the same basis with no change in prices. Wholesalers are not doing much with these goods as yet.

Handpicked, per bush	1 00	2 10
Primes, per bush	1 85	2 00
Lima, per lb		0 07

EVAPORATED APPLES—Not a great deal of interest is displayed in these goods as yet by jobbers. The quality of goods coming in continues to be good.

Evaporated apples	0 07

MANUFACTURERS VISIT O. A. C.

150 Members of Association Spent Pleasant and Profitable Day in Guelph Last Saturday.

The visit of about 150 members of the Canadian Manufacturers' Association to the Ontario Agricultural College, Guelph, last Saturday, was an event in the history of both these institutions which will leave its effect beneficially, not only upon the commercial interests of the Province but also upon the college itself. That so large a number of the leading manufacturers of the country should leave their busy trade centres to inspect an institution with whose actual workings they would naturally be unfamiliar is creditable, but that they should wax enthusiastic over every feature demonstrated and explained to them by President Creelman and his associate professors augurs well for the college and its work. No class of the commercial community is so constantly obliged to study improvements, inventions and systems for betterment than the manufacturer, and it was readily seen that the objects and aims of the Ontario Agricultural College when so practically demonstrated as they were on this tour appealed to the visitors in a marked degree. To most of them the entire system of educating and improving the conditions of the Ontario agricultural community was a distinct revelation, and the work accomplished by the officials and the teaching staff could not be too highly praised.

The visitors spent about six hours in inspecting the laboratories, museums, library and stables, G. C. Creelman, president of the college, guiding them from building to building and explaining the purposes of same. He was assisted in their respective departments by Professors Dean, Galbraith and Zavitz, and though briefly made, the explanations of the work of these gentlemen proved that a wonderful improvement had been effected throughout the Province by the experiments undertaken and the influences brought to bear upon the work of the Canadian farmer through the young men and women taking the course prescribed. Prof. Dean's work is of particular value to the grocery trade in that it deals directly with two necessary articles of sale and consumption, cheese and butter. A vast improvement has been effected in the scientific production of these two staples, but although much had been accomplished it was the intention of the college, through careful study of all the conditions, from the proper housing, feeding, breeding and selection of the best dairy cattle to bring the reputation of Canadian cheese and butter up to the high standard of Irish, Danish and Australian makes.

The party also visited the horticultural building and spent some time in the biological building examining the collection of Canadian fruits and vegetables in wax.

C. A. Zavitz, in a brief lecture illustrated the principles of wheat blending and the making of flour experimentally was watched with a great deal of interest.

One of the interesting points in the tour was McDonald Hall, a ladies' college, where domestic science is taught. The visitors were greatly interested and pleased to see how the young ladies, farmers' daughters and those from city homes, were instructed in the methods of cooking, the art of sewing and care of the house. The splendid luncheon served in the large dining hall of this building was a delightful surprise and when President Creelman announced at the conclusion of the meal that the entire dinner had been prepared by the young ladies, the cheering and applause of the visitors expressed their enjoyment and must have pleased the students. Not only was the culinary treat their work, but they also generously waited upon their guests.

President Creelman took occasion in a short speech to lay before the members an outline of the plan and work of the college. It pleased him, and he thanked the members for their friendly trip and interest shown. It augured well to him, this interest, and he trusted that the hard-headed business men present would realize to the fullest extent what the college was doing, not only for the farmer and the dairyman, but also for the manufacturer and the consuming public.

R. Hobson, President of the C.M.A., made a brief speech, thanking Mr. Creelman, the professors and the young ladies for the magnificent treat that had been tendered to the members of the association. He doubted not, he said, that the lessons learned by him and his fellow members would bear good fruit in bringing to a better understanding on everyone's part the value of this institution to the Province and the Dominion.

DON'T LET OLD GOODS ACCUMULATE.

One of the greatest sources of loss in retail stores is the accumulation of old stock which through age has become unsalable, or at least has lost a portion of its value. If you look over your stock in October and find you have still on hand part of a lot of goods received in May, it is time to make extraordinary efforts to get rid of them. If necessary, make a job lot of such goods and offer them at a price that will move them. It is better to stand a partial loss than a total loss. This rule of keeping goods as short a time as possible will work to your advantage greatly in keeping your stock clean and fresh, and will insure the minimum of profit on a given amount of invested capital.

A great many sales are lost and a great deal of dead stock is carried by stores which are in the habit of having places behind or under the counters in which to place goods. These are probably never overhauled except at stock-taking times, and these drawers and hiding places are an excellent catch-basin for "stickers," which ought to be on the counters where they can be pushed more than ordinarily.

Do not have any place in your store where goods can be stuck away out of sight. If you have plenty of room it is better to have all the goods above the counters, on the shelving. Have no shelves below, so that there will be no opportunity to put things away out of sight. A great many stores, however, cannot do this, as they are crowded for room, and it is, therefore, necessary that a part of the goods should be kept below the counter board.

If this is necessary, see that every lot of goods not in easy access is looked over and examined and brought out to the light at least once a week. If the goods are kept out where they can be seen at all times they are very much more apt to sell than if hidden away. The salesmen are usually very careless about goods which are not easy to reach, and they very seldom take the pains to look into any of these old drawers or under the shelves to find the goods to sell.

If the consumers come in and call for some particular thing which salesmen know to be in such and such a place they usually go and get it, but if it is in some place where there is any doubt about finding it, they either say they haven't got it or they don't take the pains to look, or substitute something else, which possibly the customer does not want.

If you have goods that cannot be carried on the shelves, arrange bins on the counter, or on a centre table in the middle of the aisle, and place them there in full view of the customers. Do not let anything be hidden from sight.—Retail Grocers' Advocate.

CHANGES IN MEDLANDS, LTD.

The past few days have seen some changes in the business of Medlands, Ltd., who have operated a number of retail grocery stores in Toronto. The store at 744 Queen Street west was sold on Monday to Macaulay & Pond, of Toronto. R. Y. Medlands, who has been running this store, has withdrawn his stock from Medlands, Ltd., and will be henceforth associated with his brother, John, in the wholesale business on Front Street. T. J. Medlands, who has been conducting the store on King Street east, will continue as president and manager of the company.

CORRESPONDENCE

(Continued from page 41.)

OTTAWA.

November 3.—It seems to have become accepted as one of Nature's phenomena in the Capital that every market morning is a foggy morning, and Saturday proved no exception to the rule. There was a good attendance, however. Potatoes still cling to their old figure of 90c, while celery was, as usual, very plentiful at 25c to 40c a dozen. Cabbages were abundant at 70c to 75c a dozen. Butter was a shade cheaper, at least pail was, and did not go as a general thing above 26c per lb. Eggs, however, were still firm at 25c to 30c per dozen, even though the oratical rhapsodies of budding young political speakers no longer furnish a market.

Fire, which at one time looked very threatening, broke out at 3.30 Friday morning in the rear of the property on Sparks Street occupied by Kavanagh Bros., grocers. A shed was destroyed and fire got into the upper part of the building. An alarm was sent in, and immediately afterwards there was a second alarm, a fresh wind blowing and there being danger of adjoining structures catching. It was confined to the one, however, and the loss will be around $1,000. The grocery was not damaged, except by smoke.

Thomas Reynolds, of the Quaker Oats Company, Peterboro, is in the city calling on the trade.

An interesting fight will soon be launched between the Retail Grocers' Association of Ottawa, and the peddlers of this city. A. G. Johnston, secretary of the association, stated yesterday that the association was to engage a solicitor at once to take the case for that organization with the object of making the peddlers pay a higher fee to peddle in the streets of the city. He said that there were at least 250 peddlers who peddle fruit and vegetables through Ottawa. Most of these people live in the outskirts of the city, in Cyrville and other points, and in the majority of cases are persons who have no gardens, but buy from the farmers when they arrive on the market and by paying 15c fee for selling on the market are thus permitted to sell all afternoon throughout the city. In most cases they pay no taxes to the city, as they live outside, and got privileges of peddling in the city for the 15c market fee. He maintained that this was not fair to the grocers, who paid heavy taxes, and whose trade was being so seriously cut into by these peddlers. They came on the market at night to have a good place in the morning. The association is first going to move the health department to act. It is claimed that the rigs loaded with fruits are left over night often in most unsanitary places and then peddled out to the citizens. He also claimed that the fruit they bought was the leavings of that bought by the grocers and was not in a sanitary condition. These are the charges against the peddler which will be urged by the association's solicitor this fall and winter. The grocers will make the question of street peddlers an issue in the municipal elections, and the war between the grocer and the peddler will be watched with a great deal of interest by the citizens of this city. The grocers will begin their regular semi-monthly meetings very soon.

TORONTO.

November 4.—Clemes Bros., wholesale fruit dealers, Church and King Streets, introduced an innovation on Wednesday last, when they held their first fall and winter opening. This was something new in the line of wholesale fruit and demonstrated that the firm are not afraid to strike out on original lines. All the trade was invited and the warehouse was crowded. The decorations were elaborate, consisting of pine bows, maple leaves and Union Jacks, ferns and palms. Music was furnished and in the tea room light refreshments were served. The fall display of fruit was particularly attractive and some heavy purchases were made by local grocers. R. Barron, Yonge Street, was the first buyer, his name appearing on a couple of fancy lines of about 100 kegs of imported grapes.

SITUATION WANTED.

YOUNG MAN, with eight years' experience in general store, wishes situation at once. Best references. Box 220, THE CANADIAN GROCER, Toronto. (45)

WM. E. ELSWORTH, Pres. ESTABLISHED 1860 J. WATSON ELSWORTH, Sec. and Treas.

J. & J. W. ELSWORTH CO.

Our Red Cross Brand of Oysters, which we sell in quart and pint cans, are strictly Pure, Wholesome Sea Food.

We use the most up-to-date sanitary appliances for handling these oysters.

We defy competition upon quality. These cans are full quarts and pints, their measure being guaranteed.

One year's sales thirty-nine million oysters.

Quotations and information in general as to sizes, prices, etc., will be furnished upon application to our Main Office.

Boat No. 8, Foot Bloomfield Street

NEW YORK

TRADE MEMBERS IN PARLIAMENT

Some of the Successful Candidates at the Recent Elections—Grocers Not so Well Represented as They Might be.

While the grocery trade will not be very largely nor very directly represented in the House of Commons when the next session of Parliament meets

D. A. GORDON,
Re-elected Member for East Kent.

there will be a number of thoroughly representative men who may be depended on to look after the trade's interests.

One of these is D. A. Gordon, who was re-elected by a large majority for the Government in East Kent. Mr. Gordon is best known as the father of the Canadian beet sugar industry. In Southwestern Ontario he bears the added distinction of being the "uncrowned king of Wallaceburg." Mr. Gordon furthermore bore the distinction—according to A. H. Clarke, K.C.—of being the handsomest man in the last house. Certainly his imposing figure, handsome face and silvery hair mark him whereever he goes as a man among men. Though the term, silvery hair, suggests age. Mr. Gordon is still in his prime. Fifty years young, he has a long term of usefulness before him.

Mr. Gordon is a native of Wallaceburg, and has lived there all his life; yet in his time, as a business man and as a parliamentarian, he has traveled much. He began his business life in his home town as a stave manufacturer, in partnership with Jas. W. Steinhoff, Mr. Gordon being now president of the business, which is still carried on as the Wallaceburg Cooperage Company. In 1896 the Sydenham Glass Company was formed, Mr. Gordon being actively interested and for many years managing director. From this he branched out to the manufacture of sugar from home-grown beets, his study of the Michigan industry resulting in the formation of the Wallaceburg Sugar Company some eight years ago. Despite many difficulties, the industry is now several years past the experimental stage, the output of sugar is increasing, and sugar beets are one of the most reliable and important sources of revenue to farmers in the district. Mr. Gordon has given the industry careful study, paying visits to Germany and Austria where he investigated the most improved processes of handling the beet, as displayed in the countries where the industry practically saw its birth.

Mr. Gordon is also a leading shareholder in and general manager of the Chatham, Wallaceburg & Lake Erie Electric Railway, recently established. He is the founder of modern Wallaceburg. He always took a deep interest in

LLOYD HARRIS,
Elected Member for Brantford.

municipal affairs; served for several years on the town council, and was thrice mayor of the town, in 1899, 1900 and 1901. In 1900 he contested Bothwell for the House of Commons in the Liberal interests, but was defeated by James Clancy by a narrow majority. Four years later, when Bothwell became West Kent, Mr. Gordon was more successful, carrying the constituency by a majority of 372. This year his majority is over 500. Mr. Gordon's home town of Wallaceburg in the recent election gave him a majority of 332—a vote of over three to one in his favor. Politically, though a Liberal, Mr. Gordon is of the broad-minded type, and is more interested in promoting the country's welfare than in securing party advantage. A feature of his four years in Parliament was his strenuous efforts to secure better freight rates.

Another member of the trade, through his connection with the Canadian canning industry, who has shown his worth in the past and who well merited re-election is David Marshall, who successfully contested East Elgin in the Liberal interests.

For many years Mr. Marshall has been intimately connected with the canning business. He was the founder of the Aylmer brand of goods and was for some years president of the company. He was also a prime mover in the forming of the Canadian Canners, and for some years occupied the position of vice-president and general manager. He is still a director of the company.

During the past session he has been one of the most active members in the House, his energy being particularly noticeable in the attention he gave to the Meat and Canned Foods Act.

Lloyd Harris, who was elected Liberal in Brantford, is interested in the grocery trade through his position as president of the Brantford Starch Works. He is also connected with several other industrial concerns in the same city, and though young, has already shown his worth as a business man. He has taken an active interest in the work of the Canadian Manufacturers' Association, and has held the position of vice-president for Ontario, resigning to devote his energies to his political campaign. Mr. Harris enters Parliament under favorable circumstances and should make his mark among Canadian political leaders.

It is a regrettable fact that the grocery trade is not more widely represented, carrying on, as it does, perhaps the largest share of commerce of any department of trade, and being concerned in many important questions which come before our legislators, its representation seems markedly inade-

DAVID MARSHALL,
Re-elected Member for East Elgin.

quate. Members of the trade seem to prefer to devote their energies directly to business interests than to strive after what is regarded sometimes as higher honors.

WHAT TO DO IN NOVEMBER

Make Early Preparations for the Christmas Rush—Give Special Attention to Seasonable Goods—The Time for Account Collecting.

November—the first winter month—ushers in the real winter season, a season usually of brisk buying in lines that have been largely neglected during the summer months. For the grocer, then, the month should be a time of preparation for the winter's business.

First of all the store should present a considerably different appearance than it did under its summer dress. Get the will take off all the dust and fly-dirt and will brighten up the labels immensely. Oftentimes a sale is lost through this little matter of dust and fly-dirt over an otherwise attractive label. Of course, it is understood that the shelves are always kept in a clean and tidy condition. but a little extra attention to this matter just now will not come amiss. Clean up the place in the corner winter to get mixed up with the new pack goods.

Let Summer Breakfast Foods Go.

There's another line, too, that it will pay to make a few specials on during the next couple of weeks, and that's the ready-to-eat breakfast foods. Demand for these seems to sag pretty well at this time of the year, and though the cartons of pretty nearly all the good sellers make good decorations for the top shelf, they're rather likely to make a customer think of a cold breafast, something not too pleasant on these brisk mornings. These package goods are mostly pretty bulky and will hardly pay to keep till spring. Better get 'em cleaned out.

Interior R. Higgins & Son's Grocery, 802-804 Yonge Street, Toronto, one of the Largest and Handsomest Grocery Stores in Canada.

This store is well situated on the west side of Yonge Street, just above Bloor. Established 22 years ago, their business has, through honest dealing and courteous treatment of their customers, become one of the largest grocery establishments in Canada. With an efficient staff of seventeen clerks, a delivery service consisting of six wagons and a store stocked with the very finest groceries, provisions and flowers, R. Higgins & Son are in a position to cater to the needs of a large and ever-growing patronage.

They have made quite a specialty of teas, and carry a large and well-assorted stock of Red Rose tea in packages, and the prominent display they give this tea shows the confidence they have in it.

Their window displays of flowers, fruits, confectionery, groceries and meats show that they take full advantage of their fifty-foot frontage, as their displays attract the attention of large numbers of people daily. This store is a credit to R. Higgins & Son, and to the city.—From the Toronto Sunday World, Nov. 1, 1908.

mosquito netting, if it's there yet, down from off your shelves, and the bottles of raspberry vinegar and lime juice off the counter. By this time there is, or should be, a host of new and seasonable goods in stock, which will well repay display. But before getting out the new goods, get the store into good shape to display them. Take a damp cloth and go over your shelf goods when you have a few minutes to spare next week. It where a leaky can of something or other left its mark. It, too, is likely to spoil a few more labels.

Clear Out the Old Canned Goods.

What about that three or four cases of last year's tomatoes and plums down cellar? Now's the time to get rid of them and it would pretty nearly pay you to let them go about at cost, rather than have them hanging on through the

That provides room for some of the new canned goods you've just recently gotten in, and a few pyramids of these with their bright labels on the same top shelves will do a good deal toward brightening up the store.

By All Means Plan for Christmas.

Christmas is only about eight weeks off. That seems lots of time to get ready for the holiday rush, but is it?

One of the big mistakes grocers make at this time of the year is in taking things easy and trusting to things to work out all right a week or so before Christmas. If you stop to think a moment you'll agree that a lot of the work that is done expensively and hurriedly and that causes a great deal of worry during that busy two or three weeks can be planned now with advantage. Take the spare moments now to plan your holiday window dressing and store display and to write some of the ads. you'll be using a few weeks later. Make arrangements now to get the extra help you'll need during Christmas week and you'll likely get the clerk you want before your opposition across the corner sees him.

Get People to Buy Early.

There's a mistake somewhat along the same line the people make. They don't do their Christmas buying soon enough. And the grocer can do a good deal to help this condition by tactful suggestion. Why, for instance, shouldn't Mrs. Brown make her Christmas cake and plum pudding next week instead of six or seven weeks later? They'd both be improved if she did. Again, there's mincemeat to be made and other things which need groceries.

Keep the new goods before the people, and don't forget to tell them about them. If you get a housewife interested in the fine quality of those new Valencias it will, as like as not, start her thinking about that Christmas cake.

A window display of the new raisins and currants and possibly the new prunes and apricots, would be a help. Don't shove a case of each in the window and expect it to do the work, but plan a dainty display, say a pound or so of each on china plates, that will appear appetizing. Some price tickets added will be of good service.

Then, again, there's your special Christmas goods to think about, such as a special supply of confectionery, Christmas crackers, stockings, etc. The travelers will, of course, look after you pretty well in these, but it's well to have planned beforehand what you want.

Above All, Collect Accounts.

If there's one other thing that ought to be done by the grocer in November, and particularly this year, it's to get busy gathering in his accounts. Now is the time, if there ever is any better than the other to push this. Money is at least fairly plentiful just now, and it's far enough away from Christmas so that people haven't started to hang on to it, as they will a little later, for the holiday customs. Time spent in account-collecting during the next few weeks cannot well be better spent.

THE GROCER AND DRUGS.

Retail Merchants Shou'd be Careful Regarding the Goods They Handle.

The Grocer some time ago received a query from a country merchant asking if it was lawful for him to sell quinine, and also enquiring what drugs and medicines he could dispose of without conflicting with the Pharmacy Act. The Grocer pointed out that only a qualified chemist could sell quinine and quoted section 26 of the Pharmacy Act as fully answering the second question.

Writing again the merchant replies: "Many thanks for your answer but your reply is not full enough. The general run of storekeepers carry in stock the following articles: Spirits sweet nitre, blue vitriol, copperas, salt petre, insect powder, carbonate of ammonia for baking, hellebore, Paris green. Will you please let me know if these come under the Pharmacy Act? I am asking for my own protection, as I certainly do not want to carry any of them for my customers' convenience if I am contravening the law. There has been several merchants in the county of Kent caught like myself, I am sure The Grocer would open the eyes of many country merchants to the risks they were running. During the whole of my business experience I was never told by the wholesalers that I had no right to sell quinines."

G. E. Gibbard, President of the Ontario College of Pharmacy, when seen by The Grocer said that the present act distinctly provided that only Paris Green and London Purple (an arsenical insecticide) could be sold by the general merchant, out of all the list named in the foregoing inquiry. He believed that carbonnate of ammonia for baking would be regarded as a chemical and not as a drug and could, therefore, be disposed of.

Mr. Gibbard further said that the Pharmacy Act was strictly enforced. When asked about the active campaign waged by the inspector in Kent and adjoining counties it was learned that such prosecution was taken without instructions or advice from the officers or by the solicitor of the Ontario College of Pharmacy. Some rural storekeepers seem to be rather hostile to the inspector and some little feeling has been aroused.

Mr. Gibbard intimated that the retailer is not wholly to blame in the matter. Samples of opium, laudanum, etc., are sent out by means of travelers of the wholesale druggists. These samples are neatly done up and the rural storekeeper is badgered into buying. Thus, wholesale druggists are parties of the act and Mr. Gibbard intimated that they were being notified that if they persisted in a practice which was inducing general merchants to violate the act, the law would have to take its course with respect to these houses.

"It is not the purpose of the Ontario College of Pharmacy to prosecute anybody but to see that the provisions of the act are lived up to as nearly as possible," remarked Mr. Gibbard in conclusion, "Our inspector gives fair warning and has not been instructed to make widespread prosecutions. I think it will be found he is fair. Certain conditions and provisions must be adhered to and as I intimated, it is not the province of the society to harrass or obsess rural merchants, but to see that the clauses of the act are observed."

BAN ON UNITED STATES SAUSAGE

Cereals and Water Used as Adulterants —Canadian Manufacturers Say Nothing of the Kind Here.

A despatch from Lansing, Mich., says, "Judge Weist, of the Ingham Circuit Court, in a decision last week refused to grant the injunction asked by Armour & Co. to restrain the State Food Department from interfering with the sale of their sausage in Michigan. The state held that cereals and water used in sausage were an adulteration, which contention the company denied, claiming it was necessary to use them to perfect the product. The Court says that sausage means meat and that cereals and water are adulterations added with an evident intent to cheat, and that if sold as pure food product the act perpetrates a fraud, violates the law and would soon drive honest dealers out of the market."

Representative Canadian packers, when seen regarding this, said that conditions which applied to sausage making across the border did not prevail in Canada. In the United States there was a great foreign population to cater to, and in the manufacture of goods for these, barley, onions, garlic and other like ingredients entered. In Canada it was not necessary to cater to this foreign element. In pork sausages, for instance, nothing was used but the ham trimmings and a little seasoning. The best of meat entered into their manufacture.

A leading packer added that, even if cereals were used, he was at a loss to understand why the Michigan court should uphold them as adulterants. Cereals were a food, and could only be looked upon as adulterants if a literal interpretation of the word sausage was "all meat." "However," concluded the speaker, "conditions are vastly different in Chicago from Toronto, with respect to the making of sausage. Very few cereals, if any, are used by the Canadian trade."

Another despatch from Buenos Ayres, Argentina, says: "In spite of the denials of Chicago packers some papers insist that the American traders are endeavoring to control the Argentine meat market. They assert that one concern already has been purchased and that the purchase of others is imminent."

SPRATTS BREAK RECORD.

Spratts Patent, Ltd., Canadian branch, report particularly good business in Dog Cake, orders being received from centres everywhere between the Atlantic and the Pacific. The month of October beats the record for quantity delivered from store and wharf. They also report good sales of Spratt's bulk and package bird seed. Repeat orders are coming in from bird men and traders generally. This is the first year of Spratt's bird seed in this country, and the outlook is very encouraging. Spratt's Dog Cake and Bird Seed can be procured from most of the leading wholesale and retail grocers, druggists and seed men in Canada. A full line of Spratt's supplies is kept in stock at the Canadian branch, 13 St. Therese St., off St. Gabriel St., Montreal.

COCOA COMBINE ON THE TAPIS

Organization of Growers Planned to Control Output and Prices in Primary Markets—Local Dealers Do Not Think Movement Will Materialize.

The latest combine is in cocoa and the scene is in Brazil. A trust is being formed of the producers of cocoa in the several countries in which the bean is grown.

United States Consul-General George E. Anderson, of Rio de Janiero sheds some interesting information on the scheme in a recent report. He describes the plans and purpose of the movement and says "the low price of cocoa which has ruled for some time past, especially during the past year, has led to a desire on the part of the representatives of Portugal and the countries in the northern portion of South America that something be done to protect the industry, and action has been taken in Ecuador, San Thome, San Domingo and Trinidad to organize national associations, organizations in each case to control the price of the product in the markets of the world.

"A representative of the movement has recently arrived in Brazil to organize a similar association among the largest producers of cocoa, and the indications are that unless something quite unforeseen takes place the organization will soon be effected. The success of the world movement of course depends upon Brazil, the largest producer. The only apparent reason why it may not succeed in Brazil is in the fact that many of the cocoa producers are not financially able to carry their crops as may be demanded by the new organization, while the absence of satisfactory banking facilities with most of them renders it difficult to help them.

Low Price a Moving Factor.

"The chief occasion for the proposed organization seems to be in the somewhat extraordinary fluctuations in the price of cocoa in the past few years, the present great depreciation offering unusual occasion for complaint."

A statement issued by projectors of the plan says.

"Taking advantage of this situation a group of powerful speculators in Hamburg, which controls numerous and active agents in Bahia, commenced a series of sales at prices more and more reduced, which succeeded in lowering prices in spite of the vigorous resistance met in Lisbon from producrs of San Thome and Principe. As is generally known, these producers have been organized for a number of years with the most beneficial results."

Continuing the statement, the projectors of the Brazilian organization claim that the present situation can be expected unless producers unite to prevent the manipulation of the crop by those who are organized against them. It claims that its proposed organization is not for the purpose of speculation, but for the purpose of resisting the speculators. The statement continues:

"Without an organization of all the producers of cocoa, not only of Brazil, but of all producing countries, never will the produce be fairly quoted or the price be a living one. There is no occasion for so notable a lowering of price of an article of such world-wide consumption when the consumption is being constantly increased, and each day witnesses the enlargement of its use as a result of a spontaneous propaganda."

The Organizers' Claim.

In their statement the organizers of the trust claim that the low price has not been due either to a lack of demand, or to any possible overproduction It is claimed that the production at present is not large enough to meet the demand, and that by reason of the peculiar demands of the crop in soil and climate the crops of the future will likely be much less than the demand for them. The statement also calls the attention of the Brazilian cocoa producers to the need of combating the adulteration of chocolate. The statement continues: "There is indispensable, then: (1) The organization of an agricultural credit system, freeing the producers from the subjection in which they now exist; (2) the organization of an association of defense, including the principal middlemen and producers of Bahia; (3) an agreement between this association and the analogous association of Portugal, which is now ready to enter into such an agreement."

As Viewed in Toronto.

Local houses do not apprehend that there will be any combine. Some eighteen months ago there was a corner on the market by buyers contracting for all the product of the trees. The crop was a heavy one and the price was boosted from 12 to 28 cents, the highest figure ever known. The result was that wholesalers refused to stock up, and then the financial depression in the United States coming on, found those, who have tried to corner the market, with big stocks on hand and unable to unload. Owing to the stringency and the fact that the demand dropped very low, no cocoa house made any money last year.

As a result of the attempted hold-up a reaction set in and the prices for Trinidad cocoa are now the lowest that they have ever been—thirteen cents—while the best Ceylon brands are not more than 18 cents. Toronto dealers have no fear that the effort of producers to form a protective combine will succeed, especially after the experience of certain capitalists in the late squeese.

SOME FAVORABLE COMMENTS.

"The Coming of Age number of the Canadian Grocer was received by the local trade with many encomiums. Past special numbers have been good, but the consensus of opinion is that this was certainly the best ever. Local subscribers, and they comprise the best and biggest men in the local grocery ranks, are delighted with the number and join in congratulating The Grocer, alike on material and make up. "The best on record—and there have been some pretty good ones," is the general comment. — Chatham Correspondent.

Say, wasn't the Fall number of The Grocer a valuable volume? It is really worth the year's subscription. What better way for a manufacturer to tell thousands of retailers of some special broom, or tea, or something else. Considering this fact, it is money well spent. Hundreds of wholesalers and manufacturers make the mistake of their lives in not having a permanent space. I am a retailer and if I want a line of goods or samples the first thing I think of is to write the man with the permanent ad. In fact there are hundreds of wholesalers practically unknown outside of their own city. It's a big mistake.—Kingston Correspondent.

LONDON CORRESPONDENCE.

Nov. 3.—A. E. Silverwood, local manager for Flavelles, Ltd., states there will be plenty of Thanksgiving turkeys, and they will sell at fair prices. The quantity of turkeys that will be ready for the market by Thanksgiving will be only a small percentage of the crop that is in the country, but still it is thought there will be plenty in the country to meet the demand. Last Thanksgiving prices started high, and then declined rapidly. Mr. Silverwood thinks they will start lower than they did last year, but will remain steady, or have perhaps only a very slight rise. There is a good average crop of turkeys in the country, although many of them are not as far advanced at present as they sometimes are, owing to the very dry weather. "I expect," says Mr. Silverwood, "to see turkeys selling retail at from about 12 to 13 cents per pound on Thanksgiving, perhaps 14 cents for very choice birds. The prevailing prices for the farmers at country places where they are bought in large lots will be 9 cents a pound alive and 11 cents a pound dressed."

EFFECTIVE WINDOW DRESSING

A Peanut Butter Window Which Shows Good Principles of Display and is Educative in Character.

The engraving shown herewith is illustrative of something comparatively new in lines of groceries and will therefore be of general interest. It is a display of peanut butter in various forms, showing the process of manufacture. The five large jars shown in the foreground contain: first, Spanish peanuts, known to everyone; second, Spanish peanuts, shelled; third, husks and kernels; fourth, roasted peanuts; fifth, Imperial peanut butter. In the background are a number of stands showing peanut butter in the various sizes, and throughout the entire display were scattered cards containing excerpts from reports on the highly nutritious value of nut foods.

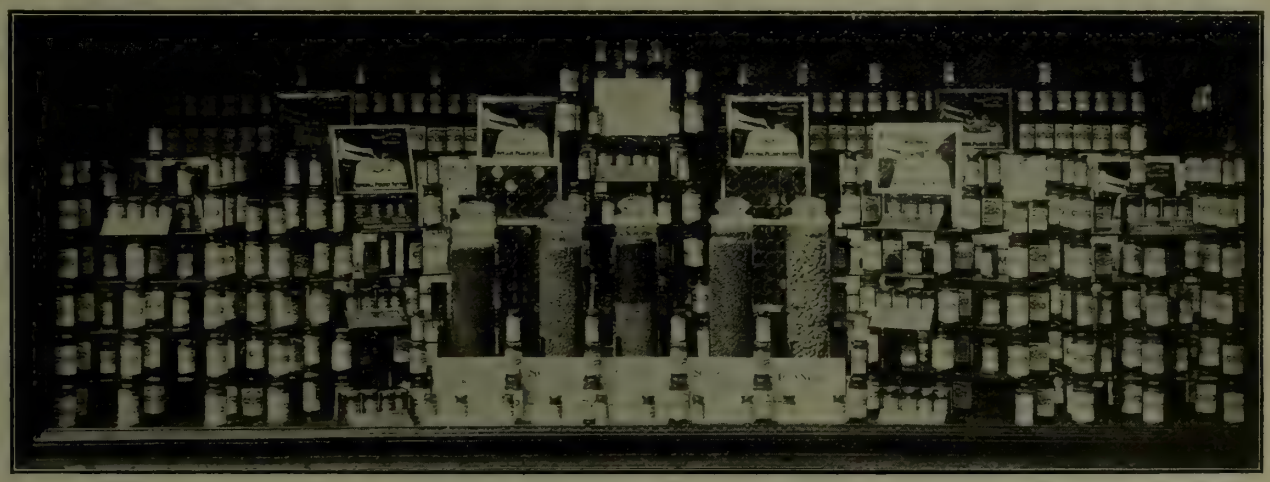
HINTS ON DISPLAY.

The grocer who really appreciates the pulling power of his windows, may divide his displays into classes, concentrating for a few days upon one line, then switching to another, offering high grade goods for inspection and telling about them by pictures and placards in a way which appeals to the intelligence of his customers, giving them information they did not have before and at the same time exciting their interest and a desire to learn more.

Such a system, put into effect and continued, will accomplish in the end two purposes—viz., it will be a powerful incentive to attract the interest of the customers to stimulate their natural desire for information, and thus draw and hold trade, and it will likewise be a powerful aid in establishing the reputation of the grocer as a man of intelligence and information in that in which he deals. Once let the people of any neighborhood acquire confidence in the ability, information, integrity and intelligence of their grocer and he may bid good day to hard times, for then he can sell anything he chooses, so long as its quality meets the proper standards.

Let the grocer take, for instance, tea and coffee, on neither of which subjects the public has much accurate information. Let him give up a window for three or four days to an exposition of the different teas, both package and bulk he has in stock, telling about their quality, where grown, how prepared, packed and shipped, all briefly, of course, as brevity is necessary when giving information by means of placards. Usually the grocer will be able to secure some good pictures illustrating the process of picking and preparing tea leaves for the market. Such pictures will draw the attention of the passers-by; they will read the posters, and when next they want tea the chances are that at least a considerable percentage of the people who examine the window will have an impulse to go to that store to buy it. Probably a certain proportion will come in at once and make purchases.

One of the things all people seek is information which will lead them to an intelligent discrimination between the good and the bad. If the grocer is in a position to give this information in an unobstrusive way, he strengthens his hold upon his customers. Of course, it is not Mrs. Smith, to whom the grocer is talking who needs any information, but it is some other lady, name not mentioned, who perhaps was recently married and is new to the ways of housekeeping. If a certain amount of interesting information is put in the window, customers may air some knowledge they may have and accept for their own what they learned from inspecting the window. At any rate, it will put the customer in a good humor with herself and with the grocer.



A WINDOW DISPLAY OF PEANUT BUTTER.

A HANDY APPLIANCE FOR GROCERS.

The McGregor Paper Bag-Holder, an advertisement of which appears on another page of this issue, is meeting with a good deal of favor among grocers, confectioners and others who have been using it. The holder is convenient and saves considerable time over old methods. An inquiry from the manufacturer at 175 Borden St., Toronto, will bring further information.

FLOWER AND VEGETABLE GROWERS WILL MEET.

The annual convention of the Ontario Horticultural Association, which is the central organization of the horticultural societies in the Province of Ontario, will be held at the City Hall, Toronto, on Tuesday and Wednesday, Nov. 10 and 11, commencing at 2 p.m. A very interesting program has been arranged bearing on all phases of horticultural work, and a large attendance is expected. On Thursday, Nov. 12, the Ontario Vegetable Growers' Association will hold its annual convention in the City Hall, the first session starting at 9 a.m. Both these conventions are being held during the week of the Ontario Horticultural Exhibition.

A BULLETIN ON BEET SUGAR.

The Bureau of Census and Statistics is at present preparing a bulletin giving full information as to the statistics of the beet sugar industry in Canada. Since the rearrangement of the tariff last session allowing the importation of foreign beet sugar the factories engaged in refining beet sugar are placed on a more paying basis. The new bulletin will be the first Government statement on the conditions and prospects for the industry in Canada, and it is understood will give encouragement to the establishment of sugar beet factories in other parts of the Dominion.

"Men Who Sell Things"

The Sales Manager and His Work—The Impression Made by the Sales Force a Mighty Factor—How to Get an Interest in the Business.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

That is natural, but don't lose sight of him; at the same time do not follow or watch all his moves for fear of losing a customer or a sale now and then. If you allow your competition to get on your nerves, the shrewdest of buyers and the most seductive of prices will fail to look attractive to you.

Let the Buyer Alone.

Let the buyers take care of themselves. Your business is not buying, but selling.

Establish an individuality and a good reputation, and live up to them and not upon them, and success is likely to abide with you.

If you are going to get rattled or flustered at some sensational move of a competitor, he will play upon your weak spot, and you will be apt to find yourself spending your energy at random.

Drive the nail home, and get a reputation for doing so, and every one will come to know by the appearance of the work that you did it, because your individuality is stamped upon it. Between taps, of course, you might glance from the corner of your eye at your competitor's strokes; but make up your mind first, last, and all the time that you are not selling your competitor's goods, that the goods of your house are good goods, and that you can sell them.

And you will sell them.

Time and thought taken in complaining of competition is useless expenditure of energy. It lessens your capacity for the accomplishment of things for which you were employed.

The worst competition is that of the nefficient man of poor ability.

If you are a good salesman, you will understand your advantages over such men, and profit by them through a proper relationship to the buyers of the house that puts its signature at the bottom of your monthly salary cheque.

CHAPTER XXI.

The Sales Manager.

The saying that a man must work out his own salvation as a salesman is good as far as it goes, but it does not go far. That is only part of the programme.

The best salesmen any house can have are the salesmen it builds for itself. The old saying, "Salesmen are born, and not made," is the veriest kind of tommyrot in this day of science and progress.

Naturally, the root of salesmanship must be in the man himself, but the knowledge of how to develop that root into a plant that blossoms and brings forth fruit is where the work of the sales manager comes in.

One good salesman trained and developed in this way is worth a dozen floaters — the here-to-day-and-gone-to-morrow class.

When a salesman gets ready to hear, he is going to be profited by the sales manager.

You can take the best seed in the world and scatter it about and leave it alone, but there will be no crop; but when you plough the soil, put in the seed, and harrow it, in due time comes the harvest.

An Agricultural Parallel.

So you can take the best seed from the granaries of salesmanship and scatter it about on the ground of men's intellect, and you need not expect any return from it; but if you take the ploughshare of ripened judgment and prepare the ground and harrow it over with faith, patience, and encouragement, then the seed falls down into good ground and springs up and bears fruit in the salesmen, some. fifty, some sixty, and some one hundred fold, to the success of that house.

It is just as necessary that you prepare your mind to hear as it is to prepare your ground for the seed. This is the seed of salesmanship falling upon your mind, and if there is no preparation for the seed there will be no harvest. Get ready to hear..

The poorest sales manager on earth talks enough salesmanship to his men every month to make them all top-notchers, when there is a willingness to hear on the part of the salesmen.

The greatest boon to the sales interests of any house is a game sales manager, one who is never afraid of the truth and who knows how to use it in dealing with men; and the greatest drawback is the time-serving sales manager, who is afraid of hurting some one's feelings if he does his duty.

Now, it takes two things to make an efficient sales department—a good sales manager and a good hearer; and when you get a good sales manager and a good hearer together, then you are going to have a first-class sales force.

Well, if a sales manager, backed by the very experience that you must encounter in order to become successful, must also think and plan continually in order to get ready to prepare the ground for the seed, what must you do to get ready to hear?

Be not a forgetful hearer, but a doer of the work.

Getting Ready to Hear.

If you want to be successful in your work, get ready to hear.

How will you get ready to hear?

By thinking and planning and willingness. Just precisely as the sales manager gets ready to help you, you ought to get ready to hear.

The standards of two salesmen may differ. Not because one is more capable than the other, but because one has a willingness and a desire to do big things and the other has not. The man of large conceptions once worked in narrow channels, but when he saw a wider view of what his work might be he embraced the opportunity to become a bigger man. It is just about as easy to think of a twenty-storey building as it is of a one-storey building, when you turn your mind to contemplating it.

Make it your business to know what is the best that might be in salesmanship for you, and stretch your mind to conceive it, and then devise some way to attain it. Keep in close touch with the head of your sales department, but let him advise you. A willingness on your part to seek and make every possible use of his counsel and experience will aid you materially in your purpose.

An evil habit may be fostered in a sales organization as in an individual—the habit of indifference, of shirking, of mischief-making, the clique habit, and a thousand ills of a negative kind, not the least of which is the habit of finding fault with superiors.

Sometimes the trouble may have started with one wrong-headed man or one restless malcontent, and have spread and fastened upon the business until the evil is perpetuated and infects every newcomer.

The sales manager must not only watch for the development of any wrong tendency and check it in its incipiency, but must labor directly to inculcate right tendencies, high ideals, cheerfulness, and loyalty.

Every outward expression of a business is a reflection of something within, and any sales force must get right within itself before it can hope to be right and work in harmony with the other branches of the business and with the outside world.

The Impression of the Sales Force.

Business houses employing many salesmen may tremble to think of the good or bad impressions being continually multiplied and sent out from their sales departments. Proprietors may be totally unacquainted with that intangible but potent thing, the spirit of their sales force. They are not likely to see it as it impresses outsiders; or they may realize that it is wrong, and feel helpless to change it.

The necessity for a specific organization of sales departments in large institutions, giving the sole direction to a managing head, is responsible for the creation of the position of sales manager.

Primarily, the position of the sales manager is to stimulate enthusiatic devotion of all to the common cause. That is the thing which spells success. The contagious enthusiasm of a real leader of salesmen culminates when it is communicated to all the members of the

sales force. It has then produced an army of doers.

The power to persuade others is, perhaps, the greatest faculty in salesmanship, just as the power to inspire others is the greatest faculty in successful leadership, and is the one thing to which the sales manager devotes his undivided attention in the management of his men.

No man should be at the head of a sales department who does not have this gift of leadership—the ability to inspire loyalty. The habit of loyalty must be established. Those who are not receptive, or incapable of it, must be weeded out.

The salesman who considers no one but himself, who is continually saying, "Where do I come in?" has a negative influence on any sales aggregation, and should be let out. When a salesman cannot be made to realize this, he had better quit and give both himself and his house a square deal. He does an injustice to himself, his managers, and his house when he continues in a position of lacking confidence in the institution and the men at the head of it.

Every salesman has an influence either for good or bad. If he cannot have a good influence he has no right to have a bad one.

CHAPTER XXII.

Getting an Interest in the Business.

Keep your eye on the finish.

Every man who sells things should be working for a purpose.

What is the desire of your heart and soul as a salesman? What is it that binds you down to years of tireless effort?

It is to succeed in the end. Am I not right?

You hope ultimately to secure an interest in the business. Your dominant aspiration is to have a partnership in the business which you have helped to build. It is not so?

The only way that that hope can ever be realized is by the principles of right salesmanship. There is no room in the stockholders' meeting or at the directors' board for negative salesmen.

By that I do not mean to say that all right salesmen eventually become employers. Good men, aye, first-class men, are to be found in every institution, who, for various reasons, do not seem to bend their energies in the direction of a partnership in the business; but for those who desire in the end to have a voice in the management through personal investment it can be obtained in no other way than through inherent quality of character in salesmanship.

Profit and prestige lie in positive and highly developed qualities of salesmanship, not in negative ones.

Successful men are men of quality.

Without equivocation I might say that salesmen lie closer to the hearts of proprietors than any other class of employes.

A Glance Behind the Scenes.

When at last you are invited to a place entitling you to share in the profits, what a mighty revelation the whole field of salesmanship becomes! A glance behind the scenes is sufficient to change your views completely. Getting an interest in the business—that is what opens the eyes of a salesman at last to many things that were difficult for him to understand when serving as a private in the ranks.

The head salesman in the house of wh ch I was a senior partner was a man of exceptional ability in many things, but he was generally to be found on the defensive where the policy of the house was a matter of question between the management and the sales force. Finally, opportunity was presented him to take a moneyed interest in the business. His certificates of stock had scarcely been transferred and duly recorded when he wanted to start reform measures on the other salesmen.

There is a certain code of ethics in every establishment governing salesmanship from the viewpoint of the house, and quite a different code from the viewpoint of the salesman.

Having worked my way from stock-boy to salesman, from salesman to buyer, from buyer to sales manager, and from sales manager to employer, I am prepared to say, without qualifying the statement, that the average employer's conception of true salesmanship is the correct form for any salesman to aspire to; and getting an interest in the business will confirm it beyond the shadow of a doubt.

Salesmen Become Proprietors.

Almost without exception, the histories of great business establishments reveal the truth of the assertion that the executive heads—the proprietors—were once salesmen. You have only to look to the past of the men at the head of the house whose goods you are selling to verify this statement.

Take cases like the Field establishment in Chicago, the greatest business house in the world. Marshall Field was himself a salesman; and that is also true of many of his partners and most of the army of the Field managers.

Find, if you can, one of the great manufactories or mercantile establishments, either wholesale or retail in any line, the world over—concerns that have emblazoned their names and trade marks around the circuit of the globe—and find one, if you can, that was not established and promoted to greatness by men who has once upon a time in their business careers sold things. What is true of Marshall Field is true of other merchants and manufacturers, great or small, in every line of trade.

When a salesman has ground out his task for a certain number of days, months, and years, he begins to ask himself where he is going, what he is doing, and—why he is doing it.

Young salesmen begin with enthusiasm, and gradually they settle down into the daily grind, relieved and rewarded now and then, if the results of their efforts justify such acknowledgment.

To the salesman who does not admit to himself that his daily work is a grind, who enters the race and sets his face resolutely toward the finish, never looking back, belong the rich prizes.

The Plodders' System.

The other class, men who have no set purpose in life at all, plod along bravely enough and without any real idea of giving up, and likewise without any real idea of where the journey of business life will lead them. Without the aid of business chart or compass, stopping along the way at times, they ask themselves if the game of salesmanship is worth while, and if they would not have done better to have entered some other field. To each the task that he is doing seems irksome and void of results. That is because his interest is not in his work.

Some one has said that the greatest hell one can suffer on earth is to lose interest in life.

Losing interest in business, looking back from the plough, means, first, decay, then stagnation, and finally retrogression—the beginning of the end.

Worth while or not isn't the question. We cannot run away from our allotted task in life whether we think it is worth while or not. The only men who have tried it successfully are professional hoboes; and salesmen who have endeavored to improve their condition and relieve their minds on the subject by constantly changing about in a vain attempt to locate the star of business success eventually become salesmen hoboes.

Look at the Bright Side.

The best thing for us all to do is to look at the bright side of things where we are.

There are two ways to contemplate our work. It is neither bright nor black but as the eyes of the onlooker make it so.

Men who sell things are divided into two classes—those who regard their work with rebellious eyes that do not understand, and those who view their work with a mind that rises above conditions and makes the best of them.

When Lincoln freed the negroes from slavery, a great army was necessary. Every man of that army, of course, wanted and hoped to be an officer; every man would have liked to do the work that Lincoln was doing.

No man should be blamed for having high aspirations, for wanting to be more important; but any man should be despised for refusing to do the humble work of which he is capable, because he has not been made commander-in-chief.

The Highest Salesman.

The highest salesman is he who does the lowliest thing well.

We know that, important as Lincoln was, the thousands of brave men who followed his generals in the field of battle were, as a body, infinitely more important. They could have done great things, finding other leaders, perhaps, without Lincoln. Lincoln could have done nothing without them.

The fight that Lincoln and his followers began against the Secessionists a little more than forty years ago is the same fight that the men who sell things must continuously wage against negative qualities in salesmanship, personal weaknesses, competition, and whatever set-backs may be encountered.

In the great panorama of the business world a few names stand out. We see and admire individuals, great business leaders; but the power that controls the entire field of business activity, and has brought business up to where one feature alone, freight by rail, measured in ton-miles, has increased three hundred and fifty per cent. in twenty years, exceeding by far the most optimistic railroad president's dreams—that power is the army of Men Who Sell Things.

In salesmanship it is essential that all grades of men be associated among the beginners. Time only can be depended upon in the necessary weeding process

which shall determine the successful among the many. It is the beginner who is the most susceptible to the influence of bad advice.

Let the young salesman who finds himself among the small worries of his environment stop and take stock of himself and his position. If in the beginning he could feel that he was choosing wisely the field of salesmanship, surely he cannot so stultify his first judgment as to weigh it against the influence of another beginner who may have had less experience, and who he knows has far less judgment than himself. Yet this is the one thing which all his nature may prompt him to do.

The Young Salesman's Weakness.

One of the especial weaknesses of the young salesman lies in expecting too much of his house. He must recover himself and get back his sense of proportion which shall guide him sanely in his expectations. Then, having it, he can do no better than to be guided by this new judgment, keeping his own counsel.

There is no surer measure of a salesman's resources and strength than his ability to move and judge for himself.

If the young salesman will begin this course, merely, he must find it redounding to his every interest in business.

I have little more to say. If I have appeared to be harsh in my treatment of the subject, the apparent harshness has emanated wholly from a desire to paint a faithful and true picture of both the negative and positive phases of our great profession as I have come to know them.

A thorn in the flesh hurts; pulling it out hurts still more; but leaving it in to fester and poison hurts most of all. The pain is severe when the foreign substance is being removed, but that is the only way that health and life can be insured. The thorn out, the wound quickly heals.

Taking the Telling End.

The whole problem of negative salesmanship looks to me like the manner in which the farmer killed a neighbor's dog. The farmer was walking down the roadway, whistling a merry tune. A pitchfork was carelessly slung over his shoulder. As he was passing a neighbor's house, a big and vicious dog, with ears back and teeth showing, jumped out and showed fight. The farmer took down his fork and rammed it through the dog, killing him on the spot.

The neighbor, coming from a field close by and seeing his dog dead, exclaimed, "Oh, you have killed my dog! Why didn't you take the other end of the fork to him?"

The farmer calmly replied, "If your dog had come at me with the other end, I would." And he went on his way.

Hundreds of men who are selling things now will some day doubtless be employing salesmen themselves. You can see it by studying their faces, their actions, the quiet, determined, resolute manner of the one who is sure that one day he will have an interest in the business in which he is now employed, or be in business for himself, and make a success of it.

Business is a great battlefield, and therefore, roughly speaking, several million men who sell things, surging backward and forward over its surface, fighting for success. Each has a separate little battle of his own.

One side of the business battlefield is black, while one side is bright. May the readers of this book try to look always upon the bright side, patient in their hard work, without losing ambition. And may many of them change their present position in the ranks for a higher and more responsible one in the officers' quarters that will give them a chance to do more and better work.

Work is all there is in a man.

THE END.

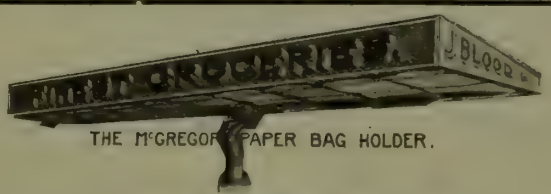
SUCCESSFUL SELLING.

Really successful salesmanship is only possible when the salesman is assisted by persistent publicity. Publicity is the force behind the man which helps in promoting business for the salesman to go out and close. The best kind of publicity for the salesman's purpose is that which is centered exclusively on the salesman's possible customers. For obtaining this kind of publicity there is nothing equal to a trade newspaper which has the whole confidence of thousands of readers. Such a paper is justly regarded by its readers as an authority upon trade matters and is relied upon accordingly. Naturally, advertising appearing in such a paper carries the weight of the paper's reputation with it.

CO-OPERATIVE ASSOCIATION COMPLETING ORGANIZATION.

The Dominion Co-operative Association, with headquarters at Toronto, have held several meetings during the last few days, at which the charter of the organization was presented and the prospectus of the company, which has just been printed, approved. After the reading of the company contracts, the citizens' organization, consisting of about one hundred gentlemen, was formed. Since then several public gatherings have been held in various parts of the city with encouraging results. A Ladies' Co-Operative Guild has been organized numbering some sixty ladies. This guild is meeting every Wednesday. H. Macdonald, secretary, says that the purpose of the association is to organize a co-operative company on purely English lines and in affiliation with the International Co-Operative Alliance, of which His Excellency Earl Grey is the president, and to open a central store in Toronto and branches to serve each district in the city and suburbs. Subsequently branches will be established in every locality of the Dominion. When the distribution side is fully taken up and met the association will then consider and advance the organization of the production. The promoters met last week and allotted the stock already subscribed and this week the directors meet again to discuss the management of the company and the date for commencing business. The initial authorized capital is one million dollars, divided into two hundred thousand shares of the par value of five dollars per share, all of which is to be fully paid on allotment or in such instalments as the directors may require. There is no personal liability in connection with the stock. The prospectus of the company was issued this week and a large number of copies have been distributed.

The milk dealers have formed an association in Guelph for the purpose of better carrying on the delivery of this commodity and to eventually have Government inspection. They have rented a store on Quebec Street and intend to make this their headquarters. The idea of raising the price is not supposed at present to be a factor in the case.



THE McGREGOR PAPER BAG HOLDER.

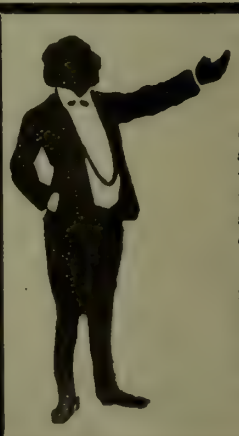
HAVE YOU ONE OF THE

McGREGOR PATENT

PAPER BAG HOLDERS

IF NOT—WHY NOT.

175 Borden St., - Toronto



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kin of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

Laying Foundations in Dairy Industry

What One Man, M. Moyer, Now Treasurer of the Ontario Board of the Retail Merchants' Association, Has Done to Bring the Butter and Egg Business of Canada to a Paying Basis—A Story of Early Struggle and Achievement.

Established the first creamery in Canada in 1876.

Laid the foundation of the Farmers' Institute by addressing public meetings in school houses.

Began the agitation for high-class butter and broke up the old system of the same price for all kinds.

Established the fact that creamery butter would bring more per pound than any other make.

Introduced the deep setting system of securing cream, thus replacing the old style of separating the cream from milk placed in shallow pans.

Inaugurated the agitation for refrigerator cans and cold storage on ocean boats to facilitate the shipment of butter and eggs to England.

Started the first butter and egg business in Toronto in 1887, dealing in superior articles and securing the trade of the best people.

Invented the one-pound model, which is now so generally used and has been in service for twenty years without a single improvement.

Was instrumental in having eggs shipped to Toronto by the farmers regularly every week, instead of being sent every month or just when it suited the convenience of the men and women in the country.

Won during eighteen years in the retail business the reputation of carrying the best butter and eggs in Toronto.

What One Man Has Done.

The foregoing are some of the outstanding reforms fostered by M. Moyer, Toronto, who is a prominent member of the Retail Merchants' Association of Canada. The recital of what he has accomplished reads more like fiction than actual facts.

In blazing the path for improved quality and standard in butter he had many difficulties to contend with, much criticism to suffer and strenuous work, work which taxed the man to the utmost and was not adequately appreciated.

The Canadian people certainly owe a debt of gratitude to Mr. Moyer, who has spent the greater part of his life in the interest of a great public cause, at no small personal sacrifice.

Strenuous Early Days.

Mr. Moyer was born in Waterloo County, and is a descendant of the first Pennsylvania German settlers. His early days were spent on the farm and at school during the winter. At the age of eighteen he secured a third-class certificate and was a most successful school teacher for six years.

In 1874 he began business in the village of Breslaw, near Berlin, in a good farming section. At that time nearly all store goods were paid for in butter and eggs. The facilities, which the farmers used for making butter were wretched, and the product itself was in the same condition. One price was invariably paid for butter, no matter whether it was good, bad or indifferent.

Awakening to the Situation.

"On one occasion," remarked Mr. Moyer to The Canadian Grocer, "I had several hundred tubs of butter in the cellar and was asked by a friend in Toronto to send him a good tub for table use. I could not, because I had not one that I could conscientiously recommend. From that moment I made up my mind that something must be done. I declared that here is an article which should bring in a great revenue, but, for lack of better facilities and want of system, the country was losing millions of dollars annually.

The First Beginning.

"I started out on missionary work by calling meetings in schoolhouses and addressing the farmers on this very important industry. In one winter I had

M. MOYER,
Of Toronto, Who Has Done Much to Develop the Canadian Dairying Industry.

forty-eight meetings with very good results which formed the nucleus of the Farmers' Institutes, which have done much good and are popular to-day. Not being able to make much headway by theory alone, I had to make a practical demonstration by building and starting the first creamery in Canada, and, as far as I then knew, in the world.

"In this work I received very little sympathy, not even from the farmers, who were more or less affected with a sort of selfish pride that this was admitting they did not understand their own business. The women, who were led to believe by the storekeepers who wanted their trade, that their butter was first class, were particularly indignant about my attack on the butter-making by the farmers of our country.

"During my first year's experience," continued Mr. Moyer, "in meeting all kinds of unforeseen difficulties, I came out with a loss of about $3,000, but sold the butter I made for 10c a pound more than I received for my store butter. Even with this loss I demonstrated the fact that well-made butter would bring the price, and this difference would mean millions to the country.

New Separating System.

"I now had to cut down expenses and instead of bringing all the milk to the creamery I came to the conclusion that the cream only should be brought. To do this the entire system of separating the cream had to be changed. The only way they separated then was by allowing it to stand in shallow pans or crocks. By this process it was impossible to get clean cream, free from taint. I then introduced the deep-setting system, which entirely displaced the pans and was universally adopted, and increased the yield of cream from each cow to the extent of at least $5 a year. With an average of about 25,000 cows in each county this in itself was a marvelous gain to the farmer. With this improved system it was possible to get the cream in good shape and the cost of the creamery was reduced to a paying basis. As our cities were then not so large they were supplied with butter from their immediate neighborhoods, and our creamery butter was all shipped to England.

Laying Foundations for Export Business.

"Here again I met with a serious difficulty. We had no refrigerator cars, nor any provision on the boats to protect our butter from heat, and, in consequence, suffered repeated losses. The matter was brought to the attention of the proper authorities but it took nearly 20 years for that necessity to be supplied."

The life struggle of Mr. Moyer furnishes many other stirring incidents. Speaking of the development along another line he said: "To obviate the necessity of butter being dug out of tubs I invented the 1 lb. model, which is ever since almost universally used, and which was so complete and convenient, that it has now been in use for twenty years without a single improvement."

Possessed of a public spirit and progressive ideals, Mr. Moyer has always taken great interest in the Retail Merchants' Association. On several occasions he has, with a few other members, represented that body at large conventions in the United States and also at various wholesale gatherings in leading Canadian cities. He is at present the treasurer of the Ontario Provincial Board of the Association.

You Run Big Risks With Preservatives

You will have yourself to blame if the food authorities come along some day and condemn your stock of artificially preserved foods. The warning against them has been ample.

HEINZ
57 VARIETIES
Pure Food Products

contain no drugs or chemical preservatives of any kind. The guarantee of absolute purity on every package of Heinz goods protects you as well as the consumer.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

Pittsburg New York Chicago London

FRESH SAUSAGE

Colder weather will be with us next week. Keep your provision counter well supplied with Finest Pork Sausage made from Government inspected pigs—take no other.

F. W. Fearman Co.
LIMITED

Hamilton, Ont.

The reputation of

Rowat's Pickles and Olives

is one based on Quality, Purity, Cleanliness of pack, Uniformity and generally bright packing.

Canadian Grocers

find them the most ready and profitable sellers of any line of imported or domestic pickles.

Are you getting your customers interested? Your jobber can sell them.

ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal
HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet
VANCOUVER—Jarvis & Co.

Butter Eggs Cheese Poultry
(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO.
LIMITED

70-72 Front Street East
Toronto - Ont.

Dairy Produce and Provisions

See Also Provisions, Cereals and Fruit, Vegetable and Fish Departments on Pages following.

CHEESE AND BUTTER BULLETIN

Montreal, Nov. 5, 1908.

The butter situation presents a fairly good outlook now, for the last month of the season. The long drought has been effectually broken by copious rains, and the pastures are presenting a fairly good appearance for this time of the year. It looks now as though the season would be a better one than last year, if the weather conditions remain normal. The chief item of interest during the week has been the active demand which has come from the other side of the ocean. This is about the season for Australian and New Zealand butter to arrive in London, but so far arrivals have been so small that they cannot be relied upon, consequently inquiries have been coming in this direction from London, and other British points. The arrivals of Siberian and Irish butter are becoming less every day in the English market. All of these conditions have had a tendency to advance the market. The prospects are regarded as good by British houses for trade between Canada and England for some time to come. In addition to this there has been shipments to points in the west to fill immediate requirements. Some time ago there was a prophecy made that butter would be high during the winter, but subsequent events seemed to indicate that such would not be the case, however, the shortage in England and shortage here together with the slowness of the Australian and New Zealand arrivals point to a higher market on this side of the Atlantic. It might be stated here, that these remarks apply only to the high grade lines, as there seems to be a sufficient quantity of low-grade butter on the English market.

Advices from Australia and New Zealand state that there will be a good yield in those countries if nothing abnormal occurs. So far, however, the yield has not been up to expectations, but this is said to be the fault of the English buyers rather than the Antipodean producers, because it is alleged the Englishmen have anticipated the market too early in the season. In looking over the figures of imports into England it is shown, that they are in excess of previous years. It must be remembered, however, that this is the case owing to the increased influx into England this year of visitors, who have been drawn there by the exceptional attractions which London has been offering tourists this year. Reports state that fancy prices have been paid for the Australian stock which is on its way to London. By some, the prices are regarded as a bit venturesome, but this can only be determined on later on.

The country boards are stronger all around, which, taken in conjunction with the increased inquiry from the Old Country, has imparted a strong tone locally to the market. Receipts for the season up to the date, Oct. 31, are 370,763 packages, against 364,778 packages for the corresponding period last year. From these figures it will be seen that the yield is 5,985 packages ahead of the total receipts for the same period of last year. If the present favorable conditions continue it is thought this lead will be substantially increased.

Total shipments up-to-date since May 1 are 92,656 packages, as against 66,766 packages for the corresponding period of last year. It will be seen that the exports also are in advance of last year's figures. Prices rule 26c to 26½c for finest creamery in round lots, and 27c to 27½c in a jobbing way.

The cheese market has suddenly recovered itself and last week's dullness and apathy has changed to firmness and interest in the market. The prospects of a considerable shortage are good as compared with last year's record. The time which is now left of the season is so short that it would be impossible even under the best of conditions to overtake last year's record.

The following are expressions of opinions from various points in England. Reports from Liverpool state: "There is little change to report. Holders are very firm and confident, and while the demand is quiet yet the disposition is to hold for former quotations, but Cheshire cheese being slightly lower the market is a shade in buyers' favor, but holders are not pressing sales as supplies are limited. Quotations are: Finest cheese, 60s 6d, to 61s; good value about 1s less."

From Manchester comes word that: "Cheshire cheese ruled decidedly slow, buyers showing very little inclination to buy at all forward. What business there was ran on fancy qualities, and these changed hands at last week's prices. Canadians slow, and to induce trade holders offered at 1s less than last week, with only moderate results. Quotations: Choicest Cheshire, 65s, 67s 6d; fine, 60s, 62s 6d; common, 52s 6d, 57s 6d. Canadian finest, 61s 6d, 62s; fine, 60s, 60s 6d."

Reports from Bristol say: "Cables from Canada this week showed a disposition to accept slightly easier rates, but the response from this side did not indicate any very great eagerness on the part of importers to avail themselves of the opportunity, owing to the extreme dullness of demand on this side. Today, however, the tone is firmer, and there is a little more disposition to operate. On spot values have held their own—fine white fetching 60s, 60s 6d, and finest 61s, 62s."

From Newcastle-on-Tyne reports say that: "Poor demand has taken place for Canadians. Holders have given way 1s to effect sales, prices generally having been from 62s to 63s."

Receipts of cheese up to Oct. 31 since May 1 have been 1,764,735 boxes, against 1,932,771 boxes for the same period last year. These figures show a deficit of 168.036 boxes to be made up before the close of the season.

The total exports since May 1 up to the present time have been 1,644,325 boxes, against 1,877,814 boxes for the same period of last year. Here again it is shown there has been a falling off. Locally the prices range from 12½c to 12⅝c for Westerns, and 12c to 12¼c for Easterns.

THE PROVISION SITUATION

Toronto, Nov. 5, 1908.

"Good business at home, and little going forward," is the report made generally by Canadian packers this week. The good demand in Canada at this season is the only thing that redeems the situation, and if it were not for this the packers would be rather hard hit.

The British market stands this week at 55 to 56 shillings. It is being kept well supplied with Danish and Irish bacon, so that there is little call for the Canadian product. The English packers, too, seem to be rather active this season and thus, though not a large factor, helps to swell the supply and to keep the market down.

The British demand, also, is rather materially lighter this season than usual. Thousands of factory operatives and laborers in different parts of the empire are and have been out of employment, and are said to be living on rather cheaper food than pork products. This is having an appreciable effect on the situation.

A report from P. B. McNamara, Canadian trade commissioner in Manchester, in the current weekly report of the Department, confirms the summary that has been made from time to time in these columns.

"It is, perhaps, to be regretted," the commissioner says, "that the Canadian pork packers had not more of their products to place upon the English market during the months of August and September, as the selling price ruled high. The trade, however, on this side understand that the diminished shipments are due to the high prices of hogs, which has rendered the trade so unprofitable. At the moment of writing, values have subsided, and plentiful supplies of Danish, Irish and English bacon are sufficient to meet all buyers' requirements. The reduced shipments of bacon from the States are making very little difference to the price, and it is fortunate that they are not more, otherwise there would have been an inevitable slump. It is confidently expected that the supply of hogs, both in Ireland and England will be very large, and prices are very reasonable. This must have an effect on the future, and though naturally the months of October and November are not plentiful months for American and Canadian bacon, there is a strong indication of lower prices ahead."

The packers continue to report favorably regarding business in Canada. Demand continues exceedingly good, and with the approach of the close of navi-

gation the call for supplies for lumber and construction camps is quite active.

The run of hogs the past week has been fairly good, though the especially large deliveries usually made about this time has not materialized. Prices are on the same basis as last week, viz., $5.75 f.o.b., and $7.10 fed and watered.

The New York Journal of Commerce in its weekly review of the United States markets, says :

"In spite of the promises of the early part of last week there is no apparent let-up in the number of hogs being rushed to market. They are still far below the normal as to weight and condition, and efforts to better the situation seem to be revolving around a circle. Farmers say they cannot afford to feed corn at the present prices of corn and of hogs, wh le packers decline to pay higher prices until the hogs are corn-fed. The better grades of hog products are therefore becoming less plentiful, while lard is running short to a serious degree. Nevertheless some of the provision traders who claim to have been very correct in their market views are now advising caution on the buying side. The advance, they say, has been radical from the low point and it is not generally regarded as the right season to embark on a bull campaign. Packers, it is said, are suspected of releasing a little product quietly from time to time, and with the dull tone of the cash trade, the heavy hog run, and the large long interests thought to exist, it is predicted that a sharp reaction is due. How nearly correct this view may be remains to be demonstrated, but the speculative market has shown a number of ups and downs during the week that indicate its extreme sensitiveness."

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS
128 Adelaide Street E., Toronto

We Want Butter !

Dairy Tubs, Creamery Solids

We will buy f.o.b. your station, in large or small quantities.

Write or phone us with best quotations.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.
39 Bonsecours Market, - Montreal

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.

USE OVAL WOODEN BUTTER DISHES

THOMAS BROS., St. Thomas, Ont.

PROVISION MARKETS

MONTREAL.

PROVISIONS—The tendency has been during the week for easier prices, but changes have not actually been recorded, although such is imminent in the near future. The arrivals of hogs have been better for some days and stocks of pure lard are more full.

Heavy Canada short cut mess pork, in tiero s..	36 50	37 0
" " " " bb's ..	25 00	25 50
Selected heavy Canada short cut clear boneless pork	25 00	25 50
Heavy Canada shc't cut clear po k	23 50	24 00
Very heavy clear pork	25 50	26 00
Plate beef, 100-lb bbls		08 00
" 200 "		15 50
" 300 "		23 00
Pure Lard—		
Tierces, 375 lbs		0 13½
Boxes, 50 lbs., grained		0 13½
Tubs, 50 lbs., "		0 13½
Pails, wood, 20 lbs., parchment lined		0 13½
Tin pails, 20 lbs., gross		0 13½
Cases, tins, 10 lbs. each		0 13½
" " 5 "		0 13½
" " 3 "		0 14
Compound Lard—		
Tierces, 375 lbs		0 08½
Parchment lined boxes, 50 lbs		0 08½
Tubs, 50 lbs		0 08½
Wood pails, 20 lbs net		0 09
Tin pails, in cases	0 09	0 09½

CHEESE—The tone of the cheese market is stronger and the local demand is good.

Cheese, Easterns	0 12	0 12½
" Westerns	0 12½	0 12⅝

BUTTER—The local butter market is stronger, in sympathy with higher prices being paid in the country, and increasing inquiries from the Old Country.

Fresh Creamery, solids, lb	0 27	0 28
" " prints, lb	0 27	0 27½
Dairy, tubs, lb	0 20	0 22½

EGGS—There is a steady demand for small lots of eggs and business generally in this line is very good. Prices are slightly easier this week.

New laids	0 27	0 28
Selected cold storage	0 24½	0 25
No 1 Candled	0 20	0 21
No. 2 Eggs	0 17½	0 18

HONEY—The honey market is steady with a strong undertone.

White clover comb honey	0 13	0 14
Buckwheat	0 07	0 07½
Buckwheat, extracted	0 10	0 12
Clover, strained, bulk, 30 lb. tins	0 09	0 10

TORONTO.

PROVISIONS—The market is slightly easier, supplies of a number of lines in which there is good demand becoming materially larger recently. In consequence there has been a decline of from a half to a cent on long clears, smoked and rolls. Lard remains at about the same figure. The approach of the close of navigation is making rather brisk demand for several lines used widely in the northern districts.

Long clear bacon, per lb	0 12
Smoked breakfast bacon, per lb	0 14
Roll bacon, per lb	0 11
Light hams, per lb	0 14½
Medium hams, per lb	0 14½
Large hams, per lb	0 13½
Shoulder hams, per lb	0 10
Backs, plain, per lb	0 16½
" pea meal	0 17½
Heavy mess pork, per bbl	20 00
Short cut, per bbl	24 50
Lard, tierces, per lb	0 12½
" tubs "	0 13
" pails "	0 13½
" compounds, per lb	0 8½
Dressed hogs	8 50 9 00

BUTTER—There is little change in the situation this week, and prices are on the same basis as a week ago. Reports from country points indicate that some of the creameries, which up to this time have been making cheese, have discontinued and will now turn their attention to butter. This may ease the situation a little.

	Per lb.	
Creamery prints	0 26	0 28
Creamery solids	0 25	0 27
Farmers' separator b itter	0 25	0 26
Dairy prints, choice	0 22	0 24
" " ordinary	0 19	0 21
" tubs, choice	0 23	0 23

CHEESE—The market is a little dull this week with little change evident. Twins are a quarter-cent easier, otherwise prices are the same.

Cheese, large, prime	0 13	0 13½
" twins,	0 13½	0 13½

EGGS—New laid are decidedly scarce this week and grocers are having considerable difficulty in getting any supplies. What are in are selling at from 27c to 29c. Fresh stock is going at 23c, and selects at 25c to 26c.

HONEY—Demand seems to be a little more brisk, but prices are unchanged.

60-lb. tins	0 09	0 10
Smaller sizes	0 10½	0 12
Comb, doz	1 50	2 50

POULTRY—Supplies at the end of the week came in very freely and this promises to be repeated all this week. Dealers say there will be abundance of poultry for the Thanksgiving demand, though turkeys will not be very much in evidence. Geese are coming in very freely with a good supply of hens and chickens. Prices are a shade easier than at the same time last week, this being accounted for by the larger supplies.

Spring chickens, per lb, live	0 08	0 09
Hens, per lb., live	0 06	0 07
Young ducks, per lb	0 08	0 09
Turkeys, per lb		0 12
Geese, dressed	0 08	0 09

RETAIL MERCHANTS' ASSOCIATION NOTES.

James Eadie, Eastern Organizer of the Retail Merchants' Association, held a most successful meeting in Belleville last week. The Belleville branch is in a flourishing condition and all the members are taking a great interest in its welfare.

E. M. Trowern, Secretary of the Retail Merchants' Association, on Thursday night of last week addressed a most successful meeting of the members of the Peterborough branch. The gathering was held around the festive board, the business men meeting at six o'clock for luncheon, after which there were addresses by the leading members. Mr. Trowern spoke on the local work of the organization. It is understood that the Peterborough branch will appoint a permanent secretary for the district who will devote his whole time to the work. The Association is making great progress in the Midland district, and the branch in Peterborough is a live one.

The firm of Gendron, Denault & Co., grain and provision merchants, of Sherbrooke, Que., have changed their style to the Denault Grain & Provision Co.

GILLETT'S PERFUMED LYE

CAUTION.

Put a strong glass on the label and examine it closely every time. Always look for the name **"Gillett's."**

Like all good articles, which are extensively advertised, **Gillett's Lye** is frequently and very closely imitated. In some instances the imitators have actually copied directions and other printed matter from our label word for word. Be wise, and refuse to purchase imitation articles for they are never satisfactory.

Insist On Getting Gillett's Lye

and decline to accept anything that looks to be an imitation or that is represented to be "just as good" or "better," or "the same thing." In our experience of over fifty years in business we have never known of an imitation article that has been a success, for imitators are not reliable people. At the best the "just as good" kinds are only trashy imitations, so decline them with thanks every time.

E.W. GILLETT COMPANY LIMITED

WINNIPEG. TORONTO, ONT. MONTREAL.

SELLING IS MADE EASY

when the customer wants a particular article and asks for it by **name.**

A grocer never loses a customer by selling him **what he asks for.**

The fact is he never asks for anything in which he has not confidence.

That is why **CLARK'S MEATS** are business builders.

They are **asked for** so often that the grocer **knows** he can recommend them with confidence.

All lines are being advertised fully.

WM. CLARK

Manufacturer

MONTREAL

TRURO BRAND QUALITY

Pre-eminent For Quality

The claim that the Truro Brand Milks are the most uniform and reliable, has a solid basis of fact.

HIGHEST FOOD VALUE

See Government Bulletin, No. 44, Page 11. January 3, 1908. Confidence in the goods handled, is half the battle in making sales.

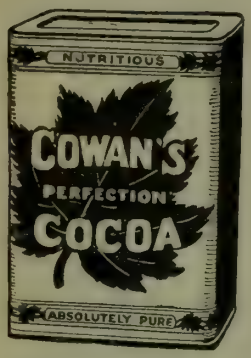
The TRURO CONDENSED MILK COMPANY Limited,

TRURO, N.S.

Trade is brisk—steady—profitable—has grown out of the absolute purity and uniformly delicious flavor of

Cowan's

Cocoa and Chocolate



—made known by liberal advertising.

And the trade is growing still.

Stock up and profit from it.

The Cowan Co., Ltd.

TORONTO.

A Leading British line well-known and largely advertised

DR. TIBBLES' Vi-Cocoa

THE WORLD RENOWNED FOOD BEVERAGE

The Public Say:

"THERE IS MERIT IN IT."

The Trade Say:

"THERE IS MONEY IN IT."

AGENT FOR MONTREAL:
J. WALTER SNOWDON
413 St. Paul Street
Montreal

ONTARIO AGENTS:
GREEN & CO.
25 Front St. E., Toronto

Write Our Agents for Prices, Etc.

W. H. ESCOTT, 141 Bannatyne Avenue East, WINNIPEG

SAMPLE CASES NOW READY FOR DELIVERY

CANADA:
No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S:
No better Chocolate

There is something in a name after all—
This is particularly so when that name is

MOTT'S

The CHOCOLATE bearing this name under the brands

"Diamond" and "Elite"

is a profitable and ready seller with every grocer—
They are for sale by all jobbers.

John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal
R. S. McIndoe, Toronto
Jos. E. Huxley, Winnipeg
Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa
R. G. Bedlington, Calgary

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered Gelatine

NELSON'S
Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice Lozenges

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

THE FLOUR AND CEREAL MARKETS

The Situation Remains Generally Steady With Prices Unchanged in All Lines—Outlook for Higher Flour During the Winter.

The flour and cereal markets generally show little change from the situation noted a week ago.

Business in flour continues exceedingly good and millers everywhere are being kept busy looking after local orders. Local business is so good, indeed, that export demand is being rather neglected. Pr ces continue firm and in the face of the present market tone there is a feeling in some quarters that flour may advance within the next month or so.

Cereal manufacturers report business rather more active than for three or four weeks past. Some attribute this to the colder weather, others to the fact that retailers' stocks have gotten low and they are forced to buy. Some attention is being paid to the export of rolled oats and oatmeal.

MONTREAL.

FLOUR—There has been some inquiry from England during the last week, but no sales of any magnitude have taken place. The demand in the country is becoming somewhat better. Stocks on the spot are low and stocks held in the country are also at a low ebb.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 00
Glenora		5 50
Manitoba spring wheat patents		6 00
" strong bakers		5 50
Five Roses		6 00
Harvest Queen		5 50

ROLLED OATS—The price of rolled oats has been fully maintained at the recent decline and the market is steady at this figure. The demand in the city is fairly good and the country demand is picking up. Prices are the same as last quoted all round.

Fine oatmeal, bags		3 05
Standard oatmeal, bags		3 05
Granulated " "		3 05
Golddust cornmeal, 98-lb bags	2 25	2 50
White cornmeal	2 00	2 05
Rolled oats bags		2 40
" bbls		5 5.

FEED—The feed market is only fair. Supplies arriving from the small millers are not large in volume. Demand at country points is fairly good. There has been no change to record during the week in prices.

Ontario bran	21 50	22 00
Ontario shorts		25 00
Manitoba shorts		25 00
" bran		00 21
Mouillie, milled	25 00	27 00
" straight grained	30 00	31 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—The market continues firm this week with no changes to record. Local business continues exceedingly good, so much so, in fact, that millers are paying little attention to export trade. There is an outlook in the market for higher flour before the winter is over.

Manitoba Wheat.

90 per cent. patents		5 40
85 " "		5 10
Strong bakers		4 90

Winter Wheat.

Straight roller	4 10	4 30
Patents		4 50
Blended		4 70

CEREALS—Local business is rather brighter than it has been for the past two or three weeks, the brisk weather of the last two or three days accounting for this. Some rolled oats and oatmeal are being exported. Prices continue unchanged.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 85
Oatmeal, standard and granulated, in bags 98 lbs	2 95

EDUCATING GROCERS IN ENGLAND

Institute of Certified Retailers Formed to Protect Members of Trade.

In England it is contended that too many retail grocers are incompetent and, therefore, unable to conduct the business as it should be. A plan has been started to make grocers by education and to issue certificates the same to be recognized as credentials of competency. There has been formed what is known as the Institute of Certified Grocers, at the head of which is Sir Wm. Anson, Bart., M.P. The idea of the institute is to link up permanently those young men in the grocery trade who have gone through a course of technical instruction and gained certificates and diplomas awarded by a national committee, thus bringing into existence a class of trained assistants able to point to recognized credentials of their qualifications as grocers.

The committee who have been promoting this movement for the last two and a half years have resolved themselves into the council of the institute pro tem., and included thereon are representative educationalists. There are three grades of membership.

The poll will begin with the names of the 175 young men who have already gained certificates, those being classed as associates, while those who are successful in gaining the diplomas to be awarded in connection with the national examination held at the Grocers' Exhibition will become members of the institute.

It is also proposed, it is understood, to create fellows of the institute from among those gentlemen who are actively associated with the movement. The first public meeting under the auspices of the institute will be held in January next.

GUILD CASE RESUMED NEXT TUESDAY.

The case against the Dominion Wholesale Grocers' Guild, the sitting on which was adjourned on Friday, Oct. 23, will be resumed next Tuesday, Nov. 10, before Chief Justice Falconbridge in the City Hall, Toronto, at 11 o'clock.

They Don't Get Soggy

That's the beauty of

Mooney's Perfection Cream Sodas

They are always so fresh and crisp. They do delight the dainty housewife. And they are very extensively advertised too! If you are not handling them, you'd better send us an order for a trial shipment.

The Mooney Biscuit & Candy Company,
LIMITED

STRATFORD, - CANADA

COX'S INSTANT POWDERED GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs. COX who themselves both MANUFACTURE and PACK their brand under scientific supervision.

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd
Gorgie Mills
EDINBURGH.

"Favorite" Brand Cocoa and Chocolate

IN ½-LB. TINS AND IN BULK

FREE SAMPLES, with prices, to all grocers and confectioners who apply

Especially attractive prices on our line of 7-lb packages of Cocoa for grocers who feature bargains. This is a popular line with confectioners, also. No need to measure. 12 packages to a case.

DOMINION COCOA AND CHOCOLATE CO.

16 Place Royale - - - - - - - - - - - MONTREAL

PERFECTION

is attainable only after years of experimenting. We have succeeded in producing a line of cocoanut which all admit as the leader.

WHITE MOSS

The Canadian Cocoanut Co., = Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.

Agents:
GREEN & CO.,
25 Front St. E. Toronto
W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

Smalls
Freight is no more on full strength
MAPLE SYRUP
containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.
Canada Maple Exchange, Limited, Montreal
TRADE MARK.
Smalls

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT

Manufacturer

Sales Agent: L. FONTANEL, 187 Commissioners St., Montreal

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal
Agents.

A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00

EASY TERMS.

Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

Ridgeway's Collecting Agency

11 St. Sacrament Street, Montreal

Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

CHANGES IN THE CANADIAN TRADE

Brief Items Advising of New Stores, Sales, Assignments and Dissolutions of Partnerships Among the Grocers in All Parts of Canada.

Ontario.

B. Alcorn, general storekeeper, Fraserville, is dead.

W. P. Soules has opened a grocery store in Barrie.

L. Revell, grocer, Hamilton, has sold out to E. Henderson.

M. E. Bick, general merchant, Wilberforce, has assigned.

John Kelday, grocer, Hamilton, has sold out to Heddle & Son.

H. T. Anning, Kincardine, has opened a new grocery in that town.

Beattie Bros., grocers, of Seaforth, have sold out to T. S. Blues.

J. D. Hannan, general store, Shipka, has assigned to C. B. Armstrong.

The stock of Jas. D. Hannan, general merchant, Shipka, is being sold by auction.

Daniel McCart, grocer, of Sarnia, has disposed of his business to W. J. McIntyre.

The grocery of Kavanagh Bros., Ottawa, was slightly damaged by fire last week.

A meeting of the creditors of Lungis & Jackman, general store, Chapleau, was held this week.

The evaporator of the Erie Evaporating Company, at Dunnville, was destroyed by fire last week.

The stock of Chas. L. Manery, grocer and dry goods dealer, Leamington, was sold by auction last week.

The rumor that the McCormick Manufacturing Co. would remove their biscuit factory from London is vigorously denied.

E. D. McRoberts, general merchant, London, has been succeeded by W. E. Murdy, who has sold his grocery store to E. D. McRoberts.

George Knott, of Clarksburg, has gone to Collingwood, where he has entered into partnership in the grocery business with G. W. Cummings.

A wholesale grocery warehouse is to be established in Arnprior. The James Turner Co., of Hamilton, Ont., have secured premises. Robt. Kennedy will be in charge of the business.

Fire visited the evaporator building of the Whitby Fruit and Vinegar Company last week, doing damage to the extent of $2 000. A large quantity of apples was lost. The lower story and basement were saved.

Quebec and Maritime Provinces.

Audet & Tremblay, general merchants, Black Lake, have assigned.

The assets of Monette & Berthiaume, grocers, Hull, have been sold.

The assets of P. Bilodeau, general merchant, Quebec, were sold on November 5.

E. St. Germain & Co., grocers, Montreal, have assigned and the assets have been sold.

Charles N. Goodspeed, grocer at Sandyville, N.B. has decided to run a strictly cash business.

O. M. Melanson & Co., of Shediac, have just completed a fine new lobster factory at Leger Brook, in the parish of Botsford.

Western Canada.

D. Foreman, grocer, of Collingwood, B.C., has sold out.

The assets of the general store of the late R. C. Hamilton, Tisdale, are advertised for sale by auction.

A. D. Cardno, general storekeeper, Thornhill, has removed to Darlingford.

The firm of G. F. & J. Galt have had to move their Prince Albert warehouse owing to the entrance of a railway. A two-storey addition has been erected to the old structure. A railway spur adds to the convenience of the warehouse.

Gus Hill, general merchant, Ladysmith, B.C., has assigned.

J. K. Cummings, grocer, Vancouver, has sold out to W. S. Pollock.

Healey & Jackson, grocers, Vancouver, have been succeeded by Dent & Jackson.

C. F. Daykin, Armstrong, B.C., is contemplating disposing of his general store business.

New Companies.

A charter has been granted to the Davies Brewery Co., Limited, with head offices in Toronto. The share capital is $50,000 and the provisional directors are Franklin Jones Davies, Robert Henry Smith and Edward Adamson. The company is empowered to purchase the assets, rights goodwill, buildings and plant of the Davies Brewing Co.

STAPLE PRICES AND STABLE PROFITS.

The grocery trade has enjoyed the profits in the past on a great many articles that would have continued selling and continued to make profits for grocers if it had not been for the "cutting and slashing," and the inciting to competition and confusion that such a policy always creates.

Stable prices mean stable profits for all. The day is close at hand, if it has not already arrived, when the retail and jobbing trade will begin war among themselves on milk as a result of the incentive that these irregular prices provide.

What happens then? One brand after another goes down in the conflict and the grocers have disturbed the stability of their trade, and in the readjustment have spent more effort than they would have spent by sticking to the sale of stable brands.

They find the reconstructive period with its remnant stock sales, its "dead ones" to be sold at a sacrifice, a very serious condition to master.

Remember the breakfast food wars. Who got the worst of them? The grocer and the "slasher."—Exchange.

Rely On It:

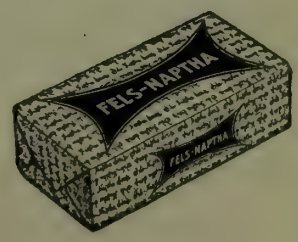
the woman who asks for Fels-Naptha soap is the customer whose trade you want to keep.

Why?

Because **Fels-Naptha** is the best thing in the soap line, and you want to get customers *who buy* "the best."

Can you afford to sell any thing that is not the best?

FELS & CO.
PHILADELPHIA



Just Arrived

NEW MESSINA LEMONS

WELL COLORED

Fancy 300s and 360s Sizes

We Have

FLORIDA ORANGES

AND GRAPE FRUIT coming along regularly now. Best packs out of Florida. Oranges sweet and good color.

LOOK TO US FOR YOUR SUPPLY OF

MEXICAN ORANGES

First car due to arrive next week.

OUR SELECTIONS OF

ALMERIA GRAPES

are best offering the trade in Canada.

Full Lines of all Imported Fruits, Nuts, Figs, Dates. WRITE for our Weekly Price List.

McWILLIAM

Mc. AND E.

EVERIST

25-27 CHURCH ST. - TORONTO

Repeaters

Quality and Pack considered

CHASE & CO.'S

Prices on

Oranges, Grapefruit, Pineapples and Tangerines

are away-away down low.

Ask your wholesaler for Chase's and make **repeaters** of **your** customers.

J. J. McCabe

Agent

32 Church Street, Toronto

FRUITS, VEGETABLES AND FISH

Thanksgiving Demand is Being Felt— Foreign Fruits Taking a Large Place— Fish Business Brisk.

Cooler weather and an anticipation of good demand among Thanksgiving buyers is keeping business brisk in the wholesale fruit markets this week. After the long, busy summer, with its very heavy supplies of Canadian fruit, it is rather a novelty to see the market bare of these goods. Pears are still on and will be in evidence for several weeks yet and there is a smattering of quinces and very few grapes, but this beyond apples, completes the list and even the goods mentioned are not at all in evidence.

Florida oranges are coming in quite freely and are selling fairly well, the holiday trade providing a little more than ordinary demand. Verdelli lemons are becoming a little more scarce but new Messinas are coming in. Cape Cod cranberries are being held very high by the growers, and in consequence there is rather greater call than usual for Canadian berries.

Lines of the less hardy vegetables are gradually disappearing from the market and more demand is being felt for imported stock. The market is a little firmer this week and there is rather more call for New Brunswick supplies.

This week sees the last of fresh lake fish for the present, close season coming into effect on Nov. 1. As a result business in these lines is brisk. General business is opening up well, and there are few changes to record.

MONTREAL.

GREEN FRUITS—The fruit market is somewhat easier this week owing to increased supplies. Floridas are now being quoted at $3.50. Grape fruit is selling at $4.50. Verdelli lemons are lower in some lines, being quoted at $2.75. California pears are also easier at $3.50. Other lines remain the same as last quoted.

Jamaica oranges, in bbls		4 25
Floridas, 126, 15 , 176, 200		3 50
Grape fruit		4 50
Almeira Grapes	5 50	6 50
Verdelli lemons, 300 size	2 75	3 75
Lemons, choice, 300 size		2 65
Bananas	1 50	2 00
Peaches, boxes	1 25	1 50
Pears, boxes		3 50
Grapes, California, Tokays, crate	2 25	2 50
Pineapples, extra fancy, 24 size		5 50
" " 30 size		4 75
Cranberries, carly blacks, bbl		9 50
Nova Scotias, early blacks, bbl		7 50
Apples, Fameuse, XXX, bbl		4 00
" " XX "	2 50	3 00
" Colverts Jennetings, XXX	2 75	3 00
" " " XX	2 25	2 50
Spies, XXX		4 00
Baldwins, Greenings, Russetts, XXX		3 50
" " " Spies XX	2 75	3 00

VEGETABLES—Water cress has gone forward, 10c now being quoted at 60c. Savory is now selling at 50c. Celery is obtainable at a variety of prices ranging all the way from 25c to 75c. Brussels sprouts are offering at 10c, marrows at $1 a dozen and cauliflowers at $1 a dozen. What little egg plant there is left is selling at $1.25. Other lines remain the same as at last quotation. The demand during the week has been only fair.

Marrows, dozen		2 00
Cauliflowers, dozen		1 00
Parsley, per doz. bunches		0 25
Sage, per doz		0 50
Savory, per doz		0 50
Celery, doz	0 25	0 75
Water cress, large bunches, per doz		0 60
Spinach, box		0 50
Green peppers, doz		0 40
Beets bag		0 65
Carrots, bag		0 60
Green pickling tomatoes		0 50
Spanish onions, large crates		2 75
Lettuce, per doz		0 25
Radishes, doz		0 25
Horse radish, per lb		0 10
Egg plant, doz		1 25
Cabbage, doz		0 50
Montreal potatoes, bag	0 75	0 95
Green Mountains	0 65	0 90
Onions large bag		1 25
Red onions, barrel		3 00
Turnips, bag		0 75
Pumpkins, doz		1 00
Squash, doz		1 00
Brussels sprouts		0 10

FISH—Colder weather has increased demand for all kinds of fish. Storms on the Atlantic coast interfering with fishing operations and prices are higher on haddock and cod. This will be the last week for fresh lake fish. Some small changes as indicated are recorded this week.

Fresh and Frozen Fish.

Gaspe salmon	0 15	0 18
B.C salmon, frozen		0 10
Brook trout, lb		0 22
Haddock, per lb	0 04½	0 05
Fresh halibut		0 10
Mackerel, "	0 10	0 12
Dore, "	0 10	0 11
Steak cod	0 06	0 07
Market cod, lb	0 04	0 04½
Pike, lb brochet		0 08
Whitefish lb	0 06	0 08
Lake trout		0 09
Sea trout lb		0 10
Flounders, lb		0 10
American live lobsters	0 20	0 22
Bullheads (dressed)		0 10
New Smelts		0 10
Smoked—		
Haddies (exp) 15 lb. bxs., per lb	0 07	0 08
Kippered Herring, new, per box		1 10
Bloaters, per box		1 10
Smoked herring, per box		0 17
Prepared—		
Skinless cod, new 100 lb. cases		5 50
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box		1 80
Dry cod, in bundles 112 lb., per pound		0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0 06½
Boneless cod, 20-lb. boxes		0 08
Boneless cod, 20-lb. boxes		0 09
Boneless fish, 20 lb. bxs, 2 lb. blocks		0 05
Boneless fish, 25 lb. bxs., loose		0 04½
Salted and Pickled —		
No. 1 Labrador herring, brls		5 50
" ½ brls		3 00
Oysters, bulk, per gallon		1 60
Standards, bulk		1 40
" quart tins, sealed		0 40
Paper pails per 100 qt. size		1 50
Malpeque, shell. per bbl	8 00	10 00
" lower grades	5 00	7 00

TORONTO.

GREEN FRUITS—A brisk demand in anticipation of Thanksgiving is keeping business active in the wholesale houses this week. Some attention is being paid to Florida oranges, which are arriving in good quantity and in good condition, but more interest is displayed in Almeria grapes which are passing off nicely. Consumption of this delicacy seems to be increasing materially of late years. New Messina lemons were brought in by a couple of houses this

week and these are drawing interest to some extent from the Verdellis. Grape fruit is being bought to some extent but pineapples are going rather slowly as yet though the quality is excellent.

Pears, Canadian	0 25	0 75
Grapes, California, box	1 75	2 50
" Almeria, keg	5 50	6 00
Apples, winter varieties, bbl	2 50	3 50
Oranges Jamaicas, bbl	4 00	4 50
" " boxes, new		2 50
" Florida, boxes, new	3 50	3 75
Lemons, Messina	3 25	3 75
" California, box		4 75
Bananas Jamaicas, firsts	1 50	2 00
" Jamaica eights,	1 00	1 25
" jumbos	1 40	1 65
Cranberries, Cape Cod bbl	9 50	12 50
" " crate		3 50
" Nova Scotia, bbl		8 00
" Ontario, cases		2 50
Citrons doz		0 75
Grape Fruit, Florida, box	4 25	4 50
Pineapple, Florida, crate		5 00

VEGETABLES—As the less hardy lines are disappearing from the markets more attention is being paid to imported garden truck. The potato market is a little firmer this week with a more active demand for New Brunswick Delawares. Peppers and onions are a little firmer.

Tomatoes, Canadian, red, per basket		0 30
Beets, Canadian, bushel	0 20	0 25
Egg plant, basket		0 25
Potatoes, Ontario, per bag	0 70	0 75
" New Brunswick, per bag	0 80	0 85
" sweet, barrel	2 75	4 50
" " hamper		1 40
Onions, Spanish, per 50 lb. crate		0 90
" Canadian, dried, bag	0 85	0 90
" Valencia extra, cases	2 50	3 00
Carrots, new, per bag		0 40
Green Peppers, basket		0 25
Red Peppers, basket		0 35
Cabbage, Canadian, per doz		0 40
Vegetable marrow, dozen		0 60
Squash, basket doz		0 30
White turnips doz		0 40
Cauliflower doz	0 50	1 00
Celery, native, doz	0 25	0 35
Pumpkins, dozen		0 70

FISH—Close season for lake fish came into force on Nov. 1 and as a result, after this week these lines will be off the market. Business is brisk, however, this week as in other lines.

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07
Herring, medium, per lb	0 05½	0 06
Whitefish	0 10	0 11
Cod, fresh	0 08	0 09
Trout, fresh, per lb	0 09	0 10
Halibut	0 09	0 10
Haddock, fresh		0 07
Sea salmon, Silverside	0 10	0 12
Pike	0 05½	0 07
Pickerel, yellow	0 08½	0 09
Soft shell crabs, doz		4 00
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 15-lb. box		1 30
" Labrador, keg		3 00
Mackerel, each	0 18	0 20
Smelts, per pound		0 11
Oysters, Long Island		1 50
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Ciscoes, basket		1 00
Finnan Haddie, smoked, 15-lb. package		0 08
Boneless cod, quail on toast		0 06
" " imperial		0 05½
" " steak		0 07½
Shredded cod, doz		0 90
Acadia cod, cake		2 40
" tablets, box		1 60
Bloaters		1 25
Qualla		0 09
Catfish, dressed		0 10

A BOOKLET ON FISH.

A. H. Brittain & Co., representing the Atlantic Fish Companies, are putting out a very neat little booklet containing much information in regard to the many and varied dishes which can be prepared from their products. The booklet also gives an account of the curing of their fish in the many stations which they own, and a few good recipes for properly cooking fish in many delectable ways. They also invite housekeepers who have good methods of preparing fish to contribute the same in order that they may be published.

NEW MESSINA LEMONS

Home Guard Brand

The finest imported—have arrived and ready for shipment.

RIPE WAXY FRUIT

WHITE & CO., Limited

TORONTO and HAMILTON

CANDIDO'S LEMONS

"THE STANDARD OF QUALITY"

They can't be beat. Why? Because quality is first and always the foremost feature in the packing. In your order to the wholesale mention that you want Candido's.

W. B. Stringer, Toronto *represents* **B. P. Candido, Italy**

JUST ARRIVED

our first full car Extra Fancy Cape Cod

CRANBERRIES

Also car

Sweet Potatoes

New Layer Figs

"Camel" Brand

Oyster and Haddie

Season now on, and as usual we will handle only BEST produced.

HUGH WALKER & SON

GUELPH, ONT.

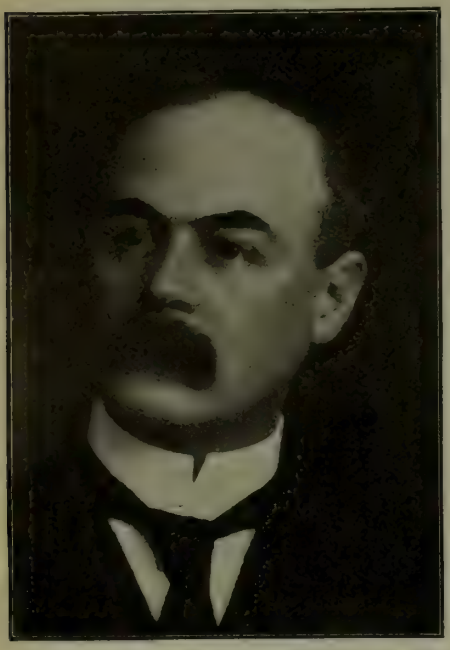
A car of Florida Oranges, Florida Grape Fruit and Pineapples just arrived, Malaga Grapes, Cranberries, Figs and all other fruits in season.

THE DAWSON COMMISSION CO., TORONTO

NEW TRADE COMMISSIONER IN SCOTLAND.

W. G. Fischer, of Toronto, Will Look After Canada's Interests in Glasgow.

"My business will be to increase Canadian exports in Scotland and to see that the sales of Canadian manufactured products are facilitated and developed in that country." said Wm. G. Fischer, of Toronto, who has just been appointed Canadian Trade Commissioner, with headquarters at Glasgow.



W. G. FISCHER.

Canada's New Trade Commissioner in Glasgow.

Mr. Fischer will sail from Montreal on the 24th inst., on the S.S. Corsican, and, after spending a few days in Liverpool and at the High Commissioner's office in London, he will proceed direct to Glasgow.

Mr. Fischer will select his own staff in Glasgow and immediately set to work to ascertain what the Scotch need and what Canada can best supply, not only in the line of foodstuffs, but in manufactured articles.

Mr. Fischer mentioned several lines of goods for which he thought a suitable market might be developed in Scotland. He said that wooden ware, for instance, had a good sale in England, and apparently a fair demand for it might be created in the land o' cakes.

W. G. Fischer is a native of Berlin, Waterloo County, receiving his education in the High school there, and the Collegiate Institute, Toronto. In 1878 he started to learn the leather business, and was with Beardmore & Co., Front Street, Toronto, for several years. He was on the road for some time, and in 1885 he became associated with the late John Hallam, as manager. He greatly increased the business and, when Mr. Hallam died, he continued the establishment in his own name for a number of years. He is a pleasant, earnest and progressive man of affairs and possesses a wide acquaintance with business men in Canada, through his connection with the hide and leather trade with which he has been prominently identified for thirty years. He will return to Toronto in March, when he will remove his wife and family to Glasgow.

Mr. Fischer's many friends are confident that he will succeed in his new post and will show excellent results.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

Brandology is a specially coined word introduced recently in the United States and which signifies the science of selecting goods by name. It enables the consumer to discriminate between good and bad, and enables him to buy at any time and at any place, goods of a certain quality which please him. A manufacturer or dealer who places his name on a certain line of goods puts his reputation at stake and he must therefore see that the goods bearing his name are always as represented. It is not surprising, therefore, that when a firm of the reputation and importance of Laporte, Martin & Co., Montreal, place their name under the brands of "Princess" and "Victoria" black and Japan teas these teas are as good as can be bought for the price. Their name under these brand names means purity and quality; it means that every package contains a tea of unvarying quality, strength and goodness. Dealers selling "Princess" and "Victoria" brands of teas can feel satisfied that they are selling teas which their customers will appreciate and adopt.—Advt.

A Dominion Government bulletin recently issued gives some interesting figures regarding the magnitude of the dairy interest in Peterboro county during the season of 1907. There were 144,516 pounds of butter manufactured with an estimated value of $36,660 and 3,510,097 pounds of cheese valued at $406,310, making a total of $442,970. The total number of cheese factories was 40, making an average of $110,742,50 per factory.

J. G. Gordon, of McClure & Langley, has been in Quebec for a few days.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

HOLBROOK'S

WORCESTERSHIRE SAUCE

HOLBROOKS LIMITED

CANADIAN BRANCH
40 Scott Street, Toronto
Canadian Manager, H. Gilbert Nobbs

MADE AND BOTTLED IN ENGLAND.

FISH AND OYSTERS

NEW LINES NOW IN STOCK:

New Haddies and Kippered Herring

Bloaters and Smoked Herring ***Boneless Cod and Prepared Fish***

New Labrador Salt Herring and Sea Trout

New Malpeque Shell Oysters, in barrels

Fresh and Frozen Fish, all kinds in Season

Write us for price list. ***Prompt shipment assured***

THE LARGEST FISH WAREHOUSE IN CANADA

FOUR LONG DISTANCE TELEPHONES.

P.O. BOX 639

LEONARD BROS.

Branches: MONTREAL ST. JOHN, N.B. GRAND RIVER GASPE

20, 22, 24 and 26 Youville Square

MONTREAL

Sardines

—Every grocer sells Sardines, in fact Sardines are almost as staple as sugar, tea or coffee,—at certain times of the year they are, as everybody likes the sweet little fish. You can make more people like them if you tell them about, and sell them, the very best, richest and most perfect of all,

"King Oscar" Brand Norwegian Sardines

Ask your Jobber for them, or write

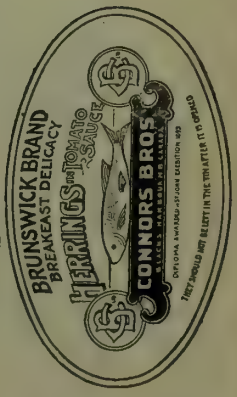
J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

To restore lost appetites is the mission of that wonderfully restful relish known as

"Brunswick Brand"



Connors Bros., Limited

Black's Harbor, N.B.

FISH OYSTERS

New Lines

Labrador
Herrings

Flounders, No. 1 Smelts
Extra Smelts, Salt Mackerel
Kippers : : Bloaters

Get Our Quotations

The F. T. James Co., Limited

Church & Colborne Sts.
TORONTO

$1.30
Per Gallon

Is what we ask you for standard and

$1.60
Per Gallon

for select

OYSTERS

From the most famous beds. Oysters that will please your most exacting customers.

Order at once.

O'CONNOR'S

Wholesale Fish Market
(Between the two Depots)
MONTREAL

Wagstaffe's Pure Jams

Wagstaffe's Jams, Jellies and Sealed Fruits, etc.,

have been pronounced by the highest authority in Canada, viz., the Chief Analyst at Ottawa, to be absolutely pure. And Fruits in each case are certified to be of excellent quality. Government Documents received Sept. 25th, 1908.

Wagstaffe Limited
Hamilton, Ont.

Lea's

The Pickle with the home-made flavor

Our Argument Confirmed, Again proving that Canadian Goods, with Quality, can compete with the World

Calgary, Alta., 17th October, 1908

Messrs. Lea Pickling & Preserving Co., Ltd.
Simcoe, Ont.

Dear Sirs,—

On receipt of your 5 cases samples, we examined your Pickles and Sauces thoroughly, comparing them with all others, and we have come to the conclusion that they have beaten everything out that we have to be up against in the way of

Quality, Prices and General Style of Bottle

And as you offer to appoint us as your agents for Alberta, we gladly accept same, so will you please send us a car immediately of the quantities as below and we will start to work on the goods right away with a specialty man.

While the season is pretty late, we believe we can make a clean up of quite a few cars, as the deal looks good to us.

We are, yours truly,

L. T. MEWBURN & CO., Ltd.
Per L. T. Mewburn, President

Packed by

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

WESTERN REPRESENTATIVES: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

THE GROCER'S ENCYCLOPEDIA

Useful Information for Grocers and Clerks That Will Help in Making Sales.

A summary of the world's harvest and consumption of cocoa for 1907 has just been made by the Gordian, of Hawbury. According to its calculations the total of the harvest was about 1,480,000 tons, a drop of about 6,000 tons, as compared with 1906, but a considerable increase on the harvest of any recent year, except the record year 1904, when the production exceeded one and a half millions. Had the return for Ecuador and the Dominion Republic been up to the normal, even the record of 1904 would have gone by the board, but on these two there was a decrease of 80,000 tons. For many years Ecuador stood at the head of the cocoa producing countries, but since 1904 it has given place to Brazil and San Thomas. Of the British Colonies, Trinidad comes in the fourth place, while the sixth is occupied by British West Africa. The latter has developed probably more quickly than any of the other cocoa countries. In 1902 the export from the Gold Coast and Lagos totalled only 27,000 while in 1907 this had increased to over 100,000! As the cultivation of cocoa is being steadily extended in the territories of the Gold Coast, of Lagos, and of Southern Nigeria, it is evident that our West African possessions are destined to play a more and more important part in the world's production. The world's consumption is reckoned at 1,550,000 tons, which shows a slight increase over last year's record figures. Five years ago the consumption barely exceeded one million tons, and there is an actual rise in consumption of about 40 per cent. in that period. During the same period the increase in production has been only 20 per cent., and during the last two years the consumption has been in excess of production. Consequently the world supply, which showed a steady increase in the stocks on hand up to the end of 1905, has fallen materially. Then it stood at 600,000 tons, representing 42 per cent. of the annual consumption. Two years later, at the end of 1907, it is estimated at 417,000 tons or just over 30 per cent. of the annual consumption. Of the four great cocoa-consuming countries, the United States, Germany, France and England, the last named shows a small increase in the consumption of 1907 as compared with the previous year, while the other three show a fall. Holland and Switzerland also show increases. According to the report, 1907 was a bad year for the cocoa manufacturers and 1908 is not likely to be a good one, although there is a prospect of the world's production showing a decided overplus over its consumption.

How Coffee Was Discovered.

Somewhere about the middle of the fifteenth century (it is recorded) a poor Arab was traveling through Abyssinia, and finding himself weary and weak from fatigue, he stopped near a grove. Then, being in want of fuel to cook his rice, he cut down a tree which happened to be covered with dead berries. His meal being cooked and eaten, the traveler discovered that the half-burned berries were very fragrant. He collected a number of these, and, on crushing them with a stone, he found that their aroma increased to a great extent. While wondering at this he accidentally let fall the substance in a can which contained his scanty supply of water. The nearly putrid water was almost instantly purified. He brought it to his lips. It was fresh, agreeable, and in a moment the traveler had so far recovered his strength and energy as to be able to resume his journey.

The lucky Arab gathered as many berries as he could, and, having arrived at Aden, in Arabia, he informed the mufti of his discovery. That worthy divine was an inveterate opium-smoker, who had been suffering for years from the influence of that poisonous drug. He tried an infusion of the roasted berries, and was so delighted at the recovery of his own vigor that, in gratitude to the tree, he called it cahuah, which in Arabia signifies force.

Cuba's Sugar Factories.

The Cuban Bureau of Agriculture says that for the year 1906-7 there were 186 sugar factories in operation, five more than in the previous year and seven more than in the season of 1904-5. The amount of cane ground in 1906-7 by the 186 factories was 14,214,946 English tons, as against 12,532,997 tons in 1905-6.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

McDOUGALL
Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scotland.
CLAY PIPES

MR. GROCER—
The house that secures the finest and most reliable Smokers' Requisites, and from whom you will secure greatest satisfaction, is, undoubtedly,
JOS. COTE
IMPORTER AND WHOLESALE TOBACCO DEALER
Office & Store, 186-188 St. Paul St. Phone 1272
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QUEBEC

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

HAND POWER

ELEVATOR

LOAD, 1,500 lbs.
CAR, 6 x 5 FT.

$100.00

F. O. B. HAMILTON ONTARIO

We supply drawings and instructions enabling anyone to install.

SAVE
TIME
LABOR
EXPENSE
HANDLING
GOODS
FOR UPPER
FLOORS

Write our nearest office for full particulars.

MONTREAL St. James St. | WINNIPEG McRea Block | VANCOUVER Alexander St. | OTTAWA O'Connor St.

Otis-Fensom Elevator Company, Limited

HEAD OFFICE — TORONTO, ONTARIO

TALKING POINTS FOR DEALERS

ON

BANNER, CANADA, ONTARIO and HICONE

LAMP BURNERS

The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect, thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Our New "Walker Bin" Catalogue

Will be off the press in a few days.

It should be in the hands of every Grocer

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

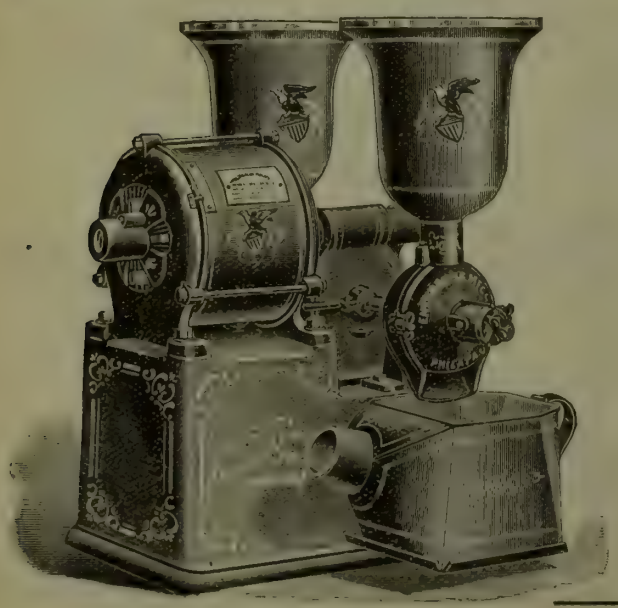
WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

We make a specialty of
COUNTER CHECK BOOKS
for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.

We manufacture
SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

"Enterprise" Economy



An enterprising grocer, who does things *right*, uses an **"Enterprise" Electrically-Driven Coffee Mill.**

The right way is also the cheapest way in the end. It always *pays*. Take the experience of the Philadelphia grocer who grinds 15,000 pounds of coffee a month with an "Enterprise" Mill electrically-driven, at a cost for current of $3.00.

He bought the Mill as a great convenience—a time and labor saver, and an up-to-date attraction for his store. Its economy astonished him.

Look through our catalogue and you will find Mills of any capacity, any power required, for direct or alternating current. Your local power supply company will co-operate with advice and assistance.

The Mill illustrated here is No.08712, fitted with ½ horse power motor for alternating current. Capacity of each iron hopper, 6 pounds of coffee. One Mill is fitted with grinders for granulating, the other for pulverizing. Granulates 2 pounds of coffee per minute, and can be regulated for fine or coarse grinding while mill is running. If you haven't the catalogue showing all our Mills, write for a copy to-day.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

21 Murray Street, New York 438 Market Street, San Francisco

We wish to assure Grocers, Grocery Clerks, Travellers or Manufacturers who use our "want ad." columns that by using a box number all information given us is

Strictly Confidential

We will not divulge under any consideration the name of the advertiser. Moreover, when requested to do so we will forward replies *in plain envelope*, making it absolutely impossible for even your next door neighbor or fellow clerk to know anything about the advertisement you have inserted.

Rate for Condensed Ads.

2 cents per word first insertion.
1 cent per word subsequent insertion.
5 cents additional each insertion when Box Number is required. This covers cost of mailing replies to you.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion, 1 year.....	$30 00
"	"	6 months...	17 00
"	"	3 months...	10 00
50	"	1 year.....	17 00
"	"	6 months...	10 00
25	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

NATIONAL AID.—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto Ont.

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

SITUATIONS WANTED.

TEA TASTER, BLENDER, Coffee, Cocoa and Chicory manufacturer, advertiser with 16 years' experience seeks engagement as buyer and manager of department with wholesale company. Address, Stirling, 145 Mutual Street, Toronto. (45)

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MACLEAN PUBLISHING CO., Technical Book Dept., 10 Front St. E., Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

FOR SALE.

FOR SALE—A live and established general business in Saskatchewan. Best stand in town, only one opposition, business improving each year. Stock $15,000. Reasons for disposing, poor health. Further particulars by addressing Box 219, CANADIAN GROCER, Toronto. [46]

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

This amount of cane was grown on an approximate area of 849,000 acres. The sugar production of 1906-7 was 1,444,310 tons, the largest in the history of the island and 214,574 tons more than in 1905-6 and three times more than that of 1904-5.

THE USES OF CORN.

Can you get along without corn? Of course you can give up johnny-cake and breakfast flakes, but what of the extra cent or two for every starched thing you wear if the laundry does not use cornstarch? What of the higher priced soap if there is no corn oil in the glucose factory? What of the cheap silk ties that will vanish softly and suddenly away because the cellulose adulteration is based on corn pith? What of the 10-cent instead of 5-cent mucilage bottle when gum arabic is used instead of dextrin, made from corn? What of molasses instead of a table syrup, and more costly and less palatable candy when it is deprived of the grape sugar or glucose content? The navy without corn would mean battleships without the linings of corn pith in their bulks. When a shot penetrates the armor and lets in the water the corn pith swells and fills the hole. A navy without corn pith would be a Spanish armada in a modern sea fight. Without corn dairy products would double in price.

A CONTEMPORARY'S COMMENT.

The following note from a recent issue of the Maritime Merchant, of Halifax, shows how The Grocer and The MacLean Company are appreciated in the Maritime Provinces:

"The Canadian Grocer celebrated its 21st birthday on the 15th of this month by issuing an exceptionally large and most interesting number. The Canadian Grocer has been one of the most successful of Colonel MacLean's publications, and he now has well along to a dozen of them covering almost every branch of trade and industry in which Canadians are interested."

A POINTER ON SALESMANSHIP.

So few clerks realize the importance of salesmanship. A gentleman entered a market store the other day and asked for a roll of butter. The clerk said: "Do you want the 55-cent, 65-cent, or 75-cent roll?" We submit to our readers that this is about as poor a method of address as could be used. The customer in question replied: "I want some good butter just as cheaply as I can get it. I want good butter, mind you, and I do not want to pay any more than necessary." The clerk replied: "Oh, then you want the 70-cent butter," and went off after it. Not a word about the different quality of the three! Not an inquiry about what use it was to be put to! Not a bit of salesmanship, in short! To be sure, he sold a roll of butter at the highest price, but we are willing to bet something that the customer did not return to that store again. —The Oregon Tradesman.

TRADE NOTES.

A meeting of the creditors of the Etiomami Trading Co., general merchants, Etiomami, has been held.

The stock of R. C. Hamilton, general merchant, Tisdale, Sask., has been ordered to be sold by creditors.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Baking Powder.

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ¼ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
3 lb.	13 20
5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

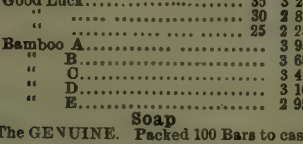
Keen's Ox'ford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Brooms

Nelson's—	Per doz.
Pansy	$3 65
Good Luck	35 3 25
"	30 2 85
"	25 2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

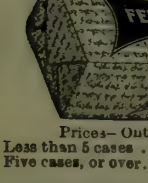
Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 25
Five cases, or over	5 15



THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

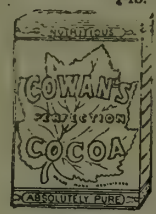
Chocolates and Cocoas

Cocoa— THE COWAN CO., LIMITED

Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" "	0 15
London Pearl per lb.	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—

Queen's Dessert, ¼-lb. cake, 12-lb. boxes, per lb.	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ¼-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30
Royal Navy, ¼'s, ½'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—

Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

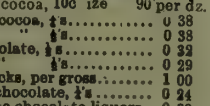
A. F. Macdiarmid, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
½ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz 0 90
Prepared cocoa, ½'s 0 28
Prepared ½'s 0 28



Mott's breakfast cocoa, 10c ize	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	5 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 28½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Mess, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	0 16	
Special Shred	0 17	0 15	
Ribbon	0 19	0 17	
Macaroon	0 17	0 15	
Desiccated	0 16	0	

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz	1 75
10 " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 26c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 8 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy litho-graphed canisters	0 30

Cheese —Imperial

Large size jars, per doz.	
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

COUPON BOOKS—Allison's.

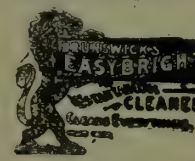
For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each (3½
500 books to 1000 books	(3

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz., case of 2 doz	$3 20
" 2 "	" 1 "	3 00
" 4 "	" 1 "	4 50
" 20 "	" ½ "	4 75
" 20 "	" 1 "	9 00

THOMAS J. LIPTON

Prices on application.

Assorted Case,	Contains 2 doz..$2.50
Chocolate (Straight)	Contains 2 doz..$2.50
Vanilla (Straight)	Contains 2 doz. $2.50
Strawberry (Straight)	Contains 2 doz..$2.50
Lemon (Straight)	Contains 2 doz..$2.50
Unflavored (Straight)	Contains 2 doz..$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

MORSE BROS., Props. - Canton, Mass., U.S.A.

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

I OFFER

for prompt shipment from Origin, new season's crop

Spanish Shelled Peanuts

Quotations from

ANDREW WATSON
SOLE IMPORTER

91 Youville Square - - MONTREAL

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

The Fresh Fruits are carefully selected

Their delicious flavor appeals to everybody

You should have them in stock.

Agents:

ROSE & LAFLAMME, Ltd., MONTREAL and TORONTO

Shelled Almonds

Valencias and Jordans

Table Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON

Prices on application.

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 80

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.

MacLaren Imperial Cheese Co., Limited

GENESEE PURE FOOD CO

Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG CO.

White wan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price 'Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 10	
½-bbls. 0 10½	
Tubs, 60 lbs. 0 10½	
20-lb. Pails. 2 10	
20-lb. tins.. 2 00	
Cases 3-lb.. 0 11	
" 5-lb.. 0 10⅞	
" 10-lb.. 0 10½	

Li orice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (35 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 80
2 cases of 4 doz.....	$3 50
5 cases or more	$3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars

1, 4, 5 and 7 lb. tins.

Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.

Pineapple	"	1	" "
Green Fig	"	1	" "
Green Fig and Ginger	"	1	" "
Lemon	"	1	" "
Grape Fruit	"	1	" "

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Shredded"—	
1-lb. glass, doz.....	1 90
2-lb. "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON

Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00

per case of doz. net 3 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4.70
" " hotel.....	4.90
Silver Cow Milk.....	5.00
Purity Milk.....	4.70
Good Luck.....	4.30

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins.....per doz.	$1 40
"	¼-lb. tins ..... "	2 50
	1-lb. tins ..... "	5 00
Durham	4-lb. jar.....per jar.	0 75
"	1-lb. jar..... "	0 25
F. D	½-lb. tins.....per doz.	0 85
"	1-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	35

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz....	1 75

THOMAS J. LIPTON

Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.

Case of ½-lb. (containing 120 pkgs. per box, $3 00.

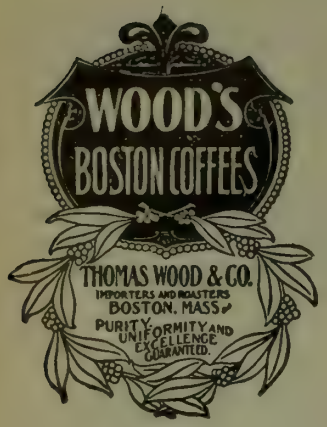
Case of 1-lb. and ½-lb. (containing 80 1-lb. and 80 ½-lb. pkgs), per box, $3 00.

Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND.

	Per case
No. 1, cases, 60 1-lb. packages.....	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {80 1-lb. " {80 ½-lb. " }.....	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	1 85
5 cases.....	8 75

STRIKING FEATURES



PURITY appeals to all classes of consumers.

UNIFORMITY holds the patron to his favorite brand, so that your trade is not fluctuating, but permanent, with possibilities for increase always before you.

SUPERIORITY lends its powerful influence to the other claims, and

WOOD'S COFFEES

are known far and wide as the ideal goods for the millions.

They are not "here to-day, there to-morrow" products, but are like faithful allies, and hold up the Grocer's hands in extending trade.

Canadian Factory and Sales.ooms:

No 428 St. Paul Street, - MONTREAL

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors .....per gross		$10 20
" black.....	"	15 30
Oriole soap.....	"	10 20
Gloriola soap.....	"	12 00
Straw [illegible] polish	"	18 20

3 doz. to box $3 45

6 doz. to box . .. $6 90

30 days.

Starch

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	per lb.
No 1 White or blue, 1-lb. cartons	
No. 1 " " 6-lb. "	
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons.....	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps.....	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

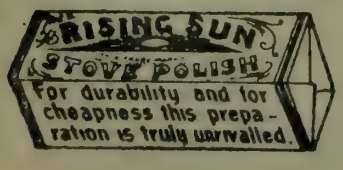
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 7½
Kegs 100 lb	0 [illegible]
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb....	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 60
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 07½

SAN TOY STARCH.

pkges, cases 5 doz., per case.. 4 75

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints.....	2 90
Quarts.....	5 40
½ gallons.....	5 10
Gall ns.....	4 80
gallons.....	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¾ "
Kegs, 150 lbs.....	0 03¾ "
2-gal. pails 25 lbs.....	1 25 each
3 " " 38½ lbs.....	1 75 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case.....	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs.....	0 03¾ per lb.
Kegs, 150 lbs.....	0 03½ "
2-gal. pails 25 lb.....	1 25 each
" " 38½ lbs.....	1 75 "
2-lb. tins, 24 in case, per case....	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb " 3 " "	2 60

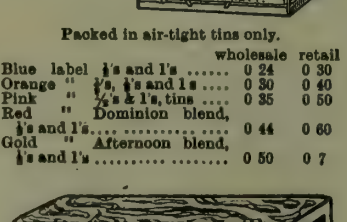
THE "SALADA" TEA CO.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 36	0 50
Gold Label, ½'s.....	0 44	0 60

LIPTON'S TEA
Thomas J. Lipton
75 Front St. East, Toronto.

Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ½'s, ¼'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's.....	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 7



Blue Label, 1's.....	0 20	0 25
Blue Label, ½'s.....	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s...	0 40	0 60

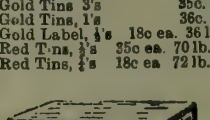
LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's.....	0 20	0 25
" " ½'s.....	0 21	0 25
Green Label, 1's and ½'s.....	0 24	0 30
Blue Label, 1's and ½'s.....	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s.	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2 50
Gold Tins 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea 72 lb.	25c ea. 1.00 lb



MELAGAMA TEA.

MINTO BROS., 55 Front St. East

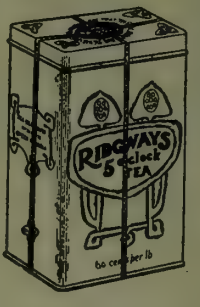
	Wholesale	Retail.
Black, green, mixed, ¼s.....	0 70	1 00
" " ½s.....	0 55	0 80
" " 1s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ½s. 0 38		0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs,. ½s....	0 30	0 40
" " ½s....		0 32
" " ¼s.....	0 25	0 30
" " 1 lbs.....0 24		0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c.....		$0 30
" " ½-lb., " "		0 21
Blue Label, retail at 30c.....		0 22
Green Label. " 40c.....		0 30
Red Label, " 50c.....		0 35
Orange Label, " 60c.....		0 42
Gold Label, " 80c.....		0 56

RIDGWAYS.
London, Vancouver, Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s.....	0 35	0 50
5 o'clock, 1's and ½'s.....	0 42	0 60
H.M.B., 1's and ½'s.....	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s....	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 15
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.....	0 45
" 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 [illegible]
" Dixie, 7s.....	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15 00
V.H.C., 1-20.....	25 00
St. Louis (Union), 1-20	32 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos. 1-20.....	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6.....	0 40
Quamel, 1-4, 1-2	0 45
" 1-9	0 44
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ½-lb "	0 75
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$12 00
Absorbine Jr., per dozen.....	0 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case ..	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

DWIGHT'S

BAKING SODA

You cannot too strongly endorse

"COW BRAND" BAKING SODA

to your trade. There is absolutely no baking soda put up that is its equal for strength, purity and uniformity. "Cow Brand" Baking Soda is only put up in packages—see that you get it in packages for your customers.

Every Jobber sells it.

Church & Dwight

MANUFACTURERS

MONTREAL

THIRTY EIGHT DAY EXCURSION CRUISE

Every twelfth day a "P & B" steamer leaves Halifax for Bermuda, the British West Indies and Demerara, and no finer sea trip exists. The round trip takes thirty eight days and the cost is small. Better write for illustrated booklet.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.

Patras, - Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:

J. L. Watt & Scott - Toronto

Watt, Scott & Goodacre, - Montreal

The Condensed Ads. in The Canadian Grocer bring results. Try one.

Everything in

SALT

Season fast closing

Your stock?

VERRET, STEWART & CO.

LIMITED

MONTREAL

WETHEY'S
Condensed Mince Meat

is becoming as

Staple as Sugar

One package (retailing at 10c.) makes two large or three small pies.

Why sell from the unsanitary, disease-breeding open pail when you can offer your customers better goods in a dust proof package?

Ask your jobber for it.

J. H. WETHEY, LIMITED

ST. CATHARINES

EMPIRE TEAS

Empire Brand

To retail 25c., 30c., 50c. Lb.

SEE OUR TRAVELLERS, OR WRITE US AND GET SAMPLES AND PRICES.

NEW FRUITS—Prices Right.

KLEANIT—Try It.

4 Free Phones for Use.

USE THEM FREELY

GEO. E. BRISTOL & CO.

(Successors to Lucas, Steele & Bristol)

Hamilton, - - - - Ontario

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, NOVEMBER 13, 1908. NO. 46.

Robinson's Patent Barley

As a healthy, nourishing and enjoyable food for young and old, Robinson's Patent Barley has no equal.

Druggists sell it; grocers sell more of it; those who are wise will sell it always.

—WRITE FOR PARTICULARS.

Frank Magor & Co., Agents for the Dominion. 403 St. Paul Street, Montreal

The Enormous Increase in the sale of

"Crown" Brand Table Syrup (Made from corn)

in all sections of Canada proves that the consuming public has realized that its superiority over all other makes of Corn Syrup is unquestionable.

"Crown" brand Syrup is rich, pure, healthy and hygienically correct.

It pays you to handle only "THE BEST"
Ask your jobber for "Crown" Brand.

Put up in Tins

2-lb. Tins	Cases	2 doz.		Also in Brls, ½ Brls. Kegs and Pails.
5 "	"	"	1 "	
10 "	"	"	½ "	
20 "	"	"	¼ "	

Freight paid on 5 cases and over to all railway stations east of North Bay.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont. Works, CARDINAL, Ont. 164 St. James St., MONTREAL

What Do You Think of This?

A Jar of absolutely

Pure Marmalade

that can be retailed at 10c. and a good profit made on it.

This Marmalade is prepared in a factory that is under Government Inspection and is always open to our customers and the public. Purity and Cleanliness is our motto and we invite inspection at all times.

The T. Upton Co., Ltd.

Hamilton, Canada

Griffin & Skelley

Messrs. Griffin & Skelley (whose products are listed below) have always conducted business on that safe old principle that "the best is the cheapest in the long run." It has paid them and the grocers who handle their goods handsomely. And it will continue to do so.

Seeded Raisins, Canned Fruits,
White and Green Asparagus,
Griffin's Prunes, Cured Fruits,
Griffin's Seedless Raisins

No detail of their work is neglected from start to finish because no detail is too small to receive the scrupulous care and attention that assures perfection. There is an old fashioned goodness about their prepared fruits (and asparagus) that wins trade—*and keeps it.*

This Year's Fruit Now in the Market.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

G. WALLACE WEESE
Manufacturer's Representative
Grocers' and Confectioners' Supplies, Storage and Distribution attended to.
Am open to accept one or two more clients, established connections.
Offices: Myles' Fireproof Storage Warehouse
HAMILTON, CANADA. Correspondence Solicited

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FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
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Fish, Oils, Beans, Peas and Produce.
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Correspondence will receive prompt attention

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GROCERY AND FRUIT BROKER
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SHIP ALL YOU HAVE TO US.
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Maple Syrup Compound
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Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

(Continued on page 4.)

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that we have complete stocks of

We should be pleased to have an opportunity of quoting prices.

It will pay you to order NOW

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CALIFORNIA SEEDED
VALENCIA, MALAGA

FIGS—

ELEME—boxes 10, 20 and 30 lbs.
NATURALS—bags and boxes.
WASHED—A full line in glass jars.

DATES—

SAIRS, HALLOWEE—also 1 lb. pkgs.

CURRANTS—

New Season's Fruit in all Our Well Known Brands

EBY-BLAIN, LIMITED

Wholesale Grocers— TORONTO

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you You sell at	30c per lb. 40c per lb.
GOLD LABEL	1s and ½s	Costs you You sell at	35c per lb. 50c per lb.
LAVENDER LABEL	1s and ½s	Costs you You sell at	42c per lb. 60c per lb.
GREEN LABEL	1s and ½s	Cost you You sell at	50c per lb. 75c per lb.

CANISTERS

GOLD Tins	5s	Costs you You sell at	35c per lb.—$1.75 50c per lb.— 2 50
GOLD Tins	3s	Costs you You sell at	35c per lb.— 1 05 50c per lb.— 1 50
GOLD Tins	1s	Costs you You sell at	36c each 50c each
GOLD LABEL	½s	Costs you You sell at	18c each—36c per lb. 25c each—50c per lb.
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RED Tins	¼s	Costs you You sell at	18c each—72c per lb. 25c each—$1.00 per lb.

Head Office and Factory for Canada : 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

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STUART WATSON & CO.
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Splendid connections and references. Try us with a shipment of CANNED GOODS.
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You can make money as well as oblige your customers if you handle our

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We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

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This "Salesman's Blue Book" gives the up-to-date methods of solving the problems which confront the average seller of goods. These practical and stimulating suggestions are based on twenty years' experience. It is especially written for Manufacturers, Merchants, Employers, Salesmen and all Sellers of Goods, for it will show them HOW TO INCREASE BUSINESS. The three maxims of this book are —"How to Get Out of the Rut"; "How to Increase the Efficiency of Your Selling Service"; "How to Encourage a Higher Standard of Salesmanship on the Part of Your Men or in Yourself."

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The Pickle with the home-made flavor

Turkey and Lea's Pickles make the Christmas Dinner complete. Have you secured your Pickle for your Christmas trade? Do so before it is too cold to ship.

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Limited

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WESTERN REPRESENTATIVES: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

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These are the invariable results of selling only the most satisfactory goods. You know very well that customers soon begin to fall away when the quality of your goods begins to deteriorate. High quality is undoubtedly the main factor in permanently big success. In your canned fruit and vegetable department it will pay you to specialize on

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ASK YOUR JOBBER FOR OLD HOMESTEAD

The Old Homestead Canning Co.

Picton - - - Ontario

Black
or
Green

The character of this Brand has an International Reputation.

Its success has never been equalled in the history of the tea trade.

It leaves every dealer a good "Protected Profit," and sells everlastingly.

Experiments with Bulk teas and other Brands can only prove an unsatisfactory and profitless occupation, for the reason that the quality of "SALADA" has given it a Leadership which none can follow.

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Can we send you an assorted sample case? We will be glad to do so. Yes, and guarantee the sale, too.

Address "SALADA" Toronto, Montreal, New York.

As Pure as Windsor Salt

$1.00 Sold $25 Worth of Groceries

It was a thirty-mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

Windsor Salt

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.

Canadian-made Licorice

Y. & S. Brand

All Druggists

MANUFACTURED by NATIONAL LICORICE CO. MONTREAL

ACME PELLETS

M. & R. WAFERS

and a complete line of **LOZENCES, ETC.**

Hard and **Soft Licorice Specialties**

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GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

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To Every Grocer

A FREE Sample of

Marsala Wine

Just to show you personally that this famous wine has no equal as an ideal after-dinner beverage — something which your customers will appreciate.

If you order to-day note that the price is

$7 a case and up

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Sole Agents American Continent **Phone Main 2731**

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"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

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"O.K."

REGISTERED.

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Cinger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

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MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

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QUAKER SALMON

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Its quality is its best booster

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FLATS $2.15 — M SONS — **TALLS $2.00**

ESTABLISHED 1834.

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Now is the time to order

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202 McGILL STREET, - MONTREAL

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THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.

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CANADA

JAPAN TEAS

Jobbers can always depend on getting best value from

S. T. NISHIMURA & CO.,

MONTREAL

E. D. S. Brand
Jams and Jellies

GUARANTEED
ABSOLUTELY
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Canned Goods

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BLOOMFIELD, - ONT.

Figs and Dates

All grades of above—**New Goods** are now in stock.

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Wholesale Grocers **TORONTO and PETERBORO**

The King of All Toffees

IS

Mackintosh's Toffee

To have on sale this famous and delicious Toffee is to prove to your customers that you want to give them the best. It is world famous—made so only through

QUALITY

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Fruit Jars
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Butter Tubs
Butter Paper
Brooms, Brushes
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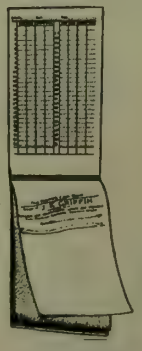
Most progressive grocers have decided that they can't. We would like to hear from you.

Many grocers have felt the need for a check book that had a white paper and a colored paper - one for originals, the other for duplicates.



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Open to handle one or two more lines of groceries or fruit

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"PANSY BROOM"

and you will see your trade in high grade brooms increase beyond anything you have ever experienced.

Order direct from the makers

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Requires no persuasive salesmanship. It is by far the easiest to handle and the most satisfactory to sell.

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is perfection, of guaranteed strength, rich in aroma and flavor. Keeps well and always gives satisfaction.

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Camberwell, S.E., LONDON, ENG.

Three Perfect Lines

These goods will appeal to you because of their undoubted high quality, the quick sales they mean, and the good profits they insure.

No. 1 Prince of Wales Extract
No. 2 Club Extract
No. 3 Fleur de Lis Extract

These are the result of the latest, approved and most economical process for extracting the true flavors from their natural source.

Our CLUB JELLY POWDERS (with Club Cream in same packet) are popular sellers. Every progressive grocer carries them.

S. H. EWING & SONS 98 King St. Montreal

"Salad, Edible and Cooking Oils"

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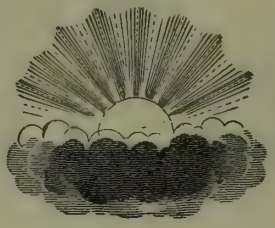

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To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

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J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

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55 ST. PAUL ST., - - MONTREAL

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

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Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

Norton Manufacturing Co.

HAMILTON

Highest in Strength and Purity

SHIRRIFF'S FLAVORING EXTRACTS

IMPERIAL EXTRACT CO.

18-22 CHURCH STREET, TORONTO, CANADA

MONEY-MAKING LINES

AROMA TEA
AND
AROMA COFFEE

The most satisfactory goods to the consumer.

The most profitable goods to the merchant.

Two good reasons to justify buying these well-known lines.

Our Traveller will tell you about them.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

High Grade Total Adding Cash Register at a price within reach of every storekeeper.

This Register, at the price, is creating a real sensation among retail storekeepers.

Enables you to tell immediately after closing time just what the day's business has amounted to. Adds all the sales into one total.

Twenty - seven keys registering from one cent to $9.99 or from 5 cents to $9.95.

Write for Illustrated Booklet, price, terms, etc.

Onward Manufacturing Co.

BERLIN, - ONTARIO

Brooke Bond's Packet Teas.

Have you considered what you will gain by dealing with us?

We buy our tea direct, in the countries of production, for cash.

All the money goes for tea and for absolutely necessary service.

Our own profit is a fixed fractional percentage on the cost.

The rule of our business is to give our customers every advantage we can and yet remain safe ourselves.

May we send you samples?

Agents for Western Canada:

Messrs. Hamblin & Brereton,

Corner of Notre Dame and Victoria Streets,

WINNIPEG, MANITOBA.

Wagstaffe's

Mincemeats and Plum Puddings

Mr. Grocer,—These goods can be obtained of all Wholesale Grocers and we trust that you will not fail to stock yourselves with these high-class Goods at an early date.

When ordering ask for WAGSTAFFE'S and you will be sure to get Goods that will please you as well as your Customers.

All our Mincemeat and Plum Puddings are made from the finest ingredients obtainable, and cleanliness is strictly observed in all our Manufacturing.

Trusting that you will favor us by asking for WAGSTAFFE'S GOODS.

Yours truly,

Wagstaffe Limited

Hamilton, Ont.

E NICHOLSON

D H BAIN

CODES.
ABC 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON

EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

Herewith please find Acreage and estimated yield in the Provinces of **Manitoba, Saskatchewan** and **Alberta:—**

WHEAT.	Acreage.	Estimated Yield per Acre	Total
Manitoba	2,710,000	15 bushels	40,650,000 bushels
Saskatchewan	3,170,000	18½ "	58,645,000 "
Alberta	410,000	21 "	8,610,000 "
Total			107,905,000 "
	Total acreage in the three provinces.	**Estimated Yield per acre**	
Oats	2,660,000 acres	34 bushels	90,440,000 bushels
Barley	860,000 "	21 "	18,060,000 "
Or a total in the three Cereals of			216,405,000 bushels

September wheat is quoted at Fort William at 98c. per bushel, October 95¼c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **$150,000,000.**

We are brokers and Commission Merchants exclusively. Can we not handle your goods in the Great West? Yours truly,

NICHOLSON & BAIN

CALGARY WINNIPEG EDMONTON

Storage for all classes of Merchandise, also cars distributed at Winnipeg, Calgary and Edmonton.

TO THE TRADE:

Do You Know That the

American Consumption

of

CEYLON TEA

is

Increasing Steadily,

Even in this Year of Universal Trade Depression?

(That's no marvel, however, for Tea Drinkers are generally learning that it's really the cheapest, as well as the best, Tea.)

DIRECT SHIPMENTS

to

AMERICA, SEPT. 30th, 1908

show

INCREASE OF ABOUT A MILLION POUNDS.

To Select From The Finest and Most Complete Stock of

DRIED FRUITS and NUTS, CANNED GOODS and TEAS

We offer to the trade the choicest lines of Dried Fruits and Nuts, Canned Fruits, Vegetables and Fish, on the market—all goods of quality—at prices well worth considering.

Just take a look at the following list from which you can select the goods you require. We will be pleased to fill your order promptly and to your entire satisfaction.

Dried Fruits, Valencia Raisins, Sultana Raisins, Currants, Malaga Table Raisins. Prunes, Figs, Dates, Nuts, Evaporated Fruits.

CANNED GOODS
CANADIAN AND IMPORTED

We have now on hand a most complete stock of Canadian Canned Goods, comprising all brands, varieties and grades of Canned Fruits, Vegetables and Fish.

Our stock of "Soleil Brand" imported canned fruits and vegetables is now complete, and we invite the trade to order now as these goods are getting more popular every year and the demand this season is likely to be very large.

BUY YOUR TEAS NOW

Now is the right time to buy your teas, while the stock is at its best. The new crop is all in—it is a fine assortment, amply sufficient to meet all requirements of the trade as regards quality, variety and price.

We offer for your selection choice lines in Japan, Gun Powder, Young Hyson, Green Ceylon, Black Ceylon, Pekoe, Soochong, Formosa, Oolong, English Breakfast Congou, etc., etc.

As usual, we especially recommend to the trade "Princess" and "Victoria" brands of Black and Japan Teas. These brands have an established reputation and are sold at prices well worth looking into. We pay freight on all lots of teas, assorted or not of 200 lbs. or over.

ROQUEFORT CHEESE

We have just received our importation of ROQUEFORT CHEESE, which is of superior quality and bound to satisfy the most exacting epicures.

WINTER SHIPMENTS

Do not forget that Winter Tariffs will soon be in order on all perishable goods such as Champagnes, Wines, Beers, Porters, Mineral and Aerated Waters, Pickles, Vinegars and Patent Medicines. Order now and save extra cost of shipment.

For further information, quotations, etc., write, telephone or wire at our expense.

Laporte, Martin & Co., Ltd.

Wholesale Grocers and Wine Merchants
MONTREAL

Tartan

BRAND

COMPLETE STOCK FALL GOODS

Raisins—Valencias, Sultanas, Seeded Muscatels, Malagas.
Currants—Vostizza, Patras, Amalia, and finest Filiatra.
Figs—All sizes, Pulled and Flat, also Natural and Taps Comadra.
Dates—Bright Halowees, Fancy Halowees, Fards and packages.
Evaporated—Peaches, Apricots, Prunes, Apples.
Nuts, Peels, Shelled Almonds, Walnuts, etc.

Long Distance Phone 596, kept specially for outside customers or see our travellers for quotations.

BALFOUR, SMYE & CO.
Wholesale Grocers, - - HAMILTON

ONLY THE VERY BEST IS USED

in the production of Farmer Brand Canned Goods and Vegetables. We have the pick of 3,000 acres of the very finest fruits and vegetables from the celebrated garden section of Prince Edward County, Ontario. Our packing equipment is highly sanitary, right up-to-date and our employees skilled, cleanly people. These are the chief reasons why

FARMER BRAND
Canned Fruits and Vegetables

have always upheld their name for quality. If you want a line of canned goods that is in constant demand by careful customers you will stock with Farmer Brand. There is a lot of goodness in every can of Farmer Brand, and there is a bigger profit for you in the increased trade that satisfaction brings. Order a trial shipment to-day.

FARMERS' CANNING CO., Limited
BLOOMFIELD, - - - - ONTARIO

The Most Powerful of All Selling Arguments of

BORDEN'S BRANDS

OF

Condensed Milk and Evaporated Cream

are their absolute purity, cleanliness in preparation, healthfulness and reliable uniformity. The new Canadian factory at Tillsonburg is the most perfect in the world. Remember to buy Borden's "Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream. Every jobber sells them.

Unsweetened

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co , Winnipeg, Man. Shallcross, Macauley & Co., Vancouver and Victoria, B.C.

Convenient
Economical
Profitable

Three good and sufficient reasons why 2 in 1 Shoe Polish is the choice of careful buyers. The unvarying satisfaction which it gives ensures constant demand.

2 in 1
SHOE POLISH

Does the work of 2 Liquid & Paste Combinations
Commandes de Liquide & Pâte
TWO IN ONE
SHOE 2 POLISH
DOS DENTRO UNO
BE TUN SUPERIOR
The F F Dalley Co Limited
CONTAINS NO TURPENTINE OR ACID
CONTIENT ACIDE NI TERÉBENTINE

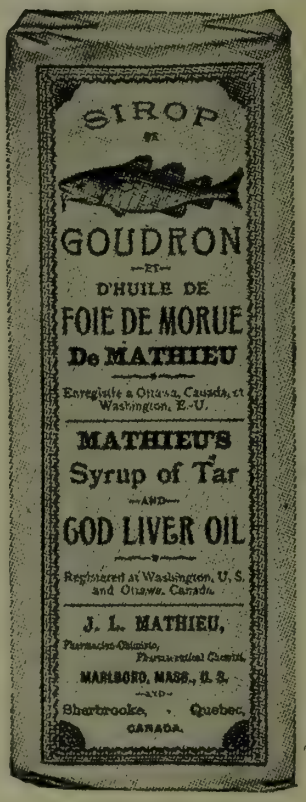
Convenient—because it is quickly and easily applied.

Economical—because very little need be used to secure a brilliant, lasting polish.

Profitable—because the genuine satisfaction which it gives brings customers back for more.

The F. F. Dalley Co., Ltd.

Hamilton, Canada **Buffalo, N.Y., U.S.A.**



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Reason No. 3

It is not a secret fake medicine

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs, Colds, Bronchitis, etc.

Mathieu's Nervine Powders—another simple family medicament — that is very good for headaches.

Just look over your stock and send us your order.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

L. Chaput, Fils & Co., Wholesale Depot, Montreal

GET AFTER IT HARD

The trade of grocers in Ottawa and vicinity is well worth cultivating. Put in a stock here. It is the only way to properly take care of this district.

WE WILL CARRY YOUR GOODS AT REASONABLE RATES. At Railway connections. Advantageous insurance rates. Every accommodation.

WRITE THE MATTER OVER WITH US

The Dominion Warehousing Co.

J. R. Routh, Manager **52 Nicholas St., OTTAWA**

The Real Live Selling Line

is what you want. H.P. Sauce is what you are looking for.

It has all the necessary qualifications for a leading line.

It is extensively advertised, and sells freely. Customers are delighted with it. It is the Sauce of the 20th Century.

Write our agents for samples and prices. Try it on your own table and you will see why it has caught on.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seaton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINEGAR CO., LTD., BIRMINGHAM AND LONDON, ENG.

If your customer wants the best give him

STERLING BRAND PICKLES

If you do this you will never have any complaints and the demand for Sterling Brand goods will steadily increase.

—Ask your jobber or order direct.—

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada

PHONE PARK 376

SUGAR

When next purchasing supplies of Granulated Sugar ask for

Redpath

The purest and best—To be had in original packages—

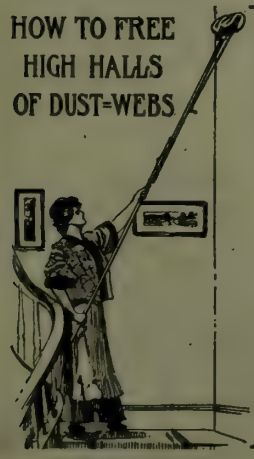
Barrels of about 300 lbs. and Bags of 100, 50, and 20 lbs.

The

Canada Sugar Refining Co.,

Limited

MONTREAL



THE

Ideal Duster

Solves the Polished-Floor Proposition

The dust problem is constant—like dish-washing—the drudgery of it is split in two with the IDEAL. It appeals to more people as a mechanically correct and necessary device than our Mop, the SELF WRINGER, ever did and we venture the statement that you have for nearly 20 years found our products free from complaints, owing to perfect construction. You can therefore sell as you buy—in perfect confidence. We solicit trial orders through the jobbers.

If you have not received advertising matter with your goods drop a card to us.

Tarbox Bros., Mfrs. Toronto, Ont.

BRITISH DEPOT: 2 Hope Chambers, Liverpool

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.

Agents:

GREEN & CO.,

25 Front St. E. Toronto

W. H. ESCOTT,

Winnipeg

Made by Edward J. Nation & Co., Bristol, England

ISN'T IT TRUE

that when you sell a customer a package of Red Rose Tea no explanations are needed?

YOU KNOW THE QUALITY IS RIGHT and you know that your customer knows she is buying "good tea." No guarantee to take it back, no extra persuasion or inducement of any kind is needed.

Red Rose Tea is easy to sell and never gives you trouble.

Is it any wonder it is popular with the merchant and his clerks as well as others who drink it?

Business is good. Don't let your stock run too low.

Branches:
3 Wellington St. East, TORONTO
315 William Ave., WINNIPEG

T. H. ESTABROOKS,
ST. JOHN, N.B.

Imperial Evaporated Cream

IT STANDS TO REASON

That an evaporated cream which is put up in the finest dairying district in Canada, by experts, in a modern factory, should be the richest and most satisfactory in the market.

IMPERIAL BRAND Evaporated Cream is put up under these conditions.

Are YOU handling it?

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

WE WANT YOUR ORDERS FOR

"Balmoral" Scotch Marmalade

It's a Trade Winner.
It's absolutely Pure.
It's well made.
For Quality and Flavor it has no equal.
We ask no favors. "Balmoral" sells on its merit.

Write us for Samples and Prices.

J. W. WINDSOR

MONTREAL

Ask Your Jobber for

DIAMOND BRAND MAPLE SYRUP
SUGARS · LIMITED · MONTREAL

DIAMOND BRAND MAPLE SYRUP

NO GROCERY STOCK COMPLETE WITHOUT THIS RECOGNIZED STANDARD BRAND

Sugars and Canners, Ltd.
Montreal

A Leading British line well-known and largely advertised

DR TIBBLES' Vi-Cocoa

THE WORLD RENOWNED FOOD BEVERAGE

The Public Say:
"THERE IS MERIT IN IT."

The Trade Say:
"THERE IS MONEY IN IT."

AGENT FOR MONTREAL:
J. WALTER SNOWDON
413 St. Paul Street
Montreal

ONTARIO AGENTS:
GREEN & CO.
25 Front St. E., Toronto

Write Our Agents for Prices, Etc.

W. H. ESCOTT, 141 Bannatyne Avenue East, WINNIPEG

SAMPLE CASES NOW READY FOR DELIVERY

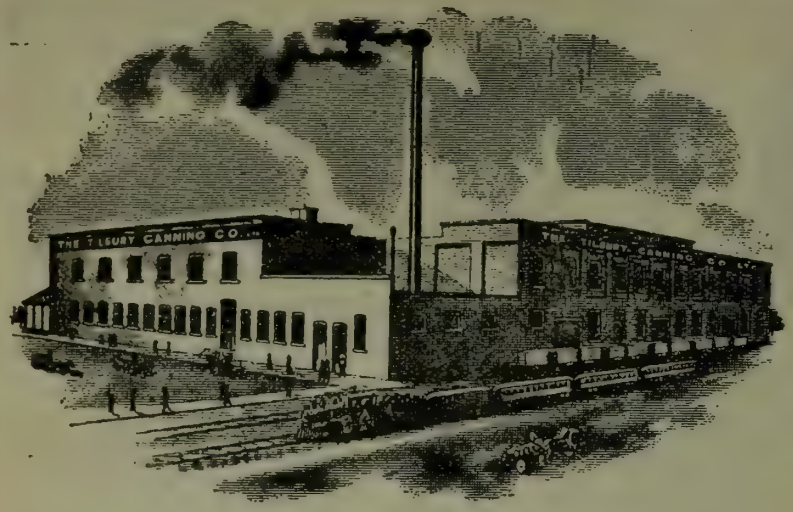
Australian Storekeepers
handle
"OXOL"
FOR CATTLE
in immense quantities.
Canadian Storekeepers
will shortly do the same.

"OXOL" FOR CATTLE

No. 1, "Oxol" Pulverised Doses; No. 2, "Oxol" Drench for Calves; No. 3, "Oxol" Horse Balls; No. 4, "Oxol" Salve; No. 5, "Oxol" EasyMilking Pomadium; No. 6, "Oxol" Swine Powders.

These six very scientific preparations are compounds of the purest and highest quality. They **Feed, Fatten and Cure** Horses, Cattle, Sheep and Swine. **One Agent Only** will be established in each district, and will be advertised as Sole Superintendent of our trade in his particular territory. Applications for district agencies are invited to be sent in at once to

S. K. & T.C. WINDSOR, 253 St. Paul and 2 St. Vincent Sts., MONTREAL
and in England, Australia and New Zealand.



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL TORONTO WINNIPEG

Begin the day well with Ridgways Tea

Largest sale of High Grade Tea in the World!

CANADIAN OFFICE, - VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

ABSORBINE

will reduce inflamed, swollen Joints, Bruises, Soft Bunches. Cure Boils, Fistula or any unhealthy sore quickly; pleasant to use; does not blister under bandage or remove the hair, and you can work the horse. $2 per bottle at dealers or delivered. Horse Book 7 D free.

ABSORBINE, JR., for mankind, $1.00 per bottle. Reduces Varicose Veins, Varicocele, Hydrocele, Goitre, Wens, Strains, Bruises, stops Pain and inflammation

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.

LYMAN, SONS & CO., Montreal, Canadian Agents.

REFRIGERATORS

FOR BUTCHERS AND GROCERS

EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

"Canada First" Brand Evaporated Cream and Condensed Milk

RECEIVED HIGHEST AWARD AND GOLD MEDAL, Halifax Exhibition, 1908

NO DEAD STOCK EVERY CAN GUARANTEED

Aylmer Condensed Milk Co., Limited : Aylmer, Ontario

Our Majorities are Increasing on our Winners !

My Beautiful Package :
In ¼, ½, 1 and 5-lb. Tins

White Dove Cocoanut

and

White Dove Almond Paste

the Grocer's Profit-bringers

Agents :
Geo. A. Stone, Vancouver, B.C.
Scott, Bathgate & Co., Winnipeg, Man.
Frank M. Hannum, Ottawa, Ont.
C. E. Macmichael, St. John, N.B.
J. W. Gorham & Co., Halifax, N.S.

MANUFACTURED BY

A Practical Package.

Packed in 5-lb. Tins, 12 to case
" 10-lb. " 6 "

W. P. DOWNEY

24 and 26 St. Peter Street, - - MONTREAL

CHASE & SANBORN'S HIGH GRADE COFFEES

Liked by every thoughtful housekeeper

Chase & Sanborn, - Montreal

ESTABLISHED OVER 200 YEARS

CHAMPION'S IS THE BEST VINEGAR

MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.

ONTARIO AGENTS : The Lind Brokerage Co., 23 Scott St., Toronto
Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal
W. H. Escott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS — WRITE OUR AGENTS FOR PARTICULARS

"WHITE SWAN GOODS ARE GOOD GOODS"

—ALWAYS—

CEREALS, SPICES, COFFEES, ETC.

THE ROBERT GREIG CO. LIMITED

WHITE SWAN MILLS - TORONTO

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

Allredie Plum Pudding

- Here you are, Mr. Grocer! Just what you have been looking for. Something the housewife wants—a quick dessert, yet satisfying.
- Seasonable all the year round. This is the time to push it particularly.
- It's just what the name implies.
- Sold in attractive packages, 3 dozen to the case.

$4.25 a case

- You sell it at a popular price. Good profit. Everybody buys it.
- One package makes sufficient for six persons.

Order for Xmas Trade To-day

Allredie Pure Food Co.

of Canada, Limited

Bridgewater - Nova Scotia

A. H. Brittain & Co., Montreal Agents

More Snaps

Special Absolutely Pure Ginger 10 lb. boxes 10c. Powdered Enameline 37½c per doz. a big profit maker as a 5c. line. Good Wrapping Twine 4 oz. or 8 oz. Balls 12½c. per lb. 1907 Malagas just out of cold storage,—sound and free from grubs.

1	Crown Boxes	$2.00
1	" ¼ Boxes	50
1	" 1 lb. Cartons	12
2	" Boxes	2.50
2	" ¼ Boxes	60
3	" Boxes	2.75

1907 Figs, just out of cold storage, sweet, sound and free from grubs.

2½	inch 10 pound boxes	7c
2¼	" 10 " "	6¾c
2	" 12 oz. Glove Boxes, each	4¾c

James Turner & Co., Limited

Hamilton, Ontario

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This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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The Grocers of Western Ontario

Story of a Trip Through the Trade Told by a Canadian Grocer Representative—Brantford Merchants in Enviable Position With a Strong Association and Favorable Local Features—The Prominent Retailers of the City and the Wholesale and Manufacturing Features.

With a view to seeing business conditions as they actually exist in various sections of Ontario and to note the revival in trade now looming large on the country's horizon, a representative of The Grocer is now visiting some of the larger towns in the western part of the province and conferring with grocers and those immediately connected with the grocery trade to obtain the news and views of these men on various matters affecting their business relations, and generally the economic conditions prevailing in the different sections of the country. Another matter for his consideration and an important one, is that by this means he may get closer to the heart and mind of the grocer of the country—to think his thoughts, to speak his words, and to help work out the problems that beset his path and perplex him in the daily round of his duties. That the trip will be a pleasureable, as well as an educative one, is already assured by the friendliness and heartiness with which he has been received by the grocers in the various centres already visited. That it may be a profitable one to the readers of The Grocer is a wish that is devoutly hoped for.

A Visit to Brantford.

The first place visited was the city of Brantford. One of the busiest manufacturing centres of Canada and a city which ranks next after Montreal and Toronto in the export of manufactured goods. Busy, bustling Brantford sends her wares to almost every known country of the world. Last year the output of her factories was valued at close on $12,000,000 and over $2,000,000 was paid in wages to 6,000 workmen.

Brantford is essentially a city of workmen, most of whom own their own homes. The population to-day is nearly 21,000, and close on 50 large manufacturing plants are located inside its gates, making nearly every imaginable necessity. Iron works and machinery concerns predominate, but other lines of industry have a large place.

In the cognomens given to the various cities of the country Brantford is known as the "Telephone City" for the very good reason that it was there that Prof. Graham Bell first put his invention into operation. It is well to remember also that the automatic telephone machine was invented in Brantford. No wonder, then, that almost every house and business place has telephonic connection with the surrounding neighborhood. Nor is that all, the city is supplied with electricity for lighting and natural gas for heating purposes, and some of the manufacturing establishments use the water power of the Grand River. First-class water and sewage systems, too, are installed; there is also a street railway system, and the conveniences of an up-to-date city are found on all sides.

The granting of a bonus of $57,000 to the Grand Trunk Railway has resulted in Brantford being placed on the main line of that system, thus giving greatly improved facilities for getting in touch with the outside world, for handling freight and for building up the business of the city. In addition there is the Toronto, Hamilton & Buffalo line, giving connection with the Canadian Pacific and Michigan Central Railways, and an excellent system of radial lines—one of the best, if not the best, in the whole Dominion—giving frequent service to Hamilton and bringing closer together the prosperous towns of the Grand River Valley—Paris, Galt, Preston, Hespeler, Berlin and in the not distant future, Guelph. Of all the varied sections of Canada probably none can compare with this Grand River Valley. Scenically, it is a continuous unfolding of beautiful pictures; agriculturally, it is in the front rank; and industrially, it is beyond compare, many iron and woolen industries being located in its lap.

Founded in 1830, when the Indians surrendered the land to the Crown, the present city of Brantford occupies the site of the Six Nation Indian Reserve at Brant's Ford, across the Grand River, and is named after the celebrated Mohawk chief, Joseph Brant. The whites settled on the land as early as 1824, though the first house had been built by John Stalts in 1805. The first public work which gave the new settlement a boost was the construction of the Grand River Navigation Canal, and later the building of the Buffalo & Lake Huron Railway helped on the progress of the village. In 1847 Brant's Ford was incorporated a town, and thirty years later was created a city. A present Brantford possesses two daily newspapers, 28 churches, a collegiate institute and eight schools, some of these building being particularly fine specimens of architecture. Numerous and well-maintained public institutions are to be seen on every hand and besides the County Court House, the John H. Stratford Hospital, Public Library and Armories—all splendid structures—there are the Ontario Institute for the Blind, situated in a beautiful park, and the Mohawk Institution for the education of Indian boys and girls. The country round about is good agricultural land, though a little sandy in places. Still there is none of the heavy clay seen further south and east nor any of the heavy gravel seen further north. The fall wheat looks fairly but some grumbling was heard from farmers regarding the scarcity of rain. This, no doubt, has had much to do with the putting off of plowing and sowing by some farmers, though they are getting busy now preparing the soil. Butter and eggs, and in fact, all farm products, are commanding high prices and the farmers of Western Ontario generally are to-day in an enviable position, much better off than many merchants and manufacturers.

Business Good Till June.

Speaking with a number of manufacturers and merchants on business conditions The Grocer was surprised to find that not until June was the financial stringency appreciably felt. True, some manufactories closed for a few days last winter, but until the early summer business was in a normal and healthy condition. Just now most of the industrial concerns are running with reduced staffs on short time, though all entertain a hopeful view of the future. One establishment, the Massey-Harris works, which was closed for six or seven weeks, during the summer, is said to have sufficient work for export ahead to keep busy until the early summer next year, and perhaps will be forced to turn over some orders to the Toronto house. The slowing up of work has, of course, left its effect on business conditions and as to improvement in collections, opinion is divided, some merchants averring that bills are more promptly met, while others say collections are now just as bad as they were in the earlier months of summer. At any rate, things are no worse.

What the Grocers Say.

A class of merchants who are closely in touch with trade conditions—more closely, perhaps, than any other section of the community—is the grocers. They, too, have felt somewhat the tightening of the purse-strings, though when a comparison is made month by month with last year it is found that just now business is not so far behind what it was a year ago, and some months show even an advance.

Some Local Features.

There are features in the grocery trade in Brantford which at once strike the visitor to the city. One of these is the butcher department carried on in connection

with almost every grocery store in the city. That it pays is evidenced after a conversation with the men engaged in business. Some butchers, though, who tried to add groceries were converted from their former occupation to grocers with a meat department added. This has brought about a family relation between butchers and grocers, and the best of good feeling prevails, so much so that the two trades have combined forces in the Brantford Grocers' and Butchers' Association, an excellent organization which has done and is doing, good work on educative lines and also bringing together for mutual protection and profit the grocers and butchers of the city.

A Strong Association.

If one were asked as to its success it is only necessary to say that out of about 70 merchants engaged in these two branches of trade 60 are members of the Association and they are among the foremost merchants and citizens of the place. The Association was formed some eight years ago and to-day is as active as when first organized. Meetings are held once a month at which subjects of interest to grocers and butchers are discussed; subjects like uniformity of prices, collection of accounts, bad debts, protection of traders, etc. Financially, the organization is very strong, the revenues being much in excess of disbursements. This is due principally to the success of the annual excursions. Every year about Christmas time sums of $50 are voted to the hospital and various charitable organizations, and yet with it all there is a small balance left with which to begin the new year. At the annual meeting stated amounts are voted to the secretary and treasurer to recoup them in part for the time devoted to the interests of the association. The officers are strong and aggressive workers, not long on talks, perhaps, but certainly long on work. The president is A. Coulbeck, a north-end grocer; Fred Corey is vice-president; the treasurer is A. L. Vanstone, a hard-thinking grocer on Market Square; and the secretary is G. Norman Willits. There is an executive committee composed of the before-mentioned officers and J. Misener, J. Kew and H. Foulds. All of these merchants served in the same offices last year, and so well pleased were the members that without opposition they were chosen unanimously for a second term. The work accomplished by the association since its organization is notable. The merchants work well together, there is a better feeling abroad, there is a minimum of bad debts and there is no price-cutting. This does not mean that the consumer pays a higher price. The prices paid for groceries by the Brantford consumer are as low and in some cases lower than in other sections of Ontario. There is more work for the Association to do however, and one of the matters to engage the attention of the Association this year is to overcome the present method of selling cheese by farmers on the market. Just now farmers come to town, buy some cheese from a wholesaler or jobber and cut it up and sell it on the market in competition with local grocers. It is not that they sell cheaper than the grocers—the grocers more than meet the market prices—but the local merchants complain that as the grocers pay rent, taxes and help keep up the market, the farmers should not enjoy these privileges gratis. Certainly it does not look fair for the grocer to pay his own and the market expenses and then have the farmer come in and profit by a transaction made from goods not his own. Another matter to be dealt with affects the butchers and is with reference to farmers engaging in the retailing of meat on the market. Both matters have been referred to a solicitor for an opinion and on this opinion depends what action the Association will take.

System of Order-taking Prevails.

Another feature of the grocery trade which is very noticeable is the method of shopping very much in vogue. Instead of buyers coming to the store, the store (or its representative, rather) is sent to the customers. Of course a certain percentage of telephone orders are received, but the proportion is small, and it is necessary that a clerk be employed to cover his customers every morning. This custom prevails more or less strongly all over Western Ontario, and it is a rather expensive custom. One dealer said he estimated it cost him $900 a year. He paid a clerk $9 a week to do the work, and found it necessary as well to keep an extra horse and rig.

Nearly every grocer and butcher in Brantford has a red or buff-colored delivery wagon. They all look alike, except for the name on the side of the cover. Another feature noted was the absence of outside display and the free appearance of the sidewalks and streets in front of the stores.

Some Attractive Stores.

The interiors of the stores are thoroughly up-to-date and the equipment is of the latest style—computing scales, cheese cutters, paper rollers, string holders, bag racks, and cash and account registers. Most of the merchants use the front of the store for display and a back section is screened off where the stocks are kept. The interior displays are well carried out, but much more could be done in the way of window dressing. Still it was remarked on more than one occasion that a decided improvement is noted in this regard in Brantford of late.

A Long-Term Window.

This brings to mind an incident which was told The Grocer. A certain Brantford grocer whom we will call Mr. Jones, because that is not his name, sixteen years ago had his window dressed by his son a day or two before the latter left for the United States. So pleased was the merchant with the display that for fourteen years he allowed the window to remain without changing. Therein is a moral for him who runs. No doubt Brantford grocers will soon be in the front rank with window displays, judging by the way they are coming forward in other respects.

There was one simple, yet attractive window shown by G. S. Winter, Son & Co., Colborne Street, which attracted The Grocer's attention. It was a display of fruits and spices for the Christmas plum pudding and for the Christmas dinner table. In the centre was a carton of layer figs set in a frame of assorted shelled nuts, while at the corners were bunches of table raisins. Around in various groups were dates, currants figs, raisins and cranberries, and the background was built up of glasses, fancy tins and packages of spices and seasoning articles. It was the first display of these goods seen this season, and it speaks well for Mr. Winter's enterprise when he can display a line of goods that other grocers are but placing on their order books. Though he had a well-stocked store, Mr. Winter said he had just that day placed an $800 order with a traveler for more goods. That does not sound bad, even in Brantford.

Fred Hays, who conducts the "Cash Bargain Grocery" on Dalhousie Street; his brother, George, who has two stores in town; the Forde Co., Jno. T. Wallace, J. Thompson, A. L. Vanstone and J. Hagey ("Bon Marche") are the leading grocers in the centre of the town, Mr. Vanstone conducting a first-class china department in addition to groceries.

Interested in Local Politics.

Jim Burns and Fred Corey are prominent members in the trade, and W. T. Pearce and Sam Suddaby are grocers taking a foremost place in public affairs. Mr. Pearce is a school trustee and Mr. Suddaby is serving a second term as chairman of the Brantford Board of Works. To him more than to anyone else is due the inauguration of the "good roads" movement in Brantford. Dalhousie Street was paved this year and Colborne and Market Streets will be paved next year. When finished these principal streets—Dalhousie, Market, and Colborne will compare with the best streets in any of our Canadian cities. Chas. B. Heyd is another prominent figure. He was until lately a representative of his city in the House of Commons.

Hon. William Paterson, the veteran biscuit manufacturer, is a resident of Brantford, and at the recent elections was returned to Ottawa. At present the Minister of Customs is the dean of the House. It will thus be seen that the grocers of Brantford hold quite a large place in the public eye and that they hold prominent offices in city, county and country.

Huffman & Craig are new grocers in Eagle Place, and with J. Cunningham, Chas. H. Lewis, M. Jno. Kew, John Peachey, Chas. W. Grantham, J. C.

Struthers & Co. and Fred Corey, help to look after the temporal wants of the residents of the south and east ends. Misener Bros., too, in the east end, are again building up a good business. In fact, all the grocers in the newer sections of the city are establishing stores that appear to be flourishing. In the west there are Sam Suddaby, R. J. Welsh, Jno. M. Hyde and James Mathers. In the north, up Terrace Hill way, Rich. Gowman is a butcher who has added groceries to his stock and who, with Jas. M. Lamb, McCann Bros., and Wm. C. Edwards, is seeing that his neighborhood is supplied with the best of what is going in the grocery line.

A Confectionery and Ice Cream Department.

At least one Brantford grocer has struck out on independent lines. That grocer is Alf. Patterson, and he has a confectionery department added to his business. In summer he throws open an ice cream parlor in which he does a thriving trade. Some Saturdays as many as eight persons are required to wait on the customers alone, and Mr. Patterson has sold in one day as high as 60 gallons of ice cream. How he made the people in the neighborhood acquainted with his business is an interesting story. Shortly before last Christmas business was going rather slowly and Mr. Patterson, a candy-maker by trade, decided to add a confectionery department. He bethought himself how best he could bring his wares prominently before the people. He bought an outfit consisting of a doll which revolved on a pivot and placed it in the window with a card attached bearing the legend that on Christmas eve it would be given to the person buying the largest amount of candy between December 1 and Christmas eve, a check being given for every 20 cents worth sold. A number of printed dodgers distributed at the school doors set the ball rolling and Mr. Patterson soon had a great many customers in the store who bought not only candies, but groceries as well. The revolving doll cost him nine dollars, but the result more than justified the success of his plan and added as well some dollars to his bank account. Mr. Patterson's candies became known, especially a high grade of maple cream, and when summer came round it was an easy matter to add an ice cream parlor, which was a paying department from the first. A number of mottoes bearing catchy phrases are placed in prominent places about the store and give the premises a lively appearance.

Mr. Hagey, manager of the Bon Marche, is building up a good business on Colborne Street, and in other parts of the city, especially out in the Brant Avenue district, are a number of bright grocery stores. Among them are Wellington N. Drake, a new addition to the ranks of Brantford grocers; Greensides Bros., Hartley Bros., Elmer Kitchen, Fred J. Matthews, well-posted on grocery news in his vicinity; Ed. Paterson, Philip G. Truss and G. N. Willits, out in Holmdale.

The Manufacturers and Wholesalers.

The manufacturing and wholesale trade is represented by Wm. Paterson & Co., biscuit manufacturers; the Brantford Starch Co., Geo. Foster & Sons, who lately opened a new fireproof wholesale warehouse with up-to-date conveniences; Geo. Watt & Son, tea men and grocers; the Brantford Coffee & Spices Co., Burke Mineral Water Works T. J. Fair & Co., cigar makers; J. S. Hamilton, vinegars and Pelee wines; Howard Bros. and the Ham & Nott Co., manufacturers of grocers' fittings and Ryerson Bros., fruit dealers.

Some Commendable Features.

In general, the grocery trade in Brantford is in good shape and the future is a pleasing prospect. Although there is no civic by-law calling for the closing of the stores early in the evening still nearly all the grocers members of the Grocers' and Butchers' Association close their premises at seven o'clock and a number of them at 6.30. The shop fronts, however, are kept lighted, giving a bright appearance to the streets at night. A word, too, should be said concerning the clerks in the grocery stores. They are a smart, active set of young fellows and many of them have been connected with the trade for at least ten years. In fact, most of the present grocers in Brantford have risen from the ranks and no doubt a number of the clerks of to-day are looking forward to the time when they will be proprietors on their own account. A good understanding exists between principals and clerks, due largely to the fact that the clerks are looking after their stores' business when the premises are closed. It is the intention of the Association to bring closer together the men engaged in trade whether they are merely behind the counter or owners of business houses. There is also a scheme on foot for the establishment of a library of technical books on grocery facts, which will no doubt not only benefit the clerks but be of distinct advantage to all concerned in the trade.

Nothing more need be said regarding the situation in Brantford. The monetary conditions might be improved, but there is a feeling of general satisfaction abroad and on all sides a hopeful and optimistic feeling prevails.

A NEW BULLETIN.

White & Co., the wholesale fruit dealers, of Toronto and Hamilton, showed a new stroke of enterprise this week by issuing their weekly price list and bulletin in a new form. White & Co. believe thoroughly in the liberal use of printers' ink and, in order to assist their customers as much as possible, they will every week present on the bulletin a suggestive advertisement. This, merchants are advised to use in connection with local advertising. White & Co. state that they are convinced that each dealer should keep his business in evidence either in the newspaper or by hand bills and they will be pleased to co-operate with the trade in any way possible for the capture and development of new business on page four of this week's bulletin is a sample local advertisement, worded in a catchy manner and containing some good straight publicity talk for the retailer.

AMERICAN TOBACCO COMBINE GUILTY.

United States Courts Say Company is Operating in Violation of Anti-Trust Law.

New York, Nov. 11.—The contention of the United States Government that the American Tobacco Company is operating in violation of the Sherman anti-trust law was sustained last week in decisions handed down by Judges Lacombe, Coxe and Noyes in the United States Circuit Court here. Judge Ward handed down a dissenting opinion. In the suit the Government asked for an injunction dissolving the combination of the American Tobacco Co. and its 60 subsidiary companies on the ground that it was illegal in that it operated in restraint of trade and commerce. The Government also asked the U.S. Circuit Court to appoint a receiver to wind up the affairs of the allied corporations.

While finding that there was an illegal combination as charged, Judges Lacombe, Coxe and Noyes in their opinion said that injunctions should issue against all the defendants except two. The injunctions are, however, stayed pending an appeal to the United States Supreme Court.

The petition asking for the appointment of a receiver to take charge of the companies included in the combine was refused as being "impracticable and wholly unnecessary."

The Imperial Tobacco Company and the British American Tobacco Company, English corporations, were included in the Government's suit, but the complaints against these companies were dismissed.

ONTARIO FRUIT FOR ENGLISH EXHIBITIONS.

The Agricultural Department of Ontario last week forwarded a car of the Province's finest fruit, consisting chiefly of apples to England where exhibits will be made at the Royal Horticultural Society's Exhibition at London, November 26 to 30 and in Exeter, Bristol and other towns. The Exhibit will remain about a week in each town. T. B. Rivett and P. P. Farmer of the Agricultural Department will be in charge of the exhibits.

The Bakogeorge Bros., natives of Greece, will open a large confectionery store in Lindsay.

"DOES IT PAY?"

A Discussion of the Relations of the Three Branches of the Grocery Trade—A Question Which is Now Coming Into Prominence in the United States and Canada.

The following paragraphs from a recent issue of the New York Journal of Commerce are interesting as bearing on the question of the ultimate trend of the grocery trade both in the United States and Canade, particularly since recent events are bringing the question into prominence.—Editor.

The legitimacy of certain relations of the three branches of the grocery trade, one with the other, is furnishing a topic so welcome to the commercial press that it is grasping the topic with a fervor that is really delightful, although it perhaps does not lie within the power of the journalist to do much toward bringing about a change. The solution of the problems now agitating the grocery trade will, however, be facilitated by regarding them from the Does It Pay? standpoint.

The truth of the above, from an exchange, is to be judged in the light of interpretation. Of course it is not within the power of a journalist nor anyone else to make "the other fellow" do what he doesn't want to, but there is no more powerful influence at work in the grocery trade to-day than the trade press. Of course the trade press cannot convince the merchant that it knows more about his own business than he does himself; but if it be a consistent and honest publication it can serve a very useful end by agitating certain questions and acting as the medium of exchange of trade thought, Because od certain agitations led by the trade press of late there are unmistakable signs that the trade itself is waking up to the fact that there is need for reform.

The "does it pay?" test is wise only when it is accompanied by a long-distance discernment. A thing may pay immediately, whereas its ultimate effect is distinctly demoralizing. There is striking evidence that many practices which have heretofore been supposed to "pay" are now being suspected of having really wrought more damage than they have good. The retail grocers of Nashville have been debating the question, "Does Price-Cutting Pay?" The very fact that the question was raised at all, and especially the result that the meeting overwhelmingly voted that it did not pay are encouraging signs of good horse sense.

Price-Cutting Fallacies.

It is the essential principle of business that a merchant shall buy as cheaply as he can and sell at as much as he can. He ought to do both with due regard to the rights of others. Any idiot can give his goods away and fill his store with people to take them. In lesser degree, the man who will sell cheapest, quality being equal, will get the most trade. But is he a good merchant thereby? Rather, doesn't he seal his own ultimate doom and incidentally drag the rest of the trade down with him. It is a pretty well established fundamental of democracy that individual rights must bow to the public welfare and it is as true in principle in commercial life as civic. The man who depends on price-cutting to crush his fellow tradesmen is neither safe nor wise. Experience is slowly proving to the trade that cheapness is not essentially a virtue.

Another fond practice of the past which is coming under suspicion as a fallacious principle is buying futures and stocking up in quantities. In a way it is the descendant of price-cutting—the child of quantity, price and speculation. The jobber has fondly believed that it was worth his whole to cut the price if he could thereby load up his customer with a large order. The retailer who could get a slight concession in price jumped at the chance. But it is slowly percolating through the retailer's mind that perhaps the burden and risk of carrying goods is as dangerous as the saving was desirable. It has been carefully figured out that it costs one per cent. a month to carry groceries of the staple sort, an expense hardly commensurate with the economy of loading up with quantities which would last perhaps a whole year. Prices may decline—recent events have painfully proved it—perishable goods may go bad, insurance charges are expensive, storage room is valuable in cities and money tied up is not as desirable as money drawing interest.

The Jobber as a Reservoir.

Even the slight saving which some retailers have found in buying exchanges and quantity purchases, is being brought under doubt as an economic principle. Many a retail grocer has figured out that, with all the attendant risks, he can better afford to carry light stocks and let the jobber do the worrying than do it himself. Small investments, small profits and purchases for short-time requirements—and these have been the order of things for several months past—have been an influence in the study of the problem. The retailer is more than ever convinced that the jobber is worth what he costs as an ally and sponsor—a source of quick supply—a sort of expansion joint to absorb the violence of market variations. Buying futures is being quite generally discredited as an economic advantage by most retailers.

The manufacturer has also been considering whether some things he has heretofore maintained good do really "pay." One of them is trying to rids two horses at the same time—the retailer and the jobber. The recently formed Specialty Manufacturers' Association is one evidence of his change of heart. If he can secure a fair reciprocity from the jobbers, he proposes to confine his merchandising to legitimate channels hereafter. "Playing double" did not pay.

Another lesson the manufacturer has learned, thanks to the operation of the compelling influence of the pure food law, is that quality of produce is a better guarantee of a reputation and steady trade than cheapness. The average manufacturer wanted to be honest, but competition drove him into practices which astounded him, when once he was pulled up on the lariat of the law. He had been cutting prices with his competitor and thereby forcing himself to abandon quality and take refuge in petty dishonesty. The food law decreed that such practices did not pay and, when he was forced into testing it, he found it to be true. To-day he is the pure food law's staunchest supporter.

The influence of association has been a saving one to the grocery trade. Men who, left to themselves and their selfish ends, would follow a rut of habit and never leave it, have been forced by contact with their fellows and by the resultant publicity to study that word "pay" with a different meaning. Profits are not the only things which measure how well or poorly a thing "pays." Reputation and prosperity are also elements in a "paying" business. Reasonable and fair profits, open markets and a fair show, a square deal and a living chance are essentials for successful commercial life. These are the things which association has brought forth. Rapidly the influence is spreading through all the various factors of commerce, and the man who discerns clearly the trend is an optimist.

HEINZ FACTORY AT LEAMINGTON.

By the passing of a municipal by-law at Leamington, Ont., on Friday, November 13, by a vote of 555—18, the establishment of a branch factory of the Heinz Co., of Pittsburg, in that town is assured. The by-law provided for the expenditure of $10,000 for a six-storey factory, the putting in of a sewer, free water and tax exemption for ten years. This will mean the securing of an important and developing industry for the town.

TRAVELERS NOMINATE OFFICERS

The quarterly meeting of members of the Dominion Commercial Travelers' Mutual Benefit Society was held in the Association Rooms, Montreal, on Saturday afternoon, Nov. 7. The nomination of officers for the ensuing year resulted in the re-election of Ald. James Robinson as treasurer and Reg. W. Graham as secretary.

S. C. Richards, head of the firm of Richards & Brown, grocery commission merchants, Winnipeg, has returned from a short business trip to England. Mr. Richards succeeded in securing several important English agencies.

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UNCLE SAM AND THE TARIFF.

Now that the elections in the United States are over and the Republicans have carried the day, not only in the choice of Mr. Taft as president, but also in securing a substantial majority in the House of Representatives, it is solemnly announced that tariff revision is likely to be a preferred subject in the legislative programme at the national capital.

While some Republican leaders declared during the recent political campaign, from which they have just emerged, that an overhauling of the tariff was urgent, the student of fiscal problems and policies does not seriously believe there will be any radical reduction or extensive alterations in the specific schedules at present in force. The existing high rates of duty are likely to prevail and the only interest Canada has in the outcome is largely that of a spectator or looker-on.

The day has long passed when the Canadian people have followed the practice of gazing in the direction of Washington for relief or bowing the knee to the tariff makers in that city. Efforts made in that direction some years ago were coldly received, no reciprocal spirit being in evidence, and the Dominion now pursues the even tenor of its way, fully convinced that she can work out her own destiny and master her own future without commercial courtesies or negotiations with the southern republic which, since the days of the McKinley tariff, has evinced no desire to lower customs barriers.

The present tariff of Uncle Sam is on an average about fifty per cent. higher than that of Canada against imports from the republic, while the balance of trade between the two countries is nearly one hundred per cent. in favor of the States. As long as Canada continues to buy in this ratio there is small probability of any reduction in our favor.

For the year ending March, 1907, Canadian exports across the border amounted to $109,000,000, while we bought from our neighbors no less than $208,000,000 worth of goods. As long as this big balance of trade exists in favor of the United States there need be no expectation of any incisive re-adjustment of duty, and it, therefore, is a matter of small interest to the Dominion whether there is or not.

Our foreign trade is expanding year by year at an unprecedented rate without support or encouragement from the south. Overtures made in years past were not favorably received and we in no way have to place reliance for our future upon the fiscal attitude of our neighbors where the latest advices would indicate that, while in the proposed programme there may be a nominal revision, there is small danger of the Republicans departing from the extreme protectionist tenets to which they have held so long.

The Ways and Means Committee of the House of Representatives began hearings on the tariff on the 10th inst., and they will end December 4th, and it is understood that a tariff revision bill will be enacted to go into effect at the beginning of the next fiscal year.

Although it is stated that the programme allows more than double the time hitherto given to any tariff measure, the belief exists that any investigation into such an important and far-reaching subject that can be concluded and drafted in about three weeks' time is not likely to be very searching, exhaustive or at all revolutionary in character and leads the impartial to the conviction that the tinkering will be very trifling.

The kind of tariff revision that will be presented, has been styled by a member of the present administration, as "the veriest sort of makeshift." Mr. Sherman, the newly-elected vice-president, has always been tooth and nail for the most extreme protectionist notions of his party, while Mr. Cannon, who will doubtless be elected speaker, is an out-and-out protectionist, and will use all possible means to prevent extreme action in all fiscal matters.

Mr. Taft, while not an avowed extremist, did not fail, however, in all his campaign speeches to emphasize the relationship between prosperity and high rates of duty, and knowing ones do not expect from him anything in the way of a downward revision.

It is intimated that maximum and minimum duties may be imposed, but the Republican victory, in the view of the verdict at the polls, the political character of the House, and the views expressed so freely by the leaders, evidently means that the forthcoming tariff revision is not likely to result in anything startling or to deviate one jot from the course that the dominant party has adhered to for nearly a score of years.

The outcome is, therefore, creating no stir in Canada, whose dependence on the frown or smile of Uncle Sam in trade matters has long ceased to be regarded as a matter of consequence in the development and expansion of the commerce of Canada.

MAKING THE PAPER HELPFUL.

The first instalment of the story of a trip among the grocers and the trade in Western Ontario by a representative of The Canadian Grocer will be found elsewhere in this issue. This week the article deals with the grocers of Brantford but individual businesses and trade conditions in other towns will be taken up in subsequent issues.

The primary object of the trip of The Grocer's representative is to get in touch with the problems in which the trade is particularly interested so that the paper may be made still more helpful and valuable. While our representative is getting acquainted with the grocers in the different towns he visits he is also studying trade conditions, with a view to bringing away ideas that may be developed for the benefit of our subscribers later on. The Grocer has always carried the confidence of the retailers in Canada. It is the policy of the publishers to make the paper just as helpful as possible to all classes of grocers in Canada.

INTERESTING OPERATIONS IN SUGAR.

Considerable interest has been manifest in the operations of the New York sugar refiners during the past week, and, in consequence of continued price reductions, reports were circulated that the fight which took place about four years ago between the American Sugar Refining Co. and the Arbuckle interests was to be renewed. The reports came from the continued reduction in prices due to the scaling down of the margin between raw and refined sugars during the past few weeks. The normal margin is about 90 cents per hundred pounds. Up till Tuesday the gradual reduction had brought this down to 73 cents, and on Wednesday a cable received by local brokers noted a decline by the Federal interests to $4.60, which would bring the margin down again to 68 cents per hundred. This movement in the face of stiffening prices in European raws appeared rather significant since the margin stated cannot allow for very much more than the cost of refining, and it is said that the reductions will cut down refiners' profits about two-thirds.

It appears that at the time of the former fight between the American and Arbuckle interests an agreement was made by the late President Havemeyer and Arbuckle Bros., which terminated the trouble and since that time business has been on a pretty steady basis. It was said that this agreement had recently terminated, that Arbuckle Bros. had declined to renew it, and that the reductions ensued as a result. Later information, however, does not bear out the truth of this statement, but bases the cause of the reductions simply on ordinary business competition.

While the course of events will have no direct effect on Canadian sugar markets the matter is being watched with a good deal of interest here.

NO MALAGA GRAPES.

How many grocers there are, and not alone grocers, but some dealers as well, who call those luscious Almeria grapes which are becoming so much in demand of late, Malagas. It is simply a matter of misinformation. There are no real Malaga grapes coming to Canada, though they are grown largely in the province of that name in the south of Spain. The Province of Almeria, where the fruit does come from, lies farther east on the coast and the two provinces are separated by a range of mountains. How the name Malaga came to be applied to the fruit is evidently due to the fact that the steamship line carrying the goods runs directly from Almeria to the port of Malaga, where the fruit is transhipped before being forwarded to this country.

EVERY GROCER SHOULD BE INTERESTED.

The Christmas window-dressing and advertising competitions which The Grocer carried on just about a year ago were productive of such satisfactory results that it has been thought well to repeat them this year and particulars of both competitions are presented on another page in this issue. These contests are arranged with a view to stimulating interest among The Grocer's subscribers in departments of their business which we believe to be of prime importance and which can be developed to be of great value.

The contests are arranged so that all classes of grocers are given an equal chance and the trouble and expense required in connection therewith are so slight that they should deter no one. These contests are something in which every grocer in Canada ought to be interested and a large number of entries are expected.

VALUE OF TRADE ASSOCIATIONS.

A striking example of the value of trade associations is furnished by the workings of the Brantford Grocers' and Butchers' Association. The organization was founded some eight years ago, so it has passed through its initiation and enthusiastic stage, and that it is stronger to-day than in its early days proves that it is maintaining an active existence.

The association has brought the members of the grocer family closer together and there is a friendly feeling permeating the whole organization. The public is protected too, and as a consequence food products are cheap, good and pure, and compare favorably in these respects with other centres of the province. For their own protection the members of the association have a system to ward off dead-beats. In fact, such improved conditions have been brought about since the inauguration of the association that a mere recital of them would need a special article. However, a few named here may not be amiss. From an educative standpoint there has been a great improvement in the lay-out of the stores and arrangements of the stock. The windows, too, show a welcome change. The folly of price-cutting has been abated. The stores close early in the evening, thus giving the clerks a little time for recreation. There are other features which commend themselves to various minds, but if for nothing else than the cordial relations which exist among the members of the grocery trade in Brantford the association has more than justified its existence.

There is a matter engaging the attention of the officers just now in relation to the way farmers are breaking the civic by-law in the disposing of cheese on the market. But notwithstanding the amount of work the association is doing for the grocers, the members yet have time to help their confreres, the butchers, in their grievance with the selling of meat on the market, and in lending a helping hand in a social and educative way to the clerks in their employ. The association proposes to give an entertainment in the near future to their clerks and in this way to bring themselves in closer contact with those who are helping to build up their business.

A library of grocery technical books, too, is a suggestion that may be acted on whereby grocer and clerk may improve themselves in the knowledge of the goods they are handling.

Lastly, the association fills a field of public usefulness which is recognized by the civic authorities and citizens generally. Next year Brantford proposes to gather together her sons and daughters in far away points during an "old home week" and the first invitation sent out for help by the citizens' committee was to the Grocers' and Butchers' Association. Of course, they promised assistance and if present indications count for anything the event will be a huge success. In its own quiet way the association has been spending its surpluses by contributing to charitable and philanthropic bodies and thus helping to alleviate the sufferings of some of their less fortunate brothers of the human family. Brantford has an association which other cities might well emulate.

Hearing Resumed in Guild Case

Chief Justice Falconbridge Resumes Held-over Sitting on Wednesday Morning—Secretary of Empire Tobacco Company Tells of That Firm's Relations With the Guild—Shredded Wheat and the Wholesale Trade.

The special sitting of the High Court of Justice, at which the business methods of the Wholesale Grocers' Guild are being investigated, was re-opened on Wednesday, Nov. 11th, at 11 o'clock before Chief Justice Falconbridge.

The resuming of the hearing was dated for Tuesday morning, but owing to the fact that counsel in the case were not altogether prepared, it was held over for another day.

Evidence for the defence, the hearing of which was adjourned from Oct. 23 until Nov. 11, was presented, the first witness to take the stand being Henry S. Burke, Montreal.

Mr. Burke is secretary of the Empire Tobacco Co., Montreal. He said that the company was incorporated in December, 1898, although they had been in business years before.

To E. F. B. Johnston he stated that up to October, 1898, they had sold to the retail trade, but this involved too many accounts and customers and they had decided to go to the wholesalers. There were about 30,000 retailers in Canada handling tobaccoes and it took too many travelers to call upon them. Selling only to the wholesale trade enabled them to distribute their goods quickly, and save in handling, freight rates, the matter of bad debts, etc. They had 400 or 500 accounts. With the wholesalers selling to them did not increase the cost of the goods to consumer, wholesalers or any one else.

Save Profits From System.

"How do you manage to pay the wholesaler his profit?" asked Mr. Johnston.

"From a saving in freight rates, administration, office expenses, etc."

"Did you ever refuse to sell goods to any member of the Guild?"

"No."

"Mr. Curtis, of Port Hope, says that he was prevented from buying tobacco from the Empire Tobacco Co. through the Guild. 'Is that true?"

"No. In 1901 he bought, and 1904 he did not. Curtis has bought no tobacco from us since 1901, although our representative called frequently upon him."

Continuing, Mr. Burke sais: "We had an arrangement with the wholesalers regarding terms, which were individual. We did not know whether they were members of the Guild or not. We sent a circular to all persons who signed our selling contract. In the interest of both the wholesale and retail trade, it was necessary to keep to the list prices."

"The Guild had nothing to do with this Curtis cancellation?" asked Mr. Johnston.

"No."

"Was it necessary to sell at list prices?"

"I think so."

"Was any complaint made to your company, either by wholesaler or retailer, or by members of the Guild, with reference to John Curtis, Port Hope?"

"No."

"Was your refusal to sell Zealands, of Hamilton, brought about through any wholesale retailer or member of the Guild?"

"No."

"Why did you not sell them?"

"Because we thought they were a combination of retailers, and we do not sell to co-operative concerns."

"Who fixed your prices?"

"We did."

"Do you know any way of carrying on a business of the size of the Empire Tobacco Co. without selling to the wholesale trade?"

"No; except we had stores of our own. If we had any other system it would greatly increase the details, expense, etc."

No Arrangement With the Guild.

To Mr. Washington, witness said that after 1898 their business was too big to handle with the retail trade, and they had to go to the wholesalers.

"Did they not approach your president first?"

"Not that I am aware of."

"This idea then just dawned on your people without any suggestion from the wholesalers?"

"Yes."

"Was anything said about co-operative institutions?"

"As soon as the traveler called my attention to the Hamilton house, I told him not to take the order."

"Have you any correspondence with the Guild or its officers?"

"We have letters, but do not recognize them."

"What arrangements did you make with the Guild?"

"None whatever."

"Did you ever come to an arrangement not to sell to the retail generally?"

"No, we offered to cut out the retail."

"You confined yourself to wholesalers with some exceptions?"

"Yes, a few old friends and customers. The guild had no right to complain. We used our own judgment entirely. We reserved our right to sell to the retailer where we thought it advisable."

"In case the retailers' orders were sent through wholesalers?"

"Yes."

"The guild called you down," queried Mr. Washington.

"Yes."

"You claim they had no right to do it?"

"Yes."

Mr. Washington read a letter from the Wholesale Grocers of Winnipeg, complaining to the effect that the Empire Tobacco Co. had sold a retailer named Bentley in Lethbridge at wholesale prices, which was regarded as unfair.

Mr. Burke said that all retailers had to agree to certain prices or they would not get the profit.

Mr. Washington—"I have heard those same glittering generalities for years."

Witness was asked how he had discovered that the Hamilton firm was a combination of retailers. He replied that he had learned it from Bradstreet's and from the representative of the Empire Tobacco Co. in Hamilton. He admitted that the guild had the right to complain if the company sold to retailers, but the company reserved the right to use their own judgment in this matter.

A Practical Case.

"Supposing I had $5,000 cash to buy a carload of tobacco, would you sell to me?" inquired Mr. Washington.

"We might, but it would depend on conditions and our trade in your section, whether you were doing a bona fide business, etc."

"Would you be afraid to do so on account of your arrangement with the wholesalers?"

"No; but on account of our sense of fairness to the wholesalers."

"Did the wholesalers approach you in November, 1904?"

"I guess they did."

"Did you make any arrangement with them then?"

"No."

"Did you agree to take all orders to the wholesale houses?"

"Yes; with a few exceptions."

Mr. Washington here read the minutes of the Dominion Guild's annual meeting in Montreal in which complaint was made that the Empire Tobacco Co. had not treated the wholesale trade fairly, selling in certain cases to retailers.

Mr. Burke said that when the guild waited upon Mr. Davis, president of the Empire Tobacco Co., the members were informed that they were welcome as customers or dealers, but the company would have no relations with them."

Mr. Washington read a circular sent out by the Guild in 1904, to the effect that the Empire Tobacco Co. had not adhered to the exclusive clauses setting forth the terms and conditions. One clause was that there was to be a rebate of five cents per lb. by the company if the wholesalers handled their goods exclusively.

To Mr. Johnston, witness said before the guild was ever thought of the house sold to wholesalers at a rebate, who in turn sold to the retail trade at list prices.

"If the wholesale trade handle your goods what have you to do?"

"We have to give them a profit."

"If you do not sell through the wholesalers, what then?"

"We would have to sell to about 30,000 people altogether."

In further examination it was brought out that the exclusive clause in the

agreement had been declared legal, after being investigated at Ottawa, by Judge MacTavish, on behalf of the Government.

A Traveler Speaks.

Samuel Meyers, connected with the Empire Tobacco Co., said he took charge of the Eastern Ontario business in March, 1902. He called upon Mr. Curtis, of Port Hope, who said that he could not sell the goods of the Empire Tobacco Co. He told witness that MacDonald's was all the rage in that territory. He ran the Empire goods down.

Mr. Johnston—"You called on him several times?"

"Yes."

"Is there any truth that when he wanted to buy the goods you refused to sell him?"

"No, sir."

Shredded Wheat Company's Experience.

Hector W. McBean, treasurer of the Shredded Wheat Co., said they distributed their products through the wholesale trade because it was cheaper and more comprehensive. His company have nothing to do with the guild. They stipulated that wholesalers should sell to the retailer at a fixed price.

"Who fixes the prices?" asked Mr. Ambrose, for the defence.

"We do."

"You allow a discount to wholesalers?"

"Yes."

"Do you recognize the guild in any way?"

"No; we sell to every legitimate wholesaler."

"Would you consider it proper to sell to a retailer who does some jobbing?" inquired Mr. Ambrose.

"That would altogether depend on circumstances."

"Would that be affected by the guild?"

"No."

"Do you know of any cheaper way of selling goods than through the wholesale trade?"

"I do not," replied the witness.

To Mr. Washington—"It has been largely our policy to deal only with the wholesalers. We were enabled to effect a reduction in price through having a factory established in Canada and by arrangement with the wholesalers and retailers which resulted in a greatly increased market for our goods. There were complaints about price cutting by the retailers and a deputation of them waited upon us, headed by a wholesaler and we came to a satisfactory arrangement."

WEDNESDAY AFTERNOON.

At the resumption of the hearing in the afternoon Robert Henry, of Windsor, formerly of Brantford, was the first witness called. He stated that he was agent for the Clover Leaf and Maple Leaf brands of salmon and represented the Packers' Association of Vancouver. His association had no arrangements with the Grocers' Guild and the latter had nothing to do with the fixing of prices. The association sold only to the wholesale.

Mr. Washington, K.C.—Did the Guild ever say that they would not buy your goods as a wholesale outfit if you did not come to their terms?

"They never did."

To Mr. Johnston, Mr. Henry said that the Packers' Association of Vancouver consulted with their customers as to the fixing of prices, but allowed no dictation.

Fred. R. Porter, of Toronto, assistant freight agent of the G.T.R., gave evidence in reference to the equalization of freight rates on sugar and other commodities.

The Sale of Salt.

Ernest E. Henderson, of the Canadian Salt Company, Windsor, Ont., was the next witness. Examined by Mr. Ambrose, he said that his firm could not distribute their product as cheaply as the wholesalers could. If they undertook to do it themselves they would have to put up well houses in every city and town to distribute to the retail trade. They shipped only in carload lots. If they sold to the retailers they could not collect their accounts only with a great deal of expense; there would be too many collections.

"Do you sell your salt by fixed price?"

"Yes, absolutely."

"Do you sell to the wholesalers at that list price?"

"We give them a commission or discount."

"Do you make any stipulations?"

"Yes, we do that he sells at the fixed price."

"Have you any written agreement with the wholesalers as to that?"

"We send out instructions to that effect, but have no agreement with them."

"Have you any agreement with the Guild?"

"No, not at present and I never knew whether I had."

"Do you confine your sales to the Guild members?"

"No, we sell to every legitimate wholesaler."

"What do you mean by wholesalers?"

"Men who sell to others and not to the consumer."

"If the wholesalers sold to customers you were not expected to sell to them?"

"No."

"Do you know of any cheaper way to dispose of your goods other than through the wholesale?"

"No, I do not. The price to consumers is lessened that way, and there is no other that I know of."

"Did the Guild ever interfere with you in the sale of your salt?"

"No, and no one else."

"Did any one have any business with you in fixing the price or methods with reference to the sale of your salt?"

"No."

"Did you sell to wholesalers who were not members of the Guild?"

"I did."

"Do you consider the wholesalers the best purchasing power by which your goods could be marketed?"

"I do."

Had Heard of Guild.

Cross-examined by Mr. Washington, witness was asked when he first heard of the Guild and replied four or five years ago.

"When did you first make arrangements to sell to the wholesalers?" asked Mr. Washington.

"In 1893."

"How did you dispose of your goods before that?"

"Mostly through brokers."

"From whom did the suggestion come as to selling to the wholesalers?"

"From myself."

"At whose suggestion?"

"From myself to myself."

"Why did you enter into an agreement then?"

"Simply because it was in the form which we had been doing business."

"Were you allowing the same profit?"

"I think so. Some of them had tried to get exceptional arrangements, and we thought it would be a good thing not to be bothered and have all put on the same basis."

"Is there any agreement of any kind between the different salt manufacturers?"

"None."

The Starch Industry.

George F. Benson, President and Managing Director of the Edwardsburg Starch Company, said that his firm had been in the business for fifty years, and he had been identified with the company since 1886. They did not deal through the retailers directly who could be reached by no other way as effectively as through the wholesale trade.

"Do you know of any way of carrying on the business and giving the consumer the benefit other than through the wholesale trade?"

"None that I know of, except by keeping a large staff of travelers at large expense selling one line, while the wholesaler has travelers selling many lines. The most practical way is to sell to the wholesale trade."

"When did you first hear of the Guild?"

"Since I have been connected with the company."

"Did they never have any dealings with you?"

"Yes, from time to time."

"Had the Guild or the wholesalers anything to do with the prices at which you sold or to whom you sold?"

"Nothing whatever."

Mr. Benson explained that his firm sold to a few retailers who had been purchasers of the company before he had been connected with it, and they kept them on. They allowed the wholesale trade twelve and a half per cent. profit for handling their goods, and his firm paid the freight. The prices were fixed by the company, and if a wholesaler cut the figure, the company wrote to him and tried to stop him, as to slash prices, and allow any wholesaler to do this, destroyed the profit of all their interests eventually and injured the starch business. The wholesalers were met by witness in Toronto as he was told they

wanted to see him. They desired more trade discount and the company gave it to them, making the discount fifteen per cent. A list of wholesalers with whom the starch works did business was finally agreed upon. It included the wholesalers, some of whom were not members of the Guild, and a few retailers whom they carried on.

"What difference did it make to you if you sold goods whether a man was a member of the Guild or not?"

"It did not make any difference."

"Who fixed the price list?"

"We did ourselves."

"What about the discount?"

"That was agreed upon after consultation with the wholesalers."

Cross-Examined.

Mr. Blackstock next took the witness in hand.

"You say there are two starch companies doing business in Canada?"

"Yes."

"You had objections raised from a good many sources as to selling goods to retailers?"

"Yes, as the demand was mixed."

"Did you fix the prices yourself?"

"Yes."

"Did you confer with the other company?"

"Yes, we conferred with them."

"How do you pay the wholesalers?"

"By trade discount."

"Your practices are not materially different years before to what they have been since?"

"No, practically the same."

"During that time you were accustomed to grant a trade discount of twelve and a half per cent., you paying the freight?"

"Yes."

"In arrangements by which you fixed prices you eliminate the element of bargaining which results in cutting down prices?"

"My point of view was that the goods should be put on the market at attractive prices."

"In that point of view you allow the wholesaler his profit who is also protected?"

"Yes."

"They are supposed to sell to the retailer and protect him?"

"Yes."

"Now what I would like to know who looks after the consumer in these operations?"

"We try to do so that our goods can be sold to the consumer at attractive prices."

"You tried to protect the consumer?"

"Yes! We try to control our goods."

"In the interest of business you make two divisions, the wholesale and retail. You do not favor one retailer over another?"

"We do not."

"Why do you refuse to sell to retailers?"

"We believe there should be two divisions—wholesale and retail."

"What the wholesalers are trying to do is to compel you to give them a monopoly of the retail trade?"

"Yes! But we are trying to act fairly toward both divisions."

"The arrangement made with the Guild has the effect of altering the natural course of business?"

"Yes, to a certain extent."

Mr. Johnston asked what are the conditions of trade generally?

"If ours are not natural then the conditions generally must be artificial." replied the witness.

"Has the increased cost of starch been the result of your arrangement with the wholesale trade?"

"No."

A Traveler Speaks.

James Morris, traveler for the Empire Tobacco Company, denied that he had refused to supply Mr. Curtis of Port Hope. He had declined to supply Mr. Zealand of Hamilton because his association was a combination of retailers.

In cross-examination witness admitted that now he would not supply a retailer like Mr. Curtis.

The hearing will be continuel all this week.

The hearing was continued on Thursday and Friday, full details of which will be given in next week's issue.

FURTHER PREFERENCE IN BARBADOES?

Legislature Anxious to Increase Trade With Canada.

Recent advices from Barbadoes regarding an action taken some time ago by the Legislative Council, ostensibly with a view to encouraging trade with Canada, are arousing considerable interest here. The Council at its last session adopted a new preferential tariff, providing for reduced rates on certain Canadian products on condition that Canada reduce her rates on sugar below the present preferential tariff.

While Canada is exceedingly anxious to increase her trade with the West Indies, it seems exceedingly doubtful whether any concession such as is suggested in the above report will be made here.

In the first place, the West Indies seem to be treated quite generously already so far as sugar is concerned. Their sugars come in under the British preferential tariff and also have the benefit of the German surtax, and the way these work out to their advantage is shown to a great extent by the fact that only a small percentage of raw sugars is brought in from any other source.

Considering this fact, also, it is thought that not a great deal of advantage would accrue to the West Indies through the granting of a further preference. Those who are in a position to know in Canada say the preference is quite low enough already, and that Canada is showing Barbadoes and the West Indies in general just as much favor, if not more, than is being offered in return.

For the fiscal year of 1907 Canada's exports to the British West Indies, including Barbadoes, for which no separate statistics are available, were $2,042,990, the chief item in this being fish and their products. For the same period Canadian imports from the West Indies were $2,174,392, of which sugar and molasses, with which the above is concerned, formed the major part, amounting to $1,756,859. From this it will be seen that the present tariff appears to have been quite favorable on these grounds.

The real reason Barbadoes hesitates about the proposed reduction on Canadian goods seems to be that that island, and indeed the whole of the West Indies, are so bound up in trade with the United States that they fear that if they granted Canada a preference the United States might close her markets against them. This, of course, would be a serious matter, and naturally, anything that would tend in this direction would be carefully scrutinized by interested parties.

The act above mentioned must be approved by the British and Canadian Governments and also receive the consent of the Government of Barbadoes before it can become operative, and it seems very doubtful whether it will be ultimately passed, for some time, at least.

PERSONAL NOTES.

Richard Smeall is now representing the William Paterson & Son Co., of Brantford, Ont., biscuits and confectionery, in Montreal and Quebec Province. We can tell the Wm. Paterson Co. they are lucky in getting "Dick" and believe he has been equally so.

T. Geddes Grant, of Trinidad, who represents a number of Canadian firms in the West Indies and has done a very worthy work in introducing Canadian products and developing Canadian trade in the West Indies, is at present on a visit to Canada. He was in Halifax last week and is now on his way around the provinces.

Albert Irving, for many years city representative for Salada Tea, and a number of years New York agent for the MacLaren Imperial Cheese Co., passed through Toronto last week on his way to the Western States. Mr. Irving is now a member of the firm of D. C. Reynolds & Co., 354 Greenwich Street, New York, one of the old established importers and dealers in cheese. Mr. Irving's abilities as a first-class salesman have always been admitted and his present venture will show what he knows about cheese. A good friend of The Canadian Grocer, we wish him success.

W. E. Bidwell, who has been with the MacLaren Imperial Cheese Co., Toronto, for a couple of years, is now representing the Imperial Syrup Co., of Montreal, in Western Ontario. This is familiar ground Mr. Bidwell having gotten pretty well acquainted with the buyers on this ground a number of years ago, and he reported business as very encouraging. Besides the company's regular line of syrups Mr. Bidwell is carrying a new line, Ramsay's chocolates, a high grade confection, which is being favorably received. Mr. Bidwell was recently at the factory in Montreal for a few days getting thoroughly in touch with the company's goods.

WINDOW DRESSING FOR CHRISTMAS

Hints and Suggestions on Special Arrangement and Display for the Holiday Season—A Window From Elmira, Ont.

From this time on grocers all over the country should be preparing for Christmas—the big harvest-time of the year. Everything which can be done beforehand to save time and trouble during the busy season should be planned now. One of the matters which come under this head is window dressing. To help along in this work each week from now on, suggestions, either of what someone else has done or something new, will be given.

The photo reproduced this week shows a window which appeared at Christmas time last year in the store of Ruppel & Co., Elmira, and was dressed by the head clerk, Percival Ruppel.

Besides displaying goods which are specially called for at Christmas-time, this window shows a novel method of displaying canned goods. As will be seen, boxes are used to build up the background of the display, and the goods are arranged in and around these. The display is tastefully arranged and should have been effective as a trade drawer. It possesses the qualities of being attractive and at the same time giving some idea of the quality of the goods in the store. The idea used also is something not often seen.

Christmas Window Display From the Store of Ruppel & Co., Elmira, Ont.

STANDARD VS. PRIVATE BRANDS.

A good deal has been written at various times about the advantages accruing to retailers in putting up and carrying private brands of various lines of goods. While at first sight there may appear to be some advantage, it is very doubtful as to whether the ultimate result can be satisfactory.

No retailer can compete with the manufacturer in putting up goods so far as quality is concerned. In the first place, he cannot buy the raw material so advantageously nor can he be sure in most cases of getting the best goods. Again, in the process of preparation the manufacturers' methods are much superior, in many cases chemists being employed and practical tests being made to assure the excellence of the goods.

In another point, that of advertising, the proprietary article has a decided advantage over private brands. Practically all the well-known brands of grocers' sundries on the market to-day have been supported by a campaign of advertising which has made them a household word and assures a continued demand for them.

ONTARIO HORTICULTURAL EXHIBITION.

Interesting Display of the Province's Products in St. Lawrence Market, Toronto, This Week.

The annual exhibition of the Ontario Horticultural Association is being held this week in the St. Lawrence Market arena, Toronto, and is attracting a great deal of attention from fruit and flower growers all over the province. The exhibition was formally opened on Thanksgiving evening by Lieut-Governor Gibson, his first appearance in his new capacity, who spoke in an appreciative way of the fair as an exhibit of the province's resources.

The change this year from Massey Hall, where the exhibition was formerly held, to the St. Lawrence arena, gives opportunity for displaying both fruit and flowers on one floor, and in this feature is an improvement.

The display of fruit packed in boxes for export, always a most interesting feature, is this year very large and considerable improvement is noted. The exhibits from the various counties are also much in evidence and the showing of the Government experimental farms in different parts of the province occupies its usual place.

The features of the exhibition will be illustrated in more extended form in next week's issue.

NEVER DID RETAIL BUSINESS.

In reporting the evidence in the Wholesale Grocers' Guild case, in the issue of Oct. 30, a statement to the effect that several firms had had difficulty with the guild because they had conducted a retail counter, included the name of Baird & Peters, wholesale grocers, St. John. In regard to this we are in receipt of a letter from Baird & Peters drawing attention to the paragraph and asserting that they have never sold goods to customers nor been interested in retail business in any way. The report was made as carefully as possible and Baird & Peters' name was undoubtedly mentioned at this point in the evidence though it may not have been in the exact connection stated. We regret that any reflection seems to have been cast on them in the matter and are glad to make the above correction.

A FOLLOW UP SYSTEM.

A salesman soon becomes associated in the mind of a retailer with the firm he represents. In the same way, a firm which advertises persistently in trade newspapers soon succeeds in associating its advertising with its salesmen, in the minds of the retailers. It pleases a reader of a trade newspaper to see the advertising of a firm with which he has dealings. It tends to confirm him in the opinion that he deals with up-to-date, progressive people. When he reads the ad. he thinks of the firm's traveling representative. Thus, though personal calls may be more less infrequent, the firm which advertises in the trade press succeeds in keeping itself and its salesmen green in the memory of retailers.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT, VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

Montreal, Nov. 12, 1908.

POINTERS—
Fish—Advanced.
Cheese—Declined.
Eggs—Advanced.
Butter—Advanced.
Sugar—Steady.
Beans—Stronger.

The colder weather has had a beneficial effect upon trade, and many houses report greater volume of business. There is a general impression among business men that this improvement will continue, but it is thought that the winter will not witness any great revival of business, this movement, however, it is thought, will take place next spring upon the re-opening of navigation. Collections during the week have been fairly good. The week has not been productive of many changes in grocery lines, with the exception of a few products, among which are fish, which has gone forward slightly in price, owing to storms which have crippled the industry somewhat, and has been reflected in the higher prices. Cheese has declined, owing to the lateness of the make and inferior quality of that which is arriving. Eggs are in good demand for this time of the year, and this condition has led to an increase in prices all around. Butter is slightly stronger and in good demand. Fruits have been meeting with fair sale and vegetables have been slightly on the dull side. Feed, flour and rolled oats are unchanged, with fair trade passing. Other lines remain as last reported.

SUGAR—The sugar market has not changed during the week. Prices remain the same and the demand continues to be small.

Messrs. Czarnikow, MacDougall & Co., of New York, in their weekly circular say:

"The optimistic opinions held last week as to the value of raw sugar, and as to the future of the market, received a rude shock this week through the sudden and sharp decline in European markets. The optimism had been based on the weather reports from Europe and on the belief engendered by the rise in Continental and United Kingdon markets, that there would be a serious curtailment in the European production. But the week had hardly opened when prices abroad began to decline and the issue of the factories estimates immediately started a stampede among the bulls. These estimates gave a forecast for convention countries that was only 246,000 tons less than the estimates issued ten days earlier by F. O. Licht, and this 'less' was diminished by a 30,000 tons higher estimate for Russia, etc., which reduced the net falling off from F. O. Licht's figures to 216,000 tons. A reduction of only 3.3 per cent. on crop estimates was hardly enough to support the recent 10 per cent. rise in beet prices and half of this rise was speedily lost."

Granulated, bbls	$4 80
" ½-bbls	4 75
" bags	4 85
Paris lump, boxes, 100 lbs	5 40
" " " 50 lbs	5 50
" " 25 lbs	5 70
Extra ground, bbls	4 95
" " 50-lb. boxes	5 15
" " 25-lb. boxes	5 35
Powdered, bbls	4 75
" 50-lb. boxes	4 95
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 20
No. 1 " bags	4 15

SYRUPS AND MOLASSES—Molasses has been in fair demand to supply immediate wants. Prices have not altered remaining firm as quoted last week. The stocks held throughout the country are small, consequently prices have been well maintained. Syrups present no new features.

Barbadoes, in puncheons	0 37 0 39
" in barrels	0 39½ 0 41½
" in half-barrels	0 40½ 0 42½
" fancy	0 38 0 40
" extra fancy	0 38 0 42
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03¾
" ¼-bbls	0 03¾
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb " ¼ doz. "	2 60

MAPLE PRODUCTS—There is small demand for any lines of maple products. Trade is very dull and no change in quotations is recorded during the week.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 06 0 07
Pure syrup, 8½lb tin	0 60 0 65

TEA—The Japan market remains practically the same as at the last report. Black lines remain unchanged also. Business locally has not been very brisk in tea lines. Advices from London regarding China Congous, state: "Business in China Congous has been without special feature. Most buyers had already secured working stocks of the new season's crop, and as the arrivals now are not quite so interesting as the first shipments were, it is not surprising that they should find the demand somewhat quieter. The export trade is dull at the moment, and the plentiful supplies of low grade Indian teas have taken the attention of the home trade off common Congou. Prices of these grades have declined fractionally, but sales are not being pressed by importers. A cable despatch from Hongkong states that the Chinese Ministers of Finance and Agriculture are at present discussing the advisability of making a reduction in the export duty on tea, with a view to recovering some of their lost trade."

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 30
Medium	0 22 0 23
Good common	0 21 0 22
Common	0 19 0 21
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 19 0 20
Pekoe Souchongs	0 19 0 20
India—Pekoe Souchongs	0 17½ 0 18½
Ceylon greens—Young Hysons	0 19 0 25
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEE—A good steady trade is passing in coffee. Prices remain as last quoted.

Mocha	0 12½ 0 25
Rio, No. 7	0 09 0 11
Santos	0 11 0 15
Maracaibo	0 15 0 20

Roasted and ground 20 per cent. additional

DRIED FRUITS—The market is showing signs of settling down to a more solid basis. Buying has not been as heavy as is generally the case at this time of the year. Valencia raisins are somewhat easier this week. Currants are more active this week. Supplies on the spot are small. The cargo of dates by the Tabaristan is now about cleared, and a limited quantity of Hallowi, standard brands, the only grade remaining unsold of Persians, continues offering at present quotations. The quality of the Hallowi this season is unusually fine. Fards have also met with a ready sale. With more seasonable weather sales of all dates will no doubt be largely increased. The Afghanistan, the second steamer from the Persian Gulf, is due in New York within ten days. Quotations are:

Dates—	
Hallowees, per lb	0 04 0 05
Sairs, per lb	0 03½ 0 04
Packages "	0 05½ 0 06½
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" " ½-box	0 75
"Royal Buckingham Clusters," ½-boxes	1 30
" " boxes	4 75
"Excelsior Windsor Clusters"	5 75
" ¼'s	1 60
Australian raisins	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 10 0 11
Choice seeded, 1-lb. pkgs	0 09 0 10
Loose muscatels 3 crown	0 08 0 09
" " " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 12 0 18
Peaches, "	0 11 0 15
Pears, "	0 13 0 15

Prunes—	per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 08½ 0 09½
" " " 50-60s	0 08 0 08½
" " " 60-70s	0 09
" " " 70-80s	0 07½ 0 08
" " " 90-100s	0 06½ 0 07

SPICES—This market remains unchanged with fair volume of business passing.

	Per lb.
Peppers, black	0 16 0 20
" white	0 18 0 27
Ginger, whole	0 18 0 20
" Cochin	0 17 0 20
Cloves, whole	0 17 0 30
Cloves, ground	0 25
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 30 0 60
Cinnamon, ground	0 15 0 19
" whole	0 14 0 16

BEANS—There is a fairly good demand for native beans. Other lines are neglected. The price for Ontario pickers is slightly higher this week, now being quoted at $1.65 to $1.70.

Ontario, pickers	1 65 1 70
Rangoon Indians	1 60

EVAPORATED APPLES — New crop apples are offering at 7⅝c to 8c a lb. New stock is of a good quality.

Evaporated apples, new	0 07½ 0 08

Canning, N.S., has a first-class industry known as the Cornwallis Valley Vinegar Works, which are now running night and day. The tanks hold 100,000 gallons, and so great is the rush of orders that the plant will soon have to be extended.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

Winnipeg, November 10.—Previous to Thanksgiving I made a careful round of the retail trade in order to ascertain just how far the movement of crop was being reflected in increased business and I find a very general and healthy revival, not only of trade in staples, but in luxuries also. Collections are very satisfactory and merchants one and all report that it is much easier to get money from the banks than it was even a month ago, to say nothing of last year. In fact many of the banks are now seeking investments and they are not always finding them among business men, who in not a few instances, have a sore feeling to the banks owing to the needless stricture of credit last year.

The conditions of retail trade in the West to-day are a splendid commentary on the general stability of business and the real prosperity of the country. Department houses in Winnipeg one and all report trade excellent, it is not confined to one line or one department, some departments are going better than others, but none are lagging behind. The result of the money for the crop reaching the farmers is shown specifically not only in the enormously increased mail order business, but in the number of farmers which every passing day brings into Winnipeg to trade. Some of these come from distant points in Saskatchewan. They have great wads of money; they come to the city to do fall trading, put in a week at the theatres, etc., and have a good time generally. Perhaps the most decided testimony to the increase in business is the fact that every one of the department stores in Winnipeg are to-day considering plans for the enlargement of their business premises next spring.

Another notable feature of trade is the extent to which good jewellery and watches are being bought. This applies not only to people in the city, but people in the country as well. Among the most jubilant merchants are the piano men. They claim that never in the history of their trade in the West have they had so many farmers write and ask what reduction they can have on their account, if instead of continuing instalments, they pay spot cash. They also claim a very large country inquiry for pianos for Christmas, with good offers of cash down or large cash payments on account.

Clothing men and furriers are not quite so cheerful. The clothing and fur departments of the big houses report a splendid trade, but the exclusive clothing and fur houses though encouraged by the outlook, are not finding trade quite as good as they had hoped for. As a matter of fact, there has not been any cold weather yet to make heavy clothing and furs a necessity. With the department stores their heaviest clothing business is through mail orders.

Boot and shoe trade looks good and dealers one and all expressed themselves as satisfied with present business, and more especially with the outlook. Collections are good.

Grocery houses report trade good and the trend of business in the direction of better class goods than formerly. Mail order business is good with these houses and orders from farmers are very generous. Thanksgiving trade has been very good.

It is not surprising that trade in both city and country should be good. Up to the end of October farmers had received at least $20,000,000 on their wheat alone and 75,000 head of export steers had been marketed that must have netted very close to $50 apiece to the men who raised them, many thousand head having averaged $60 and $65. In addition, there is what has already been sold of the oat, barley and flax crop, not to mention butchers' cattle and hogs.

The Canadian West has every cause to be thankful, and the West is thankful.

The wheat market has been one of exceptional strength and steadiness all week. Receipts have passed all former records and are absorbed readily. Shipments from the head of the lakes are large and even should winter shut down as early as Mr. Foster is predicting, there will be more wheat out of the Canadian West before navigation closes than there ever has been before.—H.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, November 12, 1908.)

POINTERS—

Sugar—Declined.
Butter—Scarce and price advancing.
Cornmeal—Declined.

SUGAR—The sugar market continues to be erratic, and in view of the uncertainty most of the dealers are buying cautiously. A decline of 10 cents last week has reduced quotations to the following:

Montreal and B.C. granulated, in bbls	5 10
" " in sacks	5 05
" yellow, in bbls	4 70
" in sacks	4 65
Wallaceburg, in bbls	5 00
" in sacks	5 05
B.C. gunnies granulated, 5-18's to bale, per cwt	5 05
" " 5-20's " "	5 05
" hard pressed lump, 25's, per cwt	6 25
" " " half bbls., per cwt	6 60
" icing	5 90
" bar sugar	5 70
Icing sugar in bbls	5 70
" " in boxes	5 90
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls	6 05
" " in ½-bbls	6 05
" " in 100-lb cases	6 05

SYRUPS AND MOLASSES—The reduced prices this season on canned fruits is affecting to some considerable extent the demand for corn syrups. All brands of corn syrups have been advanced during the last month. Ruling prices are as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	2 95
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 35
" 5 gal. kets., each	2 25
Sugar, 25 lb. boxes, ½s. and ¼s	3 00
Syrup, gallons 1 doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ½ " 2 doz. to case "	6 55

ROLLED OATS—There is a good demand for rolled oats at present prices indicating confidence in the stability of the market. We quote:

Rolled oats, 80 lb sacks, per 80 lbs	2 30
" 40 " " 80	2 35
" 20 " " 80	2 40
" 8 " " 80	2 70

CORNMEAL—The local market is steady at the following slightly reduced prices:

Cornmeal, per sack	2 35
" per ½ sack	1 20
" per bale (10, 10's)	2 65

BEANS—There is a good demand for beans at the present time, particularly from railway construction and lumber camps, and retailers catering to trade of that nature. White hand-picked beans are selling at $2.20 to $2.25 per bushel.

POT AND PEARL BARLEY—Reductions have been made in pot and pearl barley. Pot barley is quoted at $2.55 per sack; pearl barley at $3.75 per sack, and $1.95 per half sack.

FOREIGN DRIED FRUITS—There is a good demand now for figs, currants, raisins and dates for Christmas trade and the new goods are selling rapidly. We quote:

Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 90
" extra dessert, "	3 85
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" Connoisseur clusters, boxes (5½ lbs)	0 85
Trenor's Valencia raisins, f.o.s, per case, 28's	2 65
" " " 14's	1 00
" " selects " 28's	2 25
" " " " 14's	1 15
" " layers " 28's	2 35
" " " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0 07
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 08
" 4 " " "	0 08½
Prunes 90-100 per lb	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 08½
" 40-50 "	0 08½
" 30-40 "	0 09½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 08½
Peaches, per lb	0 08½
Apricots, standard, per lb	0 09½
" choice, per lb	0 10½
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½

RICE AND TAPIOCA—Only a staple business is being done, with no change in prices.

EVAPORATED APPLES—New stock is selling at 7⅞c per lb.

HONEY—Supplies are hard to obtain. Prices are quoted as follows:

Honey, 2½ lb. tins, in case 24	8 75
" 5 " " 12	8 50

SPANISH ONIONS—New stock is quoted at $1.15 per crate.

NUTS—

Shelled Walnuts, in boxes, per lb	0 27
" " small lots, per lb	0 29
" Almonds, in boxes, per lb	0 30
" " small lots, per lb	0 32

BUTTER—Manitoba dairy is not being offered in sufficient quantities to satisfy the local demand and butter is being shipped in from the East. For round lots the local produce houses are paying 19c to 19½c per lb. f.o.b. Win-

nipeg; for No. 1 dairy, 22c to 23c per lb.; for No. 2 dairy, 18c to 18½c per lb.; for No. 3, 17c per lb.

EGGS—For Manitoba fresh the produce houses are offering 23c per dozen f.o.b. Winnipeg.

CANNED GOODS—

WINNIPEG—There is a big sale of corn, peas and tomatoes at the low prices quoted and the war in these vegetables seems likely to continue through the season. Fruits are also selling well. Dealers are stocking freely in view of the improved business prospects.

FRUITS.

	Group No. 1	Groups No. 2 & 3
	Group No. 1	Groups Nos. 2-3
Apples—3's standard, per case	$2.44	$2.34
" Gallons, standard, per case	1.55	1.52½
Cherries—Red, pitted 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	4.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie, unpeeled, gallons	2.42½	2.40
" pie, peeled, gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe l.s. 2's		2.78
" Globe l.s. 3's		4.14
Plums—Damson l.s. 2's	2.28	2.18
" Lombard l.s. 2's	2.28	2.18
" Green Gage l.s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red, gallons	3.80	3.77½
" black 2's	4.18	4.08
" black, gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28
Beans—2's	2.08
Corn—2's	2.08
Peas—	
No. 4 standards, 2's	1.88
Early June, 2's	1.98
Sweet Wrinkle, 2's	2.18
Extra fine sifted, 2's	3.08
Pumpkins—3's	2.14
Succotash—2's	2.68
Tomatoes—3's	2.44
Tomatoes, 2's	2.08
Tomatoes—gallons	3.70

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz.	1 25
Corned beef " 2's per doz.	2 70
" " 1's "	1 50
Roast beef	
" 1's, per doz	1 50
" 2's. "	2 70
Potted meats, ½'s, per doz.	0 55
Veal loaf ½ lb., per doz.	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 25
" 1 lb. "	2 50
Lunch tongue 1's, "	2 25
Sliced smoked beef ½-lb. tins, per doz.	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 25
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

ONTARIO MARKETS.

POINTERS—

Sugar—Declined 10 cents.
Evaporated Apples—Firmer.
Canned Goods—Selling well.
Collections—Slightly better.

Toronto, November 12, 1908.

The better conditions noted in the wholesale markets last week continue and the situation is certainly improving. There is no immediate reason for this, but the change is quite large enough to be noticeable. Wholesalers are speaking more cheerfully as is only natural with better business in sight, and the whole trade seems to carry an air of greater briskness. Buying is not confined to any special lines but is general and this confirms the idea given by one wholesaler last week, that retailers' stocks are not at all heavy.

Collections as well are reported somewhat more satisfactory and this all is an indication that money is becoming more free as the weeks go by.

The markets are beginning to assume a steadier basis and changes are not at all frequent beyond the decline in refined sugar on Friday there is little to chronicle. Canned goods are passing fairly well, and evaporated apples have a stiffer feeling, otherwise price changes are not at all in evidence.

SUGAR—A decline of 10 cents in refined on Friday, Nov. 6, came as a surprise to local dealers. The raw markets at the time were on a stiffening basis, and in the face of this the decline was rather an enigma. It could scarcely have been done, as is sometimes the case, to stimulate buying, as the season of heavy demand for sugar is over. Just why it happened nobody seems to know.

At present the market is steady with no signs of any immediate change. Prices at time of writing are as follows:

Paris lumps, in 50-lb. boxes	5 65
" in 100-lb. "	5 55
Paris lumps, 5-lb. boxes	5 25
St. Lawrence granulated, barrels	4 60
St. Lawrence Beaver	4 35
Standard granulated	4 60
Imperial	4 35
Acadia granulated, (bags and barrels)	4 50
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 "	4 20

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Syrups in pails are selling fairly well, but business in bulk goods is very quiet. Prices are unchanged.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
	Per case.	
2 lb. Tins, 2 doz. in case	2 40	
5 " " " "	2 75	
10 " " ½	2 65	
20 " " ¼ " "	2 60	
Barrels	0 03½	
Half Barrels	0 03¾	
Quarter "	0 04	
Pails, 38½ lbs. each	1 75	
" 25 " "	1 25	
Maple syrup—		
Gallons, 6 to case	4 50	
½ " 12 "	4 80	
Quarts, 24 "	4 80	
Pints, 24 "		
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 50
West Indian	0 30	0 35

TEA—Locally the market is quiet, with a firmer feeling in the better grades. Really good teas are quite scarce. There is some demand for fairly good Ceylons and Indians and for Japans about the usual staple call.

COFFEE—Local business continues good, with no change in prices. From primary markets an advance is noted on lower grade Rios. The world's visible supply on Nov. 1st was 16,362,071 bags, as against 15,145,943 bags at the same time last year.

DRIED FRUITS — The filling of Christmas orders is keeping business in this class of goods quite active. Prices all through continue on about the same basis though Valencia raisins, in which there has been considerable cutting for several weeks, are held a little more firmly. Apricots are selling well and demand for the new dates and figs have been very active. Less of these goods than usual was sold on future this year and the wholesale houses are now feeling the effect of this in repeated orders.

	Per lb.
Prunes—	
40-50's, 25-lb. boxes	0 09½
50-60's, " "	0 08½
60-70's, " "	0 08½
60-70's, 50-lb. boxes	0 08½
90-100, " "	0 07
Apricots—	
Choice, 25-lb boxes	0 12
Fancy, " "	0 14
Candied and Drained Peels—	
Lemon 0 09½ 0 11 Citron	0 19 0 21
Orange 0 10½ 0 12	
Figs—	
Elemes, per lb.	0 08 0 15
Tapnets, "	0 03½ 0 04
Bag Figs	0 03½ 0 04½
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 09 0 09½
Patras 0 08 0 08½	
Uncleaned, ½c less.	
Raisins—	
Sultana	0 09½ 0 13
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias, new crop	0 05½ 0 06
Seeded, 1-lb packets, fancy	0 10
" 16 oz. packets, choice	0 09½
" 12 oz. "	0 08
Dates—	
Hallowees 0 06½ 0 06½ Fards choicest	0 08 0 08½
Sairs 0 04½ " choice	0 07½

SPICES—Demand is steady at the same prices as quoted last week.

Peppers, black pure	0 16 0 20
" white pure	0 25 0 30
" whole, black	0 18
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 45 0 90
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 19
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

RICE AND TAPIOCA—A fair staple demand is being felt which may increase as the cold weather comes on. Prices remain unchanged.

	Per lb.
Rice, stand. B	0 03½ 0 03¾
B rice, 5 bag lots, delivered	3 05
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05½ 0 06¼
Java	0 06 0 07
Sago	0 05½ 0 06¼
Seed tapioca	0 06
Tapioca, medium pearl	0 05 0 05½

BEANS—These are being held a little firmer this week. Large quantities are being sold by the holders and the supply is coming out fast. Shipments indeed have been so large and frequent that there is some talk of the end of the supply of Ontario beans being already in sight. This, however, seems scarcely probable. Wholesalers are quoting as follows:

Handpicked, per bush	2 00 2 10
Primes, per bush	1 85 2 00
Lima, per lb	0 07

EVAPORATED APPLES—There is rather more activity in these goods this week, and they are being held a little more firmly as the stock in evaporators' hands is none too large. Wholesalers are quoting at 7½ cents for good stock.

Evaporated apples	0 07½

CANNED GOODS

MONTREAL—Very fair business is passing in fruits and vegetables, rather better than usual at this time of the year.

TORONTO—Sales of fruits and vegetables continue steady and business is

quite active. The fact that retailers bought less on future than usual this year is coming to light in the orders being received now. The lower prices this year seem also to have stimulated demand. Salmon is also selling steadily.

	Per doz. Group 1.	Per doz Group 2
FRUITS.		
3's apples, standard	1.00	.95
3's apples, preserved	1.45	1.40
Gals apples, standard	2.55	2.50
Gals, apples, preserved	4.00	3.95
Blueberries (Huckleberries)—		
2's standard	1.20	1.15
2's preserved	1.70	1,65
Gals, standard	5.05	5.00
Cherries—		
2's, red, pitted	1.95	1.90
2's red. not pitted	1.55	1.50
Gals. red, pitted		8.00
Gals. red, not pitted		6.50
2's black, pitted	1.95	1.90
2's, black, not pitted	1.55	1.50
2's white, pitted	2.05	2.00
2's white, not pitted	1.65	1.60
Currants—		
2's red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals. red, standard		5.00
Gals. red, solid pack		7.00
2's black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals. black, standard		5.25
Gals. black, solid pack		8.00
Gooseberries—		
2's, heavy syrup	2.15	2.10
2's, preserved	2.40	2.35
Gals., standards		6.00
Gals., solid pack		8.00
Grapes—		
2's white, Niagara, pres'd.	1.45	1.40
Gals., ditto., standards	3.55	3.50
Lawtonberries—		
2's, heavy syrup	1.95	1.90
2's, preserved	2.20	2.15
Gals., standards	7.55	7.50
Peaches—		
1½'s, yellow, (flats)	1.70	1.65
2's yellow	1.95	1.90
2½'s yellow	2.65	2.60
3's yellow	3.05	3.00
3's yellow (whole)	2.30	2.25
2's white	1.85	1.80
2½'s white	2.55	2.50
3's white	2.80	2.75
3's, pie, not peeled	1.45	1.40
Gals., pie, not peeled	4.30	4.25
Gals., pie, not peeled	6.05	6.00
Gals., assorted pie fruits (add 5 p.c.)		
Pears—		
2's Flemish Beauty	1.70	1.65
2½'s Flemish Beauty	2.00	1.95
3's Flemish Beauty	2.15	2.10
2's Bartletts	1.90	1.85
2½'s Bartletts	2.20	2.15
3's Bartletts	2.35	2.30
3's pie, not peeled	1.30	1.25
Gals., pie, peeled	4.05	4.00
Gals., pie, not peeled	3.55	3.50
2's, light syrup, "Globe"		1.25
3's, ditto		1.85
2's pineapple, sliced	1.95	1.90
2's, do., grated	1.95	1.90
2½'s, do., whole	2.45	2.40
Plums—		
2's, Damson, light syrup	1.00	.95
3's, ditto	1.40	1,35
2's Damson, heavy syrup	1.15	1.10
2½'s, ditto	1.80	1.75
3's ditto	1.90	1.85
Gals., Damson, standard	2.90	2.85
2's Lombard light syrup	1.00	.95
3's " "	1.45	1.40
2's " heavy syrup	1.20	1.15
2½'s " "	1.85	1.80
3's " "	1.95	1.90
Gals. " Standard	3.05	3.00
2's G. Gage, light syrup	1.40	1.35
2½'s " "	1.85	1.80
3's " "	2.05	2.00
3's " light syrup	1.85	1.80
Gals. " Standard	4.05	4.00
2's Egg, heavy syrup	1.55	1.50
2½'s " "	1.85	1.80
3's " "	2.05	2.00
Raspberries—		
2's, red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals., red, standard	7.05	7.00
Gals., red, solid pack	9.80	9.75
2's, black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals., black, standard	7.05	7.00
Gals., black, solid pack	9.80	9.75
2's, rhubarb, preserved	1.80	1.75
3's rhubarb, preserved	2.45	2.40
Gals., rhubarb, preserved	3.30	3.25
2's strawberries, heavy syrup	1.95	1.90
2's " preserved	2.20	2.15
Gals. " standards	7.05	7.00
Gals. " solid pack.	9.80	9.75
VEGETABLES.		
Beets—		
2's, sliced, br., "Simcoe"		.95
2's, sliced, b.r., Simcoe		.95
2's, whole. b.r., "Simcoe"		.95
2's, whole, br. "Rosebud"		1.15
3's, sliced, br., "Simcoe"		1.25
3's, whole, br., "Simcoe"		1.25
3's, whole, br., "Rosebud"		1.40
2's, golden wax, midget, "Auto"	1.25	
Beans—		
2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85
3's, ditto.	1.40	1.35
2's. Refugee, midget, 'Auto'	1.25	
2's, Crystal Wax	1.00	.95
2's, Red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's corn	.90	.85
Gals., corn-on-cob		4.50
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's cabbage	.95	.90
2's cauliflower	1.50	1.45
3's cauliflower	1.90	1.85
2's parsnips	1.00	.95
3's parsnips	1.10	1.05
Peas—		
1's No. 1 extra fine, sifted	1.12½	1.07½
2's No. 4 standards	.82½	.77½
2's No. 3 early June	.87½	.82½
2's No. 2 Sweet Wrinkle	.97½	.92½
2's. No. 1 extra fine, sifted	1.42½	1.37½
Gals., No. 4	3.77½	3.72½
3's pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's table spinach	1.30	1.25
3's table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's succotash	1.20	1.15
3's squash	1.15	1.10
Gals., squash	3.55	3.50
2's tomatoes	.90	.85
3's tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's turnips	1.00	,95

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

Now is the time to order your winter stock of perishable goods, as the winter tariffs will soon be in force, meaning a considerable increase in the cost of shipments. Laporte, Martin & Co., Montreal, offer a large and varied assortment of wines, beers, porters, mineral and aerated waters, vinegars, pickles, etc., which they are prepared to ship on receipt of order. They have just received also a large shipment of Roquefort cheese of very superior quality which they offer to the trade at interesting prices—Advt.

ADVERTISING PAYS.

Lillian Braythwaite Hill, the very successful writer of humorous advertisements, spoke at a businessmen's dinner in Chicago on "Fun in the Ad." Miss Hill began in this way:

"Does it pay to advertise? Well, I should say so. A man came to an editor in the town of Shelbyville one day and asked that question.

" 'Does it pay,' said the man, 'to advertise in your paper?'

" 'Does it pay to advertise in my paper? You just bet it does,' the editor replied. 'Look at Sands, the hardwareman, for instance. Sands advertised for a boy last week, and the very next day Mrs. Sands had twins — both boys.' "

SITUATION WANTED.

ADVERTISER desires position with wholesale grocery or provision house where his knowledge of the green fruit and colonial trades could be used to good advantage. Many years experience on the American and European markets. Well equipped office man, executive ability, linguist, capable manager. Highest references. Reply, "Co-operative," CANADIAN GROCER Toronto. (46)

BE A SALESMAN

We will teach you to be an **Expert Salesman** in eight weeks by mail, and assist you to secure a position with a reliable firm. Through our

Free Employment Bureau

the largest of its kind in the world, we have placed hundreds of our Graduates in good paying positions, and always have scores of good openings. Traveling Salesmen earn from $1,000 to $10,000 a year and expenses. If you want to make big money, fill out and mail the attached coupon today for our free book "A Knight of the Grip." Address our nearest office.

Dept. 287 National Salesman's Training Association

New York Chicago San Francisco
Kansas City Minneapolis

Name ..... P.O. ..... State ..... R.F.D. 287

Grocery News from Coast to Coast

British Columbia Notes

Fruit Growers Pursue Organization.—Vancouver Co-Operative Association Prospering——66-cent Eggs.

VANCOUVER.

November 7.—In making the suggestion that the fruit growers' organizations of the different local districts should form a central association, J. C. Metcalfe, one of the best known growers on the lower mainland, makes a few statements which are worthy of consideration. He says that local unions cutting prices have just as bad effects as when individuals do it, and the market should be controlled by a central body so that the best results could be obtained. One of the greatest factors regulating trade during this season was the American business, and now that British Columbia is making a determined effort to secure the business of its own territory, namely, the Northwest, United States firms are adopting sound business methods. He said he understood that a company of wholesale men were handling American fruit there, and there had been a tendency to use fruit from this Province as a catspaw in deciding prices. It's the same way with fruit as with lumber. The United States dealers have their own home market and use Canadian territory as a dumping ground. Mr. Metcalfe stated that the man who got discouraged at fruit growing was the one who dabbled at something else.

Reports presented at the semi-annual meeting of the Chilliwack Co-Operative Association showed that instead of deficits being the order of the day, there was now a profit. In two months the profit was $289. It is proposed to increase the floor space by 1,300 square feet. The following officers were elected:—President, Charles H. Evans, re-elected; Vice-President, Geo. Marrs. Advisory Board of Directors, J. C. Robertson, W. Hornby, James Bailey, George Bellrose and William Walker. Auditors, G. H. Raine and Jos. Thompson. A. J. Charlton is the manager, he having taken charge about three months ago,

M. E. Davis, of Montreal, directing head of the American Tobacco Company in Canada, was a visitor here this week along with J. McIntyre. The nature of their business was not divulged.

James Young, a grocer of Nanaimo, who is a leading Socialist, allowed his zeal to get the better of his discretion during the election campaign last week and he is now charged with criminal libel by Ralph Smith, member elect for Nanaimo. The cause of the charge is a dodger that was printed and circulated.

L. X. Truxler, who recently started a cigar factory in Vernon, finds business so good that he has had to increase his working staff and keep going night and day to attend to Christmas orders.

Trade generally is rather quiet, and retailers report that business is hardly what it should be at this time of year. Retrenchment among householders is still going on, and this is particularly noticeable in the smaller sale of those articles for which there is a call when times are particularly good.

Eggs this week are quoted at 60c by the special dealers, though they go at 55c at most stores. From now until after Christmas the price will keep high, and will soon be at the 75c mark, which is generally reached in time for the holiday trade.

Quebec and the Maritime Provinces

Winterport Business Opened at St. John and Halifax—Prince Edward Island Starch Factory Burned—Easier Lobster Market—Montreal Notes.

MONTREAL.

November 10.—From time to time mention has been made of the petition which many of the leading merchants of this city presented to the city council regarding the carriage of freight by the street railway. In the latest deliberations of the city council the matter came up for discussion and the council seemed to be in no hurry to deal with the matter, as they have decided not to extend any further privileges to the street railway at the present time. It is felt by some of the aldermen that this departure is so much of an experiment that it is unwise to show too much haste in altering the franchise as it stands at the present time. Other members of the council feel that the street railway received its special privileges in return for its services in transporting the citizens of this city from one place to another, and it would not be keeping faith with the people to subvert its usefulness as a public utility to a specific commercial purpose. The gentlemen who favour the privilege, however, state that freight would be moved at night, when there is a comparatively small passenger traffic. In looking over the names which appear on the petition, their high standing in the community and personal integrity seems to preclude any possibility of them obtaining concessions which would result in their own personal aggrandisement to the serious disadvantage of the public.

Ovide Moreau, fish and oysters, Bonsecours Street, has removed to 223-225 St. Paul Street. The increase in Mr. Moreau's business has been so rapid that this change to larger quarters has been necessitated to accommodate its enlarged volume.

Alex. D. Fraser, president of the Fraser, Viger & Co., Limited, left early last week for a holiday trip to Victoria, B.C., over the Canadian Pacific Railway, and on his return will stop over at Calgary, Edmonton, Winnipeg and other points in the Northwest in the interest of the European houses represented in Canada by his company. Mr. Fraser expects to be away from three to four weeks.

HALIFAX.

November 7.—The local grocery markets are now well stocked and business is considered very good for the season of the year. All the jobbers now have fine large stocks of new dried fruits on hand, such as raisins, currants, figs, dates, etc. Some excellent California dried fruit is also offered for sale. The market has been bare of this class of stock for two years. Trade with the outports is expected to be brisk from now until the closing of navigation.

Butter still continues to move upwards. This tendency is very strong and has prevailed for some time. There has been no let-up in the past week or two and the indications are that the advance will continue for some time at least. With the approach of the cold weather, dairy butter is steadily advancing and many dealers look for further increases in prices. Creamery is selling at 28c for prints, and 26c for solids. Dairy butter is bringing 23c to 25c. Cheese is steady at 13½c for large and 14c for twins. Eggs (case) are selling at 22c for Island and 23c for Nova Scotia.

The apple trade is still very brisk. The local market is well stocked with choice fruit. The quality of the apples offered for sale this season is the best for years. Bishop Pippins are now coming in and also winter varieties. The pippins are clean and bright. The price of all fruit is very reasonable. The Furness line steamer Kanawha, which sailed this week, took away 22,800 barrels for the London market.

The West India line steamer Oruro, which arrived here this week from Demerara and Bermuda, landed twelve hundred tons of sugar for the Acadia Sugar Refining Company.

Graves & Company's factory, Bridgetown, N.S., is having a number of tanks built to store their cider and vinegar. The capacity of the new tanks will be about sixty thousand gallons. In addition to the former storage space, this will give a total capacity of 200,000 gallons. Work on the building is not quite completed, but gangs of workmen in two shifts, night and day, have been grinding immense quantities of apples, which are still continuing to arrive at the factory in carload lots. All the tanks are filled, and manufacturing has ceased until the new tanks are completed.

The entire stock of William Moore, the cash retail grocer, on Water Street, was

damaged by water to the extent of $6,000 this week. Mr. Moore occupied the lower floor of the Cook building, and fire started on the fourth storey. Tons of water from seventeen streams poured down on Moore's stock and completely ruined it. Very little of it was removed in good condition. Mr. Moore's loss is partially covered by insurance.

The live lobster market, according to reports, does not bid fair for its usual firmness at the opening of the season this year. This is said to be due to the State of Maine stocks, which are very little diminished at present. The large catch there has been steadily maintained, with every sign of a continuance, and Maine is likely to be a powerful competitor with Nova Scotia in the future.

Prince Edward Island potatoes are coming in very slowly. Several cargoes have arrived, but they were all cleared up early. Island potatoes sold ex-vessel at 30c per bushel. Some excellent Nova Scotia potatoes are on the market, and they are selling at 50c per bushel.

The Halifax milk dealers have increased the price of milk to eight cents per quart. The consumer has registered a strong protest against the increase, but it had no effect. One result has been a very heavy decrease in consumption since the new price went into effect.

The Thanksgiving market is the best for years. Poultry is in abundant supply, and the stock offered for sale is of exceptionally fine quality. Turkeys are selling at wholesale from 18c to 20c; chickens from 75c to $1.50; geese from $1 to $1.50, and ducks from $1 to $1.50 per pair. The turkeys are large, well-fattened birds for so early in the season. Some of the dealers venture the opinion that the market is over-stocked.

ST. JOHN.

Nov. 10.—There were few changes in quotations in the local markets during the past week. Business continues good and the outlook is bright.

The winter port business opens here next week and shipments of grain are now on their way from the West to the elevators here. It is anticipated that the grain shipments this winter will be the largest in the history of the port. With the additional wharves built during the past year or two, there is now accommodation for ten or twelve large steamers at one time.

W. C. Cross of Hall & Fairweather, spent last week along the river on a business trip.

The river steamers are doing a rushing business now, as the farmers all along the river are sending their produce down before the close of navigation.

Turkeys are selling retail at 18c to 22c; chickens and fowl 60c to $1 a pair; geese, $1.10 to $1.40; black ducks, $1 to $1.25; partridge, 70c to 80c: venison, 8c to 12c; and moose meat, 10c to 16c. A moose weighing 1,000 pounds was received by S. Z. Dickson, of the country market, on Friday last.

The starch factory at Hunter River, P.E.I. was burned to the ground with all its contents on Nov. 1. The loss is about $8,000 with insurance of $4,000. The factory was built twenty-five years ago and was recently enlarged and improved. This promised to be its best season, two thousand bushels of potatoes per day being ground up. The loss of the factory will be severely felt by the farmers who had one of the biggest potato crops on record thish season.

Andrew Malcolm, wholesale grocer, on the south wharf, is building a warehouse at the corner of Water and Duke Sts. It will be a three-storey structure and will be used for storing heavy goods.

A break in the water main on Union St. on Nov. 1 caused the Welcome Soap factory and T. S. Simms & Co., brush and broom manufacturers, to shut down for the day.

From Ontario Correspondents

Retail Merchants' Association Formed in Peterboro—A "Teddy Bear" Grocery in Chatham—St. Thomas Merchants Taking Action in Peddlar Case.

BELLEVILLE.

Nov. 10.—The local grocers say that business has been quite backward for the past couple of weeks, which they claim is to some extent due to the recent elections, both here and across the line, but now that both these are over they expect business will gradually get down to its normal state, for which they will be truly thankful. It has generally been the case that during a Presidential election the grocers can notice a depression in trade—but the reason is sometimes hard to explain. Another reason, they say, for quiet trade, is the fact that the farmers are taking advantage of the fine ploughing weather and are staying home.

The grocerymen here were not very active in the recent Dominion elections. As one of them told your correspondent, they find all their time occupied in attending to business. However, Alderman Panter, a prominent grocer, has announced his candidacy for the position of mayor at the coming municipal elections and he stands a splendid chance for election. For nine years he has been an alderman and during that time has occupied all the principal offices, the last three years being chairman of public works.

The Christmas fruits are coming in freely, such as raisins, currants, peels, etc., and are of fine quality and nicely displayed in many shop windows.

The Belleville Fruit and Vinegar Company had a splendid season. Their jams and jellies are gaining a splendid reputation, especially among the dealers in this district. Some local grocers this week gave orders for 50 cases each. Vinegar and cider are two other specialties they manufacture.

Arthur Gael has opened up a handsome new grocery on West Bridge St., which is a marvel of neatness and would be a credit to any city's main street. He has a splendid stand and is doing a fine business.

Milk dealers have advanced the price of this commodity to 7 cents a quart and will not promise how long this price will last owing to poor pasture and high prices of feed.

It is your correspondent's painful duty to chronicle the death of Adam Henry, one of the oldest and best known grocers in this city, which took place last week as the result of a stroke of paralysis. A short biography of his life will no doubt be read with interest by many of The Grocer's readers: He was born in Clones, Ireland, in 1838 and was therefore in his 70th year. For 54 years he was a resident of this city, being actively engaged until three years ago in mercantile business here. He was first engaged as a clerk with the late Nathan Jones, then in business with W. W. Jones under the firm name of Jones and Henry. He was later a member of the firm of Robertson and Henry, the three firms being in the dry goods and grocery business. Mr. Henry then went into the grocery and produce business, which he conducted very successfully until he retired as above stated.

Recent travelers calling on the trade here were Mr. Holden, Canada Brokerage, Toronto; Mr. Shields, Quaker Oats, Peterboro; C. A. Drey, Schram Jars, Toronto; John Hodge, Robert Greig, Toronto; C De Carteret, of Kingston; C. Cherry, Todhunter, Mitchell, Toronto.

CHATHAM.

November 11.—Local dealers are complaining of the competition of foreign beans. "Foreign beans are being offered very freely and our beans are a little hard to sell," was the statement made by President N. H. Stevens of the Canada Flour Mills Company last week. "The foreign beans are going to swamp our markets, I'm afraid, and they are also affecting the American markets." In referring to the other markets, Mr. Stevens said that wheat was steady, oats in fair demand, and practically no change in barley. The flour trade the previous week was very good, and the company expect to keep running night and day during the present month in order to fill up all the markets of the tide ports. There is not much encouragement for export flour. Bran and shorts are in good demand. Prices remain about the same, and at present there are few indications of any change.

Chairman John McCorvie, of the Board of Education, had a busy time last week presiding at school functions. Wednesday afternoon he presented the Collegiate Institute medals, and on Friday evening he was chairman at Mc-

Keough School when the memorial portrait of the late principal, James Brackin, was unveiled. Mr. McCorvie was treasurer and an active worker on behalf of the memorial fund. Rumors are current that this highly-regarded grocer will this year be a candidate for the council, which is equivalent to election; though Mr. McCorvie himself has made no definite announcement.

David Marshall, M.P., of Aylmer, president of the Consumers Canning Company, was in the city and vicinity last week on business.

Frank E. Gerber, who recently sold his grocery business to H. G. Reed, has purchased the Jahnke bowling alley, in partnership with D. Donovan.

The numbering of the city will probably be completed in a few weeks, and Chatham will likely have a free postal delivery by Christmas. The numbering of the houses is just in time to facilitate deliveries during the Christmas rush, and will certainly prove a boon to the merchants, who were always its warm advocates.

E. R. Snook is having a cement floor placed in the rear of his grocery.

Butter and egg prices showed a slight decline on the market last Saturday, some butter selling at 23c, while eggs sold for 24c. Poultry is becoming plentiful, and prices, as a result, are reasonable. Competition in the fish business has led to a drop in prices on all lines of fish here, as well as to a larger sale and consumption of fish.

N. Pollard, who has conducted a milk route here for the past three years, has sold out to W. A. McGeachy, of the City Dairy. Mr. Pollard will move to Tilbury.

A very tasty meat window was put in last week by P. B. McQueen, of the Bradley store. The corner window of the store was used, the goods being displayed on a series of five steps or terraces. Excelsior was used as a background, giving a clean and tasty effect. The display included cooked, smoked and salt meats, bacon, hams, cheese, lard, eggs, and similar products, a very comprehensive line being displayed. A display like this means a lot of work, coupled with a certain amount of native talent, but it certainly attracts notice.

The Michigan Central Railway announces that it is prepared to accept freight for Chatham and adjoining points on the C.W. & L.E. electric road, as the result of the freight interchange recently arranged for. The points outside Chatham include Cedar Springs, Dover Centre, Electric, Mitchell's Bay and Wallaceburg.

A. L. Cummings, who recently started a grocery at the corner of Raleigh Street and Lorne Avenue, has brightened up the place considerably. Mr. Cummings styles his place "The Teddy Bear Grocery," a striking painting of childhood's favorite animal adorning the side wall.

Several "corner" grocers have a small side line in receiving orders for a local steam laundry.

With the approach of Christmas the flower season will soon be here. During the last year or two quite a number of grocers have handled flowers on commission for local and outside florists at appropriate seasons.

In connection with the Canadian Packing Company of London, which it was at one time thought would build here instead of rebuilding in the Forest City, it is now stated that Manager E. Reichnitzer will be home from the Old Country about the middle of November, when a definite announcement is anticipated. It is stated unofficially that the company will not rebuild till spring, and that its location has not yet been decided.

The Bothwell and Dresden evaporators, the latter owned by J. W. Grece & Son, last week concluded operations for the season.

The Tilbury Canning Company claim to have made a canning factory record one week recently, shipping 16 cars of canned goods to Manitoba, the Northwest and British Columbia.

The H. J. Heinz Co. will locate their Canadian branch in Leamington, the town having last Friday voted most emphatically in favor of their proposition, the vote standing 555 to 18. The town expends $10,000 on the purchase of a six-storey factory and the instalation of a sewer, and furthermore provides free water and exemption from taxes for 10 years.

Wallaceburg has a new business firm, Peter Forbes having taken in a partner. The new firm of Forbes & Simons will handle both groceries and meats. They propose shortly to erect a modern steel-cement building on the present site.

David McKenzie, of Wallaceburg, is again furnishing bread to the Sugar City, having repurchased his former business from Thos. Hook.

A Leamington despatch states that buyers are out after all the tobacco they can get, and are paying high prices. One buyer was sent out with instructions to pay 12c, and that seems to be the prevailing price. Those who held their last year crop are congratulating themselves on their foresight.

LONDON.

November 10.—Wholesalers report business fair and payments fairly good. Medium teas are advancing and coffees are steady. Raw sugars are very high and refined is unchanged. Christmas fruits are all in. They are of fine quality and the prices are reasonable.

The manager of the Canadian Packing Company is expected back from England shortly. On his return he will wait on the city council to ascertain what inducements that body is prepared to offer the company to re-erect its burned buildings here. On the result of the interview will depend whether the concern will continue here or elsewhere. Chatham and Petrolia have both made generous offers to secure the big pork factory, but the management, it is understood, would much prefer to remain in London.

Geo. Finnegan, the West London grocer, has received word of the sudden death of his only brother, James, which occurred at Vancouver, B.C., a few days ago. The deceased was known in London, where he resided for some time. His wife was in this city on her way home from a visit to Ireland when news of her husband's death reached here.

Through misunderstandings of some sort there was a general mix-up in meeting dates at Sherwood Hall on Wednesday night, four different organizations appearing on the scene at the same time. Among them were the painters, the printers and the retail grocers. The latter were last to arrive and accordingly were left out in the cold. Their meeting will be held later on.

An immense amount of poultry appeared on the market on Saturday and brought good prices. Cranberries are rather scarce, as are oranges. Grapes are practically done.

ST. THOMAS.

November 10.—Both markets Saturday were largely patronized and the heavy demand for turkeys, geese, etc., fully satisfied. Turkeys sold for 15c a lb.; geese from $1 to $1.25 each; chickens from 30c to 50c each. Dairy produce still remains high, butter 30c lb., and eggs 28c to 30c per dozen. Potatoes sold for 80c per bag; apples 20c peck or $1 per bag.

It is a puzzle to know why people are so willing to pay cash to the farmers on the market, carry their purchases home and pay more there than they would in the stores, and these same customers, when they run out of money, come to the grocers, have the goods charged and ask to have them delivered, and if the eggs are bad or broken, come back at the grocer, who meekly makes it right. Who is to blame for this condition of affairs? The grocers themselves.

There was a representative meeting of the Retail Merchants on Thursday evening, Nov. 5, in their hall. General indignation was expressed at the action of the city police magistrate in dismissing the proven charges of peddling without a license brought by Inspector Shaw, and a motion was unanimously carried that the report of Inspector Shaw be sent to Attorney-General Foy, requesting him to take some action to have the statutes properly enforced. The by-law reducing the fee to $25 was passed by the city council.

All the grocers report big business Thanksgiving Saturday, and future prospects as quite bright.

PETERBORO.

On Thursday night of last week a meeting of the retail business men was held to organize a Peterborough branch of the Retail Merchants' Association. A banquet was arranged by a special committee which was held at the Hotel National, and invitations sent out to every retail merchant in the city. About 150 were present and before the meeting closed an association was formed. The visiting speakers were: E. N. Trowern, Toronto, Dominion Secretary of the Association, and B. W. Zieman, Preston, the Provincial President. The former gave the address of the evening, pointing out the benefits to be obtained by the formation of a Retail Merchants' Association in Peterborough. The chairman was R. J. Kingan, and the directors elected were W. E. Conway, J. H. Connal, Alex. Gibson, A. H. Stratton and R. J. Kingan. J. H. Connal is a prominent grocer of the city. The secretary is Wm. Harstone.

The cheese factory season in Peterborough County has been concluded. During the season there have been 40,000 boxes boarded, which are valued approximately at $412,000.

THE OLD RELIABLE

ROYAL

BAKING POWDER

Absolutely Pure

THERE IS NO SUBSTITUTE

(Though many imitations)

All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the dealer.

Aylmer Jams and Marmalades

have been before the public for many years.

They still hold the lead

Do not take chances with inferior makes when you can obtain Aylmer Jams at equal or better prices.

Ask travellers for prices.

Canadian Canners, Limited, Hamilton

COLD WEATHER IS HERE

Lay in your winter supply of **Tomato Catsup** immediately.

AYLMER TOMATO CATSUP is the best value on the market, equal in quality to most of the high priced imported catsups.

Wholesalers have an **attractive offer,** good **until November 14th, inclusive.**

Preservatives are Illegal

Can you afford to stock your shelves with artificially preserved foods when you know the Bureau of Chemistry has declared them injurious? The law says it is illegal to sell anything injurious.

HEINZ
57 VARIETIES
Pure Food Products

contain no preservatives or drugs of any kind. They are guaranteed pure and guaranteed to please. Two reasons why they are the kind of goods you need to meet the public demands.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

Pittsburg New York Chicago London

FRESH SAUSAGE

Colder weather will be with us next week. Keep your provision counter well supplied with Finest Pork Sausage made from Government inspected pigs—take no other.

F. W. Fearman Co.
LIMITED

Hamilton, Ont.

TRURO QUALITY BRANDS

ARE BEST VALUE

The superiority of the Truro Brands, is demonstrated by the Government Bulletin, No. 144, which ranks Reindeer Condensed Milk 7½% and Jersey Sterilized Cream 13% higher food value than the best of all the other brands on the market.

STANDARD CANADIAN BRANDS

It pays to sell goods which have the highest merit

REINDEER MILK **JERSEY CREAM**

The TRURO CONDENSED MILK COMPANY Limited,
TRURO, N.S.

Butter
Eggs
Cheese
Poultry
(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO.
LIMITED

70-72 Front Street East
Toronto - Ont.

Dairy Produce and Provisions

See Also Provisions, Cereals and Fruit, Vegetable and Fish Departments on Pages following.

CHEESE AND BUTTER BULLETIN

Montreal, November 12, 1908.

The cheese market has subsided into a more tranquil mood than that displayed last week. The make is not showing good quality, owing to the lateness of the season. Prices at country boards are lower, and the general tension of the market has been relieved. The colder weather has caused a considerable number of factories to discontinue making cheese and go onto butter, which is more attractive, owing to the high prices prevailing. There seems to be considerable speculation regarding the size of stocks held in this country. Some maintain they are large whilst others contend that they are extremely small. Reports from London state that:

The bears are on top at last after a long period of waiting. They deserve to get there, for they have been a long while in the shade, and have tried hard. The demand has been so contracted that in face of a quite normal importation, stocks have accumulated until there is a respectable total in the warehouses which there is apparently no demand for. As I have often before remarked, when any commodity on the London market is pushed up to a high figure, demand slackens off and if there is no sign of any improvement from the buyer's point of view, sales are bound to drag and prices must come down, and when they do fall they are apt to come down with a crash. In the case of cheese, prices have been against the retailer all the year. He has not seen any profit in handling these goods any time since the new season opened, for whatever the wholesale price may be the shopkeepers are all anxious not to depart from the recognized counter prices and will go on sacrificing profits for a long while before they will put up their limits. When they do, there is necessarily a fall off into consumption and stagnation results. This is what has happened in the cheese market and the fall has been precipitated by highly colored advices as to the make in New Zealand. The first of the new season cannot be on the market for a month yet, but it has been advised as coming, and that has been sufficient, coupled with weak advices from Montreal, to send prices down the hill. The fall of last week did not result in any accumulation of orders, which came in very slowly, and the consequence was that prices had to be put down still further. The top figure is not more than 1s per cwt. down, but undergrades are lower by as much as 2s 6d in cases, the official price being unchanged, but sales known to be made yesterday at well below the quotations. Finest white and colored 60s, 61s to 62s being paid for deep colored. Now there are offers at 58s 6d to 60s landed for finest white and colored. Buyers are so convinced that their time has come now that they will not lay on at the quotations and c.i.f. offers of finest September are met with coldness at 60s to 60s 6d.

Receipts of cheese for the week ending Nov. 7 were 49,678 boxes against 39,806 boxes for the same period of last year. The season's receipts since May 1 up to the present are 1,814,413 boxes against 1,972,577 boxes for the same period of last year. Locally prices are quoted as follows: Easterns, 11½c to 11¾c; Westerns, 11¾c to 11⅞c.

The butter market has shown considerable strength during the week, due to advances at country points. There is considerable cable enquiry for butter, but prevailing high prices here render export trade difficult. Holders on this side of the water are not rushing sales, rather displaying a tendency to hold onto what they have. This feeling is the result of the fact that fine grades of butter are very scarce in England, Denmark, Siberia, the Argentine and Ireland have all failed to supply the necessary amount to satisfy England's requirements. The small amounts arriving from New Zealand and Australia are so unconsequential as to have exerted no influence whatever over the market. Whilst it is generally thought that these countries will supply the English market adequately there are some who are not so sure of this, and the striking delay in arrivals seems to bear out their prophecy. The conflicting reports arriving from the Antipodes convey no definite idea of the exact situation in these countries. It must be remembered, however, that one year ago, the volume of butter arriving from these countries was much larger than that now being placed by Australian and New Zealand shippers in the English market. When this possible shortage in the English market is taken into consideration, together with the fact that there have been enquiries arriving from the West, and local stocks none too large, holders are waiting for developments, and are not keen to rush sales. If the English market is short this winter of its Australian quota the probabilities are good that Canadians will pay handsomely for their butter. Another factor which will also keep the price soaring is the cold weather which always imparts considerable impetus to the market. Advices from London sum up the market as follows:

"The outlook is brighter for the seller than the buyer in the butter market. The price of all imported stuff is much higher than the buyer feels comfortable in paying as it is. But the omens point for the present to a further rise in the quotations as the mild and warm spell seems to have left us for good and the advent of wintry weather has put consumption on a higher plane. Danish has advanced to 132s in London and 133s in Manchester, and other imports have taken a rise in sympathy. Russian has fallen off considerably, and the arrivals of Australian and New Zealand are on a most limited scale. True, the advices to hand point to an enlargened quantity coming along in the not distant future, but the immediate requirements of the population have to be met and the boards are practically cleared at an all round rise of about 2s per cwt. Danish 128s to 130s and 132s here, Irish 120s to 122s, Siberian 110s to 112s, Australian 118s to 122s, Canadian 114s to 120s.

Receipts of butter for the week ending Nov. 7 were 6,666 packages, against 8,063 packages for the same period of last year. For the season since May 1 the figures stand 377,429 packages, against 372,841 packages for the corresponding period of last year. Locally prices being quoted range around 26½ to 27½ for finest creamery solids, and 28 for prints. Tubs are quoted at 20c to 24c.

THE PROVISION SITUATION

Toronto, November 12, 1908.

Conditions in the Canadian packing industry show little change over those reported last week. At this time of the year it is not expected that the export trade will present any very brisk features and the easy markets in Great Britain just now practically assure that the usual conditions will prevail. The Danes are shipping their regularly large supplies into England. The Irish are keeping up to their average record, and the English packers are also helping to keep the market supplied. This, with the curtailed consumption resulting from depressed labor conditions in Great Britain, keeps the market abundantly supplied and leaves little room for a demand for the Canadian product. Demand at home, however, continues fairly good and with supplying this and building up their stocks which were depleted during the late summer, the packers are being kept fairly busy.

Supplies of hogs continue to be fairly heavy at a steady price which is considerably lower than that offered a couple of months ago. $5.75, f.o.b., is the ruling figure here, and this works out at $6 to $6.10 for hogs fed and watered. The hogs coming in, packers report, are of very fair quality, though not particularly heavy.

Strong markets prevail at United States points, as is evident from the following summary from The New York Journal of Commerce:

Irrespective of the quantity of hogs now arriving and influenced almost entirely by the quality of those now arriving, lard has resisted to a large degree manipulation by the professional purchasers on the declines. Hogs for the week averaged a trifle better in weight than for the preceding week, but are still some 80 pounds under the average. The result is a growing scarcity of lard and a brightening outlook for the compound makers. Pork is also in favor, particularly for the higher grades. Statistics place the market in a stronger position than for some time

past. The supplies of cut meats on November 1 were reduced to 58,505,000 lbs. against 69,441,936 lbs. on October 1. The stock of ribs declined from 19,328,301 lbs. October 1 to 2,157,000 lbs. new and 3,351,000 lbs. old on November 1. Lard stocks of 83,469 declined almost 50 per cent. for the month, being 42,920 tierces of old and 3,416 new. The world's visible supply of lard decreased in October 45,915 tierces, against 90,531 last year. The total supply November 1 was 207,843 tierces, against 253,758 October 1 and 202,336 November 1, 1907. The run of hogs for the coming week is estimated at 165,000.

To the Grocery Trade

GENTLEMEN,—

A case of

Mason's Number One Sauce

will cost you $4.95 and you can sell it for $7.20, and its sale will enhance your reputation and delight your customer. Take a chance and buy a case. It is the best that ever happened.

ALL-JOBBERS.

THE MASON, MILLER COMPANY

TORONTO, CANADA

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS
128 Adelaide Street E., Toronto

We Want Butter!

Dairy Tubs, Creamery Solids

We will buy f.o.b. your station, in large or small quantities.

Write or phone us with best quotations.

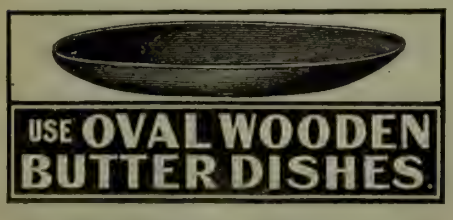
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.
39 Bonsecours Market, - Montreal

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.



USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

PROVISION MARKETS

MONTREAL.

PROVISIONS—There is an easier feeling in this line owing to increased supplies of hogs. This condition, however, has not been reflected in a drop in prices of the manufactured lines, but this is looked forward to as a possibility soon. There is a fair demand for all lines.

Heavy Canada short cut mess pork, in tierces	36 50	37 0
" " " " " bbls	25 00	25 50
Selected heavy Canada short cut clear boneless pork	25 00	25 50
Heavy Canada short cut clear pork	23 50	24 00
Very heavy clear pork	25 50	26 00
Plate beef, 100-lb. bbls		08 00
" 200 "		15 50
" 300 "		23 00
Pure Lard—		
Tierces, 375 lbs		0 13½
Boxes, 50 lbs., grained		0 13½
Tubs, 50 lbs., "		0 13¾
Pails, wood, 20 lbs., parchment lined		0 13¾
Tin pails, 20 lbs., gross		0 13¾
Cases, tins, 10 lbs., each		0 13¾
" " 5 "		0 13¾
" " 3 "		0 14
Compound Lard—		
Tierces, 375 lbs		0 09
Parchment lined boxes, 50 lbs		0 09½
Tubs, 50 lbs		0 08½
Wood pails, 20 lbs. net		0 09
Tin pails, in cases	0 09	0 09½

CHEESE—Reports from the country state many factories are closing up. Prices have an easier tendency owing to poor quality arriving, which is due to lateness of the season.

Cheese, Easterns	0 11½	0 11¾
" Westerns	0 11¾	0 11¾

BUTTER—This market is stronger in tone this week. Supplies arriving are not large and the demand is good.

Fresh Creamery, solids, lb		0 27
" " prints, lb		0 28
Dairy, tubs, lb	0 20	0 24
Fresh large roll	0 24	0 25

EGGS—There is a strong feeling in the egg market and prices have increased. Dealers state that the demand is larger than usual for this time of the year. There has been some further inquiries for Canadian eggs from English firms this week, but although the offers were very good, they were hardly in keeping with the prices ruling in this market. There has been very few lots of Canadian eggs gone forward to the English market this season, the total exports this season to date only amounting to 4,155 cases.

New laids		0 30
Selected cold storage	0 25	0 26
No 1 Candled		0 22
No. 2 Eggs	0 17½	0 18

HONEY—Fair business is being done in honey, with no change in prices.

White clover comb honey	0 13	0 14
Buckwheat	0 07	0 07½
Buckwheat, extracted	0 10	0 12
Clover, strained, bulk, 30 lb. tins	0 09	0 10

TORONTO.

PROVISIONS—The market still continues easy and there is a good supply. The situation in bacon and hams is easier and prices have dropped about half a cent. As the cold weather approaches the demand for smoked meats falls off and there are more inquiries for fresh meats, backs, plain and pea meal, and for poultry. Lard remains at the same figure and there is a good demand. The supply is reported scarce.

Long clear bacon, per lb	0 11½	0 12
Smoked breakfast bacon, per lb		0 14
Roll bacon, per lb		0 11
Light hams, per lb		0 14
Medium hams, per lb		0 14
Large hams, per lb	0 13	0 13½
Shoulder hams, per lb		0 10
Backs, plain, per lb		0 16
" pea meal		0 17½
Heavy mess pork, per bbl		20 0..
Short cut, per bbl		24 50
Lard, tierces, per lb		0 12½
" tubs "		0 13
" pails "		0 13½
" compounds, per lb		0 8½
Dressed hogs		9 00

BUTTER—There is a little firmer tone in the butter market, while there has been an elevation from half a cent to two cents in creamery prints and solids. Good creamery butter is reported scarce. For separator butter and dairy prints there is a strong demand and the supply is plentiful. Although some cheese factories which have closed down for the season will make butter during the winter, this will not equal the demand for good creamery, as other creameries, which have been conducted all the season, are now suspending operations. The dealers are awaiting all the creamery product that they can lay their hands on.

	Per lb.	
Creamery prints	0 27	0 28
Creamery solids	0 25½	0 27
Farmers' separator butter	0 25	0 26
Dairy prints, choice	0 22	0 24
" " ordinary	0 19	0 21
" tubs, choice	0 22	0 22½

CHEESE—The market in cheese is a little easier this week, with no change in evidence. The prices remain the same.

Cheese, large, prime	0 13	0 13¼
" twins	0 13¼	0 13¾

EGGS—This is the off season for the Canadian hen, and for the next few weeks she will take a holiday, after a very busy season. New-laid eggs are a rarity, and dealers find it almost impossible to secure anything like an adequate supply, what are offered being 28c and 29c. Fresh stock is still going at 23c, and selects still stand at 25c to 26c.

HONEY—The demand is about the same as last week and continued cold weather would make the market a little firmer perhaps. The prices remain the same.

60-lb. tins	0 09	0 10
Smaller sizes, tins and bottles	0 10½	0 12
Comb, doz	1 50	2 50

POULTRY—During the past week there was a big supply of fowl of all kinds—much greater than the demand. Dealers have large stocks on hand, but report that the buying was fully equal to last year, although Thanksgiving day is earlier than usual. The turkeys came in in rather bad shape, many had not been properly fed or fattened, and as a consequence the birds were immature and not up to the standard of former years. Too many farmers follow the practice of feeding turkeys liberally up to the hour they are killed, whereas the birds should be starved for at least twelve hours in order to be in the best shape. Chickens were in a fair condition, but ducks and geese gave no reason for complaint. No finer specimens have ever appeared than those offered for the Thanksgiving trade. Prices are a shade easier and, owing to the great supply, the quotations are liable to lessen rather than increase.

Spring chickens, per lb, live	0 08	0 09
Hens, per lb., live		0 06
Young ducks, per lb	0 08	0 09
Turkeys, per lb		0 12
Geese, dressed		0 08

Royal Yeast Cakes.

Most Perfect Made.

Sold and Used Everywhere.

With Royal Yeast on your shelves you have in stock the Standard Yeast of Canada. **You** know it and **your customers** know it, two good reasons why you should not experiment with unknown and unsaleable brands.

Order from your wholesale grocer.

A Pure Dry Hop Yeast.

E.W.GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

Highest Honors at all Expositions.

ESTABLISHED 1852.

In my advertising, I am emphasizing the excellence of

Clark's Corned Beef

and introducing more generally

Clark's Mince Meat

These are two particularly good lines and there will be a good demand for them as well as all other CLARK'S MEATS.

WM. CLARK

Manufacturer

MONTREAL

The high qualities of "BOVRIL" and its uses are being explained to the public in the daily and weekly press. People are buying "BOVRIL." Let them know you have it.

Bring the

BOVRIL

hangers forward to your window. If you have none, a post card addressed to

BOVRIL Ltd.

27 St. Peter St. **MONTREAL**

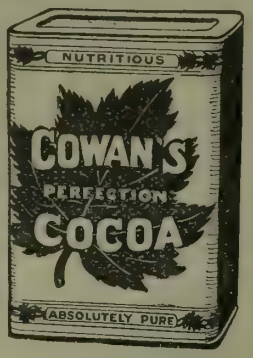
will bring you a supply express prepaid.

Cowan's

Cocoa and Chocolate

are as good as sold when you put them into stock.

Your customers know and appreciate their flavor and purity, and will insist on "COWAN'S"



The Cowan Co., Ltd.

TORONTO.

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered Gelatine

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice Lozenges

NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

More than ever before have

Mott's

"Diamond" and "Elite"

brands of

Chocolate

taken hold of the public's favor. This is particularly so at this season of the year when these goods are freely used.

Demand CANADA'S Best Chocolates "MOTT'S."

Every jobber sells them.

John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

Arthur M. Loucks, Otta wa — R. G. Bedlington, Calgary

Turning Down Customers

by telling them you haven't got what they want is a dangerous business. You know it! Which is a sound reason why you should keep a good stock of

FORCE

People want it — the merits of "FORCE" and our "Force"-Ful advertising combined, do the trick. Can you supply the people with all the "FORCE" they want? Our trade price is the same to every dealer. It leaves you a good big profit.

THE H-O MILLS

HAMILTON, - - ONTARIO

THE FLOUR AND CEREAL MARKETS

Prices Remain Generally Steady—Advancing Wheat Markets Do Not Affect Flour—Cereals Rather Dull.

With no changes in prices the flour and cereal markets show little of interest this week, the situation being practically the same as reported a week ago.

The grain markets have been somewhat firmer, this being particularly noticeable in wheat, which advanced 3c in Winnipeg on Tuesday and was correspondingly firm in Ontario and Quebec, but this has as yet had no effect on the price of flour which remains stationary. The advance was caused by active export demand from British buyers who seem exceedingly anxious at the present time to purchase large supplies of Manitoba wheat. Millers are not paying a great deal of attention to this as they are exceedingly well occupied with local business.

Cereal business has been a little less active during the week from the standpoint of local demand and as a result manufacturers have been devoting some attention to export business which presents very fair returns. Rolled oats and oatmeal have been going forward fairly freely.

MONTREAL.

FLOUR—There has been no changes in the flour market during the week. Prices remain as last reported.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household,		6 00
Glenora		5 50
Manitoba spring wheat patents		6 00
" strong bakers		5 50
Five Roses		6 00
Harvest Queen		5 50

ROLLED OATS—The demand during the week has been a shade better than the previous week, and prices have been fully maintained.

Fine oatmeal, bags		3 05
Standard oatmeal, bags		3 05
Granulated " "		3 05
Golddust cornmeal, 98-lb bags	2 25	2 50
White cornmeal	2 00	2 05
Rolled oats bags		2 40
" bbls		5 (5

FEED—Supplies are only fairly liberal. The small mills show no tendency to reduce prices, consequently the market remains firm with no changes in this respect. The demand has been about the same during the week as last reported.

Ontario bran	21 50	22 00
Ontario shorts		25 00
Manitoba shorts		25 00
" bran		00 21
Moullie, milled	25 00	27 00
" straight grained	30 00	32 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—While the feeling in the wheat market is a good deal stronger this week in consequence of the strong export demand there has been no change in flour. Millers are enjoying exceedingly good local business and are not very much interested in export business at present.

Manitoba Wheat.

90 per cent. patents	5 40
85 " "	5 10
Strong bakers	4 90

Winter Wheat.

Straight roller	4 10	4 30
Patents		4 5
Blended		4 70

CEREALS—Business is only fair, manufacturers report, and no new features are evident. A good deal of attention is being paid to export business and rolled oats and oatmeal are going forward in some quantity. Prices are unchanged.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 65
Oatmeal, standard and granulated, in bags 98 lbs.	2 95

CANADIAN FLOUR FOR MEXICO.

Robert Meighen, of Montreal, president of the Lake-of-the-Woods Milling Company, in discussing the fact that there has been a poor wheat crop in Mexico this year and that inquiries have been made of large grain firms in the West which suggests the idea that a permanent foothold might be obtained in the Southern Republic in the matter of exporting Canadian grain, said: "Interests connected with the flour trade in Canada will not be negligent of any opportunity to foster and increase their trade in Mexico. If opportunity offers our people will be found equal to it. We desire the happiest relations with the Southern Republic, and as the larger half of this continent we would be bound, in regard to any thought of competition, to come out victorious. No doubt, if there be opportunity, as the despatch says there is, for getting into the Mexican market with our grain, our people will be on the alert. We have the energy and the capacity to take opportunities by the hand."

TRADE NOTES.

W. Newton, of Rochester, N.Y., formerly of Thorold, has bought the grocery business of S. V. McDonald, Thorold.

Linder & Watson's grocery, Clinton, was visited by fire on Nov. 10. The damage to the stock was about $2,000 and to the building $500.

The Millbank Cheese and Butter Manufacturing Company has been incorporated with a share capital of $3,000. The head office is at Millbank, Ont., and the provisional directors are David W. Chalmers, Wm. H. Henderson, Michael Wagler, George C. R. Gibson, Herbert McLennan, David J. Fleming, Thomas Crookshanks, Donald Jack and Wm. McD. Young. The company is empowered to carry on the business of buying manufacturing, selling and dealing in cheese, butter, etc.

They Don't Get Soggy

That's the beauty of

Mooney's Perfection Cream Sodas

They are always so fresh and crisp. They do delight the dainty housewife. And they are very extensively advertised too! If you are not handling them, you'd better send us an order for a trial shipment.

The Mooney Biscuit & Candy Company,
LIMITED

STRATFORD, - CANADA

COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply

COX'S GELATINE

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd
Gorgie Mills
EDINBURGH

"Favorite" Brand Cocoa and Chocolate

IN ½-LB. TINS AND IN BULK

FREE SAMPLES, with prices, to all grocers and confectioners who apply

Especially attractive prices on our line of 7-lb packages of Cocoa for grocers who feature bargains. This is a popular line with confectioners, also. No need to measure. 12 packages to a case.

DOMINION COCOA AND CHOCOLATE CO.

16 Place Royale - - - - - - - - - - MONTREAL

QUALITY

must be the outstanding feature of any cocoanut which is to hold trade for the grocer. The length of time **White Moss Cocoanut** has been sold by the trade is the best evidence of the appreciation in which it is held by consumers.

Order to-day.

The Canadian Cocoanut Co., = Montreal

For Xmas Trade

You will find no confection that will give you and your customers greater satisfaction than CHOCOLATS MEURISSE A 1 goods. Attractive packages.

Order To-day.

CHOCOLATS MEURISSE

J. A. HERREBOUDT, Manager. 23 Lemoine St., MONTREAL

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Freight is no more on full strength
MAPLE SYRUP
containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.
Canada Maple Exchange, Limited, Montreal
TRADE MARK. *Small's*

POT and PEARL

FOR CLOSE QUOTATIONS WRITE

JOHN MacKAY *Caledonia Mills* **BOWMANVILLE, ONT.**

BARLEY and FEED

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

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GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT
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Sales Agent: L. FONTANEL, 187 Commissioners St., Montreal

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

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SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

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To send for catalog showing our line of

PEANUT ROASTERS, CORN POPPERS, &c.

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The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM *ESTABLISHED 1871*

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

CHANGES IN THE CANADIAN TRADE

Brief Items Advising of New Stores, Sales, Assignments and Dissolutions of Partnerships Among the Grocers in All Parts of Canada.

Ontario.

Turvey Bros., general store, Walsh, have sold out.

James Manchester, grocer, Toronto, is advertising his business for sale.

Henderson & Co., grocers, Toronto, have sold to W. J. Scott & Son.

Fire visited the grocery store of W. J. McBride, Hamilton, and did considerable damage.

Thomas Cornell, confectioner, Port Arthur, has assigned to George H. Rapsley.

The effects of Uldine C. O'Donoghue, grocer, Toronto, were recently sold out by auction.

E. C. Tribute, grocer, Brockville, has recently moved into new premises in the Dowsley block.

A meeting of the creditors of L. A. Purdy, general store, Brighton, will be held on the 17th inst.

T, Newans has resumed the grocery business in Prescott in the stand formerly occupied by him.

W. J. McIntyre, who has bought the grocery business of Daniel McCart, Petrolea, will have the store thoroughly remodelled and redecorated.

The reception and ball given by the Borden Condensed Milk Co. in their new factory, Tillsonburg, was a brilliant affair, about 1,500 guests being in attendance.

The grocers of London have had some difficulty in securing a hall for their gatherings and recently were unable to hold a meeting, owing to a misunderstanding with other different organizations.

The Kerr Milling Co., Dundas, was at home to visitors last week. The method and process of manufacturing wheat into flour was explained to all, and visitors were entertained to light refreshments.

L. Richards, traffic manager for the Quaker Oats Co., of Chicago, was in Owen Sound last week looking after the despatch of grain from that port to Peterboro, traffic having been delayed by scarcity of cars.

Quebec.

Isidore Brodeur, general store, Beloeil, has assigned.

P. Poulin, general store, St. Evariste de Forsyth, has assigned.

A. Therein, general store. Ste. Anne des Monts, has assigned.

Dorion & Frere, grocers, Montreal, have dissolved partnership.

S. A. Paquin, general store, St. Eleuthere, has made an assignment.

The assets of David Schlaier, general store, St. Thecle, have been sold.

George Jolicoeur, general store, Guigues, has assigned to V. Lamarre.

The assets of J. D. E. Lafond, general store, Frelichsburg, will be sold.

The assets of J. E. Gauthier, general store, Chicoutimi, will be sold on the 13th inst.

The firm of De Nere, Richard & Co., St. Leonard, Que., has been registered.

The assets of B. Drouin, general store, St. Honore de Shenley, are to be sold on the 13th inst.

Maritime Provinces.

Archibald Bros., grocers, Bedford, N. S., have sold to A. H. Gladwin.

Stonehouse & Taylor, restaurateurs and grocers, Amherst, N.S., have been succeeded by R. Taylor.

Western Canada.

Isaac Hart, grocer, Erickson, Man., has sold to E. Wickston.

Fletcher & Snell, general store, of Adanac, Sask., have dissolved partnership.

J. Duchesneau, general store, Hitchcock, Sask., has been succeeded by F. X. Duchesneau.

By the collapse of a big wholesale warehouse in Edmonton, considerable damage was done. Besides Foley, Lock & Larson, whose entire stock was precipitated into the cellar and almost completely destroyed, the Oscar Brown Company's banana house was damaged considerably, and the P. D. Armour agent, F. T. Fisher, manufacturers' agent, and Nicholson & McCauley, wholesale grocers, are also heavy losers. The damage is yet unknown, but that it will be over $100,000 is almost certain.

OHIO CANNED GOODS STANDARD.

At the conference of the Western Packers' Canned Goods Association, held at Chicago recently, the matter of standards for canned goods came in for a good deal of attention. One point which came out which will be of interest to Canadian packers of canned goods was the reading of the standards called for in Ohio, by Secretary Wiley. The standards for peas were given as follows :

Fancy—Cans to be well filled ; peas covered with clear liquor ; size uniform; good flavor and absolutely tender.

Extra Standards—Cans to be well filled ; peas covered with clear liquor; reasonably tender ; size uniform and of good appearance.

Standard—Cans to be fairly well filled ; peas may be slightly hard ; fair liquor may be more or less cloudy but not thick ; size fairly uniform, and to comply with the national pure food law.

Grading as to Size—Petit pois or size No. 1, sieve 18-64 ; extra sifted or size No. 2, sieve 20-64 ; sifted or size No. 3, sieve 22-64 ; June, or size No. 4, sieve 24-64 ; marrow or size No. 5, sieve 26-64.

The corn standards were given as :

Fancy—Cans to be well filled ; must weigh not less than 23 ounces gross ; stock absolutely young and tender and of natural color ; medium moist and practically free from foreign substance, such as silk, cob and husk. Packed to conform with the national pure food law.

Standard—Cans to be well filled : must weigh not less than 23 ounces gross ; stock reasonably tender and free from hard particles ; natural color and packed to comply with national pure food law.

The tomato standards were also given as follows :

Fancy—Are to be packed from whole, red, ripe tomatoes and to weigh not less than 38 ounces gross and to contain not less than 20 ounces of fruit, exclusive of juice. Packed to comply with the national pure food law.

Standard—The gross weight of the can shall not be less than 36 ounces, and the can must contain not less than 18 ounces of ripe fruit, exclusive of juice, not necessarily all red, and to be packed in accordance with the national pure food law.

Beat it if you can.

80 C.

DOZEN.

The Gilmour Co.

934 De Montigny St.

MONTREAL

SATISFACTION

Are sure we can give you this in the following lines :

Almeria Grapes
Florida Oranges
Florida Grape Fruit.
California Lemons
Messina Lemons
Mexican Oranges
Pineapples
New Dates
Figs, etc.

In fact anything in our line. Let us have your orders. They will have our best attention.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

Oh!

those

New Crop

"St.Nicholas"

How they managed to grow so fine I don't know !

Ask your wholesaler.

J. J. McCabe

Agent

32 Church Street, Toronto

FRUITS, VEGETABLES AND FISH

Holiday Trade Made Fairly Good Business at the Week-end—New Mexican Oranges—Heavy Potato Shipments—Mild Weather Affects Demand for Fish.

These markets generally have shown fairly brisk business during the week, with excellent demand for most of the staple lines.

In fruits the cold weather is resulting in more active buying in fancy lines. Mexican oranges and Messina lemons are the newest arrivals and are stimulating some little interest. Early cranberries are somewhat easier as the quality turned out to be a little off.

Heavy shipments of potatoes appear to be the feature of the vegetable markets, dealers being anxious to get the supplies transferred before the cold weather brings on danger of freezing. The less hardy vegetables are rather firmer in price.

Fresh lake fish will be off the market this week in consequence of the close season. They will still be procurable frozen, however. The mild weather has been rather hard on the fish business but a cold snap will soon make itself felt.

MONTREAL.

GREEN FRUITS—There has been no change in prices during the week and the demand has been rather good owing to the holiday trade.

Jamaica oranges, in bbls	4 25
Floridas, 1.6, 15 , 176 200	3 50
Grape fruit	4 50
Almeira Grapes	5 50 6 50
Verdelli lemons, 300 size	2 75 3 75
Lemons, choice, 300 size	2 65
Bananas	1 50 2 00
Peaches, boxes	1 25 1 50
Pears, boxes	3 50
Grapes, California, Tokays, crate	2 25 2 50
Pineapples, extra fancy, 24 size	5 50
" " 30 size	4 75
Cranberries, early blacks bbl	9 50
Nova Scotias, early blacks, bbl	7 50
Apples, Fameuse, XXX, bbl	4 00
" " XX	2 50 3 00
" Colverts Jennetings, XXX	2 75 3 00
" " XX	2 25 2 50
Spies, XXX	4 00
Baldwins, Greenings, Russetts, XXX	3 50
" " Spies, XX	2 75 3 00

VEGETABLES—There has been a good business passing in potatoes during the week. Other lines have been somewhat neglected. Prices show no changes during the week.

Marrows, dozen	2 00
Cauliflowers, dozen	1 00
Parsley, per doz. bunches	0 25
Sage, per doz	0 50
Savory, per doz	0 50
Celery, doz	0 25 0 75
Water cress, large bunches, per doz	0 60
Spinach, box	0 50
Green peppers, doz	0 40
Beets bag	0 65
Carrots, bag	0 60
Green pickling tomatoes	0 50
Spanish onions, large crates	2 75
Lettuce, per doz	0 25
Radishes, doz	0 25
Horse radish, per lb	0 10
Cabbage, doz	0 50
Montreal potatoes, bag	0 75 0 95
Green Mountains	0 65 0 90
Onions, large bag	1 25
Red onions, barrel	3 00
Turnips, bag	0 70
Pumpkins doz	1 00
Squash doz	1 00
Brussels sprouts	0 10

FISH—Some lines of fresh fish are higher this week owing to a scarcity. This is the result of storms which have disrupted the industry. Season for lake fish is finished. In smoked lines haddies are scarce and demand is increasing. New bloaters are now coming in. The colder weather is having a favorable effect on the oyster market which is improving in demand. Other lines remain about the same.

Fresh and Frozen Fish.

Gaspe salmon	0 15 0 18
B.C salmon, frozen	0 10
Brook trout, lb	0 22
Haddock, per lb	0 05 0 06
Fresh halibut	0 10
Mackerel, "	0 10 0 12
Dore, "	0 10 0 11
Steak cod	0 07
Market cod, lb	0 04½ 0 05
Pike, lb brochet	0 07 0 08
Whitefish, lb	0 07 0 08
Lake trout	0 09
Sea trout lb	0 10
Flounders, lb	0 10
Ameri an live lobsters	0 26
Bullheads (dressed)	0 10
New Smelts	0 10
Smoked—	
Haddies (exp) 15 lb. bxs., per lb	0 07 0 08
Kippered Herring, new, per box	1 10 1 25
Bloaters, per box	1 10 1 25
Smoked herring, per box	0 16
Prepared—	
Skinless cod, new 100 lb. cases	5 50
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box	1 80
Dry cod, in bundles 112 lb., per pound	0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	0 06½
Boneless cod, 20-lb. boxes	0 08
Boneless cod, 20-lb. boxes	0 09
Boneless fish, 20 lb. bxs , 2 lb. blocks	0 05
Boneless fish, 25 lb. bxs., loose	0 04½
Salted and Pickled —	
No. 1 Labrador herring, brls	5 50
" " " ½ brls	3 00
Oysters, bulk, per gallon	1 60
Standards, bulk	1 40
" quart tins, sealed	0 40
Paper pails per 100 qt. size	1 50
Malpeque, shell, per bbl	9 00 11 00
" lower grades	6 00 8 00

TORONTO.

GREEN FRUITS—The past week has been a fairly satisfactory one in the fruit line. The feature of the week is that Mexican naval oranges have reached here and there is a brisk demand for them. These oranges are nice and sweet and of good color. The early Florida oranges coming in from N. Y. are very good and there has also been a fair demand for them. Messina lemons are on hand and have been for some days. There has been a strike in the packing houses in Messina which has delayed shipments somewhat but still enough have been forwarded to meet the demand. Almeria grapes are selling well and as the cold weather comes steadily on, prices will slightly increase. Early cranberries have proved to be a little soft, and are being offered cheap in consequence. Some houses report that there has been a good demand for the Nova Scotia variety while others have not handled them at all. Late berries are of excellent variety and, as the Christmas season draws near, inquiries for them will increase. There is very little doing in bananas and shipments are not heavy. What have arrived are well ripened and of good color. In pears, while there

are lots of them they are hard to sell at this season of the year. Canadian Keifers are disposed of at 25c to 30c a basket, but the demand is limited as the variety is too watery and not much sought after.

Pears, Canadian	0 25	0 30
Grapes, California, box	1 75	2 50
" Almeria, keg	5 50	7 00
Apples, winter varieties, bbl	2 50	3 50
Oranges Jamaica, bbl	4 00	4 50
" " boxes, new		2 50
" Mexican, boxes, new		2 85
" Florida, boxes, new	3 50	3 50
Lemons, Messina	3 25	3 0
" California, box		5 50
Bananas Jamaicas, firsts	1 0	2 25
" Jamaica eights,	1 00	1 25
" jumbos	1 50	1 85
Cranberries, Cape Cod bbl	9 50	10 50
" " crate		3 50
" Nova Scotia, bbl		8 00
" Ontario, cases		2 50
Citrons doz		0 75
Grape Fruit, Florida, box	4 25	4 50
Pineapples, Florida, crate		5 00

VEGETABLES—The feature of the week is the fact that, while there are plenty of potatoes in the country, the shipments during the past few days have not been heavy. This is due to the fact that, owing to the cold weather or threatened cold spell shippers do not care to take chances on the vegetables being frozen. All cars have to be lined and a fire kept up in order to prevent the possibility of potatoes being frost-bitten. The market is a little firmer this week for Ontario potatoes while for New Brunswick Delawares it is somewhat easier. Tomatoes are pretty high in price and some dealers report a scarcity of cabbage. Generally speaking there is plenty of the hardy variety of vegetables and there has been an ascent in prices in some cases.

Tomatoes, Canadian, red, per basket	0 40	0 60
Beets, Canadian, bushel	0 25	0 30
Egg plant basket		0 25
Potatoes, Ontario, per bag		1 70
" New Brunswick, per bag	0 75	0 80
" sweet barrel	2 75	4 50
" " hamper		1 80
Onions, Spanish, per 50 lb crate	0 75	0 90
" Canadian, dried, bag	0 80	1 0
" Valencia xtra, cases		3 0
Carrots, new, per bag	0 40	0 50
Green Peppers, basket		0 75
Red Peppers, basket		0 35
Cabbages, Canadian, per doz	0 20	0 40
Vegetable marrow, dozen		0 60
Squash, basket doz	0 50	0 75
White turnips doz		0 0
Cauliflower doz	0 50	1 00
Celery native doz		0 40
Pumpkins, dozen		0 75

FISH—This is the last week for lake fish fresh. They will be carried just the same but will be frozen instead of fresh or in other words, kept in cold storage. Trout, white fish and finnan haddie are the leaders. The fish market has been rather dull during the past three or four days due to the mild weather. When a good cold snap visits us the demand is very brisk as people then partake of a great deal more piscatorial food. The oyster market is fairly active, extra selects leading. Colder weather will result in a much greater demand for the bivalves as it appears inherent in human nature not to resort very largely to fish or oysters when the days are balmy.

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07
Herring, medium, per lb	0 05½	0 06
Whitefish	0 10	0 11
Cod, frozen	0 18	0 19
Trout, fresh, per lb	0 09	0 10
Halibut	0 09	0 10
Haddock, frozen		0 07
Salmon Steveraide	0 10	0 12
Pike	0 [illegible]	0 07
Pickerel yellow	0 0[illegible]	0 09
Soft shell crabs, doz		4 00

NEW MESSINA LEMONS

Home Guard Brand

The finest imported—have arrived and ready for shipment.

RIPE WAXY FRUIT

WHITE & CO., Limited

TORONTO and HAMILTON

"To him that hath, to him shall be given."

You have a nice trade in Lemons —by having **CANDIDO'S LEMONS** Your trade will increase— Your customers satisfied.

ORDER FROM THE WHOLESALE.

W. B. Stringer, Toronto** represents **B. P. Candido, Italy

Fresh Arrivals *This Week*

CAR NEW CALIFORNIA LEMONS

Squirrel Brand. Smooth as silk. Bright, waxy fruit.

FLORIDA and MEXICAN ORANGES

FANCY MALAGA GRAPES

OUR FIRST CAR CALIFORNIA NAVEL ORANGES

Due to arrive Saturday, 14th

Send us your orders. Price and quality always right.

HUGH WALKER & SON

GUELPH, ONT.

Our Second Car of Florida Oranges just arrived.

THE DAWSON COMMISSION CO., TORONTO

APPLES—If you have carload to sell WRITE US

Herring, Digby, smoked, bundle 5 boxes		0 85
" kippered, 15-lb. box		1 30
" Labrador, keg		3 00
Mackerel, each	0 18	0 20
Smelts, per pound	0 10	0 12
Oysters, Long Island		1 50
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Ciscoes, basket		1 00
Finnan Haddie, smoked, 15-lb. package		0 08
Boneless cod, quail on toast		0 06
" " imperial		0 05½
" " steak		0 05½
Shredded cod, doz		0 90
Acadia cod, crate		2 40
" tablets, box		1 60
Bloaters		1 25
Quails		0 09
Catfish, dressed		0 10

FRUIT GROWERS IN CONVENTION

The convention of the Ontario Fruit Growers' Association was held in the City Hall, Toronto, on Tuesday and Wednesday, Nov. 10 and 11. The sessions were largely attended and several matters of much interest were treated.

On Tuesday President A. W. Peart, of Burlington, in opening the convention, referred to the excessive damages done by the codlin moth during the past season, and the efforts that had been made to suppress it. Judging by the results obtained from systematic spraying there is a growing hope that it may be controlled. The speaker stated that he had seen orchards of Baldwins that had not been sprayed, where the ground was literally covered with these moths, and where all the apples were wormy.

M. Smith, of Burlington, made some rather severe comments on the apple buyers of Ontario. There were more irresponsible men, he said, among apple buyers than among any other class of business men in the country. London and Liverpool houses were now shutting down on them, thus limiting their purchasing capacity. If these firms would only shut down on them further the buyer would purchase fewer apples, but use more judgment in buying, and farmers, finding that there was not as much demand for their fruit, would have to exercise more care in growing.

E. D. Smith, of Winona, spoke of the hold Californian fruits are getting in the western markets. If Ontario growers were to hold their own in the western markets against Californian fruits, he said, they must either have a higher tariff or lower express rates. He looked for a great outlet for their fruit in the Northwest, but unless the absurd express rates on peaches and plums were lowered they would be knocked out in the Manitoba market by the Californian fruit.

Reporting on conditions in the Toronto fruit market, H. C. Fisher, of Queenston, emphasized the value of Toronto as a fruit centre. The population of the city was made up of genuine Canadians, who loved things Canadian, and were willing to pay a high price for a first-class article put up in first-class shape.

To fight the apple maggot, or railroad worm, Professor William Lochhead of Macdonald College, St. Anne de Bellevue, advocated clean, cultural methods and the destruction of all fallen fruit.

S. H. Rittenhouse, of Jordan Harbor, aroused an animated discussion by his paper on "The Handling of the Strawberry Plantation."

At the night session Prof. R. Harcourt, of the O.A.C., Guelph, and Prof. M. B. White, the pathologist of the U.S. Department of Agriculture, contributed valuable papers.

THE GROCER'S ENCYCLOPEDIA

Interesting Information for Merchants and Clerks Regarding the Goods They Are Handing Over the Counter Every Day.

Boston Beans.

In the city of Boston alone about 32,000,000 quarts of baked beans are eaten annually, to say nothing of the accompanying pork and brown bread. There are factories or bakeries which produce nothing but baked beans from one year's end to the other. One of the largest of these, which supplies restaurants wholly, bakes 14,000 quarts a week. Other bakeries furnish brown bread also while nearly every bakeshop that makes bread, pastry and pies also bakes beans several times a week.

There are bakeries with ovens that will hold 2,000 quarts each. In 1904 Boston spent about $8,247,842 for beans before they were baked. There were 68,000 barrels received in the city, or, 15,000 pounds more than were used in 1903.

Each year the consumption has been steadily increasing, and 1908 will find the bean bill of the Hub close to $10,000,000, on the basis of about 600,000 population, being an average of about thirty-seven quarts to every individual. But as infants and many others of the inhabitants do not eat baked beans, the average consumption per bean eater is, of course, much greater.

Taking the average height of a Bostonian as five feet six inches and the height of a beanpot as ten inches, one can easily figure that a Bostonian in a year eats more than two and five-sevenths times his own height in baked beans and also more than his own weight. In restaurants there are twelve plates of beans served from each pot of two quarts. Boston pays for baked beans in a year the price of two of Uncle Sam's modern battle ships.

"Boston draws its supply of beans largely from New York, Michigan and California," says a bean expert. "Very few are now raised in New England, though once they were a staple. There was a noticeable scarcity recently on the Boston produce market, because last year's crop was almost exhausted before the new crop arrived. The wholesale price went up more than a dollar a bushel, thereby greatly lowering the margin of profit on a ten cent plate.

"Imagine the horrors of a possible bean famine in the bean metropolis of the world. With all the bean crop raised in the United States it becomes necessary to draw more largely upon Europe every year. Boston imports beans largely from France, Austria and Italy, particularly when the American crop is short. Last year the American crop was considered a failure, so Boston was forced to import more than half its needed supply from Europe.

"The duty on beans is forty-five cents a bushel, and it is only when the market price rules high here that it pays to import them. It will readily be seen that the baked bean industry of Boston is a big factor in the city's activities and wealth. An army of men lives by the baked bean industry alone."

"Do other people—foreigners—learn to like them?"

"Dwellers in Little Italy and the West End take as kindly to baked beans as do the natives of New England stock," was the reply. "In fact, baked beans acquire a charm for people of all nationalities who come to live in Boston permanently, and are eaten out of curiosity by those who come temporarily. Every time a convention is held here, people from all parts of the country make a dash for the nearest restaurant and call for the baked beans of which they have heard so much. One bakery in the heart of the Italian quarter turns out one thousand quarts daily, entirely for Italian consumption."

Outside of the restaurants Saturday is the great bean day. At the latter places one can get baked beans at any time of day or night. The preparation and baking of beans is an interesting operation. In establishments where beans only are baked, it is done on a huge scale. They are put to soak and parboiled in great kettles that hold two or three bushels. Then the earthenware pots, varying in size from one quart to two gallons, are filled from the big kettles.

"We New Englanders say," said an enthusiast, "that no one outside this section really knows how to bake beans. Some New Yorkers bake them in open pans and so burn the beans on top, while the ones underneath come out white livered and without flavor. To get the real New England flavor they must be baked in earthenware. Only in large establishments is it necessary to parboil them. Home baked beans are first soaked in water over night."

The following recipe is considered to be the best:—To one quart of beans, pea beans or mediums, yellow eyes, kidney or other variety, use one pound of pork (bean pork, lean and fat in streaks, with a solid piece of fat on top), two tablespoons of molasses, salt as needed. Fill the pot of beans with hot water and bake all day, adding hot water as it evaporates from the top, keeping the top fairly well covered with water. The pork should be cut in half, one piece being placed among the beans, half way down, and the other half on top. Some people put an onion in the middle. Sometimes a little mustard is added.—New York Commercial.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

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MR. GROCER:

Now is the time to secure supplies of

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FISH

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Weather is seasonable. Get our new price list—mailed promptly on request.

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Extra Smelts, Salt Mackerel

Kippers : : Bloaters

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Church & Colborne Sts.

TORONTO

Tobacco Growing in Canada

Interesting Points in the Development and Early History of the Industry—Some of the Difficulties of Preparing the Product for the Market—Growers Not Skilled in Final Processes.

By Joseph Picard, President the Rock City Tobacco Company, Quebec.

The cultivation of the tobacco plant has reached such proportions in the Dominion of Canada, that it now ranks among one of the great industries of our country. Until a comparatively recent date the cultivation of tobacco was limited to the French-Canadian farmer, who with characteristic thrift raised his own tobacco, as well as his potatoes and other agricultural products. Soon, however, the farmer's son left the parental roof for the village, town or city, to follow the life of a mechanic perhaps, or something else. Like any country boy, he may have left some of his country manners behind, but he did not leave his taste for the tobacco of his father's fields, and in this way a demand for this article sprung up in the towns and cities, and dealers were forced to keep it. Then the father commenced to raise a little more than was sufficient for his requirements, and this surplus found a ready sale.

The Pioneers of the Industry.

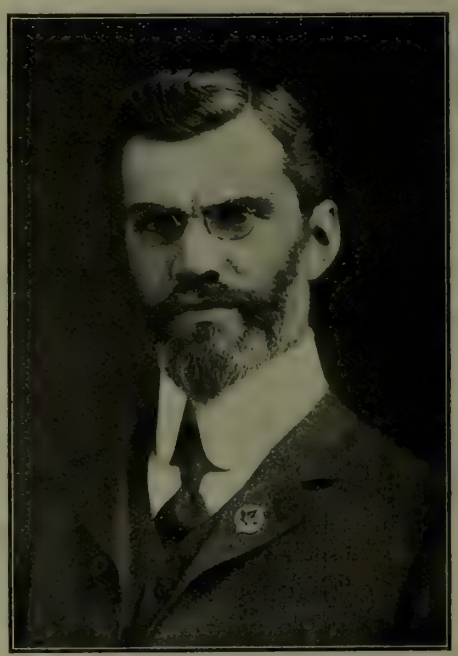
Thus we observe that the French-Canadian people have been the real pioneers in this industry. Of late years the Government has recognized its possibilities, and have gathered an immense amount of information relating to its cultivation, which has been distributed among the farmers of Canada. In consequence of this the country has become to some extent over-supplied with the product. In view of this fact other markets are being considered, where the possibilities of establishing a connection are not too remote.

The struggle which Canadian tobacco has had to win popular approval has been a strenuous one, but now it seems to be fairly well established in the public favor. For many years the use of French tobacco as it was called, was limited to people of this nationality. There has been a strong prejudice against the product, which has arisen not from any real defect in the product, but rather from the fact that the tobacco was raised in this country, where it was supposed its cultivation could never be successfully carried on. Many people will pay a larger price for an article if it is imported whether or not it possesses any additional merit over the domestic product. This fact, however, must be borne in mind, that Canadian tobacco will always possess a distinctive flavor just as the tobaccoes of other countries have their own peculiar qualities. This difference, however, should not be regarded as a mark of inferiority when the plant is grown under healthy conditions, and the proper measures are observed in curing it.

At the present moment if a general classification of tobaccoes is presented to our mind, we think of Havana tobacco for cigars, of Virginia for the pipe, and Turkish for the cigarette. By a process of evolution these various products have been found to be most useful for the above enumerated purposes.

Variable Climate a Difficulty.

The cultivation of tobacco is always difficult under all conditions, but particularly so in Canada, where the climate is subject to so many variations and changes. This, however, does not preclude the possibility of growing an excellent tobacco in Canada. While we do not pretend to grow as fine a quality for certain specific purposes, as for instance, the Havana product for cigars, or Virginia leaf for a certain grade of fine cut, we can say, that regarded in a general way, the Canadian product ranks favorably with all of them. If one passes through a field of Canadian tobacco and then through a field in the United States, it will be observed that



JOSEPH PICARD,
President Rock City Tobacco Co., Quebec.

our product in its external appearances is quite the equal of that grown by our neighbors to the south.

Processes of Preparation.

The farmers of this country understand the cultivation of tobacco thoroughly. If the ground to be cultivated is properly ploughed and harrowed and rendered fit for the reception of the seed the crop is assured with ordinary care.

The most difficult part of the operation which renders tobacco fit for the market is the drying, sorting and proper packaging of the product, and it is in this branch of the business that the farmer assumes in a measure the duties of manufacturer as well as grower. The tobacco is cut and taken to the drying houses, where it is hung up. The method of dessication is the most difficult and it is in this process of the operation that the Canadian farmer is the most deficient. The leaves are hung up a certain distance apart on racks provided for the purpose. The distance apart, and consequently the amount of tobacco hung in each house, varies according to the variety of the tobacco and the result which it is desired to obtain. This operation extends over a couple of months and is the most difficult of all, owing to the many changes which our climate undergoes, which consequently render the possibility of keeping a constant temperature in the drying houses impossible.

The sorting, fermentation and packaging processes should be left to experts, because it cannot be supposed that the grower understands all the whims and foibles of a discriminating demand, but here in Canada these processes are carried on by the grower.

Different Processes in United States.

In the United States the grower dries his tobacco, and it goes to a middleman, who puts it through the process of "rehandling," where it is sorted, classified, fermented and properly dried and is packaged in a special way for the special purpose for which it is to be used.

From this it will be seen, tobacco rarely reaches the market until a year at least has elapsed. It has to go through a preliminary drying and fermentation process on the farm, and then a second operation of drying and fermentation, sorting and packaging for the market. All of these operations require considerable time, so it is quite easy to see how a year could be consumed in properly preparing the tobacco for the market.

The Fermentation Process.

The second process of fermentation is most important, because the ultimate value of the tobacco depends upon the success with which this operation is carried out. This secondary operation is known as the "natural process." From this it will be seen that the United States grower has a distinct advantage over his Canadian confrere because the products reach the various manufacturers in the highest state of excellence compatible with the variety, through the services of the middleman, or as he is sometimes called, a "rehandler," This personage has nothing to do with the growing of his leaf, but confines his attention to the proper treatment of the tobacco before it goes to the manufacturer.

Some Early History.

The industry in Canada can be traced back for fifty years in the Province of Quebec. The cities of Montreal and Quebec divide the honors for cultivating it first, as it was grown in the vicinity of these cities at about the same time. Among the first to see its possible sphere of usefulness beyond the small patch in the kitchen garden for home requirements were W. Lemesurier and B.

They Pay !

Ask the Man Who Has One !

Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont.
F. E. MUTTON, Canadian Manager

Make a Permanent Customer with Every Sale

You can do it if you handle "Sealshipt" Oysters. The lover of good oysters never forgets their piquant half-shell flavor—so fresh, distinctive and suggestive of the briny ocean depths.

"Sealshipt" Oysters

have this delicious flavor because immediately they come out of the sea, they are put into sealed cans with ice around the cans but not touching the oysters. They keep fresh, wholesome, natural sized—no water to bloat them—no ice to bruise them with its jagged edges. No dust or germs can get to them.

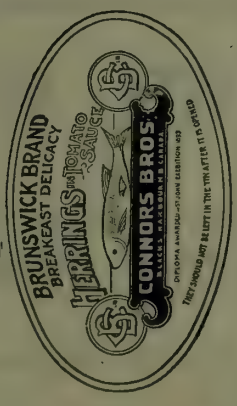
"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

IT PAYS to sell "Sealshipts." Write for particulars, how to become an agent.

NATIONAL OYSTER CARRIER CO.
South Norwalk - Connecticut

To restore lost appetites is the mission of that wonderfully restful relish known as

"Brunswick Brand"



Connors Bros., Limited

Black's Harbor, N.B.

Family trade is more desirable than transient custom. In handling

CARR & CO.'S BISCUITS

you are assuring yourself of the confidence of your best trade. These biscuits are unapproachable in every respect of superior quality.

ASK OUR AGENTS FOR THEM.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn,	Montreal and Toronto,	Eastern Provinces
Hamblin & Brereton,	Winnipeg,	Lakes to the Rockies
The Standard Brokerage Co., Ltd.,	Vancouver, B.C.,	British Columbia

Houde & Co. To W. Lemesurier, it is said, belongs the honor of first manufacturing Canadian tobacco. The Chevalier Brocher, of Quebec, was another pioneer of the industry in Quebec. In Montreal Sir William McDonald, who is sometimes called the King of Tobacco, early recognized the possibilities of the native leaf. The industry reached such proportions that Sir John Macdonald included it in his National Policy as a national asset which required protection from the foreign producers. This immediately gave the industry an increased impetus and from then till now it has made gratifying progress.

While this statement is true of the entire history of the tobacco industry taken together, some phases of its cultivation have not been so satisfactory as might have been expected. After Sir John accorded the industry the protection which has been mentioned, naturally the foreign leaf became more expensive and from economic reasons many commenced the use of Canadian tobacco. It was at this time that the weak spots in its production were discovered. When the limelight was turned full on it was found that the intermediary stage in the total process was the weak point. It will be seen, however, that this is not beyond remedy, as it depends almost entirely on the skill of those who treat the tobacco and prepare it for the market. We now appreciate the fact that there is no natural element in our soil which would render its growth impossible or mediocre, but rather, we have every reason to believe that it reaches a most luxuriant development here. The struggle of the American Tobacco Co. for supremacy in this field of activity, the possibilities of which they were early to recognize, is a matter of current history.

Taking all things into consideration, it is obvious that the cultivation of tobacco will prove of immense value to Canada from a hygienic, as well as an economic, viewpoint.

SPECIALTY MANUFACTURERS ARE COMPLETING ORGANIZATION.

The American Association of Specialty Manufacturers, which was formed at New York a few weeks ago, was further perfected in its organization and set into permanent activity at a meeting of the executive committee held on Saturday, Nov. 7, at the rooms of the New York Association of Manufacturers' Representatives.

The board furthered the organization by the choice of the following officers, the president to be chosen later:—First Vice President, Andrew Ross; Second Vice President, Louis Runkel; Third Vice President, A. J. Porter, of the Shredded Wheat Company, Niagara Falls; Secretary, J. T. Austin, of New York.

Since the former meeting, when twenty members were enrolled, there have been added to the membership about as many more, and others are in communication with the secretary regarding joining. It is proposed to confine the activities at first to recruiting members till the association is representative and has strength to carry out the plans which will then ensue. Meetings will be held in various of the larger cities in the efforts to recruit the members. The dues will be $100 a year, with $50 as the initiation fee.

ALGIE'S MILLS AT ALTON, BURNED.

Members of the Travelers' Snack Club and other drummers who visit Alton will regret to learn of the burning of the Algie Woolen Mills on Friday. The fire broke out shortly after seven o'clock and owing to a high wind the flames spread rapidly and for a time threatened the town. The main building of the mill was burned and several adjoining houses suffered to a slight extent. About fifty hands will be out of employment. Wm. Algie, the owner of the business, was in Toronto at the time of the fire.

RETAIL MERCHANTS' ASSOCIATION NOTES.

James Eadie, provincial organizer for Ontario of the Retail Merchants' Association, is in Port Hope this week where he is interviewing the merchants and organizing a branch of the association.

On Wednesday evening of this week E. M. Trowern, secretary of the Retail Merchants' Association of Canada, spoke at a largely attended meeting in Guelph. B. W. Ziemann, of Preston, president of the Provincial Board of Ontario, also delivered a stirring and interesting address. The business men of the Royal City gathered around the festive table and after enjoying dinner, a most profitable time was spent in matters of mutual interest.

P. C. Larkin, of the Salada Tea Company, Toronto, who has been on a visit to the New York, Boston and Montreal branches of the company, returned home last week. He found business in a promising condition across the border and the feeling hopeful as the result of the Presidential election.

To Avoid The Financial Crisis, Handle

SHAMROCK

BIG PLUG

SMOKING TOBACCO

It will pay you a good profit
Besides building you a trade

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

NOTICE!
FOR SALE

100 bags of excellent VIRGINIA Peanuts at 9c PER lb.

For this week only.

JOS. COTE
IMPORTER AND WHOLESALE TOBACCO DEALER
Office & Store, 186-188 St. Paul St. Phone 1272
Branch - 179 St. Joseph St. Phone 2097
QUEBEC

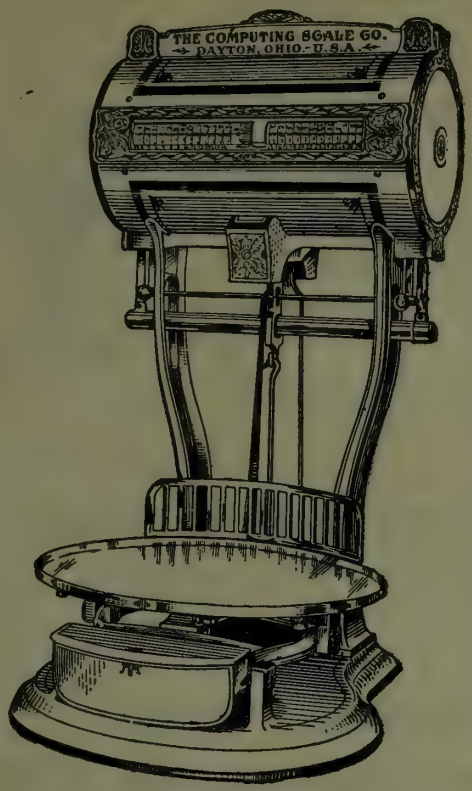
Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



DAYTON MONEYWEIGHT SCALE
NOTE THE LOW PLATFORM

Overweight Problem

Solved!

With this 1909 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

Gives the exact weight for the exacting dealer.
Gives the exact weight to all customers.
True as steel and built for a lifetime of exact weighing.
Weighs to an ounce, computes to a cent.
Low platform—only 6½ inches from the counter.
Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited
164 W. King St., Toronto, Ont.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Our New "Walker Bin" Catalogue

Will be off the press in a few days.

It should be in the hands of every Grocer

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

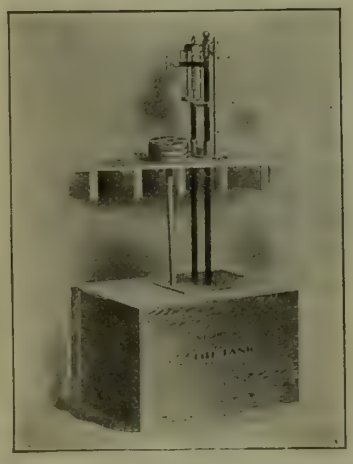
WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

We make a specialty of
COUNTER CHECK BOOKS
for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.

We manufacture
SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

Saves Money at Every Point



CUT 1
CELLAR OUTFIT

The Bowser Self-Measuring Oil Tank prevents the loss or waste of a single drop of oil—and oil is money.

The Bowser enables you to wait on customers in one-tenth the usual time—and time is money.

The Bowser eliminates almost all the labor usually required to care for the oil — and labor is money.

When you realize that you are now actually losing the money which the Bowser would save for you, can you afford to be without one?

Write us for catalog 5044. It is free.

S. F. BOWSER & CO., Inc.
66-68 FRAZER AVENUE, TORONTO

If you have an old Bowser, and want a new one, write for our Liberal Exchange Offer.

Are Your Credit Customers Safe?

No! They'll run you into bankruptcy in a jiffy if you'll let them. And still you can't get too independent with this class of trade—it is good money when it does come.

ALLISON COUPON BOOKS

point the way to safety. They guard against loss, they hold the credit customer in check, save time, money and trouble.

How They Work

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in front of the book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere. Manufactured by

Allison Coupon Co.
INDIANAPOLIS, IND.

When writing advertisers kindly mention having seen the advertisement in this paper.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion,	1 year.....	$30 00
"	"	"	6 months...	17 00
"	"	"	3 months...	10 00
50	"	"	1 year.....	17 00
"	"	"	6 months...	10 00
25	"	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

AN EXTRA 1 PER CENT. PROFIT.—A National Cash Register will earn at least an extra one per cent. profit for any retail merchant. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto, Ont.

TRAVELLERS—Counter check books make a good side line. Pocket sample; liberal commission. Box 221, CANADIAN GROCER. [1]

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MACLEAN PUBLISHING CO., Technical Book Dept., 10 Front St. E., Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

SITUATIONS WANTED.

TEA TASTER, BLENDER, Coffee, Cocoa and Chicory manufacturer, advertiser with 16 years' experience seeks engagement as buyer and manager of department with wholesale company. Address, Stirling, 145 Mutual Street, Toronto. (45)

POSITION as manager for grocer business. Very well known, good connections and with good experience. Apply Box 222, THE CANADIAN GROCER, Toronto.

YOUNG lady seeks position as book-keeper or cashier in office or grocery store. Accurate, quick and reliable. First class references. Apply Box 223, CANADIAN GROCER, Toronto.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

WANTED—Foreign and domestic agencies. Good connections, highest references, twelve years experience. Arthur Cox, 253 Hollis Street, Halifax, N.S. [49]

VINEGAR—A French manufacturer of vinegar invites correspondence from Canadian firms interested in this article. Box 231, CANADIAN GROCER, Toronto. (47)

POULTRY—A firm of general game and poultry importers desire to get into communication with Canadian shippers with a view to making arrangements for early shipments into Manchester. Box 224, CANADIAN GROCER, Toronto. (47)

CONDENSED MILK—A Cape Town firm of wholesale general merchants desires to be placed in communication with Canadian manufacturers and exporters of condensed milk. Box 229, CANADIAN GROCER, Toronto. (47)

FLOUR, Oatmeal and Quaker Oats—A South African commission agent, with good connections, and widely known, who is prepared to furnish good references, desires to be placed in touch with Canadian exporters of flour, oatmeal and quaker oats. Box 230, CANADIAN GROCER, Toronto. (47)

CANNED and Bottled Fruit—A London, England, firm of general merchants and importers desire to undertake an agency for Canadian canned and bottled fruit. Box 225, CANADIAN GROCER, Toronto. (47)

PRESSED Yeast Cakes—A Hull firm of general merchants and importers desire samples from Canadian manufacturers of pressed yeast cakes. Box 226, CANADIAN GROCER, Toronto. (47)

FRUIT—A well-established firm of inland fruit merchants in the north of England would like to exchange ideas with a Canadian packer of well-graded apples with a view to receiving a few carloads for sale on advance against bill of lading. Box 227, CANADIAN GROCER, Toronto. (47)

CANNED Goods—A general commission agent and importer in the north of England in a good position to handle an agency for any kind of canned goods is desirous of hearing from Canadian canners interested. Box 228, CANADIAN GROCER, Toronto. (47)

FOR SALE.

FOR SALE—A live and established general business in Saskatchewan. Best stand in town, only one opposition, business improving each year. Stock $15,000. Reasons for disposing, poor health. Further particulars by addressing Box 219, CANADIAN GROCER, Toronto. [46]

GENERAL Store and Boarding House, opposite C.P.R. depot. Stock worth about $1500; yearly sales $6000 to $7000. The best reasons for selling out. All further particulars on application. Address P.O. Box 30, Coulter, Man. [51]

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company

10 Front Street East, TORONTO, CANADA

The Canadian Grocer's Christmas Competitions

Window Dressing Contest

With a view to helping our subscribers and to show what may be done along the lines of special Christmas Display, The Canadian Grocer again this year, offers prizes for a Window Dressing Contest.

Following last year's precedent, which proved so successful, contestants will be divided into two classes:

1. Grocers and Grocery Clerks in city stores.
2. Grocers and Grocery Clerks in the country districts.

Prizes of $7.00 and $3.00

First and Second, respectively, are offered in each class, $20 in all.

All that is necessary to enter the contest is to send a fair-sized photo of one or more of your Christmas windows, with a description of it and name of the person who is responsible for the display, to us. The contest will close on December 31st.

Address the photo to "Editor, Canadian Grocer" and mark it "Christmas Window Dressing Contest."

Advertising Contest

A regular department in this paper is devoted to advertising for grocers, telling them how to advertise and emphasizing the fact that their local newspapers are the best medium for this purpose. To find out what effect these articles have had and to further stimulate the use of this method, which we consider most important for grocers, a Christmas advertisement contest has been arranged.

Prize of $5.00

Most up-to-date grocers, even some who use newspaper space at no other time of the year, do so at the Christmas season with a view to booming holiday trade. We want to get copies of these advertisements. The advertisement submitted should be about groceries, confectionery, etc., for the holiday season. All that is necessary is to forward one or more clippings from your local paper to us, with the name of the writer of the advertisement. The award will be made by an advertising specialist and will be announced, with a reproduction of the prize ad., shortly after the close of the contest. The last day for receipt of ads. is December 31st.

Address advertisements to "Editor, Canadian Grocer," marked "Advertising Contest."

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
2-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

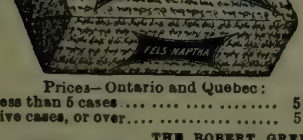
Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Brooms

	Per doz.
Nelson's—	
Pansy	$3 65
Good Luck	35 3 25
"	30 2 85
"	25 2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 25
Five cases, or over	5 15

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crispe, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

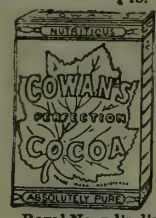
Cocoa— THE COWAN CO., LIMITED

Perfection 1-lb. tins per doz.	$4 80
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate— Per lb.

Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
¼-lb. " "	0 40



Sweet Chocolate—

Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30
Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.	
Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 34
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
½ " " 4 " " "	2.40
¼ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz	0 90
Prepared cocoa, ½'s	0 28
Prepared ¼'s	0 28

Mott's breakfast cocoa, 10c ize	90 per dz.
" " breakfast cocoa, ½'s	0 38
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages— Per lb.

5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. "	0 27½
¼ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 13	0 14	0 17
Best Shredded	0 13	0 16	
Special Shred	0 17	0 15	
Ribbon	0 19	0 17	
Macaroon	0 17	0 15	
Desiccated	0 16	0	
White Moss in 5 and 10 lb. square tins, 21c.			

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

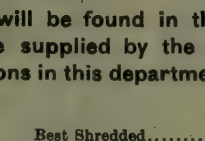
PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	5 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 26c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, (with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy litho-graphed canisters	0 30

Cheese —Imperial

Large size jars, per doz.	
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 66's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each (8½
500 books to 1000 books	(8

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of	2 doz	$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

THOMAS J. LIPTON

Prices on application.

Assorted Case,	Contains 2 doz..$2.50
Chocolate (Straight)	Contains 2 doz..$2.50
Vanilla (Straight)	Contains 2 doz..$2.50
Strawberry (Straight)	Contains 2 doz..$2.50
Lemon (Straight)	Contains 2 doz..$2.50
Unflavored (Straight)	Contains 2 doz..$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley	½-lb. tins		$1 25
" "	1-lb. tins		2 25
" "	groats	½-lb. tins	1 25
" "	"	1-lb. tins	2 25

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors),	doz.		1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.

RISING SUN STOVE POLISH IN CAKES

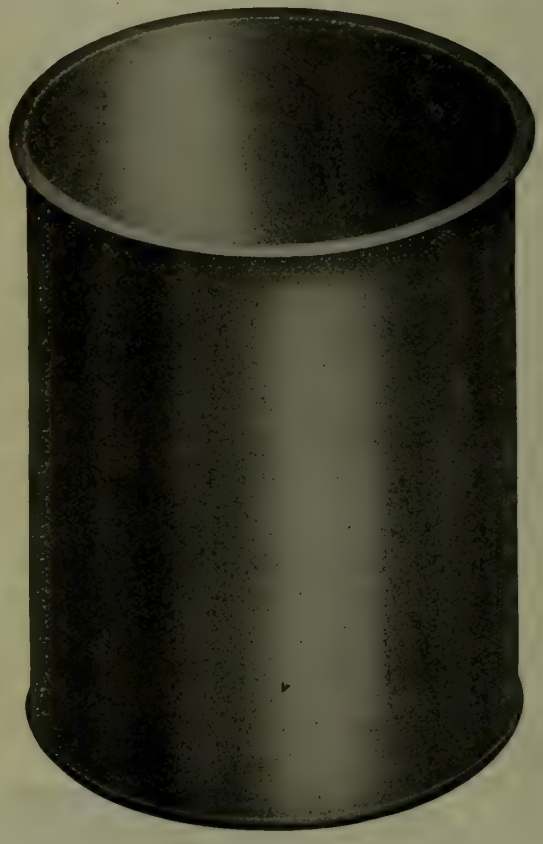
SUN PASTE STOVE POLISH IN TINS

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

MORSE BROS., Props. - Canton, Mass., U.S.A.



Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato,** not the **Tomato** to the size of the **Opening.**

Pack **Whole Tomatoes,** not Crushed Fruit.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Max Ams Patents

I OFFER

for prompt shipment new season's

SPANISH, FRENCH, JAPANESE AND BRITISH

PEANUTS

Shelled and in Shell. Samples and prices from

ANDREW WATSON

SOLE IMPORTER

91 Youville Square - - MONTREAL

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

"GOODWILLIE'S"
Fruits in Glass

Always Good Sellers

Their rich, luscious flavor of the fully ripened fruit, makes them appreciated by everybody.

How is Your Stock ?

Agents
ROSE & LAFLAMME, Limited
MONTREAL and TORONTO

Table Raisins
from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva
Malaga, Spain

ROSE & LAFLAMME Limited
Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 80

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited

GENESEE PURE FOOD CO

Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG CO.

White wan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price "Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 10	
½-bbls. 0 10½	
Tubs, 60 lbs. 0 10½	
20-lb. Pails. 2 10	
20-lb. tins.. 2 00	
Cases 3-lb.. 0 11	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	

Liquorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 42) per box	1 50
Tar liquorice and Tolu wafers, 5-lb. cans.....per can	2 00
Liquorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" liquorice 10 sticks.....	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 00
3 cases of 4 doz.....	2 50
5 cases or more	2 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
5 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.

Pineapple	"	1	" "
Green Fig	"	1	" "
Green Fig and Ginger	"	1	" "
Lemon	"	1	" "
Grape Fruit	"	1	" "

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Shredded"—	
1-lb. glass, doz.....	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4.70
" " hotel.....	4.90
Silver Cow Milk.....	5.00
Purity Milk.....	4.70
Good Luck.....	4.30

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins.....per doz.	$1 40
"	½-lb. tins ..... "	2 80
	1-lb. tins ..... "	5 00
Durham	4-lb. jar.....per jar.	0 75
"	1-lb. jar..... "	0 25
F. D	½-lb. tins.....per doz.	0 85
"	1-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—		
Minerva, qts. 12's ...	.....	$5 75
" pts. 24's	.....	3 50
" ½-pts. 24's	.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 80 1-lb. and 80 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $4

MAGIC BRAND.

	Per case
No. 1, cases, 80 1-lb. packages.....	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {80 1-lb. " {80 ½-lb. }.....	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases.....	2 75

STRIKING FEATURES

PURITY appeals to all classes of consumers.

UNIFORMITY holds the patron to his favorite brand, so that your trade is not fluctuating, but permanent, with possibilities for increase always before you.

SUPERIORITY lends its powerful influence to the other claims, and

WOOD'S COFFEES

are known far and wide as the ideal goods for the millions.

They are not "here to-day, there to-morrow" products, but are like faithful allies, and hold up the Grocer's hands in extending trade.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	12 00
Straw hat polish	"	16 80

3 doz. to box $3 45

6 doz. to box $6 90

30 days

Starch

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 6-lb. cartons	
No. 1 " " 6-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 08½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

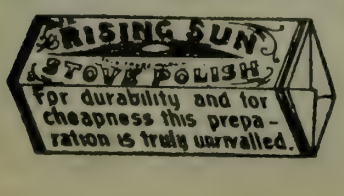
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 7½
Kegs, 100 lb.	0 08
Lily White Gloss—	
1-lb. fancy cartons, cases 80 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 60
Colloloid Starch—	
Boxes of 45 cartons, per case	2 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

pkges, cases 5 doz., per case.. 4 75

Stove Polish.

	Per gross.
Rising Sun, 5-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
5 gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " 38½ lbs	1 75 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

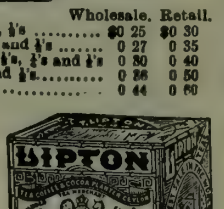
Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ per lb.
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lb	1 25 each
" 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

THE "SALADA" TEA CO.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton 75 Front St. East, Toronto.



Packed in air-tight tins only.

		wholesale	retail
Blue	label ¼'s and 1's	0 24	0 30
Orange	" ⅛'s, ¼'s and 1's	0 30	0 40
Pink	" ⅛'s & 1's, tins	0 35	0 50
Red	" Dominion blend, ¼'s and 1's	0 44	0 60
Gold	" Afternoon blend, ¼'s and 1's	0 50	0 70

Blue Label, 1's		20	0 25
Blue Label, ½'s		0 21	0 26
Orange Label, 1's and ½'s		0 23	0 30
Brown Label, 1's and ½'s		0 32	0 40
Brown Label, ½'s		0 30	0 40
Green Label, 1's and ½'s		0 35	0 50
Red Label, ½'s		0 40	0 60

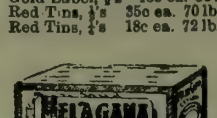
LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 43	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb

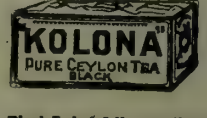


MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ½'s	0 70	1 00
" " ¼'s	0 55	0 80
" " ½'s	0 44	0 60
" " 1 lbs. & ½'s	0 40	0 60
" " ¼'s	0 38	0 50
" " 1 lbs. & ½'s	0 35	0 50
" " 1 lbs., ½'s	0 30	0 40
" " ¼'s		0 32
" " ½'s	0 25	0 30
" " 1 lbs.	0 24	0 30

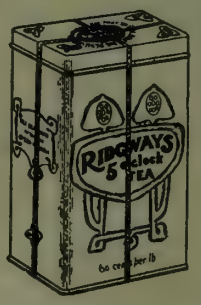
We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c		0 22
Green Label. "	40c	0 30
Red Label, "	50c	0 35
Orange Label, "	60c	0 42
Gold Label, "	80c	0 56

RIDGWAYS.
London, Vancouver, Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Comnty, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 43	0 60
H M B, 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 49	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 3s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 49
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 3s. and 13s	0 56
" Club, 6s. and 12s.	0 45
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15 00
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-8	0 40
Quesnel, 1-4, 1-2	0 45
" 1-9	0 45
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 75
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$12 00
Absorbine Jr., per dozen	5 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

WARNING!

Crescent BM&Co. Brand
TRADE MARK.

SODA CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

THIRTY EIGHT DAY EXCURSION CRUISE

Every twelfth day a "P & B" steamer leaves Halifax for Bermuda, the British West Indies and Demerara, and no finer sea trip exists. The round trip takes thirty eight days and the cost is small. Better write for illustrated booklet.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
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JOHN FORMAN, - 644 Craig Street
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are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

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No need to! Let us handle the overdue debts of your slow-paying customers and we'll get the money for you. We've been in business a year, now, and all our clients are still sending us business.

They are Satisfied
You'll be, Too!

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For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.
Patras, . Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:
J. L. Watt & Scott - - Toronto
Watt, Scott & Goodacre, - Montreal

The Condensed Ads. in The Canadian Grocer bring results. Try one.

SALT SALT

All the best kinds. Prompt attention to all enquiries and orders.

VERRET, STEWART & CO.
LIMITED
MONTREAL

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Cold Weather, which means

Mince Meat Weather

Your customers are attracted by a sanitary-wrapped package.

Give the **Wethey Packaged Mince Meat** a little prominence in your store.

Then—**Watch Wethey's sell.** It will surprise you.

All jobbers. 3 doz. to a case.

J. H. WETHEY, LIMITED
ST. CATHARINES

NOTE

We have no Old Currants, Raisins or other Fruits; therefore cannot meet prices they are being offered at.

Empire Brand

Our Customers demand NEW GOODS—WE HAVE THEM

Our "Empire Brand" Goods should be in your store. If you do not handle them now ask our travellers for information.

4 Free Phones for Use.
USE THEM FREELY

"EMPIRE BRAND" Goods Hold Your Customers' Confidence

GEO. E. BRISTOL & CO.

(Successors to Lucas, Steele & Bristol)

Hamilton, - - - - Ontario

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A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

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FOR SALE BY ALL THE CANADIAN JOBBING TRADE.

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Agents for the Dominion of Canada

Every live grocer is now selling Syrup. Syrup is seasonable and a good seller. Of all brands on sale there is ONE that makes for satisfaction and profit to dealer all the time

"Crown Brand" Corn Syrup

For table use, made from the finest selected white corn. A suggestion to your customers for a trial tin will make steady business. For sale by all jobbers in Canada.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

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Maconochie's Pickles

Fresh, crisp, garden grown Vegetables preserved in pure, brewed, malt vinegar, appeal to the palate —hence their popularity with people who know a good thing.

Value, saleability and a sure profit —hence their popularity with thousands of alert grocers the world over.

Your Jobber can supply them if he will, if he will not, for full information write to our Canadian Agents:

MacLaren Imperial Cheese Co., Ltd., Toronto

Maconochie Bros.

London - - England

The Turned-Down Corners

Here and there in the Ledger of Life you have turned-down the corner of a page for remembrance sake—you'd forget something if the turned-down corner wasn't there.

¶ To-day turn down a corner deep and wide to remember this one sure fact "quality is remembered long after price is forgotten." Every time you come to that particular page—remember, every time you try to sell inferior quality, think of the turned-down corner. What it stands for and what it really means to your success.

"Taylors'" Candied and Drained Peels

Made in England from the best Corsican Peels only. Prepared from finest selected whole fruits – NOT from fruit skins from which the essential oil has been extracted. Highest quality. Always the same.

"Thistle" Brand Canned Fish

Caught, cured and canned right at the water's edge—not re-shipped and re-handled before packing. No dirt, or slime ever gets into the "Thistle" Brand. But open a can yourself for the most convincing proof—they are all right at all times, always "on the square."

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HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

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Correspondence will receive prompt attention

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Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

(Continued on page 4.)

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We should be pleased to have an opportunity of quoting prices.

It will pay you to order NOW

RAISINS—

CALIFORNIA SEEDED
VALENCIA, MALAGA

FIGS—

ELEME—boxes 10, 20 and 30 lbs.
NATURALS—bags and boxes.
WASHED—A full line in glass jars.

DATES—

SAIRS, HALLOWEE—also 1 lb. pkgs.

CURRANTS—

New Season's Fruit in all Our Well Known Brands

EBY-BLAIN, LIMITED

Wholesale Grocers— TORONTO

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you You sell at	30c per lb. 40c per lb.
GOLD LABEL	1s and ½s	Costs you You sell at	35c per lb. 50c per lb.
LAVENDER LABEL	1s and ½s	Costs you You sell at	42c per lb. 60c per lb.
GREEN LABEL	1s and ½s	Cost you You sell at	50c per lb. 75c per lb.

CANISTERS

GOLD Tins	5s	Costs you You sell at	35c per lb.—$1.75 50c per lb.— 2 50
GOLD Tins	3s	Costs you You sell at	35c per lb.— 1 05 50c per lb. – 1 50
GOLD Tins	1s	Costs you You sell at	36c each 50c each
GOLD Tins	½s	Costs you You sell at	18c each—36c per lb. 25c each—50c per lb.
RED Tins	½s	Costs you You sell at	35c each—70c per lb. 50c each—$1.00 per lb.
RED Tins	¼s	Costs you You sell at	18c each—72c per lb. 25c each—$1.00 per lb.

Head Office and Factory for Canada : 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

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and West to the Rockies

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Its History and Mystery
BY
JOSEPH M. WALSH
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invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

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You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

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OAKVILLE, ONT.

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No! They'll run you into bankruptcy in a jiffy if you'll let them. And still you can't get too independent with this class of trade—it is good money when it does come.

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For sale by the jobbing trade everywhere Manufactured by

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Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

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have been before the public for many years.

They still hold the lead

Do not take chances with inferior makes when you can obtain Aylmer Jams at equal or better prices.

Ask travellers for prices.

Canadian Canners, Limited, Hamilton

Purity is an absolute essential in canned fruits and vegetables. The public have been pretty thoroughly educated up to a full appreciation of the harm that may come to them through the use of impure canned goods. Thus, there is a well-defined demand for goods that a grocer is willing to guarantee absolutely pure.

Profit is a natural outcome of handling pure goods. The best trade of your locality is bound to flock your way if you take pains to secure a reputation as a "pure food" grocer. One of your biggest staple lines is canned goods and we can prove to you that

Old Homestead Brand

is the brand of absolute purity. Our stock is selected by experts, and none but the finest class of fruits and vegetables ever pass their rigid inspection. Our factory is all that could be desired—clean, sanitary, up-to-date, well-manned by clean, efficient people. Be on the safe side—ask your jobber for Old Homestead Brand.

The Old Homestead Canning Co.

Picton . . . Ontario

Do Quality and Value Win?

Do you know of any tea that has served the public well by consistently maintaining its high standard of excellence year after year? That has doubled its sales every four years? *WE KNOW OF JUST ONE.* We are proud of the *SEVENTEEN YEARS* of reliable service that

"SALADA"

has given the trade and consumer. The reward of merit, the appreciation of the public is reflected in our ever-increasing sales. Think of what it means to you, Mr. Grocer, to be able to *ABSOLUTELY GUARANTEE* each and every customer a tea of uniform excellence, purity and flavor.

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents:

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
HAMILTON MORTON CO., 1 Wellington St. E., Toronto
W. H. AHRENS, 396 Victoria St., Winnipeg
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., LIMITED

Purveyors to H.M. the King, Mayfair Works, Vauxhall,
LONDON - ENG.

Canadian-made Licorice

Y. & S. Brand

All Druggists

MANUFACTURED by NATIONAL LICORICE CO. MONTREAL

ACME PELLETS

M. & R. WAFERS

and a complete line of **LOZENCES, ETC.**

Hard and **Soft Licorice Specialties**

Price Lists and Illustrated Catalogue on request

Toronto Sales Agent—
R. S. McINDOE, 54 Wellington St. East.

Montreal Sales Agent—
J. M. BRAYLEY, 55 St. Paul Street.

Winnipeg Sales Agency—
E. W. Ashley, 123 Bannatyne Ave. E.

St. John Sales Agent—
H. S. Daly.

Vancouver Sales Agency—
J. F. Mowat & Company.

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis. - - Quebec.	W. H. Escott, - - - Winnipeg.
C. DeCarteret, - - Kingston.	R. G. Bedlington & Co., - Calgary
Jas. N. McIntosh, - - Ottawa	Tees & Peerse, - Edmonton.
Geo. Musson & Co., - Toronto.	Wilson & McIntosh, - Vancouver
J. W. Bickle & Greening, - Hamilton.	C. Leonard Grant, - P. E. Island
G. H. Gillespie, - - London	

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

To Every Grocer

A FREE Sample of

Marsala Wine

Just to show you personally that this famous wine has no equal as an ideal after-dinner beverage — something which your customers will appreciate.

If you order to-day note that the price is

$7 a case and up

Museo Commerciale Italiano
43 St. Antoine St., Montreal

Sole Agents American Continent — Phone Main 2731

STOCK THE BEST.

"KIT"

COFFEE

IS

BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. PeterSt.; Ontario, A.E. Bowron 18 King William St., Hamilton; Winnipeg, Mason & Hickey 108 Princess St.

Lea's

The Pickle with the home-made flavor

Turkey and Lea's Pickles make the Christmas Dinner complete. Have you secured your Pickle for your Christmas trade? Do so before it is too cold to ship.

Packed by

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

WESTERN REPRESENTATIVES: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

NEW CROP NUTS

WALNUTS { New Shelled Grenoble, Marbot and Bordeaux

ALMONDS
FILBERTS

PECANS and BRAZILS

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

TRADE MARK

FLATS $2.15

M
SONS
ESTABLISHED 1834.

TALLS $2.00

Mr. Grocer

Those are The Prices!
That is Your Guarantee!

You see both at the top of this Ad. They apply to that renowned line of canned fish

QUAKER SALMON

which is unparalleled in Canada or elsewhere. Satisfied customers, a quick turnover and good profits are the results of handling this line.

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's
"Edinburgh"
Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

JAPAN TEAS

Jobbers can always depend on getting best value from

S. T. NISHIMURA & CO.,

MONTREAL

E.D.S. Brand
Jams and Jellies

GUARANTEED
ABSOLUTELY
PURE

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

Unequalled in Quality
and a Producer of Permanent Profit

QUAKER
Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.

NEW NUTS—

Almonds, Filberts, Walnuts

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

The name

"Mackintosh"

applied to confections means

The Best

When toffee is the item it's

Mackintosh's Toffee

that alone stands out among
all other brands.
It's Mackintosh's always.
It's a ready seller now. Stock up.

William H. Dunn

Sole Agent

27 Front St. East, TORONTO
396 St. Paul St., MONTREAL

Fruit Jars
Jar Rings
Butter Tubs
Butter Paper
Brooms, Brushes
Baskets

Walter Woods & Co.
Hamilton and Winnipeg

Counter Check Books
The "Newear"

For quick operation of Carbon sheet. It has other advantages. Something new. We are sole makers.

Write for Sample.

THE CARTER-CRUME COMPANY, LIMITED
TORONTO and MONTREAL

Mention this Paper.

We Distribute Cars

Ship your goods in car lots in our care, Mr. Manufacturer, and we will distribute them among your customers. We have a large warehouse with excellent track facilities and we make a specialty of this class of work.

Correspondence invited

R. B. Wiseman & Co.

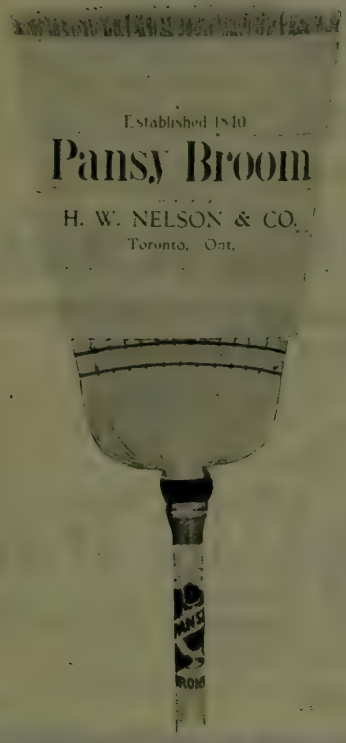
123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Manufacturers' Agents and Brokers

Open to handle one or two more lines of groceries or fruit

ESTABLISHED 1840

It's Quality Pure and Simple that Sells the



"Pansy Broom"

We can sell you cheaper brooms if you want them; but there's more money for you and more satisfaction for your customers in selling the Pansy—the broom with the

Attractive Individual Wrapper.

Buy them from the makers.

H. W. Nelson & Co., Ltd.

Toronto

Canned Fruits from the Model Factory

The Niagara Falls Canning Co., with the finest, most modern and most sanitary Factory in Canada have placed on the market

THE

"Pride of Niagara Falls" brand

of Canned Goods. These are of the finest quality and are sure to bring customers for every grocer who stocks them. ALL FRUITS are packed in SANITARY ENAMEL LINED TINS which preserves the natural flavor and color of the fruit, also safe-guarding the consumer against ptomaine poisoning.

REFUGEE WAX BEANS, SELECT HAND PICKED TOMATOES, CHERRIES, PEACHES, PEARS, RASPBERRIES, STRAWBERRIES

Selling Agents—Eby-Blain, Limited, Toronto
Frank L. Benedict & Co., Montreal

Our travellers will show you samples of the above.

Three Perfect Lines

These goods will appeal to you because of their undoubted high quality, the quick sales they mean, and the good profits they ensure.

No. 1 Prince of Wales Extract
No. 2 Club Extract
No. 3 Fleur de Lis Extract

These are the result of the latest, approved and most economical process for extracting the true flavors from their natural source.

Our CLUB JELLY POWDERS (with Club Cream in same packet) are popular sellers. Every progressive grocer carries them.

S. H. EWING & SONS 98 King St. Montreal

"Salad, Edible and Cooking Oils"

WINTER PRESSED

"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

Norton Manufacturing Co.

HAMILTON

"They Make Real Good Jelly"

SHIRRIFF'S

JELLY POWDERS

Absolutely Pure Thoroughly Reliable

IMPERIAL EXTRACT CO.

18-22 CHURCH STREET, TORONTO, CANADA

MONEY-MAKING LINES

AROMA TEA
AND
AROMA COFFEE

The most satisfactory goods to the consumer.

The most profitable goods to the merchant.

Two good reasons to justify buying these well-known lines.

Our Traveller will tell you about them.

W. H. GILLARD & CO.
Wholesale Grocers
HAMILTON
Branch House—Sault Ste. Marie

1

= Three times the quantity of Soap

It is a fact that one tin of "Snap" does the work of three times the quantity of soap in hand cleaning. The dirtiest, greasiest, paintiest hands become clean instantly when "Snap" is used. Leaves the skin soft and white and never hurts even the most delicate skin.

You ought to handle

"SNAP"

The price is reasonable the profit good.
Ask your jobber.

The Snap Company Limited
Montreal, - Canada

Brooke Bond's Packet Teas.

Have you considered what you will gain by dealing with us?

We buy our tea direct, in the countries of production, for cash.

All the money goes for tea and for absolutely necessary service.

Our own profit is a fixed fractional percentage on the cost.

The rule of our business is to give our customers every advantage we can and yet remain safe ourselves.

May we send you samples?

Agents for Western Canada:

Messrs. Hamblin & Brereton,
Corner of Notre Dame and Victoria Streets,
WINNIPEG, MANITOBA.

WAGSTAFFE'S

Fine Old English

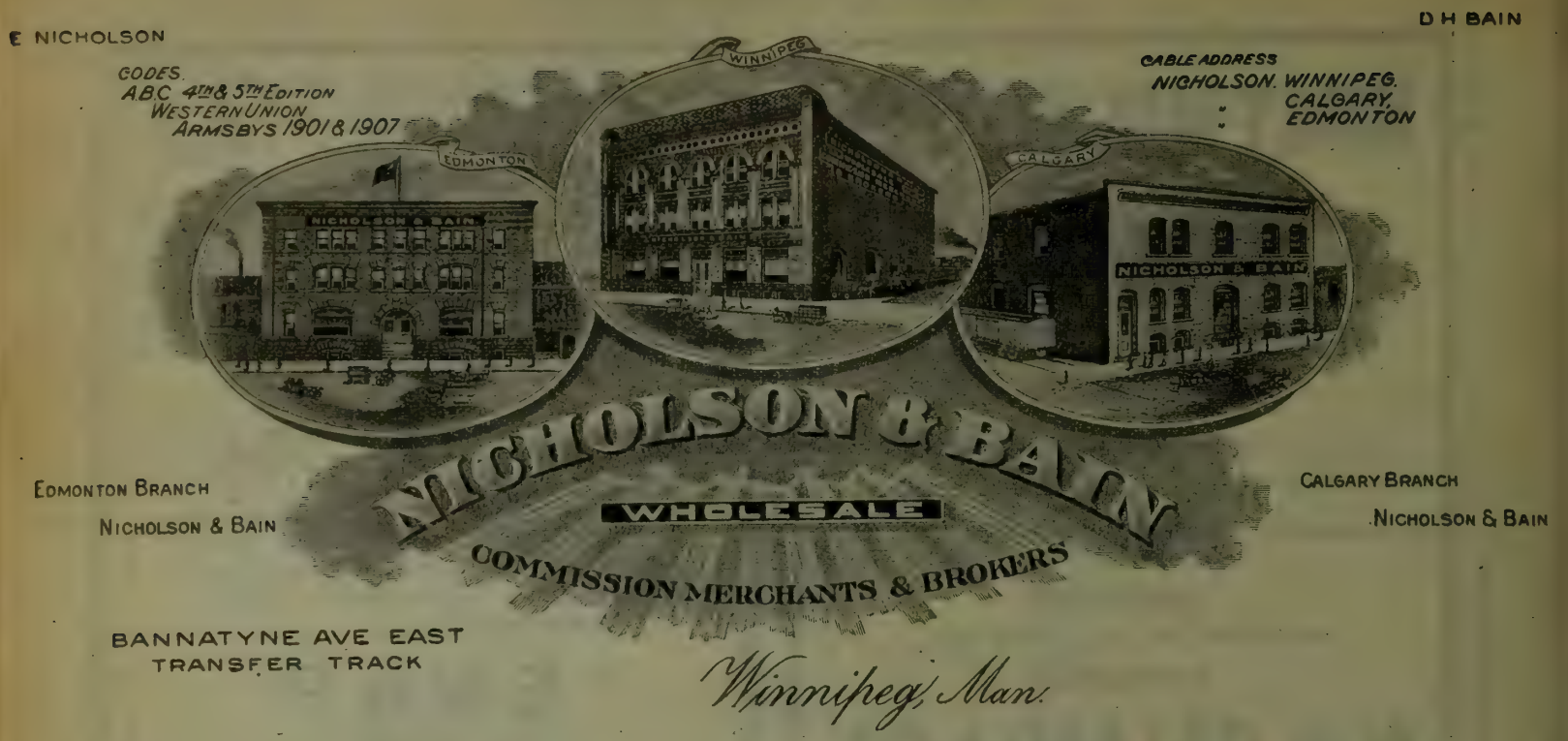
Plum Puddings
and
Mince Meat

Are the best.

Your money returned if not satisfied.

Ask your wholesale grocer for them.

WAGSTAFFE, LTD.
Pure Fruit Preservers
HAMILTON



A BUMPER CROP

TO THE TRADE:—

Herewith please find Acreage and estimated yield in the Provinces of **Manitoba, Saskatchewan** and **Alberta:—**

WHEAT.	Acreage.	Estimated Yield per Acre	Total
Manitoba	2,710,000	15 bushels	40,650,000 bushels
Saskatchewan	3,170,000	18½ "	58,645,000 "
Alberta	410,000	21 "	8,610,000 "
Total			107,905,000 "
	Total acreage in the three provinces.	**Estimated Yield per acre**	
Oats	2,660,000 acres	34 bushels	90,440,000 bushels
Barley	860,000 "	21 "	18,060,000 "
Or a total in the three Cereals of			216,405,000 bushels

September wheat is quoted at Fort William at 98c. per bushel, October 95¼c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **$150,000,000.**

We are brokers and Commission Merchants exclusively. Can we not handle your goods in the Great West? Yours truly,

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise, also cars distributed at Winnipeg, Calgary and Edmonton.

TIRED OF SUCH POOR 25c. TEA

She Went to His Competitor for Something Better

Do you know that while you are hunting for some kind of a tea to sell at 25c.—anything that "will do"—you are slowly but surely driving your trade into your wide-awake, up-to-date competitor's store? If you have no complaints, don't be too sure your customers are satisfied. It is easier to try another store.

A prominent grocer told the writer a short time ago that Mrs.——— (his competitor's customer) came to his store and said she did not like the 25c. tea she was getting from her grocer. He realized his opportunity and sold her a 30c. tea, and has sold her ever since.

Her grocer was anxious to please her by selling her a 25c. tea, even when he knew it was very inferior to what he had sold her in the past, and his competitor got his customer.

WHY DON'T YOU SELL A BETTER TEA?

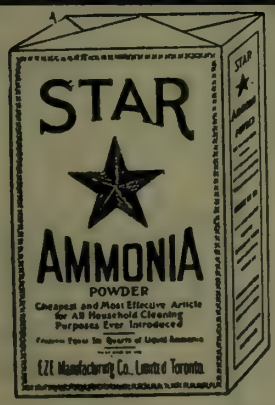
Be honest with your customers--explain the advance in price—talk **quality instead of price,** and don't let your competitor sell your customers their tea.

When recommending Red Rose Tea or Estabrooks' Bulk Blends to your customers you can depend on them being the same high quality as in the past.

Just write a Post Card **to-day** for a case of tea or samples of any grade.

BRANCHES,
TORONTO OFFICE, 3 Wellington St. E.
WINNIPEG OFFICE, 315 William Ave.

T. H. ESTABROOKS,
St. John, N.B.


STAR
AMMONIA
POWDER
Cheapest and Most Effective Article for All Household Cleaning Purposes Ever Introduced
E.E. Manufacturing Co., Limited Toronto

Its Merit Brings Repeat Orders

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited

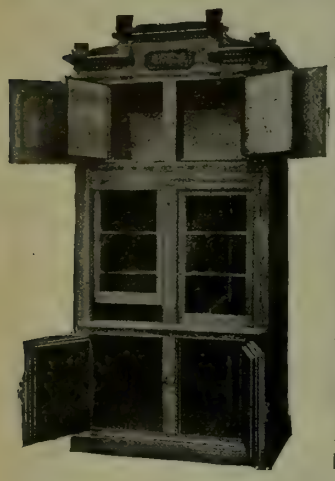
MONTREAL TORONTO WINNIPEG

"Canada First" Brand Evaporated Cream and Condensed Milk

RECEIVED HIGHEST AWARD AND GOLD MEDAL, Halifax Exhibition, 1908

NO DEAD STOCK EVERY CAN GUARANTEED

Aylmer Condensed Milk Co., Limited : Aylmer, Ontario



Arctic Refrigerators

for Grocers and Butchers, The Coldest, Dryest and most up-to-date refrigerator on the market.

Western representatives, Ryan Bros., Winnipeg

Eastern representatives Wolf, Sayer & Heller, Montreal. Write for Catalogue.

John Hillock & Co., Ltd.,
154 George St., Toronto

Ridgways TEA

is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

Beat it if you can.

80c.

DOZEN.

The Gilmour Co.

934 De Montigny St.
MONTREAL

Men Who Sell Things

by WALTER D. MOODY

Business Manager of Chicago Ass'n. of Commerce.

This "Salesman's Blue Book," written for Manufacturers, Merchants, Employers, and all Sellers of Goods, gives the author's Observations and Experiences of over 20 years as Travelling Salesman, European Buyer, Sales Manager and Employer. It shows "HOW TO INCREASE THE EFFICIENCY OF YOUR SELLING SERVICE" and "HOW TO INCREASE YOUR BUSINESS." Adopting these up-to-date suggestions means MONEY FOR YOU. Three of the 22 subjects are: The Order Taker, Right Kind of Salesman, Letters to the Trade.

295 pp. Net $1.00. By Mail $1.10.

TECHNICAL BOOKS

10 Front St. East, Toronto

The Condensed Ads. in The Canadian Grocer bring results

When writing advertisers kindly mention having seen the advertisement in this paper.

Tartan BRAND

COMPLETE STOCK FALL GOODS

Raisins—Valencias, Sultanas, Seeded Muscatels, Malagas.
Currants—Vostizza, Patras, Amalia, and finest Filiatra.
Figs—All sizes, Pulled and Flat, also Natural and Taps Comadra.
Dates—Bright Halowees, Fancy Halowees, Fards and packages.
Evaporated—Peaches, Apricots, Prunes, Apples.
Nuts, Peels, Shelled Almonds, Walnuts, etc.

Long Distance Phone 596, kept specially for outside customers or see our travellers for quotations.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

TRADE MARK KEYSTONE BRAND REGISTERED

We would advise our Grocery friends not to neglect their

BRUSH STOCK

You can make a larger percentage of profit on this line than on most lines handled in a grocery store. See that your stock of Brushes is well assorted and push the Keystone Brand.

Manufactured by

Stevens-Hepner Co., Ltd.

Port Elgin, Ontario

Canadian Grocer Want Ads Two Cents a Word

The Most Powerful of All Selling Arguments of

BORDEN'S BRANDS

OF

Condensed Milk and Evaporated Cream

are their absolute purity, cleanliness in preparation, healthfulness and reliable uniformity. The new Canadian factory at Tillsonburg is the most perfect in the world. Remember to buy Borden's "Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream. Every jobber sells them.

Unsweetened

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Vancouver and Victoria, B.C.

British Columbia Buyers

PLEASE NOTE THAT

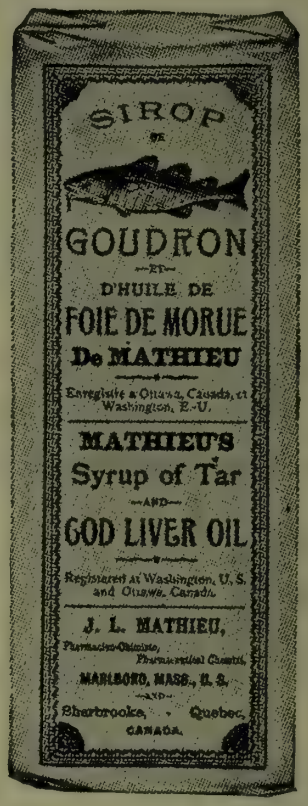
TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints—backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.

2. One person recommending it to another, and probably telling him that he got it at your store.

3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

GET AFTER IT HARD

The trade of grocers in Ottawa and vicinity is well worth cultivating. Put in a stock here. It is the only way to properly take care of this district.

WE WILL CARRY YOUR GOODS AT REASONABLE RATES. A1 Railway connections. Advantageous insurance rates. Every accommodation.

WRITE THE MATTER OVER WITH US

The Dominion Warehousing Co.

J. R. Routh, Manager — 52 Nicholas St., OTTAWA

THE PEOPLE NEED H. P.

Bright, "live," aggressive Canadian advertising will send the people to the stores for H. P. Sauce—England's most popular condiment. Stock melts like snow. The people are beginning to appreciate the world's best Sauce, so don't run short of H. P. Our advertising will send the customers ; do your part ; be ready to supply them, and a large and permanent trade is yours.

"Tasting" bottle with quotation (full ordinary size) on application to our Canadian Agents.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINEGAR CO., LTD., BIRMINGHAM AND LONDON, ENG.

MINCE MEAT

The season is now when the demand for mince meat begins to assume large size. If you would command the best trade of your community keep well stocked with

Lytle's Mince Meat

than which there is none better.

Made in Canada by

THE **T. A. LYTLE** CO. LTD.
Sterling Road, Toronto, Canada

SUGAR

When next purchasing supplies of Granulated Sugar ask for

Redpath

The purest and best—To be had in original packages—

Barrels of about 300 lbs. and Bags of 100, 50, and 20 lbs.

The
Canada Sugar Refining Co.,
Limited

MONTREAL

HOW TO FREE HIGH HALLS OF DUST-WEBS

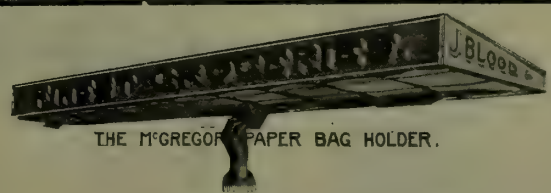
THE
Ideal Duster

Solves the Polished-Floor Proposition

The dust problem is constant—like dish-washing—the drudgery of it is split in two with the IDEAL. It appeals to more people as a mechanically correct and necessary device than our Mop, the SELF WRINGER, ever did and we venture the statement that you have for nearly 20 years found our products free from complaints, owing to perfect construction. You can therefore sell as you buy—in perfect confidence. We solicit trial orders through the jobbers.

If you have not received advertising matter with your goods drop a card to us.

Tarbox Bros., Mfrs. Toronto, Ont.
BRITISH DEPOT: 2 Hope Chambers, Liverpool



THE McGREGOR PAPER BAG HOLDER.

HAVE YOU ONE OF THE
McGREGOR PATENT
PAPER BAG HOLDERS
IF NOT—WHY NOT.
175 Borden St., - Toronto

ESSEX BRAND

Essex garden-farms have a reputation all over Canada for the quality of their fruits and vegetables, and Essex farmers know how to use every advantage of favorable soil and climate. The result shows itself in the unquestioned superiority of

Essex Canned Goods

which are famous east and west for their natural flavor and wholesomeness. It is worth your while to know that we do not employ Indian or foreign labor, and that our kitchens are clean and attractive at all times, and open for inspection. You run no possible risk in pushing the Essex Brand. It is "second to none."

The Essex Canning & Preserving Co., LIMITED

ESSEX - ONTARIO

I OFFER

for prompt shipment new season's

SPANISH, FRENCH, JAPANESE AND BRITISH

PEANUTS

Shelled and in Shell. Samples and prices from

ANDREW WATSON

SOLE IMPORTER

91 Youville Square - - MONTREAL

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

WE WANT YOUR ORDERS FOR

"Balmoral" Scotch Marmalade

It's a Trade Winner.
It's absolutely Pure.
It's well made.
For Quality and Flavor it has no equal.
We ask no favors. "Balmoral" sells on its merit.

Write us for Samples and Prices.

J. W. WINDSOR

MONTREAL

Everybody knows that

2 in 1

is the best

Shoe Polish

on earth

We advertise extensively and effectively. And when a person once uses 2 in 1, he or she is a "2-in-oner" for good and all, because the genuine merit of the article constrains.

The F. F. DALLEY CO., Limited HAMILTON, CANADA BUFFALO, N.Y. U.S.A.

You Can Buy White Dove Cocoanut in

PAILS

Our 15 or 20 lb. pail.

A convenient package for

GROCERS

Agents:
Geo. A. Stone, Vancouver, B.C.
Scott, Bathgate & Co., Winnipeg, Man.
Frank M. Hannum, Ottawa, Ont.
C. E. Macmichael, St. John, N.B.
J. W. Gorham & Co., Halifax, N.S.

MANUFACTURED BY

A Practical Package.
Packed in 5-lb. Tins, 12 to case
" 10-lb. " 6 "

W. P. DOWNEY

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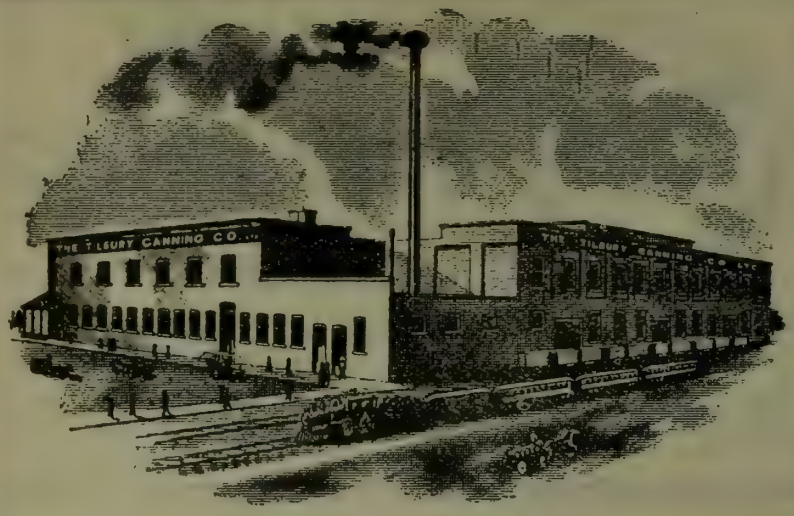

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James Turner & Co., Limited

Hamilton, Ontario

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Evidence Completed in the Guild Case

The Argument Will Be Heard at Osgoode Hall in About Two Weeks' Time—Last Thursday and Friday Saw Important Development in Case for Defence—Prominent Witnesses Explain Statements Made in Crown's Evidence—Mr. Beckett Denies Charges of Indictment in Toto.

The whole story, or all that is likely to be, is told. With the close of the cross-examination of H. C. Beckett, chief witness for the defence, on Friday afternoon last, the evidence in the Guild case was complete. All that remains now is the argument and the judgment, and this will probably come in the course of a couple of weeks.

In last week's issue the evidence of the defence witnesses up to Wednesday afternoon, Nov. 11, was given. Thursday and Friday were most interesting and important days in the case, from the fact that the chief witnesses for the defence were put in the box and again, because statements made by crown witnesses in the early days of the trial, which looked rather damaging for the defendants, were in almost every case either explained or denied.

Thursday saw the examination of W. H. Rowley, president of the E. B. Eddy Co., Hull; R. L. Innes, secretary-treasurer of the Canadian Canners; E. M. Trowern, Dominion secretary of the Retail Merchants' Association; Col. John I. Davidson, of Davidson-Hay, Toronto, A. H. Thompson, of the Canada Sugar Refining Co., Montreal; H. N. Kittson, of W. H. Gillard & Co., Hamilton, and Thos. Kinnear, of T. Kinnear & Co., Toronto. On Friday H. C. Beckett was put in the box at the opening of the morning sitting and his examination continued until he was given up in despair by Mr. Blackstock at about the middle of the afternoon.

Mr. Beckett's evidence was most interesting, throwing a great deal of light on the inner history of the Guild, and the way its work has been carried out and denying, practically in toto, all the charges in the indictment.

The Eddy Co. and the Guild.

W. H. Rowley, president of the E. B. Eddy Co., Hull, was the first witness on Thursday morning. He told of the advantages the company gained by distributing their product through the wholesale trade, and said that they found that system to be much more economical. Examined by Mr. Osborne, he told of certain "loyalty price lists," under which the company sold to the wholesale trade.

"Are these selling conditions the result of negotiations with the Guild?"

"No. I suppose I am the father of the system. It was done 20 years ago at the act of our own company."

Examined by Mr. Washington.

"Have you had any negotiations with the Guild?"

"Not directly."

"Do you know of the price committee?"

"Yes."

Continuing, Mr. Rowley said: "Our arrangements have not been with Guild at all. We have had one with each individual customer, what we call "privilege customers'."

"Did the Guild negotiate with you as to cutting retailers off?"

"No!"

"Have you had any negotiations with Mr. Beckett?"

"Yes. but not as a member of the Guild."

"Did he ever ask you to strike retailers off?"

"I'm not quite sure."

"Is the policy you are pursuing now the same as you initiated twenty years ago?"

"Substantially so."

The Canners' Arrangements.

R. L. Innes, secretary-treasurer of the Canadian Canners, Hamilton, explained why it was to the advantage of that company to do business through the wholesale trade, because it obviated the necessity for employing a staff of travelers and the machinery of distribution.

"Did you ever try travelers?"

"Not since the present organization has been made."

Mr. Innes explained that the company could not do business with retailers because of the business system involved.

"What would be the effect to the consumer?"

"Higher cost."

The witness told something of the composition of the company and of the number of canning factories it represented.

"You are then in a position to dictate the prices of goods?"

"Practically so."

After telling of an arrangement made with the wholesale trade by which the Canners agreed to pay a discount to the house handling only their goods, Mr. Washington asked:

"Had the Guild anything to do with this arrangement?"

"No, it was our own."

Continuing, Mr. Innes said: "There is no reason why any member of the trade should not have bought anyone else's goods."

"How did you hold them to the agreement?"

"A declaration was secured from the trade to the effect that the arrangement was being carried out."

"You entered into an agreement with the Guild?"—exhibiting an agreement alleged to be with the price committee.

"Not exactly."

"What did the price committee want?"

"I expect they wanted a fair profit on the goods they were handling."

"Were you in a position to deal independently of the Guild in the matter?"

"Yes, and we did so act."

Questioned further along this line Mr. Innes said: "We never knew who were members of the Guild. The test was that the firm was strictly wholesale."

"Did you sell to any retailers?"

"Yes, to one; but discontinued this about four years ago."

"The retailers objected?"

London Grocers Step In.

A letter was read from Harry Ranahan, president of the London Retail Grocers' Association, complaining that the Canadian Canners were selling to retailers in that city and threatening trouble if the practice were continued.

"What effect would it have if sales were made to the retailers?"

"It would demoralize the business."

"Were you carrying on the same business methods since 1904-5?"

"Since the incorporation of the company."

"The price of canned goods depends on the price of raw materials?"

"Very largely."

"You find combines or arrangements among farmers from whom you buy?"

"Yes."

witness explained in answer to a query, that the company did not interfere with competition in any way.

"Do you create the demand for the goods?"

"Only by lowering the prices when the prices of raw materials permit."

Examined by Mr. Washington, Mr. Innes said that the company was organized in 1903, and the policy has continued the same since.

"How does it come that you sold to the Grocers' Wholesale Co. for some time and then stopped?"

"We found they were a combination of retailers, and therefore discontinued."

"How did you hear of them? From Mr. Beckett?"

"Perhaps."

"You sold to them till Mr. Beckett interfered?"

"Mr. Beckett did not interfere."

"But he told you of them?"

"He may have done so."

"The wholesalers objected to you selling to this company and other retailers?"

"They did."

'And you stopped?"

"Yes."

"Previous to this time did you sell to any other concerns such as the Grocers' Wholesale Co., the Canada Brokerage Co,, etc.?"

"Never."

"Is the policy selling to wholesalers continued in regard to all your products?"

"Yes, except in some specialty lines which we might let go to retailers."

"How about vegetables? Did you sell them to retailers?"

"Not standard lines of vegetables. We did sell sauces, chutney, etc., which came under the head of specialties."

"Had you one policy for vegetables and another for sauces?"

The question seemed to be rather a peculiar one to the witness, who finally answered: "This is true in one sense."

An agreement was read, supposed to be between the Canners' Co. and the wholesale grocers.

"In 1905 you had how many of the wholesale grocers of Canada tied up to your agreement?"

"Possibly 90 per cent."

The case of R. Graham, of the Owen Sound Canning Co., who testified earlier in the trial that he could not dispose of his goods in this year was referred to.

"How could Graham sell under this agreement?"

"We did a good stroke of business," said Mr. Innes. "Why didn't he get out and make a similar arrangement? If we were a little cleverer, that was our business."

"If any of these grocers would buy Graham's you would fine him the rebate?"

Mr. Washington—"Happy lookout!"

Mr. Johnston—"The same lookout as the man who buys Cobalt stocks today?"

"Yes."

Speaking regarding the Zealand case, the witness said he would have taken the same action without any influence from Mr. Beckett.

Questioned by His Lordship, "Do you fix a price at which goods are sold to the consumer?"

"No; to the retailer."

Speaking for the Retailers.

E. M. Trowern, Dominion secretary of the Retail Merchants' Association of Canada, said he had taken a prominent part in both the retail and wholesale business in Canada. He had made a special study of the relations between manufacturer, middleman and consumer.

"What do you say as to conditions of trade now?"

"We find that the logical condition for distribution is from manufacturer to the wholesaler, wholesaler to retailer, retailer to consumer."

"What is the reason for this?"

Mr. Trowern answered by explaining as a sample case how a retailer could not keep 40 cases of cereals in his cellar advantageously and without deterioration.

"What about the cost of travelers, as compared with the margin of profit going to wholesalers?"

"The wholesale system is the cheapest method."

"If goods were bought directly by retailers what would be the effect?"

A Crack at the Departmentals.

Mr. Trowern waxed enthusiastic at this point and launched out into the evils of the departmental stores, as an instance of the conditions cited in the question. "Why," he said, "the departmental store is a gamble game. They have taken practically the whole dry goods trade of Toronto. They charge enormous prices for dry goods and throw a few baits in the way of canned goods and cereals in order to catch the people. Departmental stores are an unnatural development of a natural law."

"What do you say about fixing prices?"

"We have wanted the Government to take that question up. The manufacturer, wholesaler and retailer, need to get together on that point, but this miserable law has prevented us, and tied our hands."

Mr. Trowern has a refreshing belief in the power of the R.M.A. "You can let the wholesalers and manufacturers combine as much as you like," he said, when questioned as to the Guild's effect on the retailer. "We'll settle them if you free our hands."

"What is the effect of the manufacturer naming his own prices on his own goods?"

"Well," said Mr. Trowern, "shredded wheat is a good example of that. They first fixed the price at 15c per box. The association considered it and recommended to the manufacturer that the price be reduced to 12½c, two boxes for a quarter. The company ultimately agreed to do this, and it worked out fine."

"You have no way of saying to the manufacturer what his price shall be?"

"No."

"What keeps down the price of manufactured article in manufacturers' hands?"

"Staple articles are regulated by common competition."

Questioned as to whether the association had had anything to do with the Guild, Mr. Trowern said that a committee of the association met with a committee from the Guild on several matters; for instance, on cereals and trading stamps. "The Guild helped us in putting this miserable fraud out of business," he said.

"We met again regarding tomato catsup, a lot of which is not fit to eat," he said, "and again on the question of discounts. We found their side of the story and were pretty well satisfied. We met again on the Co-operation Act, in which they helped us."

Mr. Trowern at this point made some reference to the articles which the Toronto Daily Star has been running lately on the combines.

"It shows a lamentable condition of public affairs," said Mr. Johnston, "when such things are allowed."

Prices Less Than 25 Years Ago.

"Can you say whether the actions of Guild have in any way advanced prices of goods?" was the next question.

"We called a meeting of retail grocers in Toronto and invited them to submit any grievances they might have against the Guild. The meeting was largely attended, and after a full discussion we came to the conclusion that if it was the object of the Guild to boost prices they had met with miserable failure. Prices on groceries and profits were less than they had been for 25 years."

Mr. Trowern went on to refer in scornful terms to the co-operative establishments springing up. "This," he said, "is the same old trading stamp over again, but put in a legitimate way. The prices are higher to the consumer than through legitimate channels."

"Would you call the Hamilton establishment a wholesale concern?"

"No."

"Is it a fact that retailers are carried by wholesalers all over Canada?"

"Yes, largely."

Cross-examined by Mr. Washington, Mr. Trowern explained his duties as secretary of the association.

"You went to Ottawa with the Guild to amend the criminal code?"

"No."

"Oh?"

"No, the Guild went with us."

Want Fixed Prices.

"What did you want done with it?"

"We wanted the same privilege as the trades unions."

"You want the right to boycott?"

"We want our hands free."

"Your complaint is that you're not allowed to combine?"

"That's our trouble."

"You want the same rights as the wholesalers?"

"No, that's a poor thing. We want a better thing than that."

"Do you know whether the wholesalers' profits all round have been increased in 25 years?"

"I don't know. I claim to know retailers' questions, not wholesalers' or manufacturers'."

"Then the retailer to-day is bearing all this increase?"

"Yes, they are foolish enough to do so."

"What is to prevent you behind the counter charging me 3 cents more on any article?"

"Nothing."

"Why don't you do it?"

"The other man would get the business."

"Do you believe in competition?"

"Fair competition."

"Do you understand the equalized rates system?"

"Don't know anything about it."

"You want a law amended so that you can combine to fix prices among the retailers?"

"Yes; fair prices among ourselves, just as the law society has done."

Re-examined by Mr. Johnston, the witness explained that the retailers want the privilege of getting together to arrange a fair profit, without being indictable, all this to be under the supervision of the Government.

Evolution of the Trade.

M. Moyer, treasurer of the Ontario Board of the Retail Merchants' Association, told of being in the retail business in Toronto for 18 years. He remembered the time people bought ten pounds of granulated sugar for a dollar. He believed there was no cheaper system than the present wholesale and retail system.

Examined by Mr. Washington, the witness told of the development of the business till it had become largely one of package goods.

"Do you think there should be fixed prices among retailers?"

"Yes."

Mr. Johnston—"Subject to whose supervision?"

"The Government."

Col. Davidson's Story.

Col. John I. Davidson, of Davidson-Hay, Toronto, was the next witness. He said he had been in business in Toronto for about 30 years, doing a general wholesale business.

"You are familiar with relations in trade?" asked Mr. Johnston.

"Yes."

"What is the cheapest method of conducting the grocery business?"

"The wholesale system."

"Is there any difference since the Guild was organized?"

"None."

"Has there always been same system of selling through wholesalers only?"

"Always."

"Was the Guild founded with the idea of enhancing prices to consumer ?"

"Not at all."

Explaining further, Col. Davidson said that before the Guild was formed, 20 or 30 years ago, retailers were selling sugar at 8 lbs. for a dollar, now it is 18 to 20, and it has been 25 lbs.

Referring to starch, canned goods, sugar, etc, the articles mentioned in the indictment, Mr. Johnston asked :

"Have you any control over prices ?"

"None."

A Corner in Canned Goods.

"Have you ever attempted to control them ?"

"Well," said the Colonel, "that includes a little history. One year I bought the canned goods up and the price went to $1,45 a dozen and then dropped."

"A little corner in canned goods ?"

"Yes."

"Have you interfered as a member of the Guild or a wholesaler with the manufacturer ?"

"No."

"Have you tried to get lower prices?"

"Yes."

"Successful ?"

"In a few cases."

"What was the object of the Guild's organization ?"

In answer to this question, Col. Davidson told some early history. In 1883 Mr. Blain and he went to Montreal in regard to tobacco. They were charging 42c when it cost 40½c. Others sold at 39c, a straight loss. They succeeded in getting the Montreal people to sell at 42c. This was the beginning. After this they had several meetings.

"What was the object of these ?"

"To control the demoralization of the grocery business by reason of poor fines."

Col. Davidson explained that failures at the time were frequent and this tended to demoralize the trade.

"Did the Guild at any time attempt to make more than a fair profit ?"

"We don't get a profit at all. The object was to prevent selling at a loss."

"Was there any understanding at any time to prevent retailers buying goods?"

"No."

A Hundred Million in Groceries.

Questioned regarding the extent of the wholesale grocery business, Col. Davidson said that an approximate aggregate capital of one hundred million dollars was invested in Canada. The warehouses were almost altogether situated in the wholesale districts and were not suitable for retail business.

If the retailer bought direct from the manufacturer, Col. Davidson said, both he and the consumer would be in worse position than they are now.

"Our trouble was not with the retailers," Col. Davidson continued. "It was with the wholesalers cutting prices. To prevent this was the object of forming the association. We simply got together first and had no constitution nor by-laws."

Illustrating the prevailing conditions by the tobacco trade, Col. Davidson said : "In 1883 trade was demoralized. We were selling at an absolute loss. This necessitated selling other goods above to make up the profit. We then entered into an arrangement to sell at 42c. Then the duties on tobaccoes altered and the profit did not change the same. We are now making 5c a pound. At 42c this left a good profit to the retailer, who has never suffered. Sir Wm. Macdonald fixes his own prices entirely."

"You took some action as to his customers ?"

"There was some discussion, but nothing done."

"So long as terms are kept it makes no difference to you who they sell to?"

"Not the slightest."

"What you do object to is a man buying Macdonald's goods and then having him sell to your customers ?"

"Yes."

"What about starch, cereals, Cross & Blackwell's goods, etc.?" continued Mr. Johnston.

"They were on the same basis."

"Did you ever try to dictate to the manufacturer as to what his profits should be ?"

"Never."

"Coming to canned goods, who did the buying of them ?"

"Nobody. I can buy, but don't get the rebate if I buy other goods."

Losing on Sugar, Etc.

"What is the average profit on these goods mentioned in the indictment ?"

Col. Davidson said that these make up about 40 per cent. of the business done. He had actually lost 1½ per cent. on these goods. This is made up on other articles, 200 to 400 other lines.

He explained that the result must be the same in other businesses, such as Mr. Kinnear's and Mr. Beckett's.

"What the retailers complain of is that they can't get goods from the manufacturer at the same price as you?"

"Yes."

"You couldn't carry on business if they could ?"

"No."

"You take the manufacturer's price and the rebate. Does this represent all the profit, or does this come from the retailer ?"

"No, this is all."

Who is a Wholesaler?

"The question of who is a wholesaler is well defined in the trade ?"

"Yes."

"What is your idea of it ?"

"The man who sells to another seller is a wholesaler, otherwise he is a retailer."

Cross-examined at the afternoon session :

"What do you say as to the truth of the charges in the indictment ?"

"There is nothing in them."

"You say you made no attempt to coerce the manufacturers ?"

"Yes, sir."

"Do you approve of cutting anybody off the list of sugar buyers ?"

"Retailers, yes, sir."

"Did you know the Western Brokerage Co. ?"

"Yes. I was president of it."

Mr. Washington read a letter of March 1895, from Col. Davidson to J. Stanley Cook, telling of a firm in Toronto they wanted to keep out of the Guild if legally possible.

Col. Davidson could not remember the name of the firm.

After reading a letter regarding the securing of a satisfactory profit on Appetizo with the American Cereal Co., Mr. Washington asked :

"Do you still persist in saying that you did not try to coerce manufacturers ?"

"Yes. I had a right to buy and sell as I pleased."

Mr. Johnston, referring again to the Appetizo and Crosse & Blackwell matter, Col. Davidson explained that the goods were being cut down and sold at a loss. They wished to remedy this condition.

The Refiners Represented.

Alfred H. Thompson, manager of the sales department of the Canada Sugar Refining Co., Montreal, explained that the method of selling sugar through the wholesalers was materially the best one. If sold direct to retailers the refiners would have to put travelers on the road, pay additional freight rates and other factors which would tend to bring up the price.

"What is the object of the equalized rates system ?" asked Mr. Johnston.

"To make sugar a uniform price at all points."

"What percentage do you give the wholesalers for handling your goods ?"

"Four per cent., and the wholesalers take the risks of the trade."

"Do all refiners have the same prices ?"

"No, they vary."

"How does Canadian sugar stand with imported sugars ?"

"It is supposed to be much superior."

"Who fixes the price ?"

"We do."

"How ?"

"By reason of the raw markets and competition."

"Had the Guild anything to do with fixing your customers ?"

"No."

Mr. Thompson explained that through the equalized rates, reduced prices were secured to retailers for the system absorbed freight and other considerations.

Manufacturers Fix Equalized Rates.

"Have you anything to do with the fixing of the equalized rates ?"

"Those are our rates, we fix them twice a year. These are considerably less on the average than the freight rates generally because we are absorbing the overhead charges."

"Has Mr. Beckett anything to do with fixing these rates ?"

"Nothing at all."

"Do you know A. McLean, of Kingston ?"

"I have seen him."

"What did you tell him ?"

"I told him we would be pleased to sell him at list prices."

"Did you ever refuse to sell him ?"

"No."

Referring to the evidence of H. W. Zealand, of the Grocers' Wholesale Co., who said that he "had had a chat with Thompson," Mr. Thompson explained that the Thompson in question was another man, a city representative, who had no authority to discuss the matter.

"Had the Guild anything to do with whom to sell or not to sell ?"

"That was entirely our business."

Questioned regarding his identification of wholesalers, Mr. Thompson said : "We accept the fact that a man is a member of the Guild as an evidence that he is a wholesaler."

"What about those not in the Guild?"

"We might make enquiries regarding their standing from a Guild member."

"What about the margin of profit to the wholesalers ?"

"We are told this does not cover expenses."

"Have the wholesalers tried to get any better profit.?"

"Only indirectly."

"What is your idea of the profits ?"

"We have no knowledge of that."

Cross-examined by Mr. Blackstock.

"Are you parties to what is called the sugar agreement ?"

"I don't know of such a thing."

"Notwithstanding all we hear about it ?"

"No arrangement ?"

"No."

"Understanding ?"

"I think you might say there is an understanding."

"Of what nature ?"

"That wholesalers shall sell our goods at the prices we fix."

"Is it the spirit of the agreement that you sell to one wholesaler at one price and another at another ?"

"Yes."

"Do you treat them all alike ?"

"In practice, yes."

"That is your representation to the trade ?"

"I don't think so. We fix the price for the retail trade. Four per cent. of this price is the price paid to us by the wholesalers."

"You inform Mr. Beckett by wire of the changes in prices ?"

"Yes."

"Who requested you to do this, the Guild ?"

"I don't know."

"You know that Mr. Beckett takes charge of it ?"

"Yes."

"For whom ?"

"The wholesale houses."

"Are the other refiners parties to the same system ?"

"I presume so."

"You all act together on the same system ?"

"Yes."

"And on the same agreement ?"

"I don't think so."

"The equalized rates arrangement resulted from the operations of the Guild ?"

"I don't think so."

To Meet Foreign Competition.

Questioned further regarding the equalized rates system, Mr. Thompson explained that under it the rate on sugar to Toronto was 10 cents, whereas the regular freight rate was 14 cents. The rate on sugar to Toronto is made lower to compete with the rate from Liverpool, which is 23 cents to Montreal and only 25½ cents to Toronto. The rate to Port Hope, Mr. Thompson explained, was governed by the rate to Belleville. This only applied to the central points, principally wholesale centres.

"If a man applied, saying he was a wholesaler but not a member of the guild, you would have to make further inquiries?" asked Mr. Blackstock.

"Yes."

"Have you knowledge of the guild asking you to cut anyone from your lists?"

"No."

"Have the wholesalers?"

"Not to my knowledge."

Mr. Blackstock read a letter from the Maritime Provinces Guild to the effect that they had agreed to the payment of rebate to Turcotte & Co., of Quebec.

Mr. Thompson said he had no knowledge of this as it would be handled by the late Mr. Watson.

"Do you deny that it occurred?"

"No."

Mr. Blackstock asked if the company had in their possession any correspondence with the guild or its members, and demanded that if such were procurable they should be produced.

In explaining his answer regarding the keeping out of foreign sugars, Mr. Thompson mentioned several reasons why it was advisable to do so. In the first place it gave employment to Canadian workmen and again kept a better quality of sugar before the retailers.

"You wanted to exclude the competition of foreign sugar from your own?"

"Not altogether."

"Your object was to make your own output as large as possible?"

"Yes."

Re-examined by Mr. Johnston:

Equalized Rates Before Guild Formed.

"How long were there equalized rates in force before the guild came into existence?"

"About ten years."

"Has the price of suggr advanced?"

"I remember selling sugar at 9½ cents. It is 4½ cents to-day."

"Have you been asked to produce any correspondence in connection with these matters?"

"Not until to-day."

The witness explained that when he wired advice of changes in the price of sugar to Mr. Beckett it was done as a matter of courtesy. The companies' agents were also informed at the same time.

"There has been a good deal done by the Government to build up the sugar industry?"

"Yes; considerable."

"What would be the effect if inferior foreign sugars were allowed to come in?"

"It would kill the industry."

Mr. Johnston, referring to the correspondence regarding the Turcotte matter: "Had this anything to do with the Ontario people?"

"I don't think so."

"This guild (Ontario) had nothing to do with it?"

"No; it was attended to by Mr. Watson."

Mr. Kittson Speaks.

H. N. Kittson, of W. H. Gillard & Co., Hamilton, explained that he had been head accountant of that firm till '84, and had been a partner since.

Questioned by Mr. Johnston:

"Is the business system the same now as thirty years ago?"

"The same except that in some cases manufacturers now allow us a trade discount."

"Why was the guild organized?"

"The members of the trade came together for mutual benefit, for securing better legislation, for consulting one another on customers, and for raising the standard of the trade."

"When the guild was organized, did you see manufacturers re getting better profits?"

"I believe my partners did. Our whole efforts were to induce the manufacturers to pay us an adequate rebate or trade discount for handling the goods."

"Could you do this cheaper than the retailers?"

"Obviously so. It would cost the manufacturers more than the profit he paid us to deliver his goods to the retail trade."

"Have you any record of the cost of doing business?"

"Yes; I have reckoned it at from 7.6 to over 10 per cent."

"Practically all the goods included in the inquiry are sold at a loss?"

"Yes; this is made up on the other goods."

Mr. Kittson explained the effect of departmental stores buying direct from the manufacturers was to demoralize trade. The public, while it may get one article cheaper, pays more for others in the end.

"What ought you to make in gross percentage to make a reasonable profit?"

"At least 12½ per cent. to give us 2½ per cent. net profit."

"The average profits of our business for ten years," Mr. Kittson went on, "have been less than 1 per cent net profit." Explaining the amount of business done, Mr. Kittson said the turnover on $100,000 would be, in a well managed business, probably $800,000.

Mr. Kittson is a member of the Ontario Railway and Municipal Board, a fact which gave Mr. Washington an excuse for remarking:

"But you have a Government job now which should help you out."

"Mr. Washington and Mr. Kittson are brothers in that respect," remarked Mr. Johnston.

Mr. Kinnear's Evidence.

T. Kinnear, of T. Kinnear & Co., Toronto, said that he had been in the wholesale grocery business 28 years. Questioned regarding the difference in principle and methods of carrying on business before the time of the guild and now, he said there was not much difference in principle and methods, but profits were less now than before the forming of the guild. The cost of doing business in his establishment last year had been 7.35. On tobacco this meant a loss of 5 per cent., on sugar 3 per cent. The profit on starch is better than they had been getting.

"Have you made an estimate of the loss on these goods discussed?"

"Yes; I have studied the matter very carefully. About 1½ per cent., fully $6,000 last year in my business."

"You make this up on other goods?"

"Yes, and consider this unfair."

"What was the object of seeing the manufacturers?"

"We wanted to be able to handle their goods without a loss, to get a large enough percentage of profit to enable us to deliver the goods.

"Anything to do with fixing the price of sugar?"

"Nothing."

"What do you say of the present system of distributing goods?"

"I think it steadies business. It is better in every way. It helps the weaker man."

"There haven't been so many failures of late years as formerly?"

"Perhaps not so many. A better class of men are getting into grocery business."

"How about the price to the consumer?"

"I think it is cheaper under the present system."

"If you could fix list prices on these goods how would this affect the consumer?"

"The individual article would be dearer but other goods would be cheaper and it would generalize evenly, having practically no effect on the consumer."

"If retailers were put on same basis as wholesalers, what would happen?"

"We would be forced out of business. If manufacturers sold direct to retailers it would cost them far more than the profits they now give us."

"Who is a wholesaler according to the trade meaning?"

"One who sells to the retail trade and hasn't a retail counter."

Referring to the departmental store question, Mr. Kinnear said that their buying direct would have the effect of putting the smaller men out of business.

"What about the prices on these goods to the public?"

"I think they are fair prices. You couldn't have otherwise with the present competition."

"What about list prices affecting competition?"

"I don't think there ever was keener competition than we have to-day."

"Do you know wholesalers in Toronto who are getting goods at wholesale prices who are not members of the guild?"

"Yes; Jas. Lumbers, Warren Bros. and Fred. Homphrey."

Less Money With the Guild.

Mr. Kinnear made a statement that will be surprising to many when he said' "I think I could make more money now if the guild were out of existence."

"Why is this?" asked Mr. Blackstock.

"I found I was losing thousands of dollars by following the system."

"You are tied up by these agreements?"

"We have agreements, yes."

"Do not these depress individual effort, acumen, etc.?"

"I don't think so."

"You have constant infractions of these agreements?"

"From time to time, yes."

"Doesn't it expose the ordinary man in the trade to do business in an underhand way?"

"It tends that way."

"If you lose on these goods spoken of, why do you continue handling them?"

"The aim of the guild was to enhance the profits on these goods."

"Yes."

"For this it was advisable that the business should be kept as far as possible within your own association?"

"Of the wholesale trade, yes."

"Then part of your policy was to exclude other persons (retailers) from this business?"

"Yes."

Mr. Johnston—"Who determined whether these men were wholesalers or not?"

"The manufacturer; we have nothing to do with that."

On Friday morning H. C. Beckett, of W. H. Gillard & Co., Hamilton, a former Guild president, one of its most active members and the formulator of the much-discussed equalized rates systen, was placed in the box in the interests of the defence. Mr. Beckett was a most interesting witness.

His examination by Mr. Johnston occupied the whole morning, and his evidence was practically a resume of the whole case as previously covered by the crown. Almost without exception the statements made by crown witnesses which seemed to be damaging to the Guild's case were either denied outright or explained in some way or another by Mr. Beckett. It has been somewhat of a question by those interested in the case as to how Mr. Beckett would stand the fire of the crown counsels' examination, but he was evidently well prepared for the expected ordeal and was quite ready to answer anything Mr. Blackstock asked. Several times, however, he and Mr. Blackstock disagreed as to how certain questions should be answered, but in the end Mr. Beckett usually got his way and was allowed to explain his affirmation or denial in such a way as to qualify it considerably.

Mr. Beckett in the Box.

Mr. Johnston began his examination by a series of questions regarding the organization of the Guild.

"The Guild was formed to prevent demoralization of trade?"

"Surely the manufacturers were selling direct to the retailers at the same price that they sold to us. When our travelers quoted prices to the retailers, they showed quotations from the manufacturers' travelers, which represented the cost price of our goods."

"Was there any regular organization at first?"

"It was a go-as-you-please affair. Many of the wholesalers took little interest. We did not have even a list of the members, nor any by-laws till 1903. No member knew who the other members were. In 1903 we called a meeting of the wholesalers of the Dominion."

"Any idea of regulating prices?"

"No."

Questioned regarding changes in the conditions of trade in recent years, Mr. Beckett explained that 20 years ago there were practically no proprietary goods. Package goods have gradually come to be an enormous factor and it became necessary for the manufacturers to fix selling prices for these.

"Was this for the protection of the manufacturer?"

"Yes, not for the wholesaler."

"Does a fixed list price affect the consumer?"

"Makes absolutely no difference to him; but a great difference to the manufacturer, wholesaler and retailer."

"In what way?"

"If the manufacturer did not fix his price, unscrupulous dealers would cut prices and the wholesaler would take no interest in the goods. This, however, would not affect the consumer."

"What was the purpose of drawing up these several agreements?"

"When we organized we appointed several committees, one of which was a price committee. The members of this committee were to place before manufacturers the condition of trade. In cases where the margin was not sufficient to allow the wholesalers and retailers a fair profit, this committee was to induce the manufacturers to give us a reduction."

Price Committee a Misnomer.

"I may explain," said Mr. Beckett, turning aside to Chief Justice Falconbridge, "that the name, price committee, is a misnomer. It was merely a body negotiating with the manufacturers."

"How many wholesalers are Guild members?"

"About 95 per cent."

"Did you want all of them?"

"Yes."

"What would be the effect of five or six wholesalers staying out?"

"It would be to injure the manufacturers."

Referring to early dealings in tobacco Mr. Beckett said that at this time he had been a traveler for W. H. Gillard & Co., Hamilton, and remembered selling tobacco at cost and less. Other firms selling cigars were selling Macdonald's tobacco at less than they paid for it as a bait for their other goods. "We wanted a margin, and some of the members of the trade made an effort to induce as many wholesalers as possible to sell at an advance over cost, and some of them did. These only represented about 30 per cent., not including the cigar men, etc. These were asked by Sir Wm. Macdonald to sell at a decent margin. We finally got him to see our side of the matter, and he influenced these other dealers. They started to sell at 2½ cents margin, and ultimately this advanced to 4 cents."

"What is the percentage of profit now?"

"On Macdonald's tobacco, less than 5 per cent."

"And the selling cost?"

"Eight to nine per cent."

In answering one of Mr. Johnston's questions, Mr. Beckett said he would have to go back to the beginning and sketch the history of the Guild in order to make his meaning plain. Turning to Sir Glenholm Falconbridge, Mr. Beckett said, "I would like your Lordship to understand this, too."

The Chief Justice turned on him and said, rather pointedly: "I try to understand all that is said here."

Mr. Beckett saw the point at once and said, "I beg your pardon."

The Guild and the Canners.

He went on to explain the relations of the Guild with the Canadian Canners.

"Prior to the formation of the Canadian Canners," he said, "all factories did their business independently. They had an association, but the law prevented them from agreeing on prices. Many of them failed and as a result the Canadian Canners was formed, buying out many of them, some at 50c on the dollar. This firm then included about 50 per cent. of the factories, naturally they had an enormous pack and they realized they must get the help of the wholesale trade to sell, so they adopted a loyalty rebate system, that is, fixed the selling price of the goods. One of the conditions was that no wholesaler should sell at less than list prices. They would only give discount to a wholesale house if they sold at these list prices. They would sell them all right, but give no discount if the terms were not adhered to. Then followed an effort to get all the trade of the wholesalers. If you'll sell our goods exclusively, we'll give an extra discount of 5 per cent., they said. It was optional whether they accepted or not. Some did not. Whether they were Guild members or not made no difference."

"Are these methods common in business?"

"Yes, a common thing."

Asked to name some members of the Guild who didn't handle the Canadian

Canners' goods, Mr. Beckett mentioned Randall & Roos, Berlin; Geo. Watt & Son, Brantford; John Garvey, London; W. G. Craig and Fenwick, Henry & Co., Kingston.

"Had the Guild anything to do with these terms?"

"Nothing whatever."

Mr. Beckett explained that the arrangement didn't affect either the retailer or the consumer. Canadian Canners' goods were sold to the retailer just as cheaply as any other canned goods.

Questioned regarding the charges made by W. J. Graham, the crown witness, during the earlier sessions of the trial, Mr. Beckett said they were absolutely without foundation. "At the time Graham referred to," Mr. Beckett said, "the Canadian Canners were not in existence."

"I don't say it disrespectfully." Mr. Beckett went on, "but Mr. Graham is a man utterly ignorant of business knowledge. That is why he did not make a success of his business."

The Dominion Syndicate.

Next came a bit of evidence which will be information to many members of the trade.

"Do you know of the Dominion Syndicate?"

"This is a matter," answered Mr. Beckett, "which has never before been divulged. W. H. Gillard & Co. were the Dominion Syndicate, and no one outside the company was interested in any way. We bought all the goods of the Simcoe Canning Co., and made arrangements to sell through a firm of brokers. Orders to be supplied are accepted without reference to us. The Simcoe people had no interest in it. The brokers of the Simcoe Canning Co. called on Zealand, of the Grocers' Wholesale Co., and sold him a car of goods. I immediately notified them that we would not fill the order, since we would only sell to legitimate wholesalers."

"The Dominion Syndicate," further explained Mr. Beckett, "started in 1901. In that year we bought 95 per cent. of the pack, the purchase amounting to a million and a half. One of the Canners who refused to sell to us was Mr. Graham."

In reply to a question, Mr. Beckett said: "We bought for 65c and sold for 75c. We did a little better than Col. Davidson."

"Who did all the business for the Syndicate?"

"I did. They left me to run it and I ran it."

Crosse & Blackwell.

Referring to the Crosse & Blackwell matters touched on earlier in the trial, Mr. Beckett went into a lengthy explanation.

"They have a peculiar way of doing business. They will sell to anybody at the same price. They make no distinction in trade. If you buy 100 pounds sterling they give you 2½ per cent. discount. They stored little stocks in Toronto, Montreal, Windsor. Retailers could go to their agents and get little stocks at the same price as the wholesaler. The conditions were so bad that the price committee talked with the Canadian agents, who agreed to discontinue doing it. Three months after Crosse & Blackwell notified the agents to sell to the retailers as before. As a result the wholesalers gradually stopped selling the goods, and in three or four months they had lost a large percentage of their trade.

When the firm saw things going thus they sent out Mr. Wyatt. I saw him with the committee. He said: "I don't care what the wholesale trade want. We will do business as we please."

We said we would be foolish to handle stuff under these conditions. He agreed to stay here for a couple of months and to study conditions. Finally he said he found that to do business as economically as the wholesale trade he would have to have a series of distributing stations in Canada, and agreed that under these conditions they must do business with the wholesalers. He said this was a boycott and said they would build a wholesale house in Toronto. We said: 'Go ahead, all right.' Finally, he prepared a memoranda like the agreement in the book and did his business through the wholesalers. Then he wrote the retailers telling them he had been boycotted and couldn't sell to them any more."

"Do you handle their goods now?"

"Not to any great extent. We make no profit on them, but we try to oblige our customers. We are very good at obliging people."

"Yes, very good," rumbled Mr. Blackstock.

Questioned regarding starch, Mr. Beckett said the same conditions prevailed in this, though in not so intensified a form.

"In cereals?"

"The cereal men always has a fixed price. The starch men had a set of conditions for the wholesale house, which were observed. The starch people decided that business conditions made it absolutely necessary to have a price on 10-box lots delivered. After a year's negotiations we got 10 and 5."

"Did this affect the consumer?"

"Not at all."

"How many starch factories were there at the time?"

"Four."

"How many now?"

"Two, and conditions will soon force them into one."

"Our fight with the cereal men," Mr. Beckett continued, "was to get 15 per cent. In some cases we did get it. When we didn't we wouldn't sell their goods."

Changes in Sugar.

Mr. Beckett then went on to tell of the changes which had taken place in the sugar industry. Twenty-five years ago the sugar was largely imported and the wholesalers were making good profits. One and one and three-quarters cents a pound or 8 to 10 per cent. As time went on the tariff was changed to afford protection for the local industry. Local sugars got into competition with the foreign article and the price became lower and the margin of profit smaller. To-day's price is not due to competition. It is due to a reduction in the price of raw material.

"Is sugar dearer to-day than 20 years ago?"

"Nonsense. It is about one-third of the price. The consumer gets 18 to 25 lbs. to-day. Before he got 8 to 9 for $1."

"We felt we were being made tools of," continued Mr. Beckett, "and things got so bad we decided to talk it over with the refiners. I, Mr. Blain, Col. Davidson, Mr. Ince, Mr. Gillard and Mr. McPherson went to see them. Only by frequent meetings were they brought to realize the situation, and as a final result the equalized rates system was adopted."

"Was there any agreement with the sugar refiners?"

"None."

"Any verbal understanding?"

"Only this, that the rules for selling were laid down in the equalized rates book."

"Who gets up this equalized rates book?"

"So far as the actual work is concerned, I do, though it is subject to the refiners."

The Equalized Rates System.

Mr. Beckett then went on and explained very thoroughly and comprehensively the equalized rates system.

The rate on sugar from Liverpool to Toronto, he explained, is only 3 cents per 100 lbs. more than from Liverpool to Montreal, while the regular freight rate from Montreal to Toronto is 14 cents. The effect of the system, for instance, to retailers in a circle of 60 miles around Toronto is to give them a price on sugar of probably 6 cents per 100 lbs. less than if they bought directly from the refiners and paid freight and cartage.

Another book, containing the actual freight rates to various points in Canada was entered as exhibit 105.

"Who makes up this?"

"Mr. Porter, of the G.T.R. in Hamilton, is paid by me to do the work."

Mr. Beckett then cited some instances of the working out of the equalized rates system. From Montreal to Port Hope the actual freight rate on carload lots is 13 cents, and with 2 cents additional for cartage, this reaches 15 cents. On barrels of sugar the tare would also be about $1.05, and this would make the actual freight on the car lot $16.05. By the equalized rates system the rate was 16 cents in car lots, thus making an actual saving of 5c per carload by the system.

Referring to the statement made by John Curtis, of Port Hope, a crown witness, to the effect that he bought sugar at the same price as the Toronto people. Mr. Beckett said Curtis didn't tell you he bought the sugar in Toronto and paid the freight himself."

Giving some further examples, Mr. Beckett showed that the actual freight rate, Montreal to Hamilton, was 19 cents per 100. Sugar was delivered for 11 cents. The regular rate, with cartage to York, is 17.12 cents. Under the equalized rates sugar comes in at 13 cents, a saving of 4.12 cents in car lots.

Means Reduced Cost.

"Do you know of any instances where the rate is increased?" asked Mr. Johnston.

"Not an instance."

"Some places it is reduced?"

"About 70 per cent. of the places."

Referring to Mr. Zealand's statement that he could get a rate of 14 cents to Fort William, while the equalized rates were 36, Mr. Beckett said:

"The fact is, the actual freight rate to Fort William is 34.24, and the equalized rate is 24 cents, so the refiners lose a little over 10 cents per 100."

"In summer the equalized rates are lower," Mr. Beckett explained, "because of the cheaper rates by boat."

Port Arthur was quoted as another example. The freight rates here from Montreal is 55 cents, while the equalized rates work out at 33 cents.

The Trouble With Robertson.

Turning aside to explain the statements of B. W. Robertson, Kingston, another Crown witness, Mr. Beckett said:

"Prior to the adoption of the equal rates system a lot of sugar came to Canada. A lot of it was awful stuff and smelt like a glue factory. We didn't want to handle it. Robertson is a peculiar man who would not look into the new system. He wanted the refiners to deliver to him under the system and allow him to sell at any price he liked so as to get the business of the other wholesalers. The refiners said no. The letters of Mr. Gillard and myself show efforts to get him to look into this, but he wouldn't. He made an appointment to meet other wholesalers in regard to it, but got out of town before they came."

Mr. Robertson, while giving evidence, quoted from the thirteenth chapter of Revelations, "And no man may buy or sell unless he bear the mark of the beast, etc." In recalling this incident, Mr. Beckett said: "Mr. Robertson made a mistake. It was I who got the revelations, and they were furnished by his business methods."

In this connection is a peculiar incident, for had Mr. Robertson continued his quotation into the next verse he would have read: "Here is wisdom."

"Was anything said about striking him off the list?" said Mr. Johnston, resuming the examination, referring to one of the letters read by the Crown.

"Well, these words do not mean to refuse to sell him, but only strike off so far as wholesale discount is concerned. We never asked any manufacturer to strike a man off the list literally."

"If a man continued to do this it would mean ruinous trade conditions?"

"Yes."

"Who got up the agreements in the guild books?"

"Those memoranda in the books are the results of conversations which we have had with manufacturers. Besides creating a better feeling between wholesalers and manufacturers it was a kind of assurance to the wholesale houses."

The Departmentals Snubbed.

In referring to relations between wholesalers and retailers, Mr. Beckett referred rather reflectingly to the departmental stores. "They cut prices," he said, "until the retailer cannot handle the goods and they get control and then boost them. That's the way they do. They cut prices till they drive the retailers out and then they soak the public all they can."

Coming back more immediately to the case, Mr. Johnston asked:

"What object was there in printing the agreements and lists?"

"To promote a better feeling between wholesalers and manufacturers. Lots of the wholesalers never saw the manufacturers. We wanted them to get better acquainted."

"Which is greater, the cost of handling goods through the wholesaler or from the manufacturer direct to the retailer?"

"The manufacturers save from 4 to 25 per cent. by the wholesale system?"

"How about the consumer?"

"The present method reduces the cost to the consumer."

"Any negotiations with manufacturers regarding dishonest firms or retailers?"

"Simply placing our views before the manufacturers. We never asked them to do anything."

"Was anyone struck off the list in this sense?"

"There was one case, I believe."

The King of Tobacco Business.

"In regard to Sir Wm. Macdonald; he is the autocrat of the tobacco business?" asked Mr. Johnston.

"He is—the king of his business. He is in complete control of it, and he ought to be admired by everybody."

"He is not moved by the guild?"

"Not in the least."

"Nor by his customers?"

"No."

Mr. Johnston filed as an exhibit a list of Sir Wm. Macdonald's customers in Montreal and Ontario.

His Lordship directed Mr. Beckett to go over the list and mark the retailers on it.

Mr. Johnston: "Do you know whether Sir William has refused to sell to certain members of the guild?"

"He has."

"And do the sugar refiners refuse to sell to certain guild members?"

"I don't know."

"Were there any funds in possession of the guild prior to 1903?"

"Not that I know of."

"Fees?"

"No."

"Who paid Mr. Gillard?"

"No one, when we went to Montreal to see the refiners we all paid our own expenses."

"Since then, fees?"

"Usually $10 a year. Of course we'll have to have a larger one now." (Laughter.)

"Was Mr. Gillard authorized to write letters?"

"Not officially."

The Crown Witnesses.

"Do you know McLean?"

"I had heard of him. He is rated in Bradstreets at $150,000 and is said to be worth twice that."

"Did you know Curtis?"

"I never saw him till he appeared in the Hamilton police court."

"Never?"

"I didn't know he was on the earth."

"What about Clancy?"

"He applied for membership in the guild and went out of business a week afterward. Business couldn't be done under the principles they adopted."

"Did the guild interfere with him at all?"

"Never."

"We have been accused of doing all sorts of things we never did," said Mr. Beckett. "They imagine these things."

Requires Big Turnover.

In answer to questions regarding the volume of business in a wholesale house, Mr. Beckett said a wholesaler must have a turn-over of $400,000 per year to break even, and even then he would have to be mighty careful.

"And with a turn-over of $100,000 what would happen?"

"He wouldn't be in it for a minute."

"He would need $100,000 capital for $400,000 turn-over?"

"Undoubtedly."

"In ordinary business, is the cash system general?"

"No, we are trying to get it there. We have to get money from the bank to carry us along on retailers' accounts and frequently lose on these."

Taking up the indictment, Mr. Johnston asked the witness if the guild had interfered in any way with the production or manufacture of any of the articles mentioned.

"In any case, have you limited the manufacture of these articles?"

"In no case."

"Any article could be gotten by retailer or wholesaler in any quantity at any time?"

"He could get more than he wanted."

A Troublesome Witness.

Mr. Blackstock then took the witness.

"Do I understand you to assume responsibility for the letters read here?"

"For the meaning of the letters, yes. I didn't write them."

"Do you decline to be bound by what he did?"

"I'm indifferent about it. I agree with what he did."

"The same system has prevailed all three years?"

"Practically the same."

"The guild never attempted to have anyone put off the list in sense of stopping the sale of goods?"

"Not to my knowledge."

Mr. Washington read a letter to Mr. Watson in Montreal saying, "If the machinery of the refiners is brought to bear Robertson could be brought into line."

"Did you desire him to be brought in?"

"I desired it so personally."

"There was a time when you had no combinations?"

"None now as I know it."

"Were they bound then by trade agreements?"

"Not bound by any now."

"Do you believe these answers to be candid," asked Mr. Blackstock, evidently rather annoyed at the witness' attitude.

"From a business point of view I do."

"From a moral point of view?"

"I do."

"The difficulties in trade at the time led to the organization of the guild?"

"Yes."

"By reason of certain changes in trade you were not making the profit you thought you ought to?"

"No."

"As I understand it you were losing money on certain of these goods?"

Made Money by Speculating.

"We wanted to do business in a legitimate way. We had to make our money by speculating on the market and we didn't want to do this. With the assistance of the speculative element we manage to break about even."

"And with a profit?"

"Sometimes we make a profit. Generally we make a small profit."

"On what class of goods do you make profits?"

"All goods not sold under proprietary brands are those which vary more or less in the market. Prunes, raisins, currants, figs, nuts, rice, oatmeal, cheese, etc., perhaps a hundred different lines."

"It facilitates your business in these lines to do it in staples?"

"Yes. We handle these goods because we were driven into it by present conditions."

"You do it in your own interest?"

"Yes."

Denies Charges.

"Do you consider these arrangements a restraint of trade?"

"None whatever."

"You thought it appropriate to enter into an agreement to exclude foreign sugar from local markets?"

"We didn't enter into any agreement."

"Did you prevent competition of foreign sugars with Canadian sugars?"

"Yes; the equalized rates system promotes the interest of local sugars."

"I understand the common representation of all of you here is that the cheapest way of distributing products is through the wholesale trade?"

"That is it."

"Where is the necessity for combination that the wholesaler may distribute his products?"

"There is no combination."

"There is no necessity and no combination?"

"Certainly not."

Questioning regarding his former statements as to the way business was carried on:

"You're gambling?"

"Yes, that's how we make a living."

"What are all these protests issued by the guild from time to time?"

"Protests against dishonesty."

"Were these agreements made to prevent lower rates?"

"No, that developed afterwards."

"Are you willing to have matters run along untramelled or to be controlled by agreements?"

"The trade cannot be conducted in proprietary lines without agreements."

"These agreements are made to avert disorder in trade?"

"Certainly."

"Then the action of somebody or other is controlled by them?"

"No?"

"Is it true that you tried to influence Crosse & Blackwell to change their methods of doing business?"

To this question Mr. Blackstock was unable to get a reply to satisfy him. Indeed, all through his examination Mr. Beckett's answers were obviously so

CHANGES IN ESSEX CANNING CO.

Toronto Office Closed and Business Will Be Done From Essex.

A meeting of the Board of Directors of the Essex Canning and Preserving Co. was held in Toronto on Tuesday, Nov. 10, at which several changes were made in the composition of the company. R. W. Ball, who has for some time acted as manager and secretary, has resigned, as he is desirous of devoting more time and attention to another company in which he is largely interested. Mr. Ball is retaining an interest in the company and still holds a place on the Board of Directors. It has been arranged also that the Toronto office will be discontinued and in future the business will be entirely conducted from Essex, where the factory is situated. As a result of last week's meeting also, the factory output will be increased and the field of operations extended.

The accompanying illustration shows a portion of the company's works, namely, the front view of the main building, which is 240 feet long, 40 feet wide and three storeys high. There are several additions and wings attached to this building, also other buildings, and two large storage warehouses on the property. The factory is equipped with all the latest automatic machinery and every provision made for packing the goods under the most approved sanitary arrangements.

Factory of the Essex Canning Company at Essex, Ont.

"There is necessity for co-operation, but not for combination."

"Were all these agreements necessary?"

"They were necessary to keep us in business. You must have some head to your business and not run it in a wigglidy-pigglidy way. We try to bring system out of chaos and conduct business in its natural channels."

"Is it true that you were trying to get all the wholesalers into the guild?"

"No."

"Did you try to get the refiners to take certain retailers off the lists who were old customers?"

"No; they are selling them yet."

"Your idea was that the wholesalers should receive the commodity at the same price?"

"There is no arrangement to that effect?"

"Were you bound to sell to the retail trade?"

"Yes, at manufacturers' prices."

"At the same price?"

"We were to sell at manufacturer's price on the day, which varied."

"You don't call this combination?"

far from what he desired that the Crown counsel had exhibited a good deal of indignation. At this point he threw up his hands saying, "That will do."

Mr. Johnston then proceeded with a few questions.

"What percentage of your business do these articles under discussion represent?"

"In most houses 70 to 80 per cent."

"In your own case?"

"About 60 per cent."

The Examination Ended.

This ended the examination and after a conference with his Lordship it was announced that the argument would be held at Osgoode Hall in about two weeks' time.

Mr. Blackstock intimated that possibly he might have some further evidence to bring in, but in any event it would be brief.

The hearing of the argument promises to be exceedingly interesting, and it is likely a large representation of the trade will be present.

E. D. Marceau, Montreal, has returned from a business trip to Quebec.

Enoch Morgan & Sons, New York, the manufacturers of Sapolio, have just issued a novel combination of chess and checker board, with chessmen and checkers attached, which is at once an interesting and thoroughly practical advertisement. The board is made of heavy fibre paper and the chessmen and checkers are interchangeable. The set has been issued exclusively for the grocery trade and would be well worth any grocer sending for. Undoubtedly if the name of this paper is mentioned as a matter of good faith, the article will be sent on request from the manufacturers.

Practical Features of Horticultural Show

Points of Interest From the Big Exhibition Held in Toronto Last Week—Fine Display of Export Apples Shows Continued Improvement—How the Counties Are Building up the Industry—New Departures in Canadian Vegetables.

From the standpoint of improvement in fruit-growing and in methods of packing, the exhibition of the Ontario Horticultural Association is becoming a more important factor each year.

The exhibition held in the St. Lawrence Arena from Monday to Saturday, Nov. 9 to 14, was from many standpoints the best yet held. The exhibition has developed from the old chrysanthemum show, for years one of the annual events in Toronto, into a show of wider interest and much greater practical commercial value. In former years the exhibition was held in Massey Hall, where the floral display was placed upstairs, and the fruit and vegetables almost altogether downstairs. The move to the St. Lawrence Arena has proven itself a successful one, so far as the exhibition was concerned. Here the displays were all on one floor, allowing of a much more satisfactory arrangement and giving a much better general effect.

While the floral display is not of so much interest to grocers as the fruit, to those who have a flower department it would be of considerable help. The accompanying engraving gives an excellent idea of this department, and also of the splendid decorations which transformed the market building into a bower of beauty.

The Floral Display.

While the floral display was comprehensive and excellent in point of quality, it did not seem to be so large as in former years. Chrysanthemums, the seasonable flower, of course, held the place of honor by numbers, with roses and carnations a good second, and the various other varieties in lesser profusion.

One of the most attractive features of this department every year is the display of florally-decorated dinner tables. This year the space on an aisle just inside the doorway, was given up to this, and though the tables were not put in till the middle of the week, they proved very interesting, and many a housewife, and possibly some grocer-florists, got some hints on dainty arrangement.

The special sections showing presentation baskets, bouquets for special purposes and funeral designs, were only fairly well represented in numbers, though everything shown was very fine.

One of the most striking features of the floral display was the built-up partitions between the various sections of the exhibition, which were built up with palms, ferns and potted plants to make a very effective screen. The rustic idea was carried out to the full in the exhibition, even the cleverly-devised chandeliers being inverted cedar trees filled with incandescent lamps, and the stone railings were cedar limbs fresh from the woods.

Fine Showing of Apples.

From a practical standpoint perhaps the most valuable feature of the whole exhibition is the display of apples for export, packed in boxes and barrels. It is from this department that the exhibition has derived a great deal of its influence and the results accomplished even in this week of display are very material. The exhibit in this section was, of course, very large. Almost the whole of one side of the exhibition was lined with barrels of apples, and the entries of apples in boxes were even more in evidence.

This exhibit is gradually becoming to show a great deal of improvement, as farmers and others inform themselves of

ONTARIO HORTICULTURAL EXHIBI TION—A View of the Floral Section.

the proper methods of packing. One noticeable improvement this year was the barrel itself, there being only one exception to the double-hooped barrel recommended by the Department. The packing, too, was more generally uniform and less glaring examples of bad methods were in evidence.

The exhibit of apples in boxes also showed considerable improvement. A better type of box seemed to be in use this year, and the tendency to help out the packing with paper and rags, once rather common, was scarcely in evidence. The best exhibits in this class were made by the Fruit Growers' Associations from four districts, namely, Oshawa, Norfolk, St. Catharines and Chatham. These exhibits show the benefit of organized work along modern and correct lines.

The apples as a whole did not show the improvement as a whole which some expected. The early varieties were generally better, but the long dry spell left its effect on the winter varieties, which are, of course, mostly shown. From the splendid quality of fruit shown, however, no one but an expert would be able to realize that there was much lacking in Ontario apples.

County Exhibits.

The county exhibits this year occupied rather a less prominent place by reason of the fact that they were with one or two exceptions grouped together in front of the boxes on one side of the arena above the main display. The apple-growing counties were, however, fairly well represented, and this department merited a good deal of study.

Norfolk, whose exhibit is shown in one of the accompanying engravings, carries off the honors in this section by a wide margin. Norfolk was not heard of four years ago as an apple centre. Since then, chiefly through the efforts of Jas. C. Johnson, secretary and manager of the county association, and a thoroughly enthusiastic fruit grower, it has come to be, through spraying, cutivation and pruning, one of the foremost apple-growing counties of which the splendid exhibit at the show was an evidence.

Essex was also fairly well represented with a display of standard winter varieties. It also is coming to be important.

Victoria County, though not a recognized apple centre, was represented with a very good display.

Dundas, Stormont and Glengarry, the home of the McIntosh, had a united exhibit devoted largely to this splendid apple.

The display from Prince Edward was not so large as last year. Interest seems to be waning a little in that section by reason of serious inroads of insect pests.

Ontario was well represented.

Lincoln County is going out of apples, the growers getting better returns from other fruit.

Halton had a splendid display of the standard winter varieties. This county is also coming to the fore as an apple grower.

Brant had a fair exhibit and Leeds and Grenville showed largely the scarlet pippin for which the counties are noted.

York's orchards suffer from lack of spraying and the exhibit was only fair.

Oxford's exhibit showed evidence of a new spirit. The old orchards are being renewed and the industry brought back to a paying basis.

An interesting exhibit beside these was that from the O. A. College, Guelph, in the form of a collection of insect pests which prey on fruit and vegetables.

One feature which was not so largely developed this year as last was the exhibits from the Government experimental stations. Six of the twelve stations were represented, chiefly by the earlier varieties of fruit in glass, as follows. Jordan, Walkerton, Simcoe, Maitland, Algoma, and Ottawa, and an exhibit of onions and potatoes from Pt. Pelee.

The Vegetable Department.

The vegetable department of the exhibition has not as yet been so well developed as the other sections, but a first-class showing, so far as quality was concerned, occupied the lower end of the arena. The general lines carried by market gardeners were well represented, but the displays which perhaps attracted most attention were in a class for collections of vegetables in which arrangement was a marked feature. The object of this class was to develop the tasteful display of these goods by gardeners and dealers with a view to better attracting the public. This is a class which deserves encouragement and should be developed in future.

One exhibit which everyone didn't see, but which deserved a good deal of at-

ONTARIO HORTICULTURAL EXHIBITION—A VIEW of One Section of the Fruit Display.

tention, was that made by the Chatham Association, of onions, tomatoes and potatoes. Among the onions were excellent samples of the "prizetaker" variety, which is a duplicate of the Spanish onions so much in demand here. A considerable quantity of these were grown at Leamington this season, and the variety promises to develop into considerable commercial value. Among the potatoes were a few varieties of sweet potatoes from the same locality, where, it is stated, they can be grown without difficulty. The tubers compare exceedingly well with the imported article, and should also be developed to occupy a place in Canadian markets.

Honey Well Represented.

The honey section of the Exhibition was about as well filled as in previous years, though the display was rather better arranged, the facilities offered for this being superior to former years. Special features which attracted interest were exhibits of honey in packages ready for immediate sale, and another, articles of food containing honey.

The Exhibition this year was without doubt the most successful in its history.

ONTARIO HORTICULTURAL EXHIBITION—Exhibit of Apples from Norfolk County.

The various Association meetings held in the city at the same time attracted a large number of flower and fruit growers and beekeepers from all parts of the Province, and these, with the large crowds of visitors from the city district, assured a success.

PROPOSED LEGISLATIVE CHANGES.

Questions of Interest to Grocers to Be Brought Before Government.

The Retail Merchants' Association of Canada will ask for legislation on some important matters at the forthcoming session of the Federal Parliament, while certain matters will also be brought to the attention of the Ontario Legislature.

The legislation, which will be asked of the Dominion Government, is in brief as follows :

That the legal weight of a bag of potatoes all over Canada shall be 75 lbs. It might be explained that 80 lbs. is now the legal weight for a bag in Quebec, while in other provinces the customary weight is 90 lbs.

That officers of a corporation should be responsible under the law, the same as individual members or a private firm, and that the officers be liable for the acts of a corporation. E. M. Trowern, Dominion secretary, explained that, when a retailer committed an alleged offence, he could be prosecuted in the police court, but, in the case of an officer of the company, he could be dealt with only through a grand jury. It is desired by the association that all corporation officials and private individuals be placed on the same footing under the law.

An act will also be sought making it a criminal offence for any individual or firm to falsely or dishonestly advertise any article, goods, etc.

That the Criminal Act be amended giving the association the same rights as working men to meet together and arrange their own business affairs without the intervention of the law of the land. As it is now, when three branches of any trade meet together the members may be indicted on a criminal charge, and it is proposed to ask that the Government establish a committee of commerce, to the members of which all agreements and questions settled by the association may be submitted before becoming effective.

That the Government fees for the inspection of weights and measures now imposed on storekeepers and others be abolished. The retailers hold that such fees are for the benefit and protection of the public rather than their own.

From the Ontario Legislature the programme of legislation is not a very extensive one, but among the matters, to which attention is desired, is an amendment to the Peddlers' and Transient Traders' Act, so that traders and peddlers shall pay a fair share to each municipality for doing business ; as in many instances now the tax is very light and transient merchants escape without bearing their just burden.

An amendment is also desired to the Division Court Act of the province, making it a simpler process to collect small debts.

HORTICULTURAL SOCIETY GROWING.

The Ontario Horticultural Association held its annual meeting in Toronto on Tuesday and Wednesday, Nov. 10 and 11, at which several profitable papers were read, officers elected and other business transacted.

President Snelgrove, of Cobourg, read the report of the directors, which, among other things, recommended that the Department of Agriculture increase the Legislative grant to the Horticultural Association by at least $2,000, in view of the fact that the membership of the societies has increased by over a third during the year.

The association decided to affiliate with the American Civic Improvement Association, the annual convention of which is being held in Pittsburg this week. The delegates from the Ontario Horticultural Association are J. Lockie Wilson, secretary, and Prof. Hutt, of the O.A.C., Guelph.

Among the papers read were "Scientific Plant Breeding," by H. H. Groff, of Simcoe ; "Window Boxes, Baskets and Rustic Stands," by Prof. Hutt, of the O.A.C., Guelph ; "The Best Method of Keeping Summer Bulbs and Tuberous Plants," by J. McPherson Ross, of Toronto ; "The Ministry of Beauty," by President Snelgrove ; "The Best Half-hardy tub Plants for Ornamentation of Grounds in Summer and How to Keep Them in Winter," by Roderick Cameron, of Toronto ; "Perennial Borders," by Prof. Macoun, of Ottawa ; "Labor-saving Tools for Garden Work," by H. Simmers, Toronto ; "Some Notes on New Flowers," by R. B. Whyte, of Ottawa ; "The Necessity of an Increased Legislation Grant," by W. B. Burgoyne, St. Catharines, and "Increasing Membership," by J. F. Watson, of Ottawa.

The Superintendent of Horticultural Societies, J. Lockie Wilson, presented his report, which, owing to a change in the act, covered only nine months. Reports received from the societies showed an advance in the work done, a large increase in membership and in the amounts expended. Three new societies were organized during the year—Amherstburg, Sault Ste. Marie and Walkerville—all three with memberships of over one hundred. When all returns were in there would probably be a membership all over the province of some 9,000. Especially good work had been done by St. Catharines and Ottawa, the former having a membership of 701 and Ottawa of 1,010. The superintendent referred to the changes in the act by which, among others, the annual meetings must now be held during the first week of November.

The following officers were elected :—President, Major H. J. Snelgrove, Cobourg, (re-elected) ; 1st vice-president, A. R. Whyte, Ottawa (re-elected) ; 2nd vice-president, Roderick Cameron, Toronto, (re-elected) ; secretary, J. Lockie Wilson, Toronto ; treasurer, H. B. Cowan, Peterboro ; honorary directors, W. B. Burgoyne, St. Catharines ; Professor Hutt, O. A. College, Guelph ; Professor W. T. Macoun, C.E.F., Ottawa ; active directors, Rev. A. H. Scott, Perth ; W. Jeffers Diamond, of Belleville ; Miss Blacklock, Toronto ; A. Alexander, Hamilton ; James Mitchell, Goderich ; G. W. Tebbs, Hespeler, and John S. Pearce, London.

DO GROCERS BUY POOR CHEESE?

Dairy Commissioner J. A. Ruddick Explains Why it is Difficult to Get Good Cheese in Canada—Hints for Grocers in the Buying and Handling of the Article.

Some weeks ago in one of his trips through the cheese producing district, J. A. Ruddick, Canadian Dairy and Cold Storage Commissioner, made a statement to a local newspaper that Canadian grocers generally handled inferior cheese. The statement was questioned rather seriously in several districts, and a good deal of discussion was aroused. To get at the facts in the case, Mr. Ruddick was requested to explain his statement for the benefit of the grocers. In reply, the following letter has been forwarded, which not only thoroughly explains the former statement, but also gives hints on the buying and handling of cheese, which should be of great value to Canadian grocers.—Editor.

Editor The Canadian Grocer.

"I am constantly being asked the question, Why is it so difficult to procure good cheese in this country? Moreover, my own experience as a traveler and family man compels me to admit that the difficulty is a real one. Unless I take advantage of my intimate acquaintance with the cheese business, instead of depending on the ordinary channels of trade, I find it very hard indeed to secure cheese of first quality or in proper condition for home consumption.

"Before proceeding to give some of the reasons, which, in my opinion, are responsible for this condition of things, I wish to make it clear that my references are of a general character, and that I admit there are exceptions which are said to prove the rule.

"There are a few grocers who have given this question some study and attention, and who are succeeding in supplying their customers with a really good article, and, as a result, have built up a large trade in cheese. There are some hotels and restaurants where the same care and attention enable them to supply their patrons with an article fit to eat, but I am bound to say that the great majority of those who cater in cheese to the public of Canada have not studied the business sufficiently to enable them to handle it intelligently I am prepared to endorse the statement that the people of Canada are required to eat much of the cheese which is rejected by the exporters as not being up to the mark for the trade in Great Britain. This cheese is not by any means worthless, but it lacks the necessary quality to insure of its being eaten in large quantities. A cheese may be just a little too dry, leathery, or a little acidy, crumbly or slightly off in flavor, but not sufficiently faulty in any of these particulars to be classed strictly as a cull, but more properly as a second-grade cheese. The difference between a really first-class cheese and a second-grade cheese is so slight that the inexperienced man does not detect the difference on casual inspection. Now, the average grocer gets the "culls"—using the term in the sense already mentioned—because the cheese factory manager knows that he can induce him to buy at full prices many cheese which are rejected by the exporter. It is common knowledge among cheese men that this sort of thing happens every day. I do not mean to say that the grocer deliberately buys the culls, or that he gets all of them. He very often thinks he is buying cheese of the highest quality and really desires to procure that grade.

The Contention Proved.

"The following incident will serve to illustrate the point. Some months ago the writer was visiting one of the leading cheese districts of Ontario, and, being interviewed on this question by the representative of a local paper, I made a reference to the purchase of inferior cheese by the grocers. One of the city grocers was rather indignant at the suggestion and wrote a letter to the paper attempting to prove that I was wrong in my inference, and stating that he sold a large number of cheese (I have forgotten the number) annually, and that he never bought culls, etc. He further stated that he did not believe there were fifty culls in the district in a year. This is the sort of thing which proves my contention. Here is a grocer who, according to his own figures, does much more than an average trade in cheese and yet he knows so little about the general quality of cheese as to say that there are not more than fifty inferior cheese in a large district in a whole year. Any cheeseman knows how far wrong he is.

Some Hints on Buying.

"I would offer this word of advice to grocers. Never buy cheese which are peddled by a cheese manufacturer. There is always some reason for offering cheese in that way, because there is no difficulty about selling cheese of good quality in the export market. It has been a not uncommon practice to offer the cheese made at the tail-end of the season for local consumption. Cheese made in the latter days of October or November are not usually as clean in flavor as those made earlier in the season, and owing to the low temperature which usually prevails, the ripening process proceeds very slowly and the cheese take a longer time to reach proper maturity. Even September cheese, which are supposed to be better than those made in other months of the year, but which are not if the others are properly made and properly ripened, are not in a condition to be consumed during the early part of the following winter. September cheese should not be offered to the public under six months old. And now we come to the principal weakness in the whole business of selling cheese in Canada. Tons of cheese are cut on the counters and given to the public, only to cause dissatisfaction, owing to the fact that they are not sufficiently matured to have developed a real cheesy flavor or to have acquired that meatiness of texture which is so desirable. Moreover, such cheese is to most people indigestible and cannot be eaten in any quantity. These same cheese, if held at suitable temperatures a few months longer, acquire a difference in value from the consumer's standpoint which is most marked.

"If I were in the business of supplying the public of Canada with cheese, I should try to lay in my stock from the June make and buy only from factories provided with cool curing rooms. I would keep the cheese in a temperature not over 60 degrees for at least five or six months before cutting. To save loss in weight, I should have these cheese coated with paraffin wax when they were about two weeks old. This will also prevent mould. Such cheese, if properly made, will have a rich, meaty texture and a real cheesy flavour, both of which characteristics promote a large consumption of cheese and create a desire for more."

J. A. RUDDICK,
Dairy and Cold Storage Commissioner.

U.S. WHOLESALERS WANT SUGAR AGREEMENT.

It is said by the New York Journal of Commerce that wholesale grocers in the United States have recently been in communication with the refiners for the purpose of starting negotiations for an exclusive selling agreement. The grocers desire an agreement that will enforce at least a selling price of sugar that will pay the cost of distributing sugar. Nothing whatever has been arranged, however, and practically no progress has been made. "It seems impossible," said a refiner, "to arrive at any definite basis that would stand the test of time. I think all refiners would only be too glad to help their customers, the grocers, to make a profit in distributing sugar. The grocers, however, must be prepared to present a practical and definite proposition. The trouble is they cannot agree among themselves what they want or what they will do. It seems that they all want to be individually the only men to get special discounts and to use those discounts in order to pass them along to their customers in order to show they can sell goods cheaper than their immediate competitors."

Mr. Spreckles, of the Federal Sugar Refinery, denied emphatically that his people were making any cuts below the official quotations. "We have been officially making lower prices than our competitors because we wanted to treat all our customers alike," he continued. "We are doing in the open what others are doing under cover; and we are treating everybody fairly and will continue to do so."

Frank Magor & Co., Montreal, importers of grocers' and confectioners' sundries, have just opened a new office at 34 Church Street, Toronto, in order to better look after their growing business in Ontario.

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MOVING TOWARD EARLY-CLOSING

The early-closing movement has taken firm hold in Western Ontario, especially in the smaller centres. This has been brought about more by example than by precept. The day of the early-closing by-law, by which a merchant was compelled to close his store, perhaps against his will, appears to have passed by, and the rule to close the store following in the wake of some leader who was not afraid to lose a few dollars by inaugurating the innovation has taken its place. That this rule of example will accomplish more than the law of force is admitted by all. In the first place, a man does not like to be forced, even though it be along the line of his desires but let a man come to him and appeal to his reason and a friend has been gained who will later on be a follower and upholder of any good movement that may be inaugurated.

When the merchants' associations in various centres found that sometimes they were contravening the law by trying to "enforce" early-closing by-laws, and when they went no further than "recommending" that members of the association show a good example by closing early, they made a distinct advance; they made the move popular in the eyes of the general public.

There are advantages to be gained, too, by early-closing, especially in a store where clerks are employed. The clerks get a needed rest; a little time for recreation. They are thus made better employes—better in health and more loyal. The movement has the sympathy of the public. No doubt at first some little inconveniences are felt, but these are eradicated in a short time, and the buying public will soon accustom itself to the change. The stores need not necessarily be dark at night. Rather the other way round. The windows could be lighted, and in this way besides being a public benefactor in the way of brightening up an otherwise dark street, publicity could be had by drawing attention to the window and store display.

The early-closing movement is now working on proper lines. It is a good movement and should be followed up.

THE IMPORTANCE OF STORE SYSTEM.

If every grocer realized the value of the advice contained in the old maxim "a place for everything and everything in its place," and put the precept into practice, a great difference would be made in the selling power of many stores throughout the country. Success in business does not hang upon one prominent commercial attribute alone. The perception that buys stock at the right time and in the right quantity; the genius for salesmanship that often forces a sale; the faculty for figures that rigidly accounts for every cent involved; the talent for organization that conducts everything on the most systematic lines; individually employed cannot bring success to a business. The merchant who depends upon the one commercial quality alone will find the non-employment of the others counteracting the advantages of the predominant force.

Of course it is not essential to success that a man should possess equal powers in all these four great business assets. If so we are afraid that success would only attend the few. But it is essential, if full measure of profit is to be derived from a merchant's labors that although he may be a better salesman than buyer, a better accountant than organizer he should not minimize the value of the points on which he is weak, and is, therefore, inclined to underrate.

Probably of these four factors which are so important, the one of system is most commonly neglected, especially in the country and suburban districts. This is largely due to the conservatism that dies harder in quiet centres than in more busy ones. It may be that the merchant's father kept his stock in a mixed up fashion, and the son therefore never thinks that an alteration is necessary; while in other cases the absence of keen competition, or the lack of pointers that an observant man in busy centres can glean from the various businesses around them, fails to impress upon the merchant the benefit of system.

If dealers who pay little heed to the neatness of their store realized the extent to which they were retarding their progress by the confusion of their stock, they would assuredly lose no time in putting things in order. The very appearance of a store will tell whether system is employed there or not. The merchant, familiarized with the look of the place will not observe anything wrong, but the customer, who has probably visited other stores, is bound to make disparaging observations. The business run on system and method is clean and prosperous looking, the other one is just the reverse. In the former everything is in its place, there is no delay when certain articles are wanted; in the latter the goods are so mixed up and confused that the dealer himself is often in difficulties in finding what he wants. Customers like to be served promptly. They naturally object to wait while certain articles are unearthed from under a pile of miscellaneous goods. Besides, in the confusion the dealer is often unable to tell whether he has the article wanted in stock or not. All these petty delays and annoyances tell their inevitable tale in the long run. Customers refuse to be subjected to them, and a dealer, although he may be a good salesman across the counter; have a keen judgment in buying his goods; finds in the end to his astonishment that his store is losing trade, while his competitor, who may not possess half his ability, is reaping the benefit.

DO NOT NEGLECT COLLECTIONS.

Conditions this season are favorable to merchants who are desirous of cleaning up outstanding accounts and making the plunge into the cash system of doing business. Crops generally have been good and farm products are commanding good prices. Farmers, too, are realizing on much of their produce early.

Retailers owe it to themselves to take advantage of every opportunity of making early collections and repay any accommodations granted by jobbers during the recent depression. Further, with many making a success of doing busi-

ness for cash only the wise dealer will take advantage of the opportunity to clean up their books and begin on a cash basis. Retailers should discontinue loaning their capital (in the form of goods) without interest to farmers or workingmen who probably have deposits in the savings banks.

An energetic collection policy or a lack of it on the part of a retail merchant is more or less of a habit.

Some retailers have the habit of pushing collections and the habit of keeping their balances on jobbers' books down to the lowest possible point. The credit of such retailers is always good.

Other retailers have the other habit. They are easy on collections, slow about reducing balances at the jobbing houses and naturally their credit is not always good.

This is a good time to acquire the right habit. There is money floating in the community and the grocer should get to it first.

EXCELLENT CANADIAN PICKLES.

A bulletin just issued from the department of Inland Revenue, the first contribution to the study of pickles as found on Canadian markets, pays rather a pleasing tribute to Canadian pickle manufacturers. Out of 149 samples collected from the various inspectoral districts of Canada in July and August only two were found to be in unsatisfactory condition. 24 of the samples only contained any trace of preservative other than the vinegar and in some of these it was exceedingly slight. The samples were also tested for alum, which is said to be sometimes used for the purpose of hardening the vegetables. This was present in 25 samples, but as the analyst points out, may be in some cases where the trace is slight, due to the fact that particles of clay are taken up by the cucumber as it lies prone on the ground, and this by contact with the acetic acid, may form the alumina.

Altogether, thus the first test of pickles manufactured in Canada seems to point to pretty satisfactory conditions of manufacture. While, as yet there is no Canadian standard defined for this article, the samples will apparently easily conform to other standards.

NEW CANADIAN VEGETABLES.

One or two features among the vegetable exhibits at the Horticultural Exhibition in Toronto last week deserve special mention and show at once the possibility of development of Canada's agricultural products, one of these was a display of two or three varieties of sweet potatoes, shown by the Chatham Growers' Association and grown near Leamington. The samples of tubers were excellent and would compare in every way with the imported varieties. The potatoes were grown this season, it is understood, as an experiment, and no considerable quantity was produced. The experiment, however, turned out so satisfactory that considerably more attention will be given to them next year and it is believed they will become a rival of the imported sweet potato on Canadian markets.

Another somewhat similar display was a showing of large, mild, onions of the same strain and variety as the Spanish onions so largely imported. The quality of these was excellent, and this vegetable also promises to become prominent on Canadian markets.

If these vegetables can be grown in Canada to successfully compete with the imported goods and from the experiments made this year this seems entirely possible, their production should be encouraged in every possible way. This is simply another instance of how Canada's field of production may be widened and the place of imported articles taken in our markets by home-grown products.

PREPARING POULTRY FOR MARKET.

Education is making rapid strides. The effects of enlightened methods are in evidence in many directions, but in other classes advancement appears to be painfully slow. An instance of the latter is furnished by a tour of the wholesale produce firms in Toronto who buy poultry in large quantities from the farmers of neighboring townships. Of late years there has been some improvement but progress is tardy.

The question naturally arises who is at fault? It is not the dealers but the farm producers. The latter have been told time and time again how to properly kill and prepare fowl so as to market it to the greatest advantage, yet many go on in the same old careless way and accept in the end a smaller figure for their birds than they would realize if they attended to some simple instructions.

The shape in which thousands of Thanksgiving turkeys were received was deplorable, not to make use of a much stronger term. The birds were immature, ill-fed or over-fed, and in a number of cases scalded in order that their feathers might be more easily plucked. In the face of advice tendered by weekly papers, agricultural journals, speakers at farmers' institutes and directions sent out by produce firms, little improvement is noticeable. The poultry, more especially turkeys, was not up to the average standard and as a consequence sales were rather backward. The attitude of the farmers, dealers say, is attributable to either of two causes and not due to want of education or lack of instruction. These are carelessness or avarice and in the majority of cases, the men who purchase the birds, are of the opinion that the unsatisfactory state of affairs is due to indifference. All domestic fowl should be starved at least twelve hours, if not twenty-four, before being slaughtered, the latter being preferable. The bird looks its worst when its crop is full, as in a short time fermentation and putrification sets in and the appearance of the fowl is anything but inviting. It is necessary for the proper preservation of the bird that its stomach should not be distended by a liberal allowance of feed, and, when it is fed right up to the hour it is killed, the buyer at once makes a deduction far more than any extra advantage gained by the seller from the weight of so much grain. If the farmer thinks that by giving a turkey or goose a generous quantity of cereals he is going to get so much more out of the dealer or commission house by disposing of the contents of the stomach along with the carcass at twelve or thirteen cents a pound he is sadly mistaken, for the purchaser is no tyro at the business and cannot be deceived.

All fowl should be starved for several hours before slaying, and birds that are too young and have not been adequately fed for some weeks had better not be offered if the farmer would consult his own best interest. Good turkeys will bring a fair price at any time and it is not necessary to hasten their end in order to put them on the market at Thanksgiving season. Standard, well-preserved turkeys, properly raised, killed and prepared for the consumer, will always command the highest price and be given the preference every time. It is a short-sighted policy to adopt any other course.

Another matter, that may be mentioned, is that, under no circumstances should the dressed fowl be scalded in order that its feathers may be removed a little more easily. The scalded fowl is soon discolored and presents anything but a tempting appearance with its torn skin and mottled carcass. All feathers should be plucked without resorting to the hot water method and, if geese, for instance, are killed at the proper season there is no need whatever for the too common practice of scalding. Neither should they be killed at a time when their bodies leave every evidence of pin feathers, for such bodies bring only the lowest consideration and dealers are glad to get rid of them at any figure, especially when offerings are large and the demand limited.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT, VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

Montreal, November 19, 1908.

Fish—Advanced.
Fruit—Declined.
Eggs—Advanced.
Cheese—Advanced.
Butter—Dairy lines firmer.

It is a gratifying indication of returning good times to note the optimistic tone which reports from all over Canada seem to convey. Traveling men are reporting a better tone in business circles. A very material evidence of this is the fact that many dealers are paying more promptly than for a long time. Wholesale houses report orders of larger volume and a smaller number of orders of the hand to mouth variety, which have characterized trade for a long time. Locally, fruits are a little easier this week. Fish are slightly more firm. As is generally the case at this season of the year, eggs have gone a little higher and are in good demand. Cheese is firm, likewise butter. Honey prices have been fully maintained under a fair demand only. Beans are less active than they have been lately. Other lines are practically unchanged or so little so as to deserve no comment.

SUGAR—The demand has been if anything a little better during the week and prices have been maintained. The surplus crop of this year, which it was estimated would be about 200,000 tons more than last year, will receive considerable modification owing to continued drought in Germany and Austria-Hungary. The cane crop is estimated to be also in excess of last season's.

Granulated, bbls	$4 60
" ½-bbls	4 75
" bags	4 55
Paris lump, boxes, 100 lbs	5 40
" 50 lbs	5 50
" 25 lbs	5 70
Extra ground, bbls	4 95
" " 50-lb. boxes	5 15
" " 25-lb. boxes	5 35
Powdered, bbls	4 75
" 50-lb. boxes	4 95
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 20
No. 1 " bags	4 15

SYRUPS AND MOLASSES — The colder weather has increased the demand for molasses somewhat during the week. Syrups have not changed either in demand or prices.

Barbadoes, in puncheons	0 37	0 39
" in barrels	0 39½	0 41½
" in half-barrels	0 40½	0 42½
" fancy	0 38	0 40
" extra fancy	0 38	0 42
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03¾
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ½ doz. "		2 60

MAPLE PRODUCTS—Demand is slow and the market preserves its dull condition with no change in quotations.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 06	0 07
Pure syrup, 8½lb. tin	0 60	0 65

DRIED FRUITS—Dried fruits are showing considerable activity. Dealers are beginning to realize the smallness of their stocks and are apparently displaying an effort to cover their wants. In Valencia raisins some low figures are still being quoted. Currants are only in fair demand.

Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb	0 03½	0 04
Packages "	0 05½	0 06½
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" " ½-box		0 75
"Royal Buckingham Clusters," ½-boxes		1 30
" boxes		4 75
"Excelsior Windsor Clusters"		5 75
" ¼s		1 60
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb	0 12	0 18
Peaches, "	0 11	0 15
Pears, "	0 13	0 15
Prunes—	per lb.	
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08½	0 09½
" " " 50-60s	0 08	0 08½
" " " 60-70s		0 09
" " " 70-80s	0 07½	0 08
" " " 90-100s	0 06½	0 07

The following is the dried fruit cargo on board the S.S. Jacona, the second and last direct boat:—From Patras, 50 quarter boxes currants, 7,150 half cases currants, 1,962 cases currants, 25 bbls. currants, 700 boxes Sultana raisins. From Denia, 75,463 half boxes raisins, 6,000 one-eighth boxes raisins, 2,562 quarter boxes raisins, 800 mats figs. From Malaga 1,912 half boxes raisins, 1,651 quarter boxes raisins, 170 cases raisins, 60 half raisins. Currants are only in fair demand and chiefly in small lots and the tone of the market is steady. Advices from Greece are to the effect that the demand for currants is somewhat below normal, but in the absence of pressure to sell the market is steady. Persian dates of the new crop are closely cleaned up on the spot and there is a good demand for stock to arrive on the second tide steamer, Afghanistan, due to arrive in New York about the 12th inst.

TEA—Locally the Japan tea market is a little quiet. Prices are well maintained, especially in Japan, owing to a large shortage. This shortage is being more keenly felt perhaps in the United States than here. Blacks are somewhat dull also, with no changes in quotations.

Choicest	0 38	0 45
Choice	0 33	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18½
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—The coffee market remains firm and prices are well maintained.

Mocha	0 18½	0 25
Rio. No. 7	0 09	0 11
Santos	0 12	0 15

SPICES—This market is rather on the quiet side. Prices have not altered.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 18	0 27
Ginger, whole	0 18	0 20
" Cochin	0 17	0 30
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—This market remains unchanged in prices and both rice and tapioca are meeting with only an indifferent sale.

BEANS—Beans are being freely offered and interest being manifested in this market is not great. Prices are unchanged.

Ontario, pickers	1 65	1 70
Rangoon Indians		1

HONEY—A fair trade is passing in honey and prices are unchanged.

White clover comb honey	0 13	0 14
Buckwheat	0 07	0 07½
Buckwheat, extracted	0 10	0 12
Clover, strained, bulk, 30 lb. tins	0 09	0 10

EVAPORATED APPLES—The demand for new apples is not as large as usual. There is no change in prices as previously quoted.

Evaporated apples, new	0 07½	0 08

ONTARIO MARKETS.

POINTERS—
Sugar—Steady.
NUTS—New Tarrogona almonds in.
Raisins—Firmer.
Canned Goods—Passing off well.

Toronto, November 19, 1908.

The renewed activity noted in the wholesale market last week continues. There is little buying in large lots but the orders are coming steadier and oftener and indicate a healthier condition of affairs. Christmas goods, of course, are now being largely stocked and the fact that these are being bought just as heavily as usual is an evidence of the retailers' faith in the situation. Dried fruits are in good demand, figs, dates and the better lines of raisins selling well. Filberts and Tarragona almonds are in and the Grenoble walnuts are on the way. Valencia raisins, which have been cut down pretty low by several local firms for the past month, are being held a little more firmly and a firmer feeling may also be anticipated when new stocks arrive, probably next week. Money is coming in fairly well though some houses freely admit that the retailers have not pushed their accounts particularly and in consequence are not any too well supplied with ready cash.

SUGAR—The local refined market is steady with no indication of any change in the immediate future. The raw markets generally seem slightly firmer, though there has not been much change either way. Sharp competition in the United States is responsible for some moves in the market there which are hard to understand. American and Howell interests officially advanced 10 points on Tuesday, though they still continued to accept business at old

rates. Following this another company declined on the same day. While this will have no direct effect on Canadian refined markets it shows the tendency across the line.

Paris lumps, in 50-lb. boxes	5 65
" in 100-lb. "	5 55
St. Lawrence granulated, barrels	4 60
St. Lawrence Beaver	4 35
Standard granulated	4 60
Imperial	4 35
Acadia granulated, (bags and barrels)	4 50
Phœnix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 "	4 20

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS—Proprietary syrups are selling well, but there is little demand except perhaps in some country districts for the bulk article. Prices remain unchanged.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
	Per case.	
2 lb. Tins, 2 doz. in case		2 40
5 " " "		2 75
10 " " "		2 65
20 " " "		2 60
Barrels		0 03½
Half Barrels		0 03½
Quarter "		0 03
Pails, 38½ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 12 "		4 80
Quarts, 24 "		4 80
Pints, 24 "		
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 35

TEA—The local market is comparatively quiet, with a firmer feeling in all grades, but particularly the higher ones, in Ceylons and Indians. Reviewing the general situation, Thompson Bros., London, say in their latest report: "With useful prices and sales not unduly heavy, the market during the past week has fully maintained its own, except, perhaps, for the commonest kinds which remain flat. The highest grades as before have been in best demand and have sold dearer in many cases, while medium grades also have found ready buyers at late rates. Notwithstanding the duty payments, which for October only amounted to 28,990,903 lbs., against 30,173,243 lbs. in 1907, there is a good trade doing, and the moderate values now ruling have no doubt encouraged buyers to take in some little stock in excess of their immediate requirements, and on this basis they are satisfied to wait events. The shipments from India to date, as cabled, look heavy it is true, but it should be borne in mind that of late years the tendency on all sides has been to press forward for quick sale. Judging from cabled outturns to the end of last month, the total crop should not be very much in excess of that of 1907, for while some districts show an increase, others barely exceed the output of last season and some are even short. Ceylon shipments for October are wired as 7,534,900 lbs., against 7,111,700 lbs. last year. Since January 1st, 1908, 93,001,900 lbs.; 1907, 92,694,000 lbs.

COFFEE—The local market continues steady with no change in prices and good business being done. Notwithstanding recent operations in Sao Paulo, which have practically meant the downfall of the Brazilian valorization scheme, local markets are as yet unaffected, and dealers say any change in consequence will not be material.

DRIED FRUITS—Demand for most lines of these goods is fairly heavy in anticipation of Christmas buying. Business is steady, however. The very close prices on Valencia raisins which most of the houses have been quoting for some weeks continues, though the tone of the market is a little steadier this week, and with new stocks due to arrive nekt week, which are held more firmly, it seems probable prices will be higher. A shipment of new Hallowee dates is also expected shortly. Beyond this the dried fruit lines are fairly steady at prices quoted:

Prunes—	Per lb.	
40-50's, 25-lb. boxes		0 09½
50-60's, " "		0 08½
60-70's, " "		0 08½
60-70's, 50-lb. boxes		0 08½
90-100, " "		0 07
Apricots—		
Choice, 25-lb boxes		0 12
Fancy, " "		0 14
Candied and Drained Peels—		
Lemon	0 09½ 0 11	
Orange	0 10½ 0 12	
Citron	0 19	0 21
Figs—		
Elemes, per lb	0 08	0 15
Tapnets, "	0 03½	0 04
Bag Figs	0 03½	0 04½
Currants—		
Fine Filiatras	0 06½ 0 07	
Patras	0 08 0 08½	
Uncleaned, ½c less.		
Vostizzas	0 09	0 09½
Raisins—		
Sultana	0 09½	0 13
" Fancy	0 11	0 12½
" Extra fancy	0 14	0 15
Valencias, new crop	0 05½	0 06
Seeded, 1-lb packets, fancy		0 10
" 16 oz. packets, choice		0 09½
" 12 oz. "		0 08
Dates—		
Hallowees	0 06½ 0 06½	
Fards choicest	0 08	0 08½
Sairs	0 05	
" choice		0 07½

SPICES—Demand is fairly good with prices unchanged.

RICE AND TAPIOCA—There is a steady staple demand with no new features in evidence.

	Per lb.	
Rice, stand. B	0 03½	0 03½
B rice, 5 bag lots, delivered		3 05
Rangoon	0 03½	0 03½
Patna	0 05½	0 05½
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 05½	0 06½
Seed tapioca		0 06
Tapioca, medium pearl	0 05	0 05½

BEANS—The market remains fairly firm, though a considerable quantity is coming forward. At present it is rather problematical as to just what stock dealers have in their hands. Wholesalers' prices remain about the same.

Handpicked, per bush	2 00	2 10
Primes, per bush	1 85	2 00
Lima, per lb		0 07

EVAPORATED APPLES—The market is fairly firm, with a little more interest displayed as the weather becomes colder. Prices are about the same.

Evaporated apples	0 07½

HIDES AND SKINS—The situation is better than for some months. There is a good demand for hides and more tone to the market.

No 1 inspected steers, 60 lbs. up		0 09
No. 2 " " "		0 08
No. 1 " cows		0 08½
No. 2 " "		0 07½
Country hides		0 08½
City Calf skins		0 12
Country Calf skins	0 10	0 12½
Lambskins	0 45	0 55
Horse hides, No. 1		2 50
Rendered tallow, per lb	0 05½	0 06
Horse hair, per lb		0 28

CANNED GOODS

CANNED GOODS—The demand continues steady, fruits, vegetables and salmon and goods are passing out briskly. The fact that less buying on future than usual was done in these goods this year is evident in the steady business now being done. One wholesaler said this week that he did not remember of so good business being done in some lines at the same season before. The low prices this season are evidently causing an increase in consumption.

VEGETABLE GROWERS' CONVENTION.

Matters of Interest Discussed at Meeting in Toronto Last Thursday.

The Association of Ontario Vegetable Growers, who held their annual meeting in Toronto last Thursday, Nov. 12, were addressed by Hon. J. S. Duff, Ontario Minister of Agriculture, and W. O. Sealey, M.P., for Wentworth.

Hon. Mr. Duff spoke of the importance of the association and the excellent outlook for vegetable growers caused by the great growth of the city and urban populations. He said that he had been an interested spectator of the agitation for protection and was glad to learn that the measure of protection given by the Dominion Government had proved of such great benefit to vegetable and fruit growers.

W. O. Sealey, M.P., urged the vegetable growers to follow the example of the manufacturers and join themselves with a confederation of all the agricultural interests for the purpose of making a united demand on the Federal Government for more protection.

Prof. Macoun, of Ottawa, read a valuable paper on "Irrigation for vegetables and small fruits." He described a home-made irrigation plant on Mr. Geo. A. Mitchell's farm at Pinelands, N.J., erected at a cost of $329. The cost of irrigation was $2.50 per acre and resulted in the cabbage crop increasing in value by $20 per acre, sweet potatoes increasing in yield 76 per cent., white potatoes 36 per cent., and melons 34 per cent.

Several other educative papers were read during the session.

NO CHANGE IN COCOA DUTIES.

Rumor Circulated Regarding This Proved Foundationless.

A rumor to the effect that the Dominion Government intended to place a duty of two cents per pound on the cocoa beans which are imported into Canada from the British West Indies was circulated in Toronto a few days ago. This report gained such currency that it caused some alarm to the manufacturers of chocolate and cocoa in the city. Learning that Hon. Wm. Paterson, Minister of Customs, was in the city, they accordingly waited upon him on Friday, Nov. 13, at the Customs House. The minister informed the deputation that he knew nothing of the proposed duty and the deputation went away in a rather happy frame of mind. The report in several of the Toronto dailies that the members went to secure a preference for certain products used in the manufacture of chocolate and cocoa is without foundation.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

Winnipeg has been counting up her efforts in the building line for the past year and finds that they are decidedly satisfactory. The sum total is not so large as that of 1907 though; it is somewhat less than a million dollars behind. The gratifying feature, however, is that whereas in 1907 from July onward the building permits steadily decreased in volume and value, during 1908 from July onward the permits increased both in number and value. The number of permits for October, 1908, being 144, and of a value of $429,600, against 95 of a value of $134,000 in 1907, it is quite probable that the months of November and December will go far to removing the balance to the side of 1908.

Two costly buildings erected by the Federal Government during the year are indications of the growing importance of Winnipeg. One of these is a $60,000 branch post office. This is situated in the north end of Winnipeg on the corner of Magnus and Main Streets, a spot that five years ago was considered a remote suburb. The most important building, however, attempted by the Federal Government, as well as one of the most costly to be erected this year, is the new examining warehouse. Reference was made to this a couple of weeks ago in connection with the large amount of structural steel used. The building will cost when complete close upon $300,000. It is 81x225 feet, four storeys and basement. The first floor is 20 feet high, the second and third 17 feet and the fourth 16 feet. It is built entirely of red brick, with steel frame and cement floors and is as perfectly fireproof as anything can be made. The extent of this warehouse and the speed with which it is being rushed to completion is a concrete evidence of the development of Winnipeg, and for that matter the West generally, for much of the freight that is examined at Winnipeg is for western points as well as for the city itself

A factory that has been added this year supplies a long-felt want for the West, and that is the tar paper factory just complated by the Merrick, Anderson Co. The plant includes the factory proper, a warehouse and tar tank, all situated in Winnipeg's new suburb of Elmwood. The cost was $65,000. The factory building is of reinforced concrete and fireproof. The tank, which is of the same material, has a capacity of 8,000 gallons. The consumption of tar paper in the west is enormous and the untarred paper is cheaper and easier to bring in than when tarred, so that the erection of this factory is one more step in the direction of facilitating building operations in the West.

The Prairie Oil Co. suffered a very heavy loss through fire during the week. their warehouse and plant and one of the large oil tanks was completely destroyed the loss being estimated at $40,000, with only partial insurance. Four tanks of oil and three cars standing on the track were saved by the firemen. The stock carried was heavy at this time of the year, both in oils and coal tar. Very great sympathy is expressed for the company among business men, owing to the fact that they were burned out in Norwood two years ago and their loss then was a heavy one. The men composing the company are young and plucky and already they announce that the plant will be replaced as speedily as possible. There is no clue to the origin of the fire.

The Royal Crown Soap Co., of Winnipeg, and the Royal Soap Company, Limited, which is really a branch of the same concern, have bought out the assets of the Standard Soap Co., of Calgary, and the Calgary business will be under the direct management of M. Bull, who at present is president of both the Winnipeg and Vancouver companies. There will be a new company formed for the Calgary business, however, and the men who will compose it are all well known in the West, in fact, they are all western men, A. N. Nanton, G. R. Crowe, W. R. Allan, W. A. Black, of Winnipeg; J. A. Mitchell, of Victoria, formerly of Winnipeg; F. T. Schooley, of Vancouver, and Pat Burns, of Calgary.

It is less than 25 years since the Royal Crown Soap Co., of Winnipeg, was formed, and commenced operation in the most primitive way, and many were the wise heads shaken at the idea that any manufacturing business could be successfully carried on in Winnipeg, and compete in price and quality with goods brought from the East. M. Bull, who had the courage to start, went on his way quietly, producing a first-class article and one that wherever it was used was called for again. To-day the Winnipeg factory of this company is one of the largest and best equipped soap factories in Canada. The one at Vancouver that has been in operation for some years is also an excellent factory, and now the Standard Soap Works, of Calgary, with their large plant, has passed under the same successful management. Every sleeping car on the Canadian Pacific and every one of their steamers on the lakes and also their steamers crossing to the Orient help to advertise the Royal Crown Soap, for their famous Witch Hazel brand is put up in tiny cakes especially for this trade. The Royal Crown Soap Co. is one of the things of which westerners are intensely proud, because it has been built up almost exclusively by western pluck and with western capital. This new extension will be welcomed with interest by the trade everywhere.

One of the events of November will be the holding of the annual municipal convention at Brandon. This convention is a matter of quite recent growth, but it is taking hold of municipal problems with both zeal and discretion and already much good has been accomplished. This year among the important measures to be discussed is that of municipal fire protection, a general revision of the municipal acts and municipal hail insurance. These are very live topics in the West at the present time.

The wheat situation has changed little during the week. The receipts have passed all records, as have the outward shipments from the head of the lakes. In face of these receipts prices have been very firm and again it is possible to report an advance for the entire week, though there have been periods of slight reaction.

A little snow has fallen during the week and should Foster's big storm come about the 16th, as predicted, it will no doubt delay things. Otherwise conditions look good for 50,000,000 bushels being got to the lake front before navigation closes.

There has been rather more interest in coarse grains during the week and the price for oats has advanced, but flax has made quite a phenomenal market, jumping 2c and 3c a day. Receipts of flax to date have been very much in excess of 1907, to the same date, in fact, nearly three times as much, yet the market soaks them up like a sponge. The cause of the advance in flax is generally attributed to the damage done by frost in the Argentine, and an only fair to middling crop in the United States. The average of the United States for the past six years has only been 9.7 per acre, and though the Government places the yield this year at 9.5, well-posted authorities state that this is entirely too high and that it will not go over 8.5, which would give a total crop of a little over 24,000,000 bushels. The crop of the Canadian West is not a large one, but if present prices are maintained, it is likely to be quite a factor in the aggregate income of the West.—H.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, November 19, 1908.)

The arrival of cold weather is a reminder that navigation on the great lakes will close almost immediately, but the railways have handled the grain shipments so satisfactorily this fall that the West is in good shape at the close of navigation and there is little grumbling. The satisfactory way in which the grain has been handled has had its effect upon shipments from the East. As the railways do not care to haul empties, the shipments from the East were handled quickly in the returning grain cars.

Crop money is getting into circulation quite freely now and the effect is being felt on general business. The outlook is good.

SUGAR—Quotations given last week still obtain but the market has been so very erratic during the last month that it is dangerous to make predictions and the trade are buying cautiously. We quote:

Montreal and B.C. granulated, in bbls	5 10
" " in sacks	5 05
" yellow, in bbls	4 70
" " in sacks	4 65
Wallaceburg, in bbls	5 00
" in sacks	5 05
B.C. gunnies granulated, 5-18's to bale, per cwt	5 05
" " 5-20's " "	5 05
" hard pressed lump, 25's, per cwt	6 25
" " " half bbls., per cwt	6 60
" icing	5 90
" bar sugar	5 70
Icing sugar in bbls	5 70
" " in boxes	5 90
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls	6 05
" " in ½-bbls	6 05
" " in 100-lb cases	6 05

CANNED GOODS—There is nothing new in the local market. Corn, peas and tomatoes are moving in large quantities at present low prices. We quote:

FRUITS.

	Group No. 1	Groups No. 2 & 3
	Group No. 1	Groups Nos. 2-3
Apples—3's standard, per case	$2.44	$2.34
" Gallons, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black, pitted 2's	4.18	4.08

" white pitted 2's	4.38	4.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie, unpeeled, gallons	2.42½	2.40
" pie, peeled, gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe l.s. 2's		2.78
" Globe l.s. 3's		4.14
Plums—Damson l.s. 2's	2.28	2.18
" Lombard l.s. 2's	2.28	2.18
" Green Gage l.s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red, gallons	3.80	3.77½
" black 2's	4.18	4.08
" black, gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards, 2's	1.88	1.55
Early June, 2's	1.98	1.65
Sweet Wrinkle, 2's	2.18	1.85
Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes, 2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Corned beef " 2's per doz.	2 70
" " 1's "	1 50
Roast beef	
" 1's, per doz	1 50
" 2's. "	2 70
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass "	3 25

SYRUPS AND MOLASSES — Corn syrups are in fair demand. Molasses is moving slowly. We quote :

Syrup "Crown Brand, 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	2 85
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

MAPLE PRODUCTS—Market is very quiet and there is little demand.

Sugar, 25 lb. boxes ½s. and ¼s	3 00
Syrup, gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 55

ROLLED OATS—The market is firm at prices quoted and the good demand indicates general confidence in the stability of present quotations. We quote :

Rolled oats, 80 lb sacks, per 80 lbs	2 30
" 40 " " 80	2 35
" 20 " " 80	2 40
" 8 " " 80	2 70

CORNMEAL—Since the recent reduction, prices have been maintained well at the lower level. Ruling quotations are :

Cornmeal, per sack	2 35
" per ½ sack	1 20
" per bale (10, 10's)	2 65

BEANS—The market is easier and prices are being reduced. There is a good demand in the West and large quantities are moving. For hand-picked the price is down now as low as $2.10 per bushel, while lower grades are selling at $1.95 to $2.00 per bushel.

POT AND PEARL BARLEY—Reductions have been made in pot and pearl barley. Pot barley is quoted at $2.55 per sack; pearl barley at $3.75 per sack, and $1.95 per half-sack.

FOREIGN DRIED FRUITS—In nearly every item on the California list there is a strong upward tendency at present. Reports indicate a steady advance during the next two or three months in several dried fruits, notably prunes. Apricots have been sharply advanced. We quote :

Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 40
" extra dessert, "	3 85
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" Connoisseur clusters, boxes (5½ lbs)	0 85
Trenor's Valencia raisins, f.o.s, per case, 28's	2 05
" " " 14's	1 00
" " selects " 28's	2 25
" " " " 14's	1 15
" " layers " 28's	2 35
" " " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0 07
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 08
" 4 " " "	0 08½
Prunes 90-100 per lb	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 08½
" 40-50 "	0 08½
" 30-40 "	0 09½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 08½
Peaches, per lb	0 04½
Apricots, standard, per lb	0 10½
" choice, per lb	0 11½
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

RICE AND TAPIOCA—Patna rice is quoted now at 4⅜c per lb.

EVAPORATED APPLES — Locally sales are being made by the wholesalers as low as 7⅝c per lb., but deliveries are being made from stock received some time ago. The market is advancing in the East and a corresponding advance of at least 1c per lb. is to be expected here at any time.

HONEY—Supplies are hard to obtain. Prices are quoted as follows :

Honey, 2½ lb. tins, in case 24	8 75
" 5 " " 12	8 50

SPANISH ONIONS—New stock is quoted at $1.15 per crate.

NUTS—

Shelled Walnuts, in boxes, per lb	0 27
" " small lots, per lb	0 29
" Almonds, in boxes, per lb	0 30
" " small lots, per lb	0 32

PEANUTS COMING DOWN?

Large Crop in Virginia May Lower Price on Local Market.

A despatch from Tennessee intimates that the peanut association of that State has reduced the price from $1 to 85c per bushel, and that the decrease will continue for 30 days. It has been the custom of late for certain peanut men to sell very much below the prices of the association, in order to satisfy their financial obligations. The association, has, therefore, lowered the price in order to keep all members in line.

Local dealers in nuts, etc., when interviewed regarding the possibility of the reduction being felt in Canada, stated that very few Tennessee peanuts were handled or sold in Toronto. The largest number come from Virginia, and some from Japan. Shipments of the new crop of peanuts from Virginia are on the way to Toronto, and will arrive next week. The harvest is reported to be an abundant one, the yield in peanuts in Virginia being one of the largest on record. It is expected, owing to the big crop, that there will be a reduction in the price of peanuts per lb. What that amount will be cannot be definitely stated until the new nuts are placed on the market. Dealers report that there is never much money in handling peanuts, as after roasting the shrinkage is very great, sometimes as much as 15 per cent. Jumbos are now quoted at 13c per lb., and the trade is anxiously awaiting the arrival of the new fruit in order to ascertain at what figure wholesalers will dispose of it.

RETAIL MERCHANTS' ASSOCIATION NOTES.

The Grocers' Section of the Toronto branch of the Retail Merchants' Association will meet on Monday evening next.

James Eadie, Provincial Organizer, is spending this week in Oshawa and Whitby, where branches of the association will be formed.

Several branches throughout the Province have adopted the plan of employing permanent secretaries who are paid a liberal salary to look after the affairs of the various branches within each county. This plan has been adopted by the associations at Peterboro, Guelph and other places and splendid results are expected from such an undertaking. The paid secretaries are active and aggressive, visit the different branches in each county and are at all times available to further the work, to assist in the adjustment of grievances or to advance propositions for the attention of the Provincial Boards or the Dominion Boards.

ADVERTISING PERSISTENTLY.

The important fact in the management of a store is that it is open for business regularly on all business days. This fact makes it important that the pulling power, the influence of the advertising should be as steady as the service of clerks. There is no day on which the advertising can be suspended without doing injury to the store—just as sure and positive injury as would be done by suspending any other function of the store for a day or two now and then.

For advertising has come to be a "function" of every live store—a part of the "service" it renders to the public. Advertising information is calculated to save the time and money of the store patrons—and there is no good time to suspend such a function as this.

THE FARMER AND THE BUSINESS MAN

C. C. James, Deputy Minister of Agriculture, Points Out the Mutual Interests and Interdependence of the Classes—How the Farm's Output May Be Increased.

The citizen and the farmer have mutual interests, and as those interests are undertaken and developed in a right spirit, a country makes solid and steadfast progress. The interdependence of the business man and the farmer, of the resident of the urban centre as well as the rural, the part which each should play, and how the material wealth of the Province could be increased by all acting in a spirit of co-operation and sympathy, were strikingly brought out in an intensely interesting address before the Canadian Club, Toronto, on Monday last when C. C. James, Deputy Minister of Agriculture for the Province, spoke on "Agricultural Problems of Ontario."

It may be remarked that no more progressive and wide-awake officer is in the service of the Provincial Government than Mr. James. He is a thinker, an originator, a builder. To recount the excellent work he has done would be to repeat a tale that is familiar as the multiplication table. He is the man who is the father of teaching agriculture in the schools, and, in many other lines, he has blazed the way for the amelioration of the condition and comfort of the great farming community as well as pointed to numerous paths that have led to improvement in the many sources of revenue from the farm.

Mr. James is a man of big ideas, animated by lofty purpose, and possesses executive and initiative ability of a high order. He is no dreamer, no theorist, but is eminently practical in all that he undertakes. His splendid services in the great cause of agricultural science cannot be appraised too highly. Mr. James emphasized that the city man should be interested in the farmers' work because agriculture is the greatest national industry. In the Province of Ontario alone there are 175,000 farms, representing an investment of over $1,200,000,000, and an annual product of $200,000,000, and yet out of the total number of representatives recently elected to Parliament, only seven were farmers. He pointed out that only a ten per cent. increase from each farm would result in a gain to the Province annually of $20,000,000, and believed it easily possible to increase the output, not by ten per cent., but by twenty or thirty, if only the farmers of the country could put into operation the best methods known.

To Increase Output.

It was a comparatively easy thing to add $100 annually to the income of a farmer, and in any district around a rural town with 200 farms adjacent, this meant $20,000 a year more to spend in it. It will thus be seen how vital should be the interest of the average citizen to assist the farmer to an increased earning power from his farm. The mutual interests of the civic and rural resident were so co-related and associated that what benefits one is of great assistance to the other, and with the advent of the telephone, rural mail delivery, electric railways and other elements working out a change in country life, it will soon be difficult to draw the line between town and country. What will result from the introduction of cheap electric power in manufacturing lines it is impossible to foretell.

Buying for Cash.

The farmer is now buying and selling for cash. The business man is more than ever concerned in his progress and welfare. The farmer also deserves attention from the city merchant as he is the controller of the food products and a producer of surplus cash. Banks are being opened everywhere to accommodate the farmer, and as a result, savings deposits are largely increasing. The farmer had a moral effect or influence upon the country. A source of great danger to a nation is its congested districts and the development of a strong, healthy, active rural life is one of the most important assets in the future of any people.

Many Educative Agencies.

Among other forceful facts brought out by Mr. James were that the Government had nine agencies at work in the education and development of the farm. The head office looked after statistics, issued reports, did special work and represented generally. The agricultural and horticultural societies had been at work for 116 years, the longest established organizations outside the Legislature. The live stock branch directed cattle and poultry shows and looked after these interests. The farmers' institute work brought the latest word to the farmer about his business. The dairy branch, with 40 odd instructors in cheese factories and creameries, also went into the homes of the farmers to improve dairy conditions there. The first branch had recently been active in the city and raised the standard of packing and marketing. The colonization bureau was occupied with bringing the right sort of immigrants to the farming communities and in supplying labor to the farmer. The Ontario Agricultural College at Guelph was well-known and the veterinary college was the latest addition to the Government's work.

On these lines they were trying to touch the farmer on some point at least, if not in all, upon which he was interested.

Could they increase the number of farmers, or increase the capital invested, or increase the output? He asserted that the protection might be doubled.

Drainage Department.

A drainage department was in its infancy, having only been in existence for three or four years. A scheme for dealing with lands which were deforested and unfit for farming is being considered to buy back the lands from those who now only eked out a miserable existence, and turn the lands back to the forest reserves.

In the rear rocky townships of many counties, where the pine had all been removed, and the people were tied down, unable to get away and sinking lower and lower in the scale, some scheme should be possible for taking these people away and placing them on the clay belt, where there are 15 million acres, and the northern limit of which is the same parallel as Winnipeg.

If the improved seeds developed by the agricultural society were used by farmers all over the country, 25 per cent. increase would be quite possible. In ten years the live stock trade had increased from 30 to 60 millions.

An Inviting Investment.

Mr. James suggested that if a prospectus were prepared of the farm industry of Ontario, showing the investment and present revenue, and estimating the possible increases, ten per cent. on live stock, ten per cent. in dairying, ten per cent. in fruit, ten per cent. in each department, doubling the revenue, it would attract attention.

"Put a prospectus of that sort beside the most glowing Cobalt prospectus ever seen, and which would you prefer?"

That more had not been done was partly because of the want of the men, partly because of the want of money. The Government was giving all the assistance the revenue would permit. He could only hope the revenue would increase.

The Northwest had drained Ontario of its young men. Everywhere the farmer was crying out that he was crippled and could not get his work done. The labor problem was acute.

To Stir the Indifferent.

The indifferent farmer was a decided obstacle. The question was how to get his attention. The farmers' institutes had done a great deal, and the women's institutes were gradually inaugurating a revolution in the conditions of farm life.

The result of opening of branch offices in the country towns, with live young men representing the Government departments, has been most encouraging, and if this new missionary movement could be started in 30 or 40 centres it would bring a solution of the problem to be met.

R. J. Sharp has returned to Montreal, after a very successful trip through western Ontario, in the interests of W. P. Downey, the maker of White Dove cocoanut and almond paste. Mr. Sharp generally brings in a good bunch of orders when he gets out for a few weeks.

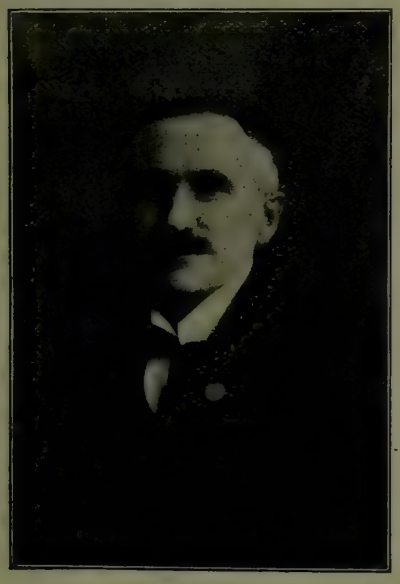
Travelers Nominate New Officers

Dominion Association Met in Montreal and Canadian Association in Toronto on Saturday, Nov. 14.—S. J. Mathewson, of Mathewson's Sons, Wholesale Grocers, Montreal, Elected President of Dominion Body—And J. B. Giles, Sales Manager of the Radnor Co., Vice-President.

A quarterly meeting of the Dominion Commercial Travelers' Association was held in the Board of Trade Building, Montreal, last Saturday evening, when nominations for officers for the coming year were made.

Samuel J. Mathewson, of Mathewson's Sons, Montreal, was elected President by acclamation, while J. Bevans Giles was made Vice-President in the same manner, and Max Murdock was re-elected Treasurer.

Nine nominations were handed in to fill the vacancies which will occur on the board of ten directors on the occasion of the retirement of five gentlemen at present in office. Those nominated were:—Harold H. Hughes, Louis Decelles, John T. McBride, Charles



S. J. MATHEWSON,
of Mathewson's Sons, Montreal, President-Elect of the Dominion Commercial Travelers' Association.

Roberts, F. N. Picard, G. W. Prescott, C. D. O'Brien, H. M. Levin, A. J. Brown.

A committee composed of the following was appointed to arrange the date and place for the annual dinner of the association:—A. A. Freedman, E. E. Guilbault, F. S. Cote, H. M. Levin, D. M. Lefebvre, R. C. Wilkins, E. D. Marceau, Max Murdock, J. B. Giles, F. N. Picard, S. J. Mathewson, Ald. Jas. Robinson, Jno. Paterson, T. L. Paton, L. Decelles, J. Gravel, Geo. A. Mann, Jas. Shaw, J. F. L. Dubreuil, J. T. McBride, A. G. Gardner, Chas. Roberts and R. Dionne.

The annual meeting will take place December 12, when it is expected that very satisfactory reports for the year will be presented.

S. J. Mathewson spoke very highly of the splendid services rendered the association by the retiring president, W. J. Egan, during his year in office. His work was to be strongly commended. J. Bevans Giles and Max Murdock also said a few words, and they too were given a small ovation on arising.

The president referred in feeling terms to the recent death of J. H. Morin, one of the fourth vice-presidents, and the secretary was requested to convey to the family of the deceased the association's expression of sincere sympathy.

DOMINION TRAVELERS' NEW PRESIDENT.

S. J. Mathewson, of Mathewson's Sons, Montreal, the new president of the Dominion Commercial Travelers' Association, was born in Montreal, July 3, 1861. At the age of 15 he entered his father's business, and with his brother was made a member of the firm in 1884, the new company being known as J. A. Mathewson & Co. It will be seen from this that he has been in the grocery business all his life, and he is therefore a worthy exponent of the old adage, "doing one thing and doing it well." Ireland is the land, though four generations remote, from which he springs, and his family, as well as thousands of others, has contributed its share to the sound commercial growth of this country.

Fifteen years spent actually on the road and occasional journeyings at present now renders him eligible for the post which he is in every respect qualified to fill. Mr. Mathewson is the father of ten children, the eldest of which, a boy, is an undergraduate of McGill University in the Faculty of Law.

"Sam," as all his friends know him, is a busy man of affairs, but finds time to indulge in a little duck shooting every autumn, and many a duck has regretted lingering within range of his gun. Mr. Mathewson has a splendid summer place at Metis, of which he has good reason to be proud. While his career may be distinguished by doing the ordinary extraordinary well, rather than doing the extraordinary, an account of his life would be incomplete without the mention of a predominant characteristic which impresses everyone who comes in contact with him. This is his pride in the growth of his native city, and his patriotism to his country. To some this is an empty bauble and is indulged in because it is the prevailing vogue. Not so, however, with S. J. Mathewson, who has manifested this interest in ways which have proved the genuine nature of his feelings beyond mere words, and those who know him learn that his motto, "Boost; don't knock," is what sets the wheels of progress in motion and lubricates their operation.

The affairs of the association could not be in better hands and the boys will naturally expect big things of "S. J."

They will not be disappointed.

CANADIAN ASSICIATION'S OFFICERS.

At a general meeting of the Commercial Travelers' Association of Canada, held in Toronto on Saturday night last, one or two surprises developed.

John Kenney asked if it was the intention of the association to admit women members, which question called forth a lively discussion in which a few

J. BEVAN GILES,
Elected Vice-President of the Dominion Travelers' Association.

travelers championed the cause of the fair drummers, while others stoutly maintained that traveling was not a suitable job for women. They contended that it was neither a desirable nor proper avocation for the female.

The proposition was finally left over for definite action at the annual meeting, as the gathering on Saturday night was called only for the nomination of officers. It is said that lady members have been admitted to the Dominion Travelers' Association, with headquarters at Montreal and London.

A letter read from the transportation companies to the association was quoted as saying that the railways did not see how they could help giving equal

privileges to the women if they complied with all the rules and regulations.

Lewis A. Howard, retiring president, presided, and stated that owing to business engagements it would be impossible for him to accept a third term. He congratulated the meeting on the continued prosperity of the association, as during the current year the roll showed an increase in membership with no increase of expenses. The payments for mortuary benefits were the largest in the history of the association, yet notwithstanding the same a satisfactory balance would be carried to the permanent reserve fund.

The nominations were:—President, John Gibson, elected by acclamation; First Vice-President, Robert Gemmell, elected by acclamation; Second Vice-President, S. M. Sterling, elected by acclamation; Treasurer, E. Fielding, John H. Kenney, one to be elected.

Directors of Toronto Board—J. G. Gane, Harry Ellis, W. M. Fielding, James H. Lumbers, W. J. Micks, Geo. W. Moore, A. C. Rogers, W. H. Scott, C. J. Tuthill, J. H. Wildfong, nine to be elected.

Hamilton Board—First Vice-President, E. J. Fenwick, R. M. Stuart, one to be elected; Second Vice-President, John Stoneman, elected by acclamation. Directors, Hamilton Board, W. H. Dean, Arthur F. Hatch, Fred. W. Jarvis, Geo. A. Mathewson, S. Male, George M. McGregor, P. A. Sommerville, C. C. Smye, H. G. Wright, E. O. Zimmerman, six to be elected.

Berlin Board—Fred. Doering, W. J. Moody.

Kingston Board—W. H. Graham, W. S. R. Murch.

Guelph Board—Adam Taylor, Vice-President; C. Kloepfer, Director.

Brantford Board—J. S. Hamilton, D. J. Waterous.

Montreal Board—S. O. Shorey, Vice-President; Wm. Cauldwell, Director.

Winnipeg Board—H. Miller, Vice-President; A. C. Merrett, Director.

Vancouver Board—Fred Buscombe, Robert Stewart.

Ottawa Board—John Everett, Director.

Brockville Board—M. Moore, Director.

The annual meeting and election will be held on Wednesday, December 23rd.

THE RIVAL DRUMMERS.

It was two rival drummers
The merits that did blow
Of safes were in St. Louis made
And safes from Chic-ag-o.

They chanced upon a merchant
Who fain a safe would buy,
And in the praise of the houses' wares
The drummers twain did vie,
Each striving to see which could construct
The most colossal lie.

Out spake the St. Louis drummer,
"Once a man a cat did take,
And locked the animal in a safe
Of our superior make.

"They made a bonfire around the safe
With tar and kerosene,
And for four-and-twenty hours it blazed
With raging heat, I ween.

"The fire went out, the safe was cooled
And I will forfeit five
Hundred good dollars if that cat
Did not come out alive."

Then mild upspake and answered him
The Chic-ag-o safe-agent:
"With our safe one day we did assay
The same experiment.

"We placed the safe selected on
Of coals a fiery bed,
And pitch pine we heaped in coal oil steeped
Till the iron glowed bright red;
And in forty-eight hours we ope'd the safe,
And, alas! the cat was dead."

"Was dead! Aha!" his rival cried,
With a triumphant breath;
But the Chicago man replied:
"Yes, the cat was frozen to death!"

No word that St. Louis drummer spoke,
But silent he stood and wan,
While the Kansas merchant an order gave
To the Chicago man.

REGISTRATION OF SECURITIES.

If the decision of the Court of Appeal in the action of Mrs. J. R. Johnston vs. Osler Wade, a case arising out of the failure of the Poole Publishing Co., Limited, Toronto, of which Mr. Wade was assignee, is allowed to stand, it may seriously affect business credit, especially of joint stock companies. The circumstances connected with the suit are interesting. It appears the solicitors of the plaintiff devised a form of security known as a floating security, which in reality is as effective as a chattel mortgage and has many of the attributes of such a document. This particular form or charge does not need to be registered, in fact may be absolutely secret and yet cannot be set aside.

When an assignment was made by the Poole Publishing Company, Mrs. Johnston claimed preference over other creditors because of this unregistered security or blanket mortgage, so to speak. They contested the legality of the security, but Mr. Justice McMahon decided against them.

As this deprived the other creditors of a share in the Poole Publishing Company's estate, they appealed the judgment and carried it to the Court of Appeal.

The case was argued last March and has been under deliberation by the court ever since. Four of the judges of the Court of Appeal handed out judgments in the matter dismissing the creditors' appeal, Mr. Justice Garrow dissenting from the majority of the court. It is understood that the creditors will not take the matter to the Supreme Court, so that the law may now be regarded as settled on that point.

This case is one of the most important and far reaching in its effects that has come before the courts in recent years and may unsettle for the time being commercial credits which are based largely upon the necessity for registration and consequent publicity in case of mortgages, transfers, etc., on goods and chattels.

Osler Wade, assignee of the Poole Co., states that if this decision is allowed to stand, and a precedent is thereby established in the case of joint stock companies, who may issue bonds to raise money, or effect a floating unregistered security, there is great danger. Mr. Wade says that he will take immediate steps in the interests of the mercantile world to bring the matter to the notice of the Attorney-General's Department, with the object of securing an amendment to the Bill of Sale and Chattel Mortgage Act, and requiring the registration of all documents of this character, or any charges or liens of the nature referred to.

The great danger lies in the fact that one creditor desiring to obtain security without the knowledge of other creditors can do so. Joint stock concerns could practically hypothecate their assets to any creditor without registration of the document, which is the only protection and safeguard that others have.

In the case of Mrs. Johnston, it is said she was practically a silent partner in the Poole Company. She periodically supplied them with capital and in return the company assigned all their assets to her. The amount of indebtedness fluctuated from time to time and when the concern went under she stepped in and said, "The whole belongs to me, it was my money that ran it."

Mr. A. F. Lobb, K.C., asked about the recent decision, said law was developed by a process of evolution and that new points were cropping up and defects being discovered, which were remedied from time to time. Legislation could not be framed too far in advance, otherwise it might be pernicious in character.

Some years ago it was enacted that all chattel mortgages, bills of sale, etc., should be registered. This looked like some protection for all creditors. In a year or two the Act was got around or side-stepped by a purchaser of goods or a borrower of money not giving a chattel mortgage as security, but merely signing an agreement to give such a mortgage when required. Of course, this agreement held good so far as the parties signing it were concerned, without registration, as it was not within the Act, but what about other creditors, men who sold goods to the storekeeper, who advanced money, etc.? The Act was then further amended for the safeguarding of all parties by requiring that any agreements to give a bill of sale or chattel mortgage should be registered.

What is wanted now is the insertion of such a clause in the statutes covering all cases of joint stock companies, their chattels, etc. It is likely that, as this point has been brought to light, the necessary legislation will be granted next session to make the securities valid in any and every case which may arise like that of Johnston vs. Wade, (Poole Publishing Co.).

TO POLISH THE WINDOW.

Nothing serves to attract as much attention as a highly polished show window, and the dealer having one has no trouble in drawing a crowd to his window display. The following mixture, which is in the form of a paste, when applied with a soft rag and rubbed off with another soft, dry rag and used properly, will make the window as clear as day. To make it, it is necessary to take nine ounces prepared chalk, one-half ounce jewelers' rouge, five ounces water, three ounces alcohol, and stir thoroughly.

Grocery News from Coast to Coast

Western Canada Notes

New Canning Companies Organized in British Columbia—Business in Vancouver up to Last Year—What Saskatoon Merchants Say.

VANCOUVER.

November 14.—Business generally is not up to what has been expected. Of course, if the retailer found it better, it would be better for the wholesaler, but with careful buying on the part of the consumer, stocks are sorted up without very heavy buying. The volume of business on the average is about the same as that of last year at this time, though there was an increase a couple of months ago. Trade is not poor, and as the holiday season is coming on, it should be good, and after the holiday season will come what is confidently expected by all to be the real start after the depression of a year ago, the after-effects of which are now being felt.

Local representatives of the T. A. Lytle Co., Toronto, are placing a carload of this company's pickles this week. The Sterling brand is known to many of the dealers, but a special effort is being made, and this line will now be a feature on grocery shelves.

The Empress Manufacturing Company, of Vancouver, have a good brand of jam, in 20-oz. bottles, which is gaining a reputation for excellence.

The Cromwell, Ormsby Co. are opening this week at 608 Granville Street, in meats, groceries and fruits. Mr. Cromwell is formerly of Portland, Ore., and is well known in British Columbia, owning a ranch near Ashcroft, and being interested in land and timber here. Mr. Ormsby at one time resided in this city, but is latterly of Seattle, where he was with the Frye-Bruhn Co. The company will handle the products of the new Swift packing house at Edmonton, and make a specialty of Government-inspected meats. It has installed its own cold storage plant, and will cater to all classes of trade.

A visitor here this week was Alex D. Fraser, president of the Fraser. Viger Co., Ltd., Montreal. He is making a business trip through the West, making arrangements with local wholesale houses in the interests of the European firms represented by his concern.

W. J. Pendray, of Victoria, has returned from a trip to Europe, on which he was accompanied by his wife. Mr. Pendray is a large manufacturer of paints, soaps, etc., and the principal object of his trip was to secure the latest ideas in his special line of business. As a result, considerable new machinery will be installed. Mr. Pendray, who is assisted by his sons, has lately increased the capacity of his soap plant.

New canning companies are steadily coming to the fore in the interior of the province, now that the fruit industry is developing. The latest talked of is at Nelson, in the Kootenay, and local men have the project in hand. Nothing definite has been decided yet, but it is proposed if anything is done at all, that both fruit and vegetables will be handled.

The Trites-Wood Company, which has a large general store at Fernie, is erecting a store 40x100 feet in New Michel, another town on the Crow's Nest line of railway.

SASKATOON.

November 14.—Now that the Christmas trade is approaching your correspondent interviewed several of the merchants in town to get their views, both as regards the past year's trade and prospects for the future. All were very optimistic.

"Our retail trade," said J. F. Cairns, "has been very heavy this year and the turnover is far in advance of last, although expenses have been very heavy. We find that customers come in by train, and, consequently a large amount of goods are shipped out long distances. The new towns springing up all round do not seem to affect the business as much as was expected. Gauging the fall trade from present conditions, it is going to be very good and will undoubtedly be greater than last year. At the first of the month the cash system was adopted and this may affect the fall business to a slight extent, but we intend to stick by it at all events.

"Regarding the Western Grocers, Ltd., of which I am president, and which was opened for business on the first of October, we are getting all the business we can handle. There are three travelers on the road going out over the three railway systems as far as Humboldt and Lloydminster on the C.N.R., east as far as Lockwood on the C.P.R., and Watrous on the G.T.P. The western lines of the C.P.R. and G.T.P. are covered as far as the steel goes. On the latter line there are piles of business to be had."

D. F. McLay, of the A. McDonald Company's big wholesale grocery establishment, said that prospects were bright for next year. The increase in the business over last year was large, it being about 150 per cent. over what was done last fall. An increase of 50 per cent. is looked for next year owing to the new country being opened up west. New stock is being handled in the new building, although it is not yet quite finished. The manager expects to have all the old stock moved out of the old building next week.

P. H. Currie, said: "Business is in excess of last year, and we find that money is easier. We delayed the fall buying, being a little timid as to the future, but trade conditions since have warranted us placing the bulk of the orders. The crop conditions we find have no direct bearing on the business, as we have done a cash trade for the past two years and each year the business has grown. The fall trade is right on now and prospects for the Xmas trade are bright, judging from present conditions."

Jas. Clinkskill also had an encouraging report. "Business," he said, "is ahead of last year. The fall trade opened up well a week or two ago."

W. H. MacBeth said: "At the present time things are improving as cash is more plentiful. Taking everything into consideration, trade is good and a considerable increase is anticipated in December."

F. M. Waldron, local manager of the Rogers Fruit Co., in reply to an inquiry as to business conditions, said: "We hope to largely increase our trade next year when we get into our new warehouse. We will be better equipped in every way to handle the requirements of the district in the fruit trade. The new warehouse will be ready by about the end of the month."

LEARNS SOMETHING EVERY WEEK.

The following is a paragraph from a bright letter from one of our subscribers sent in when renewing his subscription recently:

"I find The Grocer full of interesting information. There seems to be something to be learned from it every week. Please extend to it my best wishes for many happy returns of its recent birthday."

JAS. SPURR,
L'Amable, Ont.

NEW LOOSE-LEAF COMPANY.

A new loose leaf company has recently started business in Ottawa, the Lowe-Martin Company, 12 Albert Street. The new concern has just completed the instalation of an up-to-date plant for the manufacture of loose-leaf systems, and the conducting of a printing business, and they are now doing all kinds of general printing and book-binding, as well as turning out some very fine loose leaf systems. E. D. Lowe, one of the partners, has been in the printing business for 26 years, while T. H. Martin is a practical bookbinder of 27 years' experience. Both gentlemen were connected with the Rolla L. Crain Co., Ottawa, the former for four and a half years as sales manager, and the latter for five and a half years as superintendent of their factory. Both are popular and their friends will be glad to see them go ahead.

Quebec and the Maritime Provinces

Trade Notes From Montreal—Large Apple Shipments From Nova Scotia to England—St. John Has a Visitor From Barbadoes.

MONTREAL.

November 17.—Encouraging statements have been made by many dealers and wholesalers in this city regarding the prospects of better times. Business has brightened up wonderfully during the week. Especially is this condition reflected in the promptness with which obligations are being met in the West. Some are paying on 15 day drafts. City collections are showing much improvement, obligations being met with much greater promptness. The result of the magnificent crop in the Northwest is being felt here at the present moment. Navigation is about at an end after a season which can only be described as fair. The total of imports and exports shows the financial depression which has been prevalent, but it must be said, taking all conditions into consideration, the season has been fairly good. The latter part especially, showed some remarkable jumps in exports owing to the large amount of grain passing through this port. This impetus which came at the latter end of the season was not sufficient to make the totals large, however.

The Borden Condensed Milk Co., represented by Wm. H. Dunn, St. Paul Street, has contributed many attractive photographs to a series of illustrations running in The Montreal Standard. Each week The Standard publishes in its illustrated supplement a half page of Canadian babies, photographs of which are supplied by the Borden Co.

W. H. Leach who for many years has been with the Stoddard Bedding Co., St. Catherine St., has accepted a position with the Domestic Specialty Co., of Hamilton. He will cover the Province of Quebec. If "Bill" can sell polishes as well as he can sell beds he will have a brilliant future in his new sphere of activity.

Fraser, Viger & Co. are showing a window display of newly arrived figs this week. Amongst the many different packages which may be seen there, those in the glass jars present a most attractive appearance. In addition to these the many sized boxes are arranged in an artistic manner, which demonstrates the fact that even as unattractive things as fig boxes in themselves, when arranged properly together will produce a pleasing effect.

Tuesday evening the Association of Butchers elected the following officers: President, Auguste Prevost; M. N. Paiean, Vice-President; George Fischer, 2nd Vice-President; M. W. Sauve, Secretary; M. A. T. Gariepy, Assistant Secretary; Hermas Poitras, Treasurer; Henri Geoffrion, Correspondent; Louis Montpelit, Henri Beausejour and Maxime Lesage, Auditors. After the election the president-elect addressed the meeting, thanking them cordially for their kindness in re-electing him, and the evidences which they had shown of continued confidence in his administration of the affairs of the association.

Charles Goodwin, of Manchester, England, passed through the city some days ago on his way to Alberta, where he has a son engaged in ranching. Mr. Goodwin, who has reached a ripe old age, has been engaged in the grocery business all his life, and naturally was much interested in the trade in this country. He drew some comparisons between the conditions existing here and in England. He also told of the old days when everything was shipped in bulk and one had to tackle a box of currants with an axe, when it took almost a pile driver to dislodge the contents of a sugar barrel. These, he said, were great disadvantages, but now most of them had disappeared. On the other hand, though, the profits which grocers obtained now were not as large as in the old days. Mr. Goodwin added also that he thought there should be a better organization of the grocers, thereby rendering it possible to look after their interests to greater advantage.

J. H. Semple, long known in the wholesale grocery trade, died on Sunday, Nov. 15, after a brief illness, in his 74th year. Mr. Semple was born in Quebec City but established himself in business in Montreal, retiring about 15 years ago. He was a member of the Catholic School Commission from 1887 to 1892, and again from 1907 until his death. Mr. Semple was well known for his numerous benefactions to various institutions of the Roman Catholic Church.

SHERBROOKE.

November 16.—Trade here, although good, has not been above the average this week. The farmers, and through them, the retailers have felt the scarcity of rain this fall. As a result, butter has already risen to 28c to 30c, our usual mid-winter price, and at that the supply does not fully meet the demand.

Eggs are also scarce, prices ranging from 40c to 45c. This is a higher price than local dealers have ever had to ask, and from the present outlook it will be next to impossible to get them at any price by the New Year.

The supply of vegetables is very good, and the prices are about the same. Potatoes, 60c to 75c bushel; cabbage, doz., 30c to 50c; radishes, parsnips and celery, per bunch, 5c.

The demand for apples is good, one local firm handling as much as two cars per week. The surrounding orchards yielded a very scant crop this year, and our present supply is mostly shipped in from Western Ontario. Prices are: No. 1, $4 bbl.; No. 2, $3.50.

The fact of lemons not coming in for a short time yet causes a scarcity, and, consequently a raise in prices, but they will resume their natural level in a week or so.

Wheat and barley are much the same, but the strong demand for oats has caused the price to advance slightly. Local dealers are handling from 4,000 to 5,000 bushels weekly. Prices quoted are: Car lots, 46½c; retail, 50c per bushel. This supply is derived almost entirely from the West.

The price of beef is as usual. Pork has advanced two cents, owing to the brisk demand.

ST. JOHN.

November 16.—Business continues brisk, but there is little change in prices. In the produce line there is an easier feeling in butter, but the dealers say there is little prospect of lower prices.

After a long and honorable business career in St. John, David O'Keefe died on Sunday, Nov. 8, at his home, 15 Clarence Street. Though in poor health for the last three years, Mr. O'Keefe had been confined to his bed only three weeks. He was in his 69th year and for many years had been engaged as wholesale butcher in the country market.

E. Mitchell, of Barbadoes, a merchant, engaged in the export of molasses, was in St. John last week. The sugar crop, he said, was finished for the year and had fallen short of expectations. Business would be rather flat until the new crop came in about February or March. The island, he added, was free from yellow fever and small pox and the conditions as regards health were very good.

St. Stephen citizens have formed an agricultural society with the view of holding annual exhibitions in that town.

HALIFAX.

November 16.—Record arrivals of produce reached here last week from Prince Edward Island. Fifteen schooners were tied up at the wharves here with their holds filled to the hatches with potatoes, turnips and oats. Their combined cargoes will total about fifty thousand bushels of potatoes, twenty thousand of oats, and ten thousand of turnips.

The commission men are now busy laying in supplies for the winter, and business along the waterfront is brisk. Potatoes are selling from 30c to 32c per bushel ex-vessel. There is also a good supply of Nova Scotia potatoes on the market. They are quoted at 40c to 45c per bushel.

Business, generally speaking, is in good condition throughout the province. Prices are steady, failures few and collections are up to the average.

The export trade is quite brisk and large quantities of potatoes are being sent to Havana, while every boat for Liverpool and London is taking large shipments of apples. The price of eggs is very firm and it is likely to go higher as soon as the real cold weather sets in. Fresh-laid stock sold in the green market this week for 40c per dozen.

William Moore, grocer, Halifax, whose stock was damaged by fire and water last week, has been allowed the full amount of his insurance. All the stock has been removed from the store and sent to auction. He will stock up at once with new goods and resume business at the old stand as soon as the building is repaired.

The annual statement of the Acadia Sugar Refining Company, has just been issued, and the business during the year was most successful. The report shows that in spite of the general de-

pression in trade during the year, the net trading profit has increased $5,049, amounting this year to $158,087.88. Out of this interest has been paid on debentures and loans, amounting to $15,672.93, directors' remunerations, bad debts, etc., amounting to $8,072.38, a 6 per cent. dividend on the preferred stock, $81,760, and further dividends on the common stock of 3 per cent. for the whole year 1907, and an interim dividend of 2 per cent. for the first half-year of 1908. The Acadia Sugar Refining Company has proven that a manufacturing industry properly operated can be carried on here as successfully as at any other point in Canada.

Stewart Raymond, for some years a salesman with H. G. Turnbull, at the South End Grocery, Digby, has decided to open up business for himself. He is now having the foundation put in for a business block at the corner of Warwick and Queen Streets, Digby, His past experience in the grocery line, and his attention in looking after the wants of customers, should insure him a good share of the public patronage.

From Ontario Correspondents

Kingston in the Throes of a Smallpox Epidemic—The Christmas Business Has Opened in Galt—A Bright Story From London—Stratford Has Some Good Windows.

KINGSTON.

November 17.—The elections are over and Hon. Wm. Harty is returned to represent us for another term. Mr. Harty was in the grocery and liquor business in 1878. He is now owner of the locomotive works, employing over 750 hands. He has been representing the city for 15 years and has yet to meet defeat.

We expected after the elections to settle down to business, but alas, a smallpox scare is on and Drs. Bell and Bell, old ringers in the alarm business, declare that all must be vaccinated. The doctors have their war paint on and tatooing is in force. Business is paralyzed. Boarding houses, hotels, colleges and schools are in quarantine, with guards walking up and down. Well, I hope it will give them ravenous appetites, so the grocers will get their chance. False rumors are the order of the day, much to the injury of several stores. "I am glad to see you in your store looking so well," said a good-looking lady to Jim, the Grocer, "I heard you were sent to the fort, and that your store was quarantined."

Why the siege of Derry isn't in it. Large stocks are being collared by the grocers, who look for big advances in butter and eggs. Enough Gurds' ginger ale came in this week to build a fence around a ten-acre field. Apples are very scarce, and what crowns all, well, they look as if they had been vaccinated ten days.

James Crawford has just placed in his store a Berkel meat-cutting machine, made in Holland. The agent is placing quite a few in Ontario. They are certainly labor-savers.

Sending your representative to the different towns is a good move. I read the result of the visit to Brantford and was delighted. Why, I thought they were all Indians there, making baskets at every corner, under willow trees. Now I see my mistake. Well, come to Kingston and you will see something, and if you are not vaccinated you will likely get a ride in an ambulance, especially if you are freckled.

Plans in plaster paris molds of a proposed mammoth hotel are on exhibition here in one of our vacant stores, also an oil painting of the exterior and interior. They want the best sites in our city, and I hope they get it. It is to cost half a million.

R. J. Carson, wholesale grocer and an ex-mayor, intends putting up a handsome cement block near his warehouses.

Talk of a wholesale house going into a stock company is in the air.

Robertson, Nickle & Co. are starting a branch at Smith's Falls. You can depend on straight lines and good treatment from them. They have one fault. They don't advertise in The Grocer.

If I ran a wholesale business I would have a whole page for life in such a trade paper as The Grocer. I could then speak to 20,000 retailers, and surely I could get a share to pay handsome dividends for such investment, and it's dividends we are all after.

B. W. Robertson and A. Maclean are home safe again and none the worse for court proceedings at the Guild trial in Toronto.

Most of us got stung in buying canned goods ahead this time. Last year we made a hit. Can't expect to win always. The Canada Brokerage Co. did the square thing last year and we don't forget it.

The sale of Demerara and raw sugars is very limited here and perhaps it is just as well, as they are not so clean to handle as the Canadian product.

Jack Marshall, who put in five years' faithful work on Gilbert's grocery wagon, is now in the employ of the T. F. Harrison Co.

Richard James, an Englishman, and one of the best window dressers Kingston has yet seen, has gone from our midst. Good stock keepers and window dressers are scarce.

OTTAWA.

November 17.—An important meeting of the Ottawa Retail Grocers' Association took place Wednesday evening, November 11. Second Vice-President Duncan Bell, the energetic manager of Bryson, Graham & Co.'s grocery department, was in the chair, in the absence of President York. Two timely questions were given much consideration. One of these, the peddler nuisance, called forth some strong remarks from different grocers present. It appears that the hawkers, who are so numerous on the streets of Ottawa, are not compelled to take out a license, and they interfere with legitimate grocers in their trade. This question deserves all the publicity it can get. It is not at all fair that the grocer should pay rent, taxes, business and water; license for his delivery wagons, and numerous other expenses incidental to the transaction of his business, and have to compete against the peddler on the street, who pays not a cent to the city for anything, and very frequently lives outside of the city limits.

Another phase of the same question, but one which opens also another grievance, is that these peddlers can buy on the local markets at any hour they wish while the grocers are compelled, by the city by-laws, to refrain from purchasing until half-past eight. Anyone will see the unfairness of this proposition.

The question of restricting grocers in market buying was discussed at some length. Alderman Farmer, a member of the city council, and a very prominent retail grocer, quite agreed that the city should repeal this by-law, or at least amend it in such a way as to give the grocers a fair show. F. W. Forde also spoke freely upon the subject, while Messrs. Johnson, Cochrane, Prevost and Bell also expressed their views.

A committee was appointed to look into these two questions and to consult legal advisers, if necessary.

The unsanitary condition of the local market was criticized.

Art. Johnson, secretary of the association, was voted $125 for his services in connection with the recent Pure Food Show held during the week of the Central Canada Exhibition by the grocers of Ottawa. Art acted as secretary and undoubtedly deserves all the praise and credit his fellow-grocers can bestow upon him for his untiring efforts in making the show a success, as all admit it was. Fred Forde, (Saint?), was presented with $75, and J. G. Prevost was made the recipient of $50 for similar services. These grocers also worked, officially, like Trojans, in the interests of the association on this occasion, and even such rewards are small recompense for the loss of time to their private affairs.

President York, of the Ottawa Retail Grocers' Association, was in Boston recently, called thither by the serious illness of his daughter.

Walter Walby, proprietor of the Cecil Hotel, has secured a fine set of sample rooms, and is now getting a fine share of the travelers' trade.

GALT.

November 17.—The Christmas trade is already making itself felt in the grocery business in Galt. The stores are taking on a holiday appearance. The new nuts are in and before the end of the month the oranges are expected. Already a number of Galt housewives have manufactured their mincemeat, at least they have purchased the material. The condition of affairs in Galt is exceptionally satisfactory at present. The Bell Telephone Co. have decided to place a certain part of their wires underground. Every man applying has been given employment, and as a result there are no unemployed in Galt to-day, a most enviable position. As the work will last until after Christmas the prospects are for one of the best seasons ever in all lines. During the last fortnight the grocers have been exceptionally busy and trade has been in excess of that during the same period last year. In fact, business in all lines has picked up wonderfully during the month of September and the first two weeks

in November and appearances point to a continuance of brisk business through the holiday season.

The S. H. Knox Co. will open their Galt branch on Saturday next. They will not interfere with the grocers except in the candy line, and as the grocers handle this line merely as a matter of courtesy to customers the difference will not be noticeable. Other stores in Galt handling novelties and such like will not fare so well.

The market on Saturday was a big one. Eggs brought 30c per dozen and butter 28c per pound. Potatoes were 70c per bag.

Contrary to the wishes of the Retail Merchants' Association the town council has decided to reduce the license of vegetable and fruit hawkers from $50 per year to 10 cents per day.

Hugh Walker, of the Red Front, has been elected honorary president of the Galt hockey club. Mr. Walker has always taken a keen interest in the game and has helped previous teams on to victory. Wm. Jamieson, confectioner, was appointed a member of the executive committee.

Galt grocers, at least two of them, promise the public something unique in Christmas windows.

"Yes, we will have our usual supply of calendars this year," said a local grocer to your correspondent. "But it is just questionable whether we gain anything on the transaction. Of course our regular customers are pleased to receive the slight remembrance, but on the other hand there are those who are not regular customers, and who feel that a five cent purchase should entitle them to a calendar, which costs us more than five cents. I am afraid that we make enemies through our Christmas calendars, but perhaps they are offset by the good will of others. At any rate we will be on deck with something artistic in this line."

Do Galt grocers pay sufficient attention to local advertising, is a question which might be the basis of an interesting debate. Not more than one-third of the grocers advertise, and these use small spaces with a change about twice weekly. One dry goods man in a day uses as much space as the combined grocers would in a week, and yet it seems that the grocer has just as much to offer as his neighbor.

It may not be generally known, but it is a fact that more business is transacted in Galt by telephone than in any other way. Enquiry among the grocers revealed the fact that fully three-quarters of the orders received were taken over the 'phone, and this is borne out by the statement that for its size Galt has more telephones than any other town in Canada. With a population of 9,000 it has 650 'phones, exclusive of the private exchanges in the large industries. The telephone company also state that Galt is the best supplied telephone town in Ontario.

LONDON.

November 17.—Brokers report trade fair though wholesalers continue to buy sparingly. Payments are also fair. Fine teas keep high and mediums are ¼d to ½d. up. Fruits for Christmas are moving freely. Cereals are unchanged.

Local retailers find business rather quiet. They are, however, expecting a boom at any time and are prepared for it with good stocks of new Christmas goods of all kinds.

An incident in which a well known wholesale grocer figured largely and which formed the chief topic of discussion in the streets for two or three days occurred on Carling Street on Thursday morning last. From time immemorable the south side of that street has been used as a sort of back yard or shipping place for merchants on the north side of Dundas street, west of Richmond. Many of these merchants' back doors come plumb up to the Carling Street sidewalk, making it an easy matter to load and unload lorries and other vehicles. Recently the property owners went to the expense of having a permanent pavement laid on the street on the local improvement plan, and those whose premises front on the north side came to the conclusion that the street could never become a respectable one so long as their neighbors opposite used it as had been their custom. There is a by-law prohibiting driving across sidewalks which everyone of the southsiders was daily violating. The city council has been appealed to on the one hand to have the by-law enforced, on the other to have it repealed. Meanwhile the police had been urged by the aggrieved ones to enforce the by-law, and the teamsters were warned that if they drove on the sidewalk to unload they would be arrested. The effect of this warning was seen on Thursday morning when a railway team was driven up to the curb outside of the wholesale grocery of John Garvey and was there halted. Mr. Garvey asked the teamster why he did not drive up to the door to unload, and the man answered that he was afraid of the police. Mr. Garvey mounted the load and in spite of the warnings of a policeman who was on the scene, proceeded to drive over the sidewalk. No sooner had the wheels touched the sidewalk than the policeman sprang onto the wagon and laid hold of Mr. Garvey, subsequently taking him to the police station near by. The police magistrate ordered the release of the merchant, refusing to issue a warrant until the council had dealt with the application for the rescinding of the by-law. Mr. Garvey thereupon returned to the scene of hostilities and amidst the cheers of a big crowd which had assembled finished his drive. Since then John Garvey has been receiving his goods and sending out orders in the same old way.

A contest at bowling took place on Thursday night between the boss grocers and the clerks, in which the latter scored a victory, the following being the scores:

CLERKS

Nopper	142	159	147	448
Millson	147	190	132	469
Collins	87	119	149	355
T. Ranahan	129	135	127	391
Grandage	150	169	206	525
Totals	655	771	762	2188

BOSSES

Shaw	80	116	83	279
Trebilcock	117	113	104	334
H. Ranahan	93	99	84	276
Harley	78	87	91	256
Mullins	160	205	180	545
Totals	528	620	542	1690

The clerks thus won by 488 points.

President Shaw and Treasurer Ryan of the Retail Grocers' Association waited on the manager of the London Street Railway a day or two ago and received a handsome cheque in settlement of amounts in connection with the association's Springbank outing.

E. J. Reid, formerly traveler for Gorman, Eckert & Co. has purchased the Nichols grocery business, corner of Colborne and Horton Streets.

Geo. Aust, bookkeeper for M. Masuret & Co., was married yesterday in Boston to Miss Pape, of Toronto, the ceremony taking place at the residence of the bride's sister at the Hub.

CHATHAM.

November 17.—With the commencement of the cold weather, grocery stores and windows are already beginning to take on a Christmassy look. Raisins, currants, peels, nuts and similar seasonable supplies are being displayed.

The local branch of the Retail Merchants' Association held a well-attended meeting last Tuesday evening. Methods for making the association more attractive and beneficial to members were discussed, W. E. Parrott and T. W. Poile being delegated a committee to arrange a suitable programme for the next meeting. The members of the association intend keeping the credit list fully up-to-date, in order to be on their guard against delinquents, and arrangements were made for a further revision of this very useful list.

In connection with the new amendments which prohibit grocers from handling, among other drugs, saltpetre, quite a number of grocers are propounding the enquiry, "What are we to do with the saltpetre we had in stock prior to becoming acquainted with the act?" Though there is no very large demand for the article in question, it has been customery for most grocers in the city to keep it in stock, sales being made almost entirely to farmers for the purpose of curing pork. It seems rather a hardship, after buying the article, to be unable to sell it, even to the drug stores. Not a few grocers resentfully point out that, while their own wings have been clipped in favor of the druggists, the latter handle toilet soaps, baking powder, pepper, mustard, brushes—in fact, dozens of articles which were originally the perquisites of the grocery business, and many of which cannot be classified as drugs. There is not a drug store in town which does not carry on a big cigar trade. The claim is further made that, while grocers are prohibited from selling saltpetre on the ground that it is a poison, the druggists do not register their sales of saltpetre, though the law requires poison sales to be registered. Rural merchants suffer more by the act that do those in town, since many of them carried relatively large stocks of prohibited articles. Incidentally, the druggists themselves do not seem to be a unit in favor of the restrictions, many of them having done quite a jobbing business with country merchants.

The Bradley store recently started to handle oysters, featuring a high quality oyster (practically solid, little or no water) at 50c a quart. The innovation was largely advertised and a good initial sale is reported. Hitherto, very few grocers have handled oysters, the trade

being left largely to the confectioners, the objection being that, with the winter broken, as it is here, by frequent spells of warm weather, oysters could not be disposed of quickly enough. Extensive advertising, in which Bradley's are firm believers, will tend to overcome any difficulty of this nature by stimulating quick sales.

A handsome, yet simple window display was put in by H. Malcolmson this week. The window, the bottom of which slopes a little, was just paved with salmon cans. The solid mass of red-labeled cans made a striking effect.

The indications are that a second creamery for the Maple City will materialize shortly. W. A. McGeachy, of N. A. McGeachy & Sons, City Dairy, was in Toronto last week inspecting the most modern butter-making machinery. Since the Maple City Creamery inaugurated a bottled milk department some time ago, competition between the two firms along that line has been keen; with the result that McGeachy's have apparently decided to "carry the war into Africa." The new enterprise will, however, in all probability, not be instituted for some months.

J. H. Allan, of the Wheatley creamery, will establish a branch creamery at Comber in the spring. The new enterprise will be in charge of D. D. Allan, of Princeton, who has just returned to Wheatley.

E. A. and Mrs. Mounteer were in Hamilton last week, attending the silver wedding of Mr. and Mrs. W. B. Webber.

John Hales, the Fifth Street butcher, has taken his son, Robert, into partnership. Bob has just returned from an extended trip to British Columbia.

At the sessions of the Ontario Beekeepers' Association at Toronto last week, W. A. Chrysler, of Bloomfield, one of the leading apiarists of this vicinity, was elected a director of the association.

One of Chatham's pioneer grocers passed away on Monday, Nov. 9, in the person of John Northwood. Mr. Northwood was born at Chatham, Oct. 26, 1837. At the age of 14 he entered the employ of his uncles, J. & W. Northwood, as a grocery clerk. Three years later, when just 17—probably the youngest merchant in Chatham's history—he started a grocery business of his own, which he carried on successfully for 17 years. He was later interested in milling in Ontario and Manitoba, and latterly has lived retired. H. S. Northwood, of the grocery firm of Northwood & Bartlett, and E. B. Northwood, formerly of the Northwood Produce Co., are sons.

A project that should not be lost sight of by grocers here is that of a central delivery system. The scheme was much talked of last summer. Though it would be practically impossible to induce every grocer to take part in the enterprice, this is no reason why those favorably disposed should not make a start. From all accounts a central delivery system stands for economy, and more efficient deliveries as well.

The Harrow creamery closed last week after a successful season. It will be run on a larger scale next year under the same management.

Leslie Annett, clerk in Fraser & Billings' grocery, Windsor, was recently united in marriage to Miss Lena Authier, of Tilbury.

INGERSOLL.

November 17.—An impetus has been given trade by the somewhat wintry weather of the past few days. There is always an appreciable increase in the volume of business when the country people begin to market their products. During the latter part of autumn and the early part of winter there is a slight falling off in trade as the season is known to the trade as "between times." But there is a great change when the white mantle begins to cover the earth and the country people take their enforced vacation, as it were. Chores are the principal occupation on the farm during the winter. There is plenty of time to fatten up the poultry and take them to the market. This is what is happening at the present time, although all the fall work is by no means completed on the farm and not a few are still hopeful of at least a few days of that glorious period known as "Indian Summer." During the past week there has been an increase in the poultry marketed and other products have also shown an increase. This means a bigger market and when the farmers are taking in the money and making more frequent trips to town they necessarily spend more money. Poultry prices have been high practically since last summer because of the fact that the supply has been limited. Reports at the present time from the different sections, however, state that poultry of all kinds is plentiful and the prediction has been made by some dealers that it will be cheaper for the coming season than at any period in a number of years. In view of the high prices of butter and eggs, in fact all table requisites, this will be good news to the consumer.

Already signs are visible in the grocery stores of the near approach of the gladsome Christmas season. Stocks have been augmented and windows have taken on a brighter and more attractive appearance. With Christmas only a trifle over a month distant there will doubtless soon be a pronounced growth in trade daily. To all appearance times are better than a year ago and from the preparation that the grocers have made they anticipate as much if not more trade for the festal season than in previous years.

BRANTFORD.

November 17.—The local grocery stores report business fair, and, judging from the many excellent displays of the new fruits, raisins, currants, figs and dates, they evidently believe that the wise housekeepers always do their Christmas baking and make their mince meat early.

Dairy butter is very firm and dealers look for an advance in price. It is at present selling at 28c to 30c. There are very few eggs coming in, and in spite of the very large market last Saturday they advanced as high as 32c. Chickens sold at 75c to $1.25 per pair, ducks $1.20 to $1.50, turkeys 18c to 20c. Potatoes were plentiful at 75c per bag.

Ald. Suddaby, the West Brantford grocer, is a probable candidate for Mayor at the coming municipal elections. His chances of election are good, as for years he has done valuable service for the city in all departments of the civic government.

A. Coulbeck is having a cement floor put in his cellar.

The new store at the corner of Terrace Hill and High Street has been opened by S. G. Phillips.

BARRIE.

November 17.—New laid eggs are a premium here just now and as high as 30 cents a dozen was paid for them at this week's market. Butter still remains about the same price, selling at 25c to 27c. Turkeys that sold last week at 10c a pound sold at 12½c to 13c; geese at 10c, ducks 10c, chickens 8c to 10c. Potatoes were firmer and sold at 55c to 65c. A few loads of apples sold readily at $1.50 to $2 a barrel.

The first California navel oranges are in town this week and open up a nice color, but the flavor is about the same as a Jamaica or Florida, being far from that sweet navel of three months hence. Malaga grapes, like many other fruits this year, are rotting very quickly, and there seems to be a shortage of those fine heavy weights. The prices being paid for them, too, are from fifty cents to a dollar and a half more than last year.

Steve Vair has left this week for Edmonton, where he will play hockey with the Edmonton crack team.

Thos. Ross, of Midland; Wm. Buchannan, of Toronto; Fred. Grazley, of Toronto, and Jack Craig, of Toronto, were among the old grocery boys to spend Thanksgiving holidays here.

Our future Council of 1909 will have, if all succeed in landing a place, a good supply of grocery men. James Vair is announcing himself for Mayor, and so far has only one opponent, and it's one safe bet he will be elected, and your correspondent wishes him every luck as he deserves the position. S. McMorrow, a bright Sixth Ward merchant, is out as an alderman for that ward. Gren Colwell is talking Ward Five, and we think that Gren will land that position without any trouble. W. D. Bothwell is again asking to be elected in Ward Three.

Budd & Co., of the Sixth Ward, are offering a Limerick for this month which seems to be attracting a large number of people to their store. They are offering prizes in crockery to the amount of $30 for first down to $5 for the fifth or last competitor.

A bowling league is being formed in the town this week, composed of the merchants, to be known as the Merchants' League, composed of the grocers, dry goods men, hardware men, butchers and bankers, and a schedule is being drawn up. Keep your eye on the grocery men.

ST. THOMAS.

November 17.—The markets were not so well attended Saturday by either buyers or sellers and prices remained about the same as a week ago. Butter, however, was more in evidence and the price in consequence was somewhat lower, 25c by the basket and 28c by the print. Fresh eggs were very scarce, 28 to 30c being freely paid and all dis-

posed of. Apples, owing to not keeping very well this winter, brought a higher price and first-class quality sold at 30c per peck. Poultry was in large supply, chickens 10 to 12½c, ducks 50 to 60c each.

Type-written copies of Inspector Shaw's report to the city council were forwarded to Attorney-General Foy and E. M. Trowern, Toronto, secretary of the Retail Merchants' Association, last week, showing that the act of the Provincial Legislature re transient traders' and peddlers' by-laws framed by the city council on the authority of the provincial statutes seem to be a joke, and that the merchants suffer unjust competition on account of the non enforcement of the laws passed by the Legislature for their protection. It is time something was done to remedy this condition.

The grocers are busy getting ready for their Christmas trade and it is about this time that a great many housekeepers buy the ingredients of their Christmas cake, and the demand for peels, raisins, currants, etc., begins. Foreign dried fruits are reasonable in price this season, and there is no doubt that three pounds for a quarter will be the ruling price for raisins and currants to be retailed.

All the railroads report business very good and this means big earnings for the train employees and hence better times for the grocers.

It is a common occurrence for a customer who is paying her month's bill to leave a balance unpaid and take the grocer's money and pay their taxes with his money, whilst the grocer has to delay paying his taxes because he is afraid to offend the customer by insisting on full payment, as he should.

STRATFORD.

November 17.—Winter seems to have set in in earnest these last few days, and with the arrival of new fruits everything has taken on a Christmas appearance.

The Grand Trunk pay car arrived in Stratford on Friday, 13th, the advent of which gives many a merchant the smile that won't come off. The pay this month was quite a large one, and most of the grocers report getting their share of it. The grocers here are making strict rules that customers shall pay their accounts in full, which is a very commendable feature, as once a balance is left standing it is sometimes many months before it is paid.

The Saturday morning market presented the usual supply of produce. Fowl, despite the fact that there was a very heavy offering one week ago, was plentiful, and, in most cases, held up in price. Potatoes were abundant and showed a downward tendency. Apples were fairly plentiful, with an upward look. Live hogs have moved during the week and are now quoted at an advance of 35c to 50c.

Saturday's business was a record-breaker, with most grocers here. The people had the buying spirit, and not only did staple groceries move out freely, but such luxuries as Almeria grapes, table raisins, layer figs, dates, cream cheese, sold with very little difficulty.

A few Stratford grocers of late have discovered a scheme for selling layer figs, which, in most cases, doubles their sales. Four or five boxes are opened at a time and divided into rows, then the surface of the figs is brightened by washing with a mixture of molasses and water; each row is then cut up in 5c, 10c and 15c blocks, and placed on the counter in front of the customers, which makes a very attractive pile. One grocer sold 5 boxes in one day by this method, whereas in the old way of leaving them in the boxes and tearing them out as needed, one or two boxes would have been the extent of his sales. When figs are cut up in blocks this way the people very rarely take a fig off to eat.

A. Beattie & Co. are showing some exceptionally fine cauliflowers this week, rather late in the season. They also have a seasonable window display of grape fruit, cranberries, new pineapples, oranges, shelled nuts, etc.

On Saturday McCully & Haugh's display of turkeys, geese, ducks and chickens was immense. Although groceries, produce and fresh fruits are their staple articles of sale, yet this firm always manage to sell an enormous quantity of fowl.

The Barnsdale Trading Co. have quite a novel window display of Comfort soap. Around the outside they have the soap nicely displayed and near the centre they have placed an express wagon, also a large pumpkin. Above all hangs a neatly printed show card explaining to passers-by that every 25c purchase of Comfort soap entitles the customer to one guess as to the number of seeds in the pumpkin. The person coming the nearest gets the wagon. This firm makes very fine window displays and knows the value of neat show cards.

Jas. Lloyd, wholesale fruit merchant, received his first car of California navel oranges on Saturday, which he claims is the first car unloaded in Canada this year. The fruit this year is very smooth and bright.

The Armour Company have been demonstrating their beef extract, pork and beans, canned soups, etc., in Duncan Ferguson & Co.'s dry goods store all week. They have taken numerous orders for their goods, and pass these orders on to the grocers, believing it not only increases the grocers' profits, but is good advertising for themselves.

The Connecticut Oyster Company's traveler was in town one day this week working up business for a new carrier they have installed to do away with the old method of handling oysters.

The Mooney Biscuit & Candy Co. report Christmas business very much in advance of last year, and with their enlarged up-to-date plant have been prepared for the rush, which has been in evidence with them for some time.

TORONTO.

November 18.—The Retail Grocers' Association seems at last to be coming to its own in the matter of taking up questions of practical trade interest and the regular monthly meeting in their rooms in the Temple Building on Monday night was from this reason one of the best they have held in months. The Association also is gradually gathering in new members. Three or four new faces were in evidence at the meeting, and a number of names were submitted and passed for introduction at the next meeting. One of the matters which came up for discussion was that of the peddling nuisance. "Why," said J. S. Bond, "this is one of the worst things we have to fight in the business to-day." "It isn't only the peddlers," said Dave Bell, "but, in my section the farmers who sell butter from door to door annoy me more." Other members had various other complaints of a similar nature and ultimately a committee was appointed, consisting of J. S. Bond, D. Bell and President Fred. Thorne to interview the officers of the Retail Merchants' Association, who, it is understood, are preparing to take steps to have the Provincial by-law changed at the next session of the Legislature. A suggestion was made by one of the members which may be carried out after some study, to the effect that several of the members might get together and bring in cars of potatoes and bananas direct. This will be further considered. Complaints were also made of selling going on by wholesale dealers in several lines direct to the consumer. Some of the bakers, for instance, are said to be selling bread to consumers at 8 cents. The meeting closed with a general discussion on the Guild case.

The Dominion Co-operative Association, which secured its charter about five weeks ago is about ready to do business, and on December 1st will open up a large grocery store on Bloor Street West, the premises having already been secured. A general grocery stock of about $5,000 will be placed on the shelves. Another store of the same line will be opened in the East End of the city before the close of the year. Alex. MacKenzie, who is a trained grocer of British and Canadian experience, will have charge of the Bloor Street establishment. It is proposed to open up stores throughout all parts of the city and suburbs. In time, other lines of trade and commodities will be handled by the co-operative company establishments. Arrangements have been made with Trans-Atlantic steamers for regular shipments of British fish of all kinds. Negotiations with the Steam Trawling Fleet of Scotland have been concluded, and the finest British fish will be a feature of the company's stores. The Association has now 100 men organizers and a ladies' guild of about the same number who meet every week. Gatherings are each week held in different parts of the city, sometimes in church halls, at which addresses are delivered on the work and objects of the Association, together with its scope, plans for the future, etc. It is not intended to cease until 100,000 persons, men, women and children, have become members of the Association. In honor of the opening of the new stores and the rapid work that has gone on since organiza-

TO THE TRADE:

Do You Know That the

American Consumption

of

CEYLON TEA

is

Increasing Steadily,

Even in this Year of Universal Trade Depression?

(That's no marvel, however, for Tea DrinKers are generally learning that it's really the cheapest, as well as the best, Tea.)

DIRECT SHIPMENTS

to

AMERICA, SEPT. 30th, 1908

show

INCREASE OF ABOUT A MILLION POUNDS.

Preservatives in Foods are Injurious.

The Government says so, and it won't be long before their sale will be prohibited. Be prepared for such an order by stocking only goods that are pure.

HEINZ
57 VARIETIES
Pure Food Products

are absolutely pure

Your protection and the consumer's are assured by every Heinz label. It says no preservatives — no coloring matter — no drug of any kind. There is no food law in existence that can affect the 57.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

Pittsburg New York Chicago London

Mince Meat

The household now-a-days buys everything ready for the cook. And rightly so. Because there is nothing that cannot be made just as well in the factory as at home and at greatly reduced prices. That is why we sell such a large quantity of our genuine English Mince Meat. It is made of pure spices and the very best of fruits and it is also made under the supervision of government inspectors. You will find a good profit in selling it and your customers will be well pleased.

F. W. Fearman Co.
LIMITED

Hamilton, Ont.

TRURO QUALITY BRANDS

Pre-eminent For Quality

This is characteristic of the Truro brands.
The Inland Revenue Bulletin No 144, issued January 3, 1908, indicates that Reindeer Milk is 7½% richer, and Jersey Cream 13% richer than any other brand of Condensed Milk sold in Canada.

Reliable Goods To Sell

The TRURO CONDENSED MILK COMPANY Limited,

TRURO, N.S.

TRURO QUALITY BRANDS

Butter
Eggs
Cheese
Poultry
(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO.
LIMITED

70-72 Front Street East

Toronto - Ont.

Dairy Produce and Provisions

See Also Provisions, Cereals and Fruit, Vegetable and Fish Departments on Pa ges following.

CHEESE AND BUTTER BULLETIN

Montreal, Nov. 18, 1908.

Owing to the lateness of the season the arrivals of cheese are not showing as good quality as might be desired. Some five weeks ago an estimate of the amount of cheese in Canada placed it at 100,000 boxes, which, it was generally agreed, was about right. Now that navigation is about at a close some new estimates will have to be made. For some time the demand from Britain fell off, but lately has shown signs of greater interest in the market on this side. The attitude of the English buyers seems to indicate the fact that they do not know exactly where they are at, as the policies pursued by various houses are so utterly at variance with one another. This, it seems, may have been the cause of the recent dullness in the market. Of late, however, the indications are evidently of a more steady feeling with some strengthening tendency in prices.

Receipts of cheese for the week ending Nov. 14, were 41,139 boxes, as against 49,675 boxes for the previous week, and 44,685 boxes for the corresponding week of last year. Total receipts since May 1, 1,855,552 boxes, as against 2,017,262 boxes for the corresponding period of last year, Locally, Westerns are quoted at 12¼c to 12½c, and Easterns at 11⅞c to 12c.

Locally the butter market is firm for creamery lines, whilst dairy lines are somewhat easier. From th s it appears that the output of the factories is not as large as it has been, but on the other hand, the dairy end of the industry is in a good healthy condition for this time of the year. Some authorities seem to think that stocks held are not as large as was generally assumed. It is said that a large amount of the butter held at the present moment is for the account of western houses. Grocers have bought more freely and even families have laid in good supplies owing to the experience of last year. Reports from England state that :

"Efforts are being made to get the retailers together on the selling price of butter. The foolish idea that the counter price of butter must be 1s per pound cannot be shaken off easily and the public have got to look for it so that sellers are afraid to raise their limits. But they are beginning to see the folly of the game and an organization is at work on an endeavor to get all the distributors to raise the lowest figure to 1s 1d per pound. This may come into force next week. If it does there should be a livening up of wholesale business, which is sadly lacking at présent. The trade seems absolutely afraid to stock up, and in face of diminishing supplies sellers find it difficult to clear. The weather is again mild and against the sale of all foodstuffs, and this has made the market close very dull. But Canadian comes out well from the unsettled state of affairs, and the price may be said to be 2s per cwt. better. Canadian is coming along in very small quantities and Argentine is getting the bulk of the demand for price."

Reports from New York state a high market ruling there.

Receipts of butter for the week were 6,670 packages, against 6,057 packages for the corresponding week of last year. Total receipts since May 1 are 384,099 packages, against 378,898 packages for the same period of last year. Locally prices range around 27c to 27½c for finest creamery, and 28c in a jobbing way.

THE PROVISION SITUATION

Toronto, November 18, 1908.

Conditions are a little stronger in the Canadian packing business this week as a result of better local business. Local demand has been exceedingly good this fall, and business has been noticeably larger in volume than in previous years. It has been so good indeed that notwithstanding the fact that for the past month or so the factories have been running fairly well up to capacity packers' stocks have gotten down pretty low. The run of hogs for the past several weeks has been fair, though not so large as usual and the advance seems to have been made to stimulate this and thereby provide for filling up the packers' stocks.

The British market continues steady with no new features in evidence. The Danes continue to ship in largely and supplies of Irish bacon are also going in quite as heavily as usual, so that the market, under dull conditions, so far as demand is concerned, is very well supplied, and there is little demand for Canadian packers' product. Packers are offering 6.10 to 6.25 f.o.b. this week, an advance on $5.75, last week's offerings. This should be effectual in bringing in the desired supplies, as from the larger runs recently there appear to be quite a number of hogs in the country at the present time.

Conditions in the United States markets are given as follows by the New York Journal of Commerce:

"In spite of the lower prices now prevailing and a steady decline that has marked hog values during the week, farmers are rushing their hogs to market in greater quantities than ever, and Saturday's receipts again exceeded the estimate. Even the improved quality which is now evident from the corn feeding that has been going on for some time has failed to stem the decline. The lack of demand in the East for pork products has given the speculative element a difficult task whenever they have attempted to force prices upward, and manipulation of the entire list by the packers has, it is said, caused the trading element to sustain some heavy losses. For this reason there has been more of a disposition on the part of the purely speculative public to withdraw from the market until there should be a readjustment of values upon a more substantial basis."

PROVISION MARKETS

MONTREAL.

The local market is firm, with a fair volume of business passing. Foreign cables indicate weakness of those markets.

Heavy Canada short cut mess pork, in tierces	36 50	37 00
" " " " " bbls	25 00	25 50
Selected heavy Canada short cut clear boneless pork	25 00	25 50
Heavy Canada short cut clear pork	23 50	24 00
Very heavy clear pork	25 50	26 00
Plate beef, 100-lb. bbls	....	08 00
" 200 "	....	15 50
" 300 "	....	23 00
Pure Lard—		
Tierces, 375 lbs	....	0 13½
Boxes, 50 lbs., grained	....	0 13½
Tubs, 50 lbs., "	....	0 13½
Pails, wood, 20 lbs., parchment lined	....	0 13½
Tin pails, 20 lbs., gross	....	0 13½
Cases, tins, 10 lbs. each	....	0 13½
" " 5 "	....	0 13½
" " 3 "	....	0 14
Compound Lard—		
Tierces, 375 lbs	....	0 09
Parchment lined boxes, 50 lbs	....	0 09½
Tubs, 50 lbs	....	0 09½
Wood pails, 20 lbs. net	....	0 09
Tin pails, in cases	0 09	0 09½

BUTTER—Creamery butter is higher owing to light receipts, but dairy is increasing in supply. This has led to an easier feeling in this line.

Fresh Creamery, solids, lb	....	0 28
" prints, lb	....	0 28½
Dairy, tubs, lb	0 20	0 22
Fresh large roll	0 22	0 23

CHEESE—Owing to lateness of the season the quality of cheese arriving is not of first quality. Local demand is not great.

Large	0 12½	0 13
Twins	0 12½	0 13
Old	....	0 15

EGGS—The egg market is higher and local consumption is large consequently. stocks are being heavily drawn upon. New laid eggs are scarce and in good demand. The trade report that the demand for eggs is very heavy, the demand for this time of the year being unprecedented. Several cars of selected eggs arrived this week that were purchased some time ago at 22c to 22½c f.o.b., while others are due to arrive that cost 23c f.o.b. Western houses are now asking 23½c f.o.b. shipping point, advices from the West state that shippers are not very anxious sellers, as they state there is very little left up there for shipping purposes; as the demand from the far West and the coast has been very good, and cleared up almost all the offerings. There has been very few lots of Canadian eggs gone forward to the English market this season, the total exports this season to date only amounting to 6,710 cases.

New laids	0 30	0 35
Selected cold storage	....	0 26
No. 1 Candled	....	0 23
No. 2 Eggs	0 19	0 20

TORONTO.

PROVISIONS—There is a good supply and the market continues easy. The

demand for smoked meats is now very small, while fresh meat inquiries are coming in freely. The prices for hams are half a cent lower than last week. On the whole, an easier feeling prevails. There is a large supply of stocks.

Long clear bacon, per lb	0 11½	0 12
Smoked breakfast bacon, per lb	....	0 14
Roll bacon, per lb	0 10½	0 10½
Light hams, per lb	....	0 13½
Medium hams, per lb	....	0 13½
Large hams, per lb	....	0 13
Shoulder hams, per lb	....	0 10
Backs, plain, per lb	....	0 17
" pea meal	....	0 17½
Heavy mess pork, per bbl	....	20 0
Short cut, per bbl	....	24 50
Lard, tierces, per lb	....	0 12½
" tubs "	....	0 13
" pails "	....	0 13½
" compounds, per lb	....	0 8½
Dressed hogs	....	9 00

BUTTER—The demand is strong and good creamery prints are scarce. The outcome is a stiffening in price and dealers are ready to corral all the creamery product they can lay their hands on. There is a lot of separator butter coming on, but it is not selling very freely. No new creameries will be in operation and many have closed down. Prices are firmer.

	Per lb.	
Creamery prints	0 28	0 29
Creamery solids	0 26½	0 27½
Farmers' separator butter	0 26	0 27
Dairy prints, choice	0 22	0 24
" " ordinary	0 19	0 21
" tubs, choice	0 22	0 22½

CHEESE—The market is a little firmer this week and there is a tendency to advance in price.

Cheese, large, prime	....	0 13½
" twins	....	0 13¾

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS
126 Adelaide Street E., Toronto

We Want Butter !

Dairy Tubs, Creamery Solids

We will buy f.o.b. your station, in large or small quantities.

Write or phone us with best quotations.

Rutherford, Marshall & Co.
Wholesale Produce Merchants.
TORONTO.

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.
39 Bonsecours Market, - Montreal

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.

USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

EGGS—There are practically no new laid offering, as the cackling Canadian hen is taking her holiday. The figure is 29c to 30c, and dealers are glad to get them at all. Cold storage are going at 23c to 24c, and selects at 26c and 27c. There are lots of both kinds.

HONEY—There is very little demand at present for honey, but the tendency of prices is a little firmer.

60-lb. tins	0 09	0 10
Smaller sizes, tins and bottles	0 10½	0 12
Comb, doz	1 50	2 50

POULTRY—The offerings during the past week have been rather short for some reason or other. Farmers are evidently holding off now until nearer Christmas to dispose of their birds. Of the poultry that was left over from Thanksgiving, part of it has been placed in cold storage, while the poorer birds have been cleaned out at any price. Quotations are a little firmer in consequence of the holding back after the bumper Thanksgiving rush. The quotations are:

Spring chickens, per lb, live	....	0 10
Hens, per lb., live	....	0 07
Young ducks, per lb., live	0 09	0 10
Turkeys, per lb., dressed	0 12½	0 13½
Geese, per lb., dressed	....	0 08

WINNIPEG.

BUTTER—For No. 1 tubs and bricks the local produce houses are offering 22c per lb. f.o.b., Winnipeg, for No. 2, 19c.

EGGS—Produce houses are paying 25 cents per dozen for eggs delivered in Winnipeg, subject to candling.

POULTRY—Following are prices paid for poultry delivered in Winnipeg. Prices are for No. 1 well dressed stock:

Chicken, per lb	0 12
Fowl, per lb	0 09
Turkeys, per lb	0 15
Ducks	0 11
Geese	0 11

THE NEWEST SKIN GAME.

"I have always acted on my own judgment after sizing a man up," said the drummer as he leaned back with a weary look on his face. "For 30 years I have believed that I could tell a rascal or an honest man almost on sight, but something happened the other day to make me doubt myself. I was loafing around the Union Depot, waiting for my train to go, when a man approached me and made conversation. We were talking away when a second man came sneaking up and told a hard luck story, and asked to be helped out of a hole. After one look at him I was satisfied that he was a skin, and turned my back on him. Not so with the other man, however. He seemed interested and impressed, and finally gave the fellow a $5 bill to go and get changed, promising him a quarter when he returned.

"'Of course, that's the last of your money,' I said with a laugh as the hard luck man disappeared.

"'No; I think he will come back,' was the reply. 'He looked to me like an honest man.'

"'And to me like a deadbeat. Consider yourself $5 out of pocket.'

"'I can hardly do that. Something tells me that I am not mistaken in that man.'

"'Perhaps you'd like to bet another five that he will show up again?'

"To my surprise he said he did, and we found a stakeholder and put up the long green."

"And what happened?" was asked as the drummer paused.

"Why—why, the hard luck man came back with the change."

"He did!"

"As straight as a string, and was given the promised quarter; I lost my five, of course."

"And—and"——

"And a little later on the depot policeman told me that they were pals working together, and that they skinned half a dozen suckers at the game every day in the year."

"But you—you are a drummer."

"Just so; but it's my business to sell groceries and not look for gum games. When you want a soft mark look for a drummer."—Kansas City Star.

LAY BLAME ON BRITISH MERCHANTS.

Japanese Press Place Responsibility for Boycott of Their Goods in China on Firms of English Sugar Dealers.

The New York Herald, in a recent despatch from Tokio, regarding the Chinese boycott of Japanese goods, says: Smarting under the most recent boycott outbreak and the fact that every returning Japanese steamship brings back a large cargo of Japanese goods consigned to Hong Kong on consular representations that the boycott is "dead," Tokio newspapers are filled with efforts to place responsibility for the movement.

The Niroku Shimbun charges that two of the biggest British firms, Jardine, Mattheson & Co. and Butterfield & Swire, have financed the boycott movement, alleging that the animosity of these British mercantile houses dates back to 1905, when Japanese sugar began successfully competing with the British product in China's market. The Asahi Shimbun blames Professor Murai for a recent lecture at the Meiji lay school here. Professor Murai depicted the Chinese as the lowest of human beings, comparing them unfavorably with the American Indians. The lecture caused the deepest resentment. Thirty Chinese students who were present sent a transcript to the Hong Kong and Canton vernacular press. The Asahi Shimbun declares the publication of this speech is a direct provocative of rioting."

J. H. Morin, at one time vice-president of the Dominion Commercial Travelers' Association, died in Montreal Friday last, and was buried on Tuesday. He was 53 years of age. Mr. Morin about twelve years ago was president of the Dominion Commercial Travelers' Benefit Association.

Your Store Is Known

by the goods you sell. The Grocer with an eye to the future studies his stock and sells only those goods he knows will please his customers.

¶ Cheap and inferior goods never find a place on his shelves.

Magic Baking Powder

insures such delightful results in baking that housewives most everywhere demand it.

¶ It is splendidly advertised and yields a lasting profit. If you haven't been selling it, begin now—you'll find it sells better than any other Baking Powder.

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

There will be a good demand this year for

Clark's Corned Beef

We are advertising it largely and it is such great value that you may confidently order a good supply. Don't forget our other lines all tried and proved!

Clark's Pork and Beans
Clark's Ox Tongue
Clark's Veal Loaf
Clark's Mince Meat
Clark's Sliced Beef

WM. CLARK

Manufacturer

MONTREAL

Imperial Evaporated Cream

IT STANDS TO REASON

That an evaporated cream which is put up in the finest dairying district in Canada, by experts, in a modern factory, should be the richest and most satisfactory in the market.

IMPERIAL BRAND Evaporated Cream is put up under these conditions.

Are YOU handling it?

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

If You Are Not Selling

Cowan's

Maple Buds
and
Chocolate Confections

There is room for more profits from your Candy trade.

Superbly delicious flavor and wholesome purity make "Cowan's" specialties great sellers and profit earners.

The Cowan Co., Ltd.
TORONTO.

A Leading British line well-known and largely advertised

DR TIBBLES' **Vi-Cocoa**

THE WORLD RENOWNED FOOD BEVERAGE

The Public Say:
"THERE IS MERIT IN IT."

The Trade Say:
"THERE IS MONEY IN IT."

Write for Sub-Agency to:—

AGENT FOR MONTREAL:
J. WALTER SNOWDON
413 St. Paul Street
Montreal

ONTARIO AGENTS:
GREEN & CO.
25 Front St. E., Toronto

W. H. ESCOTT, 141 Bannatyne Avenue East, WINNIPEG

SAMPLE CASES NOW READY FOR DELIVERY

CANADA:
No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S:
No better Chocolate

There's a lot of Chocolate being asked for these days. Every household almost has occasion to use it in one form or another. You can satisfy all your customers by keeping on sale

Mott's
"Diamond" and "Elite"
brands of
Chocolate

Every grocer handling makes customers.

John P. Mott & Co.,
Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal
R. S. McIndoe, Toronto
Jos. E. Huxley, Winnipeg
Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa
R. G. Bedlington, Calgary

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S
Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice **Lozenges**

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

THE FLOUR AND CEREAL MARKETS

Prices This Week Steady All Round, W ith Good Local Business—An Advance in Rolled Oats Contemplated in Ontario.

The flour and cereal markets show no immediate changes this week, though the outlook gives prospects of some new developments.

The flour markets generally remain unchanged in spite of buoyant wheat markets and the outlook is for steady prices for some time. Millers all over the country are busy under good local demand, and with the approach of cold weather this will undoubtedly become notably brisker. Export demand continues fairly active, but the millers are rather too busy with local demands to bother with inquiries.

Business in cereals seems to be a little steadier. In Quebec the markets are easier, but in Ontario there is talk of an advance at the end of the week. The cold weather will probably stimulate business in these lines also, when it really arrives.

MONTREAL.

FLOUR—The flour market presents no new features this week. Stocks are light and the country demand remains fairly good.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household,	6 00
Glenora	5 50
Manitoba spring wheat patents	6 00
" strong bakers	5 50
Five Roses	6 00
Harvest Queen	5 50

ROLLED OATS—Rolled oats are distinctly on the quiet side this week, very little trade passing. Dealers seem to have about all they want to have for the present. There was a rumor that rolled oats would tumble during the course of the week, but this did not seem to materialize.

Fine oatmeal, bags	3 05
Standard oatmeal, bags	3 05
Granulated " "	3 05
Golddust cornmeal, 98-lb bags	2 25 2 50
White cornmeal	2 00 2 05
Rolled oats bags	2 40
" bbls	5 (5

FEED—Prices have been fully maintained during the week. The small mills have shown no disposition to reduce prices. Demand locally is fair only.

Ontario bran	$21 50 22 (0
Ontario shorts	25 00
Manitoba shorts	25 00
" bran	00 21
Mouillie, milled	25 00 27 00
" straight grained	30 00 32 00
Feed flour	1 50 1 60

TORONTO.

FLOUR—There has been no material change in the situation during the week. Prices are unchanged and the outlook generally is for steadiness. Local business is slightly easier, though millers are still very busy and are not paying much attention to export demand. The coming of cold weather will largely stimulate demand.

Manitoba Wheat.

90 per cent. patents	5 40
" "	5 10
Strong bakers	4 90

Winter Wheat.

Straight roller	4 10 4 30
Patents	4 50
Blended	4 70

CEREALS—Prices remain unchanged for the week, though an advance on rolled oats is contemplated to occur at the beginning of next week. If it does it will probably be a 10-cent raise. Business is more steady and with the coming of cold weather should be brisker.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 65
Oatmeal, standard and granulated, in bags 98 lbs.	2 95

WHITE SWAN SPICES AND CEREALS.

A new company of the above name has just completed the purchase of the assets, goodwill and trade marks of the Robert Greig Co., Toronto. The business will be carried on in the same premises and similar lines will be manufactured, though factory conditions will be improved and the business extended along several lines. The president and managing director of the new company, J. B. Hallworth, has for some months occupied a similar position with the old company, and his knowledge of the business and its connections will insure continued growth. The formation of the new company and the purchase of the business, has, it is understood, been under contemplation for some time, though the matter was only finally closed on Saturday, November 14.

CEREAL AND CONFECTIONERY NOTES.

Appleford Bros., confectioners, Leamington, have sold to S. Arnold.

A Stevenson, confectioner, of St. Thomas, has sold to C. J. Ross.

Lillie Fennell, confectioner, Toronto, has been succeeded by W. H. Hall.

Morris & Co,, flour and feed, Toronto, have been succeeded by W. H. Finlay.

Matthew Orr, flour and feed merchant, Windsor, Ont., has sold to S. May, of Petrolea.

STIRRING UP MONTREAL'S COUNCIL.

S. J. Carter, of S. J. Carter & Co., wholesale grocers, McGill Street, Montreal, who is a prominent member of the city council, created a sensation in the city council meeting on Monday by producing indisputable evidence to prove gross misappropriation of the city's funds, more especially by the police committee, of which Mr. Carter was a member. Mr. Carter's statements made before the city council will probably result in a thorough investigation into the manner in which the city's affairs are conducted. In this denouement Ald. Robinson was associated with Mr. Carter.

Steadily Rising

A good thing well advertised is the best thing for the retailer. That's why it will pay you to feature

Mooney's Perfection Cream Sodas

They are the freshest, crispest, daintiest, tastiest crackers on the market. And we are helping you to sell them by carrying on a vigorous advertising campaign.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

GRAIN and HAY

We are buyers:

If you have a car of Wheat, Oats or in fact any grain to sell by the carload, write us. Cash and Cash only. Reference: Duns or Standard Bank.

CUMMINGS MILLS
WILLIAM R. CUMMINGS
Proprietor
Cummings Bridge, Ottawa

We also sell feed of all descriptions.

Free to Every Grocer and Confectioner

We want to send each and every one of you a free sample, and prices, of

"Favorite" Brand Cocoa and Chocolate

IN ½-LB. TINS AND IN BULK

Grocers who run bargain sales will be interested in getting our quotations on 7 lb. packages of Cocoa. Confectioners will be interested in this package also, for its convenience.

DOMINION COCOA AND CHOCOLATE CO.

16 Place Royale - - - - - - - - - - - MONTREAL

QUALITY

must be the outstanding feature of any cocoanut which is to hold trade for the grocer. The length of time **White Moss Cocoanut** has been sold by the trade is the best evidence of the appreciation in which it is held by consumers.

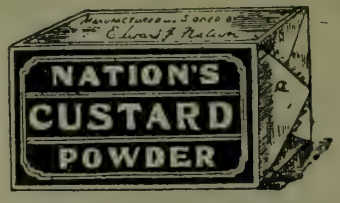
Order to-day.

The Canadian Cocoanut Co., = Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:

GREEN & CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

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48 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

Freight is no more on full-strength

MAPLE SYRUP

containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.

Canada Maple Exchange, Limited, Montreal

TRADE MARK. *Small's*

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT

Manufacturer

Sales Agent: L. FONTANEL, 187 Commissioners St., Montreal

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

Canadian Agents:
C.B. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd
Gorgie Mills
EDINBURGH

When writing advertisers kindly mention having seen the advertisement in this paper.

TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES.
Satisfaction Guaranteed.
Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

TRADE CHANGES IN CANADA

Notes of New Businesses Opened, Firm Changes, Assignments, Dissolutions of Partnerships and Sales in All the Provi nces.

Ontario.

M. E. Bick, general storekeeper, Wilberforce, has assigned.

E. C. Bodkin, general store, Lawrence Station, has sold to F. Kestle.

Bert Hunter has bought the grocery business of H. J. McCannon, Peterboro.

The grocery store of Linder & Watson, Clinton, was damaged by fire last week.

H. Johnston, general store, Woodburn, has sold his business to W. W. Tossel.

Mrs. Della Forbes, of Wallaceburg, has admitted W. B. Simmons as partner, under the style of Forbes & Simmons.

Maritime Provinces.

Israel Melanson, grocer, Joggin Mines, has assigned.

W. G. McKenzie, grocer, Pictou, has discontinued.

Connolly & Co., grocers, Sydney, have assigned to Isaac Greenwell.

Ellis Bros., fish and lobster packers, Mavilette, have discontinued business.

John McKenzie, general store, River John, is advertising his business for sale.

Addison M. Morton, general storekeeper and lobster packer, Lower Argyle, has discontinued business.

Quebec.

Champeau & Brisebois, grocers, Montreal, have dissolved.

J. A. Rousseau, general merchant, Plessisville, has assigned.

Marin & Langlier, general merchants, Upton, have been registered.

J. T. Deziel, grocer, Montreal, has assigned to Alex. Desmarteau.

Joseph Lesperance, general storekeeper, Lake Megantic, has assigned.

The assets of Israel Gosselin, general store, St. Edwidge, have been sold.

D. Tousignant, grocer, St. Pierre Les Becquets, is offering to compromise.

A. St. Pierre, general merchant, St. Honore de Shenley, has compromised.

Mrs. D. O'Shea, grocer, Windsor, has sold her business to Mrs. M. Walker.

Laeaille, Gendreau & Co., wholesale grocers, Montreal, have been registered.

P. H. Longpre, dry goods and grocer, St. Gabriel des Brandon, is offering to compromise.

The estate of George Harrison, general store, Wildesport, has been sold to S. Selman & Son.

Longchamps & Gosselin, general merchants, St. Ephrem Station, have assigned to Alf. Lemieux.

F. R. Dale, general storekeeper, Rutledge, who was burned out recently, is offering to compromise.

Western Canada.

Mable Daley, grocer, Mather, Man., has sold to J. McGowan.

Stewart & Brown, general store, Caron, Sask., are discontinuing.

Agnew & Co., general store, Minitonas, Man., has been burnt out.

W. O. Wallace, grocer, Victoria, has sold to Harrison and McDonald.

R. Dart, confectioner and baker, Vancouver, has sold to M. A. Durland.

W. R. Harvey, general store, Melville, Sask., has assigned to F. Hawkins.

A. F. Climie, general store, Lanigan, Sask., has admitted his son as partner.

C. E. Pomeroy, confectioner, Penticton, B.C., shop and stock damaged by fire.

B. A. Archibald & Co., Nutana, Sask., have sold their Kinley branch to A. Case.

Leger Lambert, general store, Lac St. Anne, Alta., has assigned to S. H. Smith.

T. T. Pearson, grocer and dry goods, Carman, Man., has sold out to J. Bruce Kingsford.

Matthias & McBrine, general store, Stettler, Alta., has been succeeded by Riggs & Whyte.

The stock of the estate of F. W. Rutherford, Moose Jaw, is advertised for sale by tender.

G. W. Grant and Weidman & Shinbane, general stores, Kelliher, Sask., were recently burned out.

R. R. Wilson, Winnipeg, has been appointed trustee of the Etiomami Trading Co., Etiomami, Sask.

Torgerson & Vog, general store, Grandosa, Sask., have dissolved partnership. Mr. Torgerson continues.

D. C. Coutts, formerly manager of Richards Pure Soap Co., Winnipeg, has been appointed superintendent of advertising for the Farmers' Advocate at Winnipeg.

NEW WAREHOUSE IN FORT WILLIAM.

The John King Co. Doing Large Wholesale Business in the West.

A new wholesale warehouse, which when completed will be one of the finest between Toronto and Winnipeg, is in course of construction at Fort William by the John King Co., wholesale grocers and liquor dealers. The business was established by John King as a general retail business in 1884, and was continued as such till 1900 when it was converted into a joint stock company and the wholesale grocery and liquor business was established. This was continued till July 20 of this year, when it was totally destroyed by fire. The business has kept pace pretty well with the growth of Fort William and the annual turnover for the past three or four years has been well up to the quarter million mark.

When the firm was burned out they decided to go into the wholesale business exclusively as it was found that a wholesale and retail business did not work well together. Recognizing the future of Fort William as a distributing centre the warehouse was undertaken. The new building is a large three storey and basement warehouse, with trackage from the C.P.R., and will give capacity for more than two hundred cars of goods. Next year the firm's business will be extended into Manitoba, Saskatchewan and Alberta.

E. F. Reed, formerly traveler for Gorman, Eckardt & Co., of London, in Northern Ontario, has severed his connection with that firm and started in the grocery business in London, at 400 Horton Street. Mr. Reed was formerly a clerk for J. Dobbin & Son, London, and should know the business well. He has been a very successful traveler, has an attractive personality, and should make a decided success in the grocery business.

"The Best

is the cheapest in the end," is an old but true saying. The women who have compared FELS-NAPTHA soap with others have concluded that this statement is true. Why not get your wife to try FELS-NAPTHA?

Why not make a display of the empty cartons on your shelves and in your windows, as well as in other blank spaces in your store? It pays to have a bright and cheerful store. Trade is attracted.

FELS-NAPTHA cartons help.

FELS & CO.
PHILADELPHIA

California Navel Oranges

Our first car arrived and stock is fine, and price right. Let us have your orders.

Have also

Florida Oranges

Finest brands out of Florida, and full supplies coming forward.

Also have

Mexican Oranges,
Messina Lemons,
California Lemons,
Pineapples,
Nuts, Figs, Etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

DID

You ever notice this time of the year that some supposed to be prime brands of Lemons are only "Skin Deep" primes i.e. take the top layer off and "Presto" you have "Not Primes."

NOT SO

with

St. Nicholas Home Guard

they're prime top, bottom, middle and in between.

Ask your wholesaler.

J. J. McCabe

Agent

32 Church Street, Toronto

FRUITS, VEGETABLES AND FISH

Business Fair During an Off-season Week—Green Fruits Slightly Easier—Good Supplies of Vegetables—Oysters Selling Well.

The trade during the past week has been a fair one considering that it is a sort of between seasons—the Thanksgiving mile post just passed and the Christmas one hovering in sight. The green fruit market is rather quiet. The potato market is a little firmer and the tendency of apples is to soar in price, as the crop of late varieties was not a heavy one and there is a big demand for them in England, New York and elsewhere. Now that the cold weather has set in the last of the fresh fish has gone, but the same kind frozen may be had. The demand is heavy. Oysters are selling well.

MONTREAL.

GREEN FRUITS—The green fruit market, taken altogether is a little easier than last week. New stock California oranges are being offered at $3.50 for the 96, 126 and 150 size, and $3.75 for the 176, 200, 216 and 250 size. Jamaica oranges are higher, being quoted at $4.75 this week. Grape fruit is cheaper, also lemons and pineapples. Other lines are unchanged.

California navels	3 50	3 75
Jamaica oranges, in bbls		4 75
Floridas, 126, 150, 176, 200		3 50
Grape fruit		4 25
Almeira Grapes	5 50	6 50
Verdelli lemons, 300 size	2 75	3 50
Lemons, choice, 300 size		2 65
Bananas	1 50	2 00
Peaches, boxes	1 25	1 50
Pears, boxes		3 50
Grapes, California, Tokays, crate	2 25	2 50
Pineapples, extra fancy, 24 size	4 50	5 00
" " 30 size		4 75
Cranberries, early blacks bbl		1 00
Nova Scotias, early blacks, bbl		7 50
Apples, Fameuse, XXX, bbl		4 00
" " XX, "	2 50	3 00
" Colverts Jennetings, XXX	2 75	3 00
" " " XX	2 25	2 50
Spies, XXX		4 00
Baldwins, Greenings, Russetts, XXX		3 50
" " " Spies, XX	2 75	3 00

VEGETABLES—Water cress is quoted this week at 70c instead of 60c. Carrots are slightly easier now, being sold at 55c a bag. Egg fruit is practically off the market. Potatoes still range between 60c to 90c per bag. Other lines remain as quoted at the last report.

Marrows, dozen		2 00
Cauliflowers, dozen		1 00
Parsley, per doz. bunches		0 25
Sage, per doz		0 50
Savory, per doz		0 50
Celery, doz	0 25	0 75
Water cress, large bunches, per doz		0 70
Spinach, box		0 50
Green peppers, doz		0 40
Beets bag		0 65
Carrots, bag		0 55
Green pickling tomatoes		0 50
Spanish onions, large crates		2 75
Lettuce, per doz		0 25
Radishes, doz		0 25
Horse radish, per lb		0 10
Cabbage, doz		0 50
Montreal potatoes, bag	0 75	0 95
Green Mountains	0 60	0 90
Onions large bag		1 15
Red onions, barrel		3 00
Turnips, bag		0 65
Pumpkins, doz		1 00
Squash, doz		1 00
Brussels sprouts		0 10

FISH—Haddock and cod continue scarce and prices are firm. Haddies are in good demand, but there are no kippers available just now. Salted and pickled lines are active. Other lines remain the same as last quoted.

Fresh and Frozen Fish.

Gaspe salmon	0 15	0 18
B.C salmon, frozen		0 10
Brook trout, lb		0 22
Haddock, per lb	0 05	0 06
Fresh halibut		0 10
Mackerel, "	0 10	0 12
Dore, "	0 10	0 11
Steak cod		0 07
Market cod, lb	0 04½	0 05
Pike, lb brochet	0 07	0 08
Whitefish, lb	0 07	0 08
Lake trout		0 09
Sea trout, lb		0 10
Flounders, lb		0 10
American live lobsters		0 26
Bullheads (dressed)		0 10
New Smelts		0 10
Smoked—		
Haddies (exp) 15 lb. bxs., per lb	0 07	0 08
Bloaters, per box	1 10	1 25
Smoked herring, per box		0 16
Prepared—		
Skinless cod, new 100 lb. cases		5 50
Shredded cod, ¼ lb. cartons, 2 doz. cartons in box, per box		1 80
Dry cod, in bundles 112 lb., per pound		0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0 06½
Boneless cod, 20-lb. boxes		0 08
Boneless cod, 20-lb. boxes		0 09
Boneless fish, 20 lb. bxs, 2 lb. blocks		0 05
Boneless fish, 25 lb. bxs., loose		0 04½
Salted and Pickled —		
No. 1 Labrador herring, brls		5 50
" " " ½ brls		3 00
Oysters, bulk, per gallon		1 60
Standards, bulk		1 40
" quart tins, sealed		0 40
Paper pails per 100 qt. size		1 50
Malpeque, shell, per bbl	9 00	11 00
" lower grades	6 00	8 00

TORONTO.

GREEN FRUITS—California navel oranges are here in good numbers and have to be put in the ripening room. They are as good as they usually are, considering that they come from the very early orchard. Orangés are arriving in large quantities. Several cars of Floridas came to hand this week. They are quoted at $3.25 per box. The quality is much improved and they make fine eating. The Mexican oranges are sweet, and selling fifty cents cheaper than the Florida offerings. California navels are quoted from $3.75 to $4. Almeria grapes will soon grow scarce and wholesalers are advising dealers to lay in a stock. The trade in green fruits has not been large during the past few days. The banana market is slow. It is expected that the demand for oranges and lemons, the new crop of the latter being exceptionally fine, will be much brisker in a few days. In other fruits and vegetables there is a fair demand. The quotations for apples are likely to advance. The market is firm and inquiries many.

Pears, Canadian	0 25	0 30
Grapes, California, box	1 75	2 50
" Almeria, keg	5 50	7 00
Apples, winter varieties, bbl	2 50	3 50
Oranges, Jamaicas, bbl	4 00	4 50
" " boxes, new		2 50
" Mexican, boxes, new		2 75
" Florida, boxes, new	3 00	3 25
Lemons, Messina	3 25	3 50
" California, box		4 50
Bananas, Jamaicas, firsts	1 50	2 25
" Jamaica eights,	1 00	1 25
" jumbos	1 50	1 85
Cranberries, Cape Cod bbl	9 50	12 50
" " crate		3 50
" Nova Scotia, bbl		8 00
" Ontario, cases		2 50
Citrons, doz		0 75
Grape Fruit, Florida, box	4 25	4 50
Pineapples, Florida, crate		5 00

VEGETABLES—The supply of vegetables is good and there is no shortage in any line. Potatoes are a little firmer. This is owing to the cars having to be lined and supplies not being rushed in so freely during the past few days. For New Brunswick Delawares conditions are easier. There is an abundance of carrots, turnips and cab-

bage. No great demand exists for Spanish onions as the Canada variety is very plentiful and of good quality. Pumpkins are exceptionally plentiful. The demand for all kinds of vegetables is, so far as the wholesale dealers are concerned, pretty quiet, the farmers rushing in all their stuff now before the weather gets too cold. The sequence is that the average grocer is well supplied with carrots, beets, onions, cabbage, etc. The tomato, egg plant and season for early fall fruit is now over.

Beets, Canadian, bag		0 50
Potatoes, Ontario, per bag	0 70	0 75
" New Brunswick, per bag	0 80	0 85
" sweet, barrel	2 75	4 50
" " hamper		1 60
Onions, Spanish, per 50 lb. crate	0 75	1 00
" Canadian, dried, bag	0 80	0 90
" Valencia extra, cases	3 00	3 25
Carrots, new, per bag	0 35	0 45
Red Peppers, basket		0 35
Cabbage, Canadian, per doz	0 25	0 35
Squash, basket doz	0 50	0 75
White turnips bush		0 40
Cauliflower doz	0 75	1 25
Celery native, doz	0 25	0 40
Pumpkins, dozen	0 50	0 65

FISH—The cold weather has created a big demand for fish and the last of the fresh trout and whitefish disappear this week. Henceforth they will be frozen. The favorite sellers are white fish, trout, halibut, sea herring and qualla. Oysters in bulk are in big demand. The sale of those in the shell is limited. The oyster season is now about at its highest.

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07
Herring, medium, per lb	0 05½	0 06
Whitefish	0 10	0 11
Cod, frozen	0 08	0 09
Trout, fresh, per lb	0 09	0 10
Halibut	0 09	0 10
Haddock, frozen		0 07
Sea salmon, Silverside	0 10	0 12
Pike	0 05½	0 07
Pickerel, yellow	0 08½	0 09
Soft shell crabs, doz		4 00
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 15-lb. box		1 30
" Labrador, keg		3 00
Mackerel, each	0 18	0 20
Smelts, per pound No. 1		0 10
" " No. 2		0 12
Oysters, Long Island		1 50
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Ciscoes, basket		1 15
Finnan Haddie, smoked, 15-lb. package		0 08
Boneless cod, quail on toast		0 06
" " imperial		0 06½
" " steak		0 06½
Shredded cod, doz		0 90
Acadia cod, crate		0 40
" tablets, box		0 60
Bloaters		1 25
Qualla		0 09
Catfish, dressed		0 10

TRADE NOTES.

An interesting little booklet, "Under Sunny Southern Skies," has just been issued by Pickford & Black, the Halifax steamship agents. The booklet is descriptive of the trip to Bermuda and the West Indies, and is pleasingly illustrated with a view to showing the beauties and tropical growth of the islands. One of the useful points in the booklet is a map showing the steamship lines to the various islands.

The value of condensed and evaporated milk preparations as food products is becoming more evident every day. The latest evidence of this comes from Los Angeles, Cal., in connection with a pure food show recently held in that city. Among the attractions at this exhibition was a baby show, in which 123 chubby hopefuls were exhibited. The award was carried off by a three-year-old, who was raised on St. Charles cream. The successful babe was placed on exhibition at the St. Charles booth after the awards were announced.

FIRST ARRIVALS

Navel Oranges

We specialize in **Oranges,** a complete line of all grades, including **Floridas, Mexicans,** etc.

WHITE & CO., Limited

TORONTO and HAMILTON

CALIFORNIA NAVELS

Order the Brand that carries the "SIGNAL." Best pack from the Best groves.

W. B. Stringer, Toronto, Agent, Stewart Fruit Co., Cal.

Fresh Arrivals This Week

CAR NEW CALIFORNIA LEMONS

Squirrel Brand. Smooth as silk. Bright, waxy fruit

FLORIDA and MEXICAN ORANGES

FANCY MALAGA GRAPES

OUR FIRST CAR CALIFORNIA NAVEL ORANGES

Due to arrive Saturday, 14th

Send us your orders. Price and quality always right.

HUGH WALKER & SON

GUELPH, ONT.

Pine Apples, Grape Fruit and Florida Oranges

We Have the Best.

THE DAWSON COMMISSION CO., TORONTO

If you have New Laid Eggs, we have the customers for them.

THE GROCERY TRADE OF PARIS

The Canadian Grocer's Representative Pays a Visit to This Bright Western Ontario Town and Writes of Existing Conditions.

A forty-minute run on the trolley from Brantford brings one to the pretty town of Paris, nestled in the valley of the Grand River. The town is also reached by the Grand Trunk, and scarcely a traveler crossing the high and long railway bridge but has commented on its beautiful location. A manufacturing place of some importance, the woolen industry fills a large sphere, and a great many young women are employed in the mills. Commercially, Paris is a bright town of probably 3,500 inhabitants, and along Grand River Street, the principal business thoroughfare, are a number of stores which for attractiveness compare well with those in larger and more ambitious centres.

Some Local Features.

Nor are the grocers—who are well represented by six progressive merchants—one whit behind their neighbors, albeit they have much to learn in the art of window dressing. If there is one outstanding feature of the trade in Paris it is in the nature of 'phone orders. These are more numerous proportionately than is the case in Brantford, and also means a saving in that a clerk has not to be employed to go out and book orders exclusively. A larger percentage of the people, too, visit the stores in Paris than do so in Brantford, and the grocer is brought in more direct contact with a large number of his customers.

Chas. McCausland is the only exclusive grocer in Paris and he has an up-to-date store in the centre of the town.

John Walker and Rehder & Co. have general stores with grocery departments down-town, and J. W. Hillburn and John M. Patterson have stores at extreme limits of the municipality, the latter conducting a well-paying butcher department in connection with his business. Mr. Patterson is mayor of Paris.

Cash Basis the Best.

The grocers of the country might well emulate the farmers of Ontario in the matter of trading on a cash basis only. No doubt during the late depression many grocers had experiences which would well bear out the truth of this remark. The town of Paris is in the centre of a farming district, and at present the farmers thereabouts are in a happy condition, better off financially than many manufacturers and merchants, and they trade only for cash. A talk with the leading men of the town and country round-about will soon convince one of the splendid position of the farmer. He had bountiful crops this year and the fall wheat now in or being sown promises well for next June. The farmer, too, has advanced as a man of business in trading solely for cash, and is putting by tidy sums in the bank.

In discussing the question of credit or cash with Paris grocers all were unanimous on the point that one of the weaknesses of the present method of doing business was the practice of giving credit, but the fact was also recognized that in some manufacturing centres a certain amount of credit had to be given. Employees of factories who form quite a large percentage of customers are paid probably but once a fortnight, and in cases like that a credit trade had to be done. Notwithstanding that, however, the cash trade was the ideal one and the one to be aimed at.

FRUIT GROWERS DISCUSS TRADE QUESTIONS.

At the Second Day of Their Convention in Toronto Last Week.

The Ontario Fruit Growers' Association concluded the business of their annual meeting in Toronto on Wednesday, November 11. The sessions were very interesting and several valuable papers were read which provoked lively discussions. The codlin moth received attention, and so severe have become its ravages, that a resolution was passed asking the Ontario Government for legislation making spraying or other methods of controling this and similar pests compulsory.

The directors elected for the coming year were. R. B. Whyte, Ottawa; H. Jones, Maitland; F. S. Wallbridge, of Belleville; W. H. Gibson, of Newcastle; R. W. Grierson, of Oshawa; A. W. Peart, of Burlington; E. D. Smith, of Winona; G. A. Robertson, of St. Catharines; J. E. Johnson, Simcoe; D. Johnson, Forest; F. Metcalf, Blyth; A. W. Gurney, Paris, and C. Stephens, Orillia.

J. A. Ruddick, dairy and cold storage commissioner, gave an able address full of pointers on the best sellers in the way of fruit in the British market.

Regarding the packing of apples an enlivening debate took place. Elmer Lick, of Oshawa, said to be a good apple packer a man must have both skill and character. An apple should be handled carefully like an egg, and not like a stone or turnip, as was the practice of the average apple packer. The average apple packing gang was rather a rough lot and young men of character would not associate with the members. If packing was to be good a grower must employ men who he could implicitly trust. The result was, as in a case he had in mind, where a man brought in 126 barrels of apples and got less than $25 for them.

Major Roberts, of Grimsby, spoke on the shipment of tender fruits. He said that owing to the dishonesty of some packers, receivers would pay only such prices as they thought right for fruit if it did not come up to its face value, and thus the honest packer suffers.

F. G. H. Pattison, of Winona, said that the Fruit Marks Act was a dead letter, so far as home fruit distribution was concerned, although it benefited the export trade. In order to check dishonest packing inspectors should be sent to the Niagara district.

J. W. Crow, of the O.A.C., Guelph, remarked that if Ontario fruit growers wanted to get their share of the trade in Manitoba they must send better fruit as there was strong criticism all over the West with regard to the fruit packed and the method of packing.

E. D. Smith, of Winona, said the Westerners paid $5 per barrel, and expected to get good fruit for this money, and if they did not, they would buy elsewhere. The best fruit should not be sent to England, leaving only second-grade to the West.

In further discussion it was said apples, that had been sent to Cobalt were inferior, while some offered on Toronto streets were dubbed "mere trash."

A special committee appointed last year to draft a suitable bill regarding the filling of all nursery orders, true to name, reported. "By its provisions all nurserymen and agents wil have to have licenses. These licenses are liable to cancelation upon sufficient evidence of wrongdoing. No nurseryman is allowed to substitute other varieties for those named, without the written consent of the purchaser. But the chief clause around which interest centred was the one which laid the nurseryman open to damages where the fruiting trees showed fruit other than that ordered." The report was adopted.

A PREPARED PLUM PUDDING.

Arthur A. Clements, sales manager the Allredie Pure Food Co,, of Bridgewater, N.S., is in Toronto this week introducing a new and novel food preparation, the Allredie Plum Pudding.

The pudding is composed of the ingredients ordinarily used in the home-made article, but comes in powdered form in a package with the fruit, etc., included, and only needs the addition of milk and molasses for immediate use. The article is one which should prove popular among grocers' customers.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
Established 1866
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

For ADVENT TRADE

(This Season Commences Nov. 29)

New Haddies, Bloaters, Kippers Labrador Herring, Sea Trout and Salmon

Boneless Cod and Skinless Cod, Scotch Herring in barrels and half barrels, Oysters in shells and by the gallon, Fresh and Frozen Fish.

New Price List Now Ready. Mailed on Request

4 LONG DISTANCE TELEPHONES.

LEONARD BROS.,

20, 22, 24 and 26 YOUVILLE SQUARE,
MONTREAL
P.O. Box 639

Branches:
MONTREAL,
ST. JOHN, N.B.,
GRAND RIVER,
GASPE.

"THE LARGEST FISH WAREHOUSE IN CANADA"

THE F. T. JAMES CO., LIMITED

TORONTO

THE MOST UP-TO-DATE FISH AND OYSTER HOUSE IN CANADA

WRITE US FOR PRICE LIST

DO DEALERS ADULTERATE HONEY?

Question Discussed at Meeting of Beekeepers' Association in Toronto Last Week.

"The Busy Bee" drew forth many valuable papers at the annual meeting of the Ontario Beekeepers' Association in Toronto on Wednesday and Thursday, Nov. 11 and 12.

President F. J. Miller, of London, presided, and in his opening address urged that the members keep up their interest in the association. Thanks were due the Ontario Government, he said, for the assistance given the honey industry. Excellent work on the part of the inspectors had resulted in keeping down the spread of disease, from colony to colony.

A. McGill, chief analyst of the Inland Revenue Department, Ottawa, read a timely paper on "The Adulteration of Honey," in which he said that he would like to have honey so defined that one could tell whether a given article was pure or impure. Mr. McGill submitted several samples and declared that throughout the province a large quantity of adulterated honey was being sold and that an endeavor should be made by the Beekeepers' Association to see that all honey came up to a certain standard before it could be placed on the market. Mr. McGill said beekeepers should not be blamed for the converting of sugar into honey and selling the product as pure. The dealers were the guilty parties.

Other papers read were by A. C. Miller, Providence, R.I.; A. Dickson, Lancaster, and O. L. Hershiser, Kenmore, N.Y.

Wm. Couse, as an expression of appreciation by the association of his long and faithful services as secretary, was presented with a valuable gold watch.

A resolution was carried that no director could hold office for more than five years, and the following constitute the new board: A. Dickson, Lancaster; A. McLaughlin, Cumberland; H. E. Eyre, Chantry; R. Lowey, Cherry Valley; James Storer, Lindsay; William Couse, Streetsville; J. M. Switzer, Orangeville; W. H. Bowen, Niagara Falls; W. J. Craig, Brantford; D. Chalmers, Poole, and W. A. Chrysler, Chatham.

The officers of the association for the ensuing year are:

President, Wm. Couse, Streetsville; 1st vice-president, W. J. Craig, Brantford; 2nd vice-president, D. Nolan, Newton Robinson; secretary, P. W. Hodgetts, Toronto; treasurer, Martin Emigh, Holbrook.

CANADA WILL BE REPRESENTED.

England, Germany, Japan and Norway are among the latest to enter national displays at the National Apple Show, to be held Dec. 7 to 12, in Spokane, when $35,000 worth of prizes will be awarded to successful contestants in the various competitions. British Columbia and several other provinces in Canada have already reserved space for 200 exhibits and indications are that they will double the number.

A FRIEND FROM VANCOUVER.

H. Musham, Vancouver, was a caller at the office of The Grocer last week. Mr. Musham represents Holbrooks Limited in the territory from Winnipeg to the coast. In an interview he expressed great confidence in the great Canadian west and is a most enthusiastic propogandist. "Almost every trip I make," said he, "I see new towns springing up and the older ones expanding, and every improvement is towards best modern methods, indicating that settlers and merchants have confidence in the future of their new homes. One fact that struck me, and one that does credit to your company, is that wherever I go I find The Canadian Grocer in the best stores. I look for it regularly now and my subscription is an evidence of its value to me." Mr. Musham left for his territory on Saturday and expects to reach Vancouver in time for the Yuletide feast and the holly berries.

SOAP COMPANIES UNITE.

It is learned that the Royal Crown, Limited, Winnipeg; the Royal Soap Co., Vancouver, and the Standard Soap Co., Calgary, will unite. A meeting was held in Calgary last week to arrange the details and to ratify an agreement entered into by the directors. F. T. Weir, manager of the Standard Co., who has controlled its policies and works since 1905, will likely remove to Winnipeg.

The stock of R. C. Hamilton, general store, Tisdale, Sask., has been sold to the Carrot River Trading Co.

WM. E. ELSWORTH, Pres. ESTABLISHED 1860 J. WATSON ELSWORTH, Sec. and Treas.

J. & J. W. ELSWORTH CO.

Our Red Cross Brand of Oysters, which we sell in quart and pint cans, are strictly Pure, Wholesome Sea Food.

We use the most up-to-date sanitary appliances for handling these oysters.

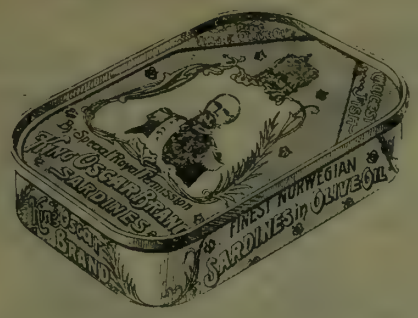
We defy competition upon quality. These cans are full quarts and pints, their measure being guaranteed.

One year's sales thirty-nine million oysters.

Quotations and information in general as to sizes, prices, etc., will be furnished upon application to our Main Office.

Boat No. 8, Foot Bloomfield Street

NEW YORK



There's a lot to be said about Sardines, their food value, usefulness, etc., but when

"King Oscar" Brand Norwegian Sardines

are offered you can rest assured that the most perfect, richest and most deliciously appetizing goods are being sold. Purest olive oil, selected fish, perfectly cured, and clean packing.

Try "King Oscar" Sardines

Your jobber can sell them, or write

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

Daily Sales of "Sealshipts" Equal Weekly Sales of Tub Oysters

"Have had very good sales of Sealshipt Oysters. Sold 25 gallons since Saturday ...., my daily sales are now more than my weekly sales were when I handled pail oysters."

This letter was written by C. J. Munson, Arcola, Illinois. It is substantially the experience of every dealer who handles

"Sealshipt" Oysters

You can build up your oyster trade, make new customers, increase profits. "Sealshipts" are the only oysters you can sell as absolutely *pure*. The solid oyster meats are packed in a sealed can with ice around the can—*not in contact with the oysters.*

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

Our agents get 90% of the oyster trade in a short time. Others have done it—so can you.

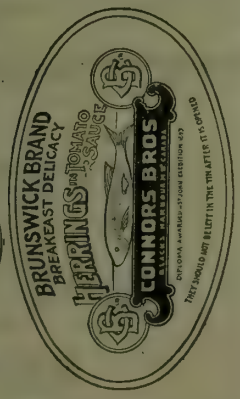
SEALSHIPT OYSTERS

National Oyster Carrier Co.

South Norwalk, - Connecticut.

To restore lost appetites is the mission of that wonderfully restful relish known as

"Brunswick Brand"



Connors Bros., Limited

Black's Harbor, N.B.

Price Quality

Two of the best arguments for selling goods are **Price** and **Quality**.

In

Rowat's Pickles and Olives

you have the best in both respects. The Price is right for ready and steady sale. The Quality is absolutely and always "right."

Place your orders now if you have not stocked them yet. Ask your jobber or write to

ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal
HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet
VANCOUVER—Jarvis & Co.

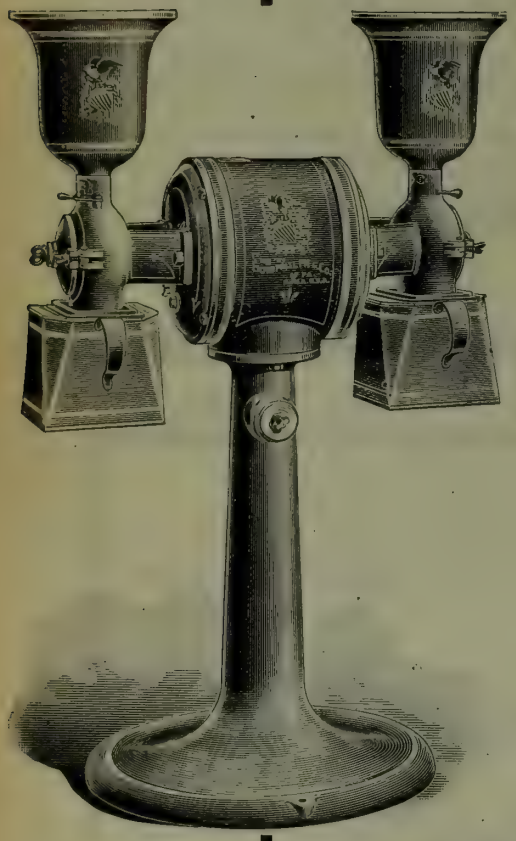
THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it will mean ***LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE*** and ***LARGELY INCREASED PROFITS.***

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:
Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of Modern Store Fixtures
Berlin, Ontario



The LATEST "Enterprise" Electric Mill

New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day.* They are **Direct Connected.** They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current; can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute, and pulverize ½ pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H.P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

The Enterprise Mfg. Co. of Pa. Philadelphia, U.S.A.
21 Murray Street, New York — 438 Market Street, San Francisco

The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

We make a specialty of
COUNTER CHECK BOOKS
for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.
We manufacture
SHIPPING TAGS
The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

"Keep up with the Twins"

"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from Imported Leaf Exclusively

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

THE GROCER'S ENCYCLOPEDIA

Information Regarding Grocery Products Which Will Help the Merchant and Clerk to Dispose of His Goods.

The Banana as a Food.

The banana is one of the best, but perhaps one of the least appreciated, of the best fruits. Its nutrient value is fully equal to that of the potato. Its digestibility, when properly prepared, is far greater than that of the potato. It is a well-balanced food for a low-protein ration. That is, it contains the right proportion of protein and carbohydrates. With the addition of the proper proportion of fat in some form, the banana furnishes everything needed for complete nutrition. The banana disagrees with many people simply because it is not properly masticated. In banana-growing countries, no one thinks of eating a banana until it has become mellow as a peach. Then the mastication is a matter of less importance, for the mere act of munching or swallowing is sufficient to reduce the mellow pulp to the consistency of a paste or a puree.

The green or unripe banana contains a large amount of starch. In the process of ripening, which, when completed, is indicated by the dark brown or black color of the skin, the starch is converted into dextrin and sugar. In other words, the process of ripening digests the starch and so performs the work which is ordinarily required of the stomach. The well-ripened banana is thus a predigested food of the finest sort. Unfortunately in this country one does not always obtain well-ripened fruit. The majority of Americans have not yet learned that the banana skin must be nearly black before the fruit is thoroughly ripe and fit for eating.

Many of the bananas sold in this country are picked when immature, so that they never become mellow and sweet and juicy like the well-matured fruit, but are tough and tasteless. Such bananas are absolutely unfit for food. When eaten in an unripe or immature state, the banana enters the stomach in broken masses reduced to various degrees of fineness, but still masses of coarse substance which digest very slowly, often not at all, in the stomach. The result is a long retention of these undivided and undigested masses in the stomach with resulting irritation, acidity, and sometimes fermentation and pain.

The evident remedy, then, for indigestion resulting from the use of the banana is thorough mastication. In chewing the banana, as is the case with many other food substances, the use of the teeth is not sufficient. The food mass should be pressed and rubbed against the roof of the mouth with the tongue. It is really surprising how quickly and effectively a large proportion of food substances may be reduced by means of the tongue alone employed in the manner suggested. The pressing of the food against the roof of the mouth also facilitates the recognition of any coarse or unmasticated particles. These are readily pushed out by the tip and sides of the tongue and brought between the teeth for further crushing.

The ripe banana is perhaps better fitted than almost any other fruit for infant feeding, and is admirably well adapted to counteract the unwholesome effects of sterilized milk. Perfectly smooth banana pulp combined with sterilized cream constitutes an admirable food for a child a few months old.

The banana, then, is not only harmless, but an exceedingly useful and valuable food. It is only necessary that it should be thoroughly masticated or reduced to a fine pulp before being swallowed.

Cocoa in Bahia.

In an official report from Bahia, it is mentioned that Brazil, as a whole, furnishes at the present time nearly one-quarter of the world's supply of cocoa. Of the total output from Brazil, the State of Bahia has furnished an average of nearly 80 per cent. during the past five years. It will thus be understood that the annual cocoa crop of Bahia is a matter of much importance for the cocoa markets of the world. The export of cocoa from Bahia during the year 1907 amounted to 21,221 tons, being 1,743 tons less than during the year 1906. A wealthy syndicate, which controls West African cocoa, is making strenuous efforts to maintain prices in connection with that particular variety of the commodity in question, but with an accumulated stock of 140,000 bags of cocoa at Lisbon the task of keeping up prices will prove difficult. The current cocoa crop (1907-08) of this state has now been all gathered; it is estimated to total over 22,000 metric tons, being about 1,000 tons in excess of the 1906-07 crop.

Ward R. Kraft, grocer, Bridgeburg, is building a fine residence for himself.

Charles Podger, a former grocer of Lindsay, has been appointed to a position on the Toronto post office staff.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
Those made by McDOUGALL are peerless. Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scot.

NOTICE!
FOR SALE
100 bags of excellent VIRGINIA Peanuts at 9c PER lb.
For this week only.
JOS. COTE
IMPORTER AND WHOLESALE TOBACCO DEALER
Office & Store, 186-188 St. Paul St. Phone 1272
Branch - 179 St. Joseph St. Phone 2097
QUEBEC

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion, 1 year.....	$30 00
"	"	6 months...	17 00
"	"	3 months...	10 00
50	"	1 year.....	17 00
"	"	6 months...	10 00
25	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

7,217 NATIONAL CASH REGISTERS were sold during May 1908. That's 2,047 more than were sold during May 1907. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

TRAVELLERS—Counter check books make a good side line. Pocket sample; liberal commission. Box 221, CANADIAN GROCER. [1]

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MACLEAN PUBLISHING CO., Technical Book Dept., 10 Front St. E., Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

FOR SALE.

GENERAL Store and Boarding House, opposite C.P.R. depot. Stock worth about $1500; yearly sales $6000 to $7000. The best reasons for selling out. All further particulars on application. Address P.O. Box 30, Coulter, Man. [51]

FOR SALE—Well established retail grocery, feed and seed business in town of 10,000. Turnover last year $70,000. Will lease or sell property. Satisfactory reasons for selling. Address Box 232, CANADIAN GROCER, Toronto.

WINDOW DISPLAY FIGURE—Cost $25 last year. Will sell for $15 as we have no use for it. Big attraction made, us $50 last Christmas. A.A.S. Lambe & Son, Meadowvale. (49)

AGENCIES WANTED.

WANTED—Foreign and domestic agencies. Good connections, highest references, twelve years experience. Arthur Cox, 253 Hollis Street, Halifax, N.S. [49]

VINEGAR—A French manufacturer of vinegar invites correspondence from Canadian firms interested in this article. Box 231, CANADIAN GROCER, Toronto. (47)

POULTRY—A firm of general game and poultry importers desire to get into communication with Canadian shippers with a view to making arrangements for early shipments into Manchester. Box 224, CANADIAN GROCER, Toronto. (47)

CONDENSED MILK—A Cape Town firm of wholesale general merchants desires to be placed in communication with Canadian manufacturers and exporters of condensed milk. Box 229, CANADIAN GROCER, Toronto. (47)

FLOUR, Oatmeal and Quaker Oats—A South African commission agent, with good connections, and widely known, who is prepared to furnish good references, desires to be placed in touch with Canadian exporters of flour, oatmeal and quaker oats. Box 230, CANADIAN GROCER, Toronto. (47)

CANNED and Bottled Fruit—A London, England, firm of general merchants and importers desire to undertake an agency for Canadian canned and bottled fruit. Box 225, CANADIAN GROCER, Toronto. (47)

PRESSED Yeast Cakes—A Hull firm of general merchants and importers desire samples from Canadian manufacturers of pressed yeast cakes. Box 226, CANADIAN GROCER, Toronto. (47)

FRUIT—A well-established firm of inland fruit merchants in the north of England would like to exchange ideas with a Canadian packer of well-graded apples with a view to receiving a few carloads for sale on advance against bill of lading. Box 227, CANADIAN GROCER, Toronto. (47)

CANNED Goods—A general commission agent and importer in the north of England in a good position to handle an agency for any kind of canned goods is desirous of hearing from Canadian canners interested. Box 228, CANADIAN GROCER, Toronto. (47)

SITUATIONS WANTED.

TEA TASTER, BLENDER, Coffee, Cocoa and Chicory manufacturer, advertiser with 16 years' experience seeks engagement as buyer and manager of department with wholesale company. Address, Stirling, 145 Mutual Street, Toronto. (45)

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N. S.

WINTER RESORT—QUEEN'S PARK HOTEL

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN MCEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA

Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.

Open Now Closes on May 1.

Jenkins & Hardy

Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

WESTERN ASSURANCE COMPANY. ...

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

THE METROPOLITAN BANK

Capital Paid Up, - - $1,000,000.00
Reserve Fund and Undivided Profits, - - $1,241,532.26

We Solicit Your Account.

GENERAL BANKING BUSINESS

Drafts bought and sold.
Letters of credit issued.
Collections promptly attended to.

SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposits of one dollar and upwards.

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow, D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D. Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C. Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29.833,820.96

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

TALKING POINTS FOR DEALERS

ON

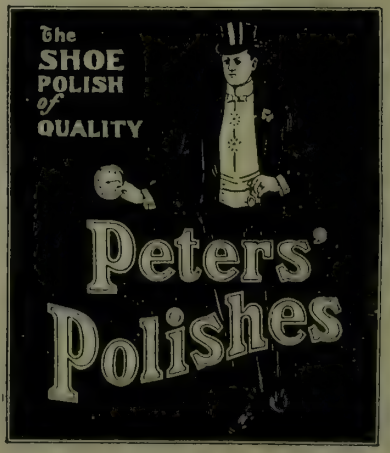
BANNER, CANADA, ONTARIO and HICONE

LAMP BURNERS

The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect, thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.



PETERS' POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St, West
Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Baking Powder.

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
3 lb.	13 20
5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz.	2 70
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

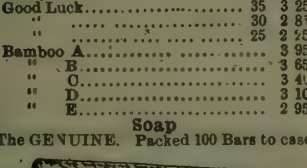
Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

Nelson's—	Per doz.
Pansy	$3 65
Good Luck	35 3 25
"	30 2 85
"	25 2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

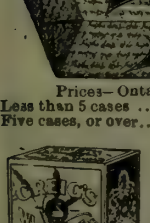
Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 25
Five cases, or over	5 15



THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

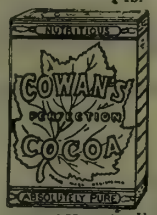
Chocolates and Cocoas

Cocoa— THE COWAN CO., LIMITED

Perfection 1-lb. tins per doz.	$4 80
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb.	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—

Queen's Dessert, ¼-lb. cake, 12-lb. boxes, per lb.	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30

Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—

Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

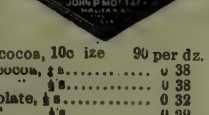
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
½ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Hurley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz. 0 90
Prepared cocoa, ½s 0 28
Prepared ½s 0 28



Mott's breakfast cocoa, 10c size	90 per dz.
" breakfast cocoa, ½s	0 38
" " ¼s	0 38
" No. 1 chocolate, ½s	0 32
" Navy " ½s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.
Standard Coffees.
Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz, per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.
White Swan Blend.

1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, (with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —Imperial

Large size jars, per doz.	
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each (3½
500 books to 1000 books	(3

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

THOMAS J. LIPTON
Prices on application.

Assorted Case,		Contains 2 doz. $2.50
Chocolate	(Straight)	Contains 2 doz. $2.50
Vanilla	(Straight)	Contains 2 doz. $2.50
Strawberry	(Straight)	Contains 2 doz. $2.50
Lemon	(Straight)	Contains 2 doz. $2.50
Unflavored	(Straight)	Contains 2 doz. $2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

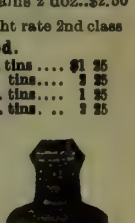
Robinson's patent barley		½-lb. tins	$1 25
" "		1-lb. tins	2 25
" "	groats	½-lb. tins	1 25
" "		1-lb. tins	2 25

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors),	doz.		1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.



RISING SUN STOVE POLISH IN CAKES

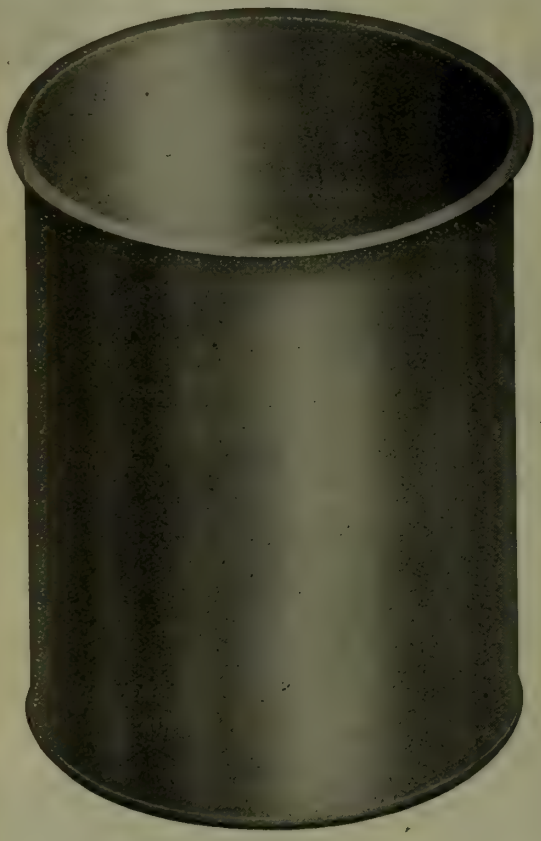
SUN PASTE STOVE POLISH IN TINS

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

MORSE BROS., Props. - Canton, Mass., U.S.A.



Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato,** not the **Tomato** to the size of the **Opening.**

Pack **Whole Tomatoes,** not Crushed Fruit.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Max Ams Patents

We Have No Canned Speeches

but we can supply Eastern Township grocers with all other varieties canned goods at the most attractive prices you ever heard of.

All this season's pack.

All our prices are **minus the freight !**

T. A. Bourque & Co., Reg., Sherbrooke, Que.

Wholesale Grocers

These are the Goods

Have you a good supply?

AGENTS:
Rose & Laflamme, Limited
Montreal and Toronto

Table Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 3 and 2 pails in crate.....per lb.	0 07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Pure Jams—1-lb. glass jars (16-oz. jem) 2 doz. in case.....per doz.	$1 80

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited

GENESEE PURE FOOD CO

Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG CO.

White wan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price "Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 10	
½-bbls. 0 10½	
Tubs, 60 lbs. 0 10½	
20-lb. Pails. 2 10	
20-lb. tins.. 2 00	
Cases 3-lb.. 0 11	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (35 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 42) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans .....per can	2 00
Licorice lozenges, 5 -lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.....	$3 00
3 cases of 4 doz.....	$2 50
5 cases or more	$ 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb.	glass	jars.
Pineapple	"	1 "	"
Green Fig	"	1 "	"
Green Fig and Ginger	"	1 "	"
Lemon	"	1 "	"
Grape Fruit	"	1 "	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars '	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Shredded"—	
1-lb. glass, doz.....	1 90
2-lb. "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ...$15 00
per case of doz. net 3 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4.70
" " hotel.....	4.90
Silver Cow Milk.....	5.00
Purity Milk.....	4.70
Good Luck.....	4.30

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins.....per doz.	$1 40
" ½-lb. tins ..... "	2 50
" ¼-lb. tins ..... "	5 00
Durham 4-lb. jar.....per jar.	0 75
" 1-lb. jar.....	0 25
F. D ½-lb. tins.....per doz.	0 85
" 1-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—

Minerva, qts. 12's	$5 75
" pts. 24's	3 50
" ½-pts. 24's.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

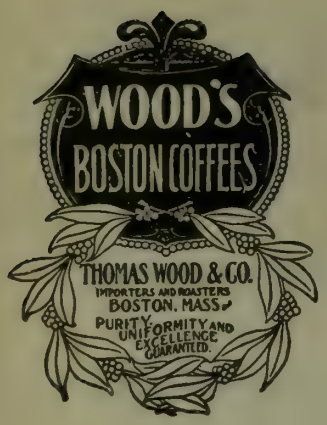
COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND.

		Per case
No. 1, cases, 60 1-lb. packages.....		$1 75
No. 2, " 120 ½-lb. "		2 75
No. 3, " {60 1-lb. " / 60 ½-lb. " }.....		3 75
No. 5 Magic soda—cases 100—10-oz. pkgs.		
1 case		1 00
5 cases.....	.....	4 75

STRIKING FEATURES



PURITY appeals to all classes of consumers.

UNIFORMITY holds the patron to his favorite brand, so that your trade is not fluctuating, but permanent, with possibilities for increase always before you.

SUPERIORITY lends its powerful influence to the other claims, and

WOOD'S COFFEES

are known far and wide as the ideal goods for the millions.

They are not "here to-day, there to-morrow" products, but are like faithful allies, and hold up the Grocer's hands in extending trade.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	12 00
Straw bar polish	"	10 20

3 doz. to box $3 45

6 doz. to box .. $6 90

30 days.

Starch

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. cartons	
No. 1 " " 1-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 8½

BRANTFORD STARCH WORKS, LIMITED. Ontario and Quebec.

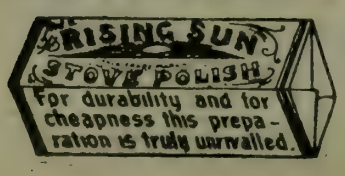
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 07½
Kegs, 100 lb.	0 07½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

pkges, cases 5 dos., per case.. 4 75

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 20
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "
Plain tins, with label—	Per case
½ lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ per lb.
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb " 3 " "	2 60

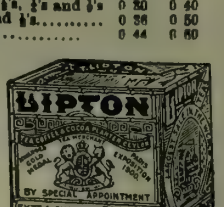
THE "SALADA" TEA CO.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton

75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ⅛'s, ¼'s and 1's	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ¼'s and 1's	0 44	0 60
Gold " Afternoon blend, ¼'s and 1's	0 50	0 70

Blue Label, 1's	0 20	0 25
Blue Label, ½'s	0 21	0 26
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 25	0 50
Red Label, ½'s	0 40	0 50

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	067	1 00

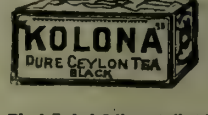
	Wholesale	Retail
Pink Label 1's and ½'s	30c	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s Canisters	50c.	75c.
Gold Tins, 5's	3 c. 1.75	50c. 2.50
Gold Tins 3's	3 c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb

MELAGAMA TEA

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 50
" " ¼s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ¼s	0 32	0 40
" " ½s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

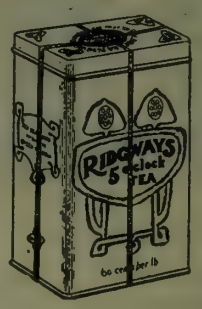


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
" " ½-lb. " "	0 21
Blue Label, retail at 30c	0 22
Green Label, " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	55

RIDGWAYS.

London, Vancouver, Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H. M. B., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 52
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15 00
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C., Havana F. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, ⅛, 1-12—1-6	0 40
Quesnel, 1-6, 1-3	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

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BAKING SODA

You cannot too strongly endorse

"COW BRAND" BAKING SODA

to your trade. There is absolutely no baking soda put up that is its equal for strength, purity and uniformity. "Cow Brand" Baking Soda is only put up in packages—see that you get it in packages for your customers.

Every Jobber sells it.

Church & Dwight

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Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

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Get quotations on fruit exported by

J. Caramandani & Co.

Patras, . Greece

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The Condensed Ads. in The Canadian Grocer bring results. Try one.

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SALT
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Special care given all orders.

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Then—**Watch Wethey's sell.** It will surprise you.

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ST. CATHARINES

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Xmas goods all kinds in store.

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VOL. XXII. PUBLICATION OFFICE: TORONTO, NOVEMBER 27, 1908. NO. 48.

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Push it hard!
Push it continuously.
State convincingly the arguments in its favor as compared with other brands!
You will find it will pay you—pay you well—and your customers will think more of you for advocating what is good.

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Here and there in the Ledger of Life you have turned-down the corner of a page for remembrance sake—you'd forget something if the turned-down corner wasn't there.

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Made in England from the best Corsican Peels only. Prepared from finest selected whole fruits—NOT from fruit skins from which the essential oil has been extracted. Highest quality. Always the same.

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Grocers' and Confectioners' Supplies, Storage and Distribution attended to.
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(Continued on page 4).

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The Finest Fruits and Vegetables packed

Our quotations will interest you.

Your Order is sure to follow.

Order the above brands if you want satisfaction.

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SOLD AT FOLLOWING PRICES:

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GREEN LABEL	1s and ½s	Cost you You sell at	50c per lb. 75c per lb.

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Its History and Mystery
BY
JOSEPH M. WALSH
A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

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This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

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This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

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They still hold the lead

Do not take chances with inferior makes when you can obtain Aylmer Jams at equal or better prices.

Ask travellers for prices.

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There is one reason behind every big success in the grocery business, that is, Giving Good Value. The only way to hold the loyalty of your customers and get them talking favorably of you to their neighbors is to give better value in quality and service than the "other fellows" do. That's why you—if you're aiming at real success—cannot afford to buy canned fruits and vegetables that are not thoroughly reliable in quality. Those grocers who have for years been selling **OLD HOMESTEAD BRAND** are loud in its praises as a brisk and constant seller. They say its quality is unsurpassed by any goods they have ever sold; while very few brands can even nearly equal it. We make sure of quality by selecting only the very finest grade of stock and by having a plant that is modern, clean and well manned.

Your Jobber can supply you

The Old Homestead Canning Co.

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"Tea-Blending Is An Exact Science. The Firm That Masters Its Mystery Can Command a Nation of Buyers."

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Seventeen years ago with a thorough disregard for old-time ideas and precedents as to what was "good" tea we placed "SALADA" upon the market. We established a standard of QUALITY and VALUE that has for all these years defied all competition. That has established a sale without precedent on the American Continent.

Yesterday—to-day—and to-morrow the same unalterable aim "TO SERVE THE PUBLIC WELL." To push "SALADA" means

MORE BUSINESS AND BETTER BUSINESS

As Pure as Windsor Salt

$1.00 Sold $25 Worth of Groceries

It was a thirty-mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

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Windsor Salt

CANADIAN SALT COMPANY, LIMITED,
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Camembert, Neufchatel
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Philadelphia Cream Cheese

We have reached a very high degree of excellence in the manufacture of these products. You will find them a great addition to your provision counter and much appreciated.

These goods are in attractive packages and show satisfactory profits.

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Weekly shipments for Canadian trade are made by express to

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MOLASSES AND SYRUPS
GINGERBREAD BRAND MOLASSES
(IN TINS)
2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails
GOLDEN SLING SYRUP
(IN TINS)
2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails
"THE BEST THERE IS"

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A FREE Sample of

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If you order to-day note that the price is

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Stock the Best.

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By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

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Our travellers will show you sample of an excellent value in New Season's Tea

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

These Tell the Story

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TRADE MARK

FLATS $2.15 — M SONS ESTABLISHED 1834. — **TALLS $2.00**

QUAKER SALMON

The Trade Mark is your guarantee

Mathewson's Sons

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It pays the grocer to handle Imperial Brand Evaporated Cream.

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We buy our tea direct, in the countries of production, for cash.

All the money goes for tea and for absolutely necessary service.

Our own profit is a fixed fractional percentage on the cost.

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The Broom in the Individual Wrapper

It isn't a "cheap" broom—it's the best broom on the market at any price. Made from the finest broom corn grown, in its natural, bright color, strongly tied, and having a strong but light handle of maple.

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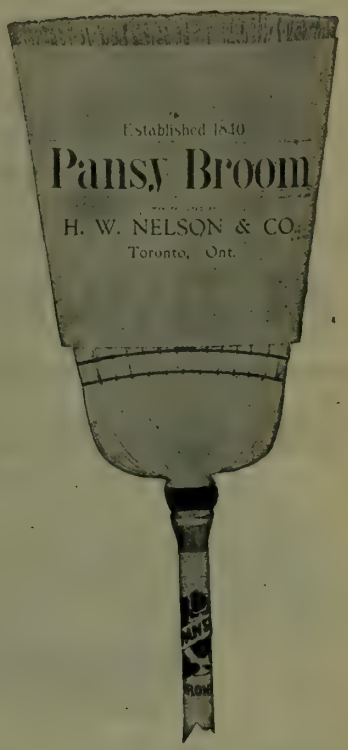

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TEMPTING AROMA FULL, RICH BODY
UNVARYING STRENGTH

Coffee flavor without a tint of rankness. All these qualities make Chase & Sanborn's Coffees the BEST SELLERS.

Chase & Sanborn

Importers, Montreal

Three Perfect Lines

These goods will appeal to you because of their undoubted high quality, the quick sales they mean, and the good profits they ensure.

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These are the result of the latest, approved and most economical process for extracting the true flavors from their natural source.

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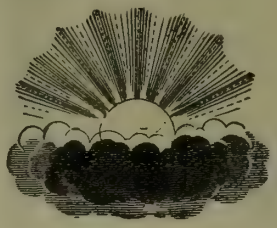

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J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

Norton Manufacturing Co.

HAMILTON

HANDLE THE BEST—IT PAYS

SHIRRIFF'S

FLAVORING EXTRACTS

They Are The Highest in Strength and Purity

IMPERIAL EXTRACT COMPANY

18-22 CHURCH STREET, - TORONTO, CANADA

Walter Baker & Co's.

Cocoas and Chocolates

In single box lots we will supply at the following prices:

Baker's Cocoa, ¼s - - - -	**35½c. per lb.**
" " ½s - - - -	**35½c.** "
Premium No. 1 Chocolate, ¼s -	**32½c.** "
" " " ½s -	**32½c.** "
Webb's Cocoa, ¼s - - - - -	**29½c.** "

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

High Grade Total Adding Cash Register at a price within reach of every storekeeper. This Register, at the price, is creating a real sensation among retail storekeepers.

Enables you to tell immediately after closing time just what the day's business has amounted to. Adds all the sales into one total.

Twenty - seven keys registering from one cent to $9.99 or from 5 cents to $9.95.

Write for Illustrated Booklet, price, terms, etc.

Onward Manufacturing Co.

BERLIN, ONTARIO

Everybody knows that

2 in 1

is the best SHOE POLISH on earth

We advertise extensively and effectively. And when a person once uses 2 in 1, he or she is a "2-in-oner" for good and all, because the genuine merit of the article constrains.

The F. F. Dalley Co., Ltd.

Hamilton, Canada Buffalo, N.Y., U.S.A.

WAGSTAFFE'S

Fine Old English

Plum Puddings

and

Mince Meat

Are the best.

Your money returned if not satisfied.

Ask your wholesale grocer for them.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

E NICHOLSON

D H BAIN

CODES.
A.B.C. 4th & 5th EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON

NICHOLSON & BAIN

WHOLESALE

COMMISSION MERCHANTS & BROKERS

EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

Herewith please find Acreage and estimated yield in the Provinces of **Manitoba, Saskatchewan** and **Alberta:—**

WHEAT.	Acreage.	Estimated Yield per Acre	Total
Manitoba	2,710,000	15 bushels	40,650,000 bushels
Saskatchewan	3,170,000	18½ "	58,645,000 "
Alberta	410,000	21 "	8,610,000 "
Total			107,905,000 "
	Total acreage in the three provinces.	**Estimated Yield per acre**	
Oats	2,660,000 acres	34 bushels	90,440,000 bushels
Barley	860,000 "	21 "	18,060,000 "
Or a total in the three Cereals of			216,405,000 bushels

September wheat is quoted at Fort William at 98c per bushel, October 95¼c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **$150,000,000.**

We are brokers and Commission Merchants exclusively. Can we not handle your goods in the Great West? Yours truly,

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise, also cars distributed at Winnipeg, Calgary and Edmonton.

MOVING SALE

Our business having grown too large for present quarters we are moving to our new spacious premises, 45 Front Street East (just five doors west of our present location), about January 1st, 1909, where we will be pleased to see all our numerous customers, and we hope to serve you even better than we have in the past.

We wish to reduce our enormous stock of well-bought and carefully selected BULK TEAS, and in order to accomplish this end we know of no better way of doing this than by offering you the following genuine bargains for the entire month of December, as follows, viz.:

738 Chests Indian and Ceylon P.S. Black Teas, at - - 13½c.
647 Chests Indian and Ceylon Pekoe Teas, at - - - 15½c. to 16½c.
550 Chests and H/Chests Indian and Ceylon, Black and Green Teas, at - - - - - - - 17c. to 19c.
355 H/Chests Indian and Ceylon B.O.P. Teas, at - - - 20c. to 23c.
373 H/Chests Japan Teas, at - - - - - - 18½c. to 22c.
590 H/Chests and Cads Gunpowder and Young Hyson Teas, at 14c. to 15c.
180 H/Chests Japan, Ceylon and Indian Fannings, at - - 13c. to 14c.

Also Assams, Darjeelings and Scented Orange Pekoes, and, in fact, our entire stock of 150 various lines at cut loose prices. Take advantage of this gigantic clearing sale and order freely and promptly; or have us forward you samples, which will be quickly mailed, giving you full particulars as to quantity of each line.

Terms—3% 30 days, or 3 months net, F.O.B. Toronto.

When ordering the above include a case or two of our Famous "MELAGAMA" TEA, with real money in every package. We prepay freight on 60 and 100lb cases.

Let us hear from you often, at our expense, by telephone, wire or letter.

Our business has more than doubled the last six months, consequently larger premises absolutely necessary

MINTO BROS., Direct Importers and Blenders TORONTO, ONT.

The Busy Mechanic

Has no time to experiment. He always asks for the original hand cleaner in the yellow tin, full size, which he knows will give him satisfaction—

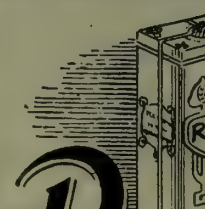
Gilmour's 10c Hand Cleaner

The popular price, coupled with excellent quality, ensures steadily increasing demand.

Order from your wholesaler—or from us.

The Gilmour Company, 604-6-8 Papineau Avenue **Montreal**

REFRIGERATORS
FOR BUTCHERS AND GROCERS
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.



Ridgways TEA

is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

To the Grocery Trade of Canada

Gentlemen,—

"GET A MOVE ON"

Add

Mason's Number One Sauce

to your stock. Its use "makes eating a pleasure and life worth living."

A 3-dozen case of ½ pints Mason's Number One Sauce will cost you $4.95 and sells at $7.20. That'll do, won't it?

ALL J BBERS

THE MASON, MILLER COMPANY
Toronto, Canada

Agents Wanted Throughout the Dominion

Men Who Sell Things

y WALTER D. MOODY

Business Manager of Chicago Ass'n. of Commerce.

This "Salesman's Blue Book," written for Manufacturers, Merchants, Employers, and all Sellers of Goods, gives the author's Observations and Experiences of over 20 years as Travelling Salesman, European Buyer, Sales Manager and Employer. It shows "HOW TO INCREASE THE EFFICIENCY OF YOUR SELLING SERVICE" and "HOW TO INCREASE YOUR BUSINESS." Adopting these up-to-date suggestions means MONEY FOR YOU. Three of the 22 subjects are:' The Order Taker, Right Kind of Salesman, Letters to the Trade.

295 pp. Net $1.00. By Mail $1.10.

TECHNICAL BOOKS

10 Front St. East, Toronto

LAMENESS from a Bone Spavin, Ring Bone, Splint, Curb, Side Bone or similar trouble can be stopped with

ABSORBINE

Full directions in pamphlet with each bottle. $2.00 a bottle at dealers or delivered. Horse Book 9 D free.

ABSORBINE, JR., for mankind, $1 a bottle, removes Painful Swellings, Enlarged Glands, Goitre, Wens, Bruises, Varicose Veins, Varicosities, Old Sores, Allays Pain.

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canadian Agents.

The Condensed Ads. in The Canadian Grocer bring results

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No 38 Front Street, NEW YORK.

Tartan BRAND

COMPLETE STOCK FALL GOODS

Raisins—Valencias, Sultanas, Seeded Muscatels, Malagas.
Currants—Vostizza, Patras, Amalia, and finest Filiatra.
Figs—All sizes, Pulled and Flat, also Natural and Taps Comadra.
Dates—Bright Halowees, Fancy Halowees, Fards and packages.
Evaporated—Peaches, Apricots, Prunes, Apples.
Nuts, Peels, Shelled Almonds, Walnuts, etc.

Long Distance Phone 596, kept specially for outside customers or see our travellers for quotations.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

Ask Your Jobber for

DIAMOND BRAND MAPLE SYRUP

NO GROCERY STOCK COMPLETE WITHOUT THIS RECOGNIZED STANDARD BRAND

Sugars and Canners, Ltd.
Montreal

ST. CHARLES CREAM

UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.

St. Charles Condensing Co.
INGERSOLL, - ONTARIO
CANADA

The Most Powerful of All Selling Arguments of

BORDEN'S BRANDS

OF

Condensed Milk and Evaporated Cream

are their absolute purity, cleanliness in preparation, healthfulness and reliable uniformity. The new Canadian factory at Tillsonburg is the most perfect in the world. Remember to buy Borden's "Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream. Every jobber sells them.

Unsweetened

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Vancouver and Victoria, B.C.

SUGAR

When next purchasing supplies of Granulated Sugar ask for

Redpath

The purest and best—To be had in original packages—

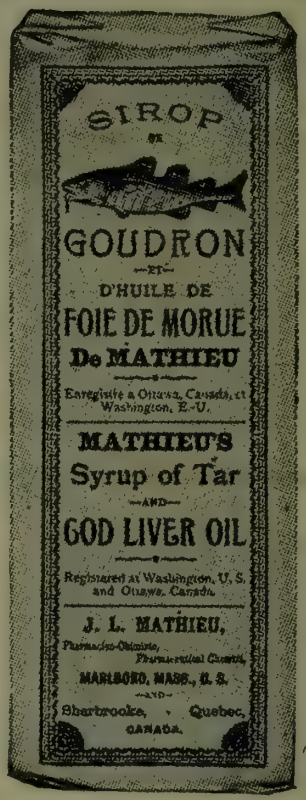
Barrels of about 300 lbs. and Bags of 100, 50, and 20 lbs.

The

Canada Sugar Refining Co.,

Limited

MONTREAL



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Reason No. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsaleable stock. No time and trouble spent in persuading people to have it.

Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nervine Powder is another good seller. Both are necessities in your business.

Mail that order to-day.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

GET AFTER IT HARD

The trade of grocers in Ottawa and vicinity is well worth cultivating. Put in a stock here. It is the only way to properly take care of this district.

WE WILL CARRY YOUR GOODS AT REASONABLE RATES. Al Railway connections. Advantageous insurance rates. Every accommodation.

WRITE THE MATTER OVER WITH US

The Dominion Warehousing Co.

J. R. Routh, Manager **52 Nicholas St., OTTAWA**

TO SETTLE DOUBT

Drop a postal to our Canadian Agents (mentioned below) for free full-sized tasting bottle of H.P. Sauce.

Try it on your own plate, and then you will see why your customers want it.

Wide-awake Grocers are making H.P. Sauce their leading line.

Our bright Canadian advertising tells the people all about H.P. and what it is made of, how good it is for the appetite, palate and digestion.

Large and quick turnover on H.P.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Limited, Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Limited, St. John's, N.F.

Midland Vinegar Co., Birmingham and London, England

Christmas is Coming

and with it the season of turkey, plum pudding, and mince pies. Don't delay laying in a good stock of

LYTLE'S MINCE MEAT

for the Christmas trade. It is the best on the market. Order from your jobber or direct.

THE **T. A. LYTLE** CO. LTD.

Sterling Road, Toronto, Canada

Canadian-made Licorice

Y. & S. Brand

All Druggists

MANUFACTURED by NATIONAL LICORICE CO. MONTREAL

ACME PELLETS
M. & R. WAFERS
and a complete line of **LOZENGES, ETC.**
Hard and Soft Licorice Specialties

Price Lists and Illustrated Catalogue on request.

Toronto Sales Agent—
R. S. McINDOE, 54 Wellington St. E.
Montreal Sales Agent—
J M. BRAYLEY, 55 St. Paul Street.
Winnipeg Sales Agency—
E. W. Ashley, 123 Bannatyne Ave. E.
St. John Sales Agent—
H. S. Daly.
Vancouver Sales Agency—
J. F. Mowat & Company.

We invite JOBBERS to see samples of a few lots of exceptionally cheap teas which Mr. Nishimura secured just prior to his leaving Japan.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

Just the Finest Goods for Christmas

CARR & CO.'S BISCUITS

You can always sell the best goods at this season of the year. If you have not handled CARR & CO.'S fine lines now is your time to get your customers to try. It will *pay* them and you.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn, Hamblin & Brereton, The Standard Brokerage Co., Ltd.,	Montreal and Toronto, Winnipeg, Vancouver, B.C.,	Eastern Provinces Lakes to the Rockies British Columbia

A Leading British line well-known and largely advertised

DR TIBBLES' Vi-Cocoa

THE WORLD RENOWNED FOOD BEVERAGE

The Public Say:

"THERE IS MERIT IN IT."

The Trade Say:

"THERE IS MONEY IN IT."

Write for Sub-Agency to:—

AGENT FOR MONTREAL:
J. WALTER SNOWDON
413 St. Paul Street
Montreal

ONTARIO AGENTS:
GREEN & CO.
25 Front St. E., Toronto

W. H. ESCOTT, 141 Bannatyne Avenue East, WINNIPEG

SAMPLE CASES NOW READY FOR DELIVERY

MOLASSINE MEAL

the Ideal Food for Horses, Cattle, Pigs and Poultry.

Prices and Free Booklets on application, to

ANDREW WATSON
SOLE IMPORTER
91 Youville Square - - MONTREAL

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

WE WANT YOUR ORDERS FOR

"Balmoral" Scotch Marmalade

It's a Trade Winner.
It's absolutely Pure.
It's well made.
For Quality and Flavor it has no equal.
We ask no favors. "Balmoral" sells on its merit.

Write us for Samples and Prices.

J. W. WINDSOR
MONTREAL

If You Buy Your Tea From T. H. Estabrooks You Will Never Have Any Dead Stock

The dead ones were all bought from other firms. Ask the firms who sold you this dead stock to do the same as T. H. Estabrooks has always offered to do, viz: "take back and pay full price in cash for any tea not fully satisfactory." They won't do it. Then why run the risk of dead stock, especially when you can make more profit by selling Red Rose Tea and Estabrooks' bulk blends than any teas on the market.

Two Reasons—You can sell more of them because no other teas equal them in quality, and you are absolutely guaranteed against loss as every pound is guaranteed to pay you full profit.

Branches:— TORONTO, 3 Wellington E.
WINNIPEG, 315 William Ave.

T. H. ESTABROOKS
ST. JOHN, N.B.

You Can Buy White Dove Cocoanut in PAILS

Our 15 or 20 lb. pail.

4 Hours

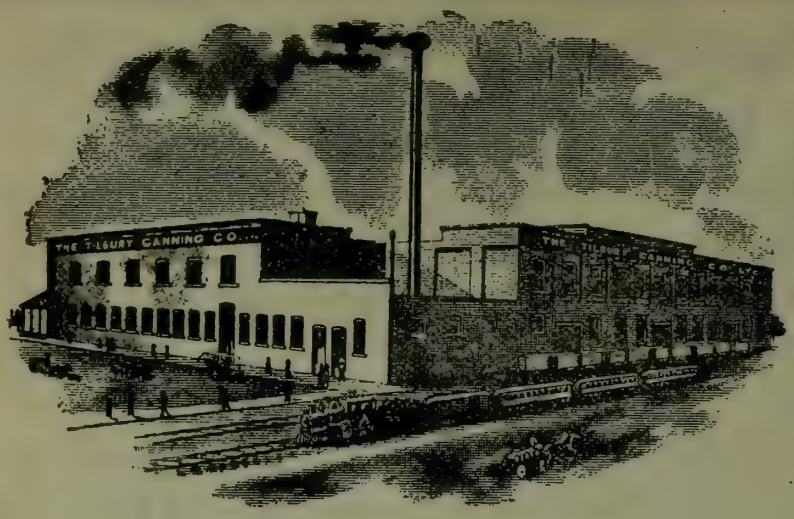
extra work every night is now necessary that we may supply the trade with this famous and ever satisfactory brand.

Agents:
Geo. A. Stone, Vancouver, B.C.
Scott, Bathgate & Co., Winnipeg, Man.
Frank M. Hannum, Ottawa, Ont.
C. E. Macmichael, St. John, N.B.
J. W. Gorham & Co., Halifax, N.S.

MANUFACTURED BY

A Practical Package.
Packed in 5-lb. Tins, 12 to case
" 10-lb. " 6 "

W. P. DOWNEY
24 and 26 St. Peter Street, - - MONTREAL



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

THE TIN AND THE TEA

On account of growing my own Tea on my own Estates in Ceylon, there are no middle men's profits to pay, and you are assured of getting the highest quality when buying

LIPTON'S TEA

Over 2,000,000 Packages sold weekly.
Write for samples and prices.

THOMAS J. LIPTON

75 Front St. East, Toronto

Pleasant As Well As Profitable

Herewith is given the contents of the December Busy Man's Magazine. A strong array of articles—34 in all. You can read every one of them with pleasure as well as with profit. You will readily acknowledge the time devoted to the magazine well spent.

You cannot make a better investment for 1909 than a year's subscription to this magazine. Each number will prove so interesting to members of your home that they will eagerly look forward to the arrival of succeeding issues.

No Xmas gift will be more appreciated than a year's subscription to Busy Man's. All you need do is to send us the address of your friend along with $2. We will send a beautiful Xmas card, stating that it is at your request the magazine is being sent, along with a copy of the Xmas number to reach the address Xmas morning.

System and Business.
- Preventing Accidents on Railroads
- Odd Economies Make Big Businesses Pay
- Stealing the Letters of Corporations
- The Pasture Lands of Advertising
- Increasing Small Wages by Taking Up Side Lines
- After Business Hours

Political and Commercial Affairs.
- Did a Woman Inspire the Ferment in the Balkans?
- What Population Can the United States Sustain?
- How Canada Might Have Lost the Loyalists
- A Danish Statesman Embezzles Seven Millions
- Converting a City from its Evil Ways
- The War Against Trusts in America
- Roumania—The Deciding Factor in the Near East
- Fire—An American Extravagance

Short Stories.
- The Enchanted Profile
- According to Agreement

THE
December
Busy Man's
Magazine
is on sale at all newsstands

The Magazine with the Red Cover

20 cents a copy; $2.00 a year

Life Stories of Successful People.
- Men and Events in the Public Eye
- Canada's New Baronet—Sir Edward Clouston
- Who's Shonts?—Asked the President
- Hamar Greenwood—His Remarkable Career
- Edison is Now Having the Fun of His Life
- From Waiter to Manager of Gotham's Big Hotel
- Canada and China

Travel and Description.
- General Wolfe's Home in Bath
- A Gondola Dinner That Cost $20,000
- Two Hundred Thousand a Year for Dress

Miscellaneous.
- Are the Wives of Handsome Men of Genius Happy?
- Some Noted Exponents of Early Rising
- Satirizing Rockefeller's Autobiography
- Concerning Puns and Punsters
- The Box Office Test of Human Greatness
- What's the Matter With American Women?
- Culture Versus Cram
- Do We Eat Too Much?

The Busy Man's Magazine

Montreal Toronto Winnipeg New York Chicago London, Eng.

TO THE TRADE:

Do You Know That the

American Consumption

of

CEYLON TEA

is

Increasing Steadily,

Even in this Year of Universal Trade Depression?

(That's no marvel, however, for Tea Drinkers are generally learning that it's really the cheapest, as well as the best, Tea)

DIRECT SHIPMENTS

to

AMERICA, SEPT. 30th, 1908

show

INCREASE OF ABOUT A MILLION POUNDS.

ESTABLISHED OVER 200 YEARS

CHAMPION'S

LONDON, ENGLAND

IS THE BEST VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.

ONTARIO AGENTS : The Lind Brokerage Co., 23 Scott St., Toronto
Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal
W. H. Escott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS — WRITE OUR AGENTS FOR PARTICULARS

"WHITE SWAN GOODS ARE GOOD GOODS"

—ALWAYS—

CEREALS, SPICES, COFFEES, ETC.

WHITE SWAN SPICE AND CEREALS LIMITED

(SUCCESSORS TO THE ROBERT GREIG CO. LIMITED)

TORONTO

HOW TO FREE HIGH HALLS OF DUST-WEBS

THE

Ideal Duster

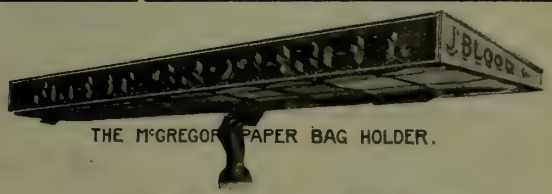
Solves the Polished-Floor Proposition

The dust problem is constant—like dish-washing—the drudgery of it is split in two with the IDEAL. It appeals to more people as a mechanically correct and necessary device than our Mop, the SELF WRINGER, ever did and we venture the statement that you have for nearly 20 years found our products free from complaints, owing to perfect construction. You can therefore sell as you buy—in perfect confidence. We solicit trial orders through the jobbers.

If you have not received advertising matter with your goods drop a card to us.

Tarbox Bros., Mfrs. Toronto, Ont.

BRITISH DEPOT: 2 Hope Chambers, Liverpool



THE McGREGOR PAPER BAG HOLDER.

HAVE YOU ONE OF THE

McGREGOR PATENT

PAPER BAG HOLDERS

IF NOT—WHY NOT.

175 Borden St., - Toronto

Order Quickly!

Xmas is approaching.

Now is the time for you to order **"Allredie Plum Pudding."**

The package bearing this copyright label contains all the necessary ingredients, **in powdered form,** to make the most delicious plum pudding **for six persons.**

All that is necessary is to add sweetening and moisture.

Gotten up quickly—a dessert that **never fails,** and very **inexpensive.** Full directions on every package.

Mr. Grocerman, we recommend these goods as having a lot of merit, being a **ready seller** and paying you a **good profit.**

This is all we can do for you

Order from your wholesaler, or write us direct, and remember that we will deliver **5 case lots** to any railway station in Ontario or Quebec **freight prepaid.**

ALLREADY PURE FOOD CO.

of Canada Limited

BRIDGEWATER - - - NOVA SCOTIA

Agents:—A. H. BRITTAIN & CO., Montreal. THE LIND BROKERAGE CO., Toronto. W. H. ESCOTT, Winnipeg. W. A. SIMONDS, St. John, N.B. B. R. HOLEMAN, Charlottetown, P.E.I.

Still Snaps

We feel by the time this "Ad" appears all bright buyers will have availed themselves of the bargains offered in Wrapping Papers. While the manufacturers have advanced their prices we are not doing so to the same extent, but quote carload prices on any quantity as follows:—

Hardware Fibre, Rolls at	3¾c
Tea Paper Rolls at	3½c
Red Brown, Flat and Rolls at	3c
Grey, Rolls at	2.80c

Cold weather will be here any day now.
Try Aetna Self-heating Tomato, Mock-Turtle or Ox-Tail Soups, are seasonable, our price 90c, they will sell rapidly at 10c retail.

James Turner & Co., Limited

Hamilton, Ontario

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Christmas Advertising for the Grocer

Hints on How to Induce the Housekeepe r to Open Her Purse at the Holiday Sea son — Every Announcement Should Breathe Forth the Christmas Sp irit—Some Samples of How to and How Not to Do It—Suggestion and Advice by W. F. Ralph.

The climax of the Christmas festival is usually the Christmas dinner. Even the poorest people manage to spend a little more with the grocer at Christmas time than at ordinary seasons. But the fact that people are going to buy more fancy groceries when Christmas day draws near, does not mean that a grocer can afford to neglect his advertising. To get the people to spend their money with you, you must advertise.

The keynote of all Christmas advertising should be suggestion, Let every ad. speak of some particular things. Don't merely say, "We have a large stock of staple and fancy groceries." Get down to the concrete facts. Separate the various items of your stock for the purpose of advertising. Pick out all the fancy goods suitable for holiday use and let the people hear about them. Put a price on everything, and tell the people what it is—and why.

Without being long-winded, say something about each article you advertise; something that will interest the lukewarm; that will breed a desire to have—to taste; something that will tend to make the reader think that her Christmas dinner table will be quite incomplete without it.

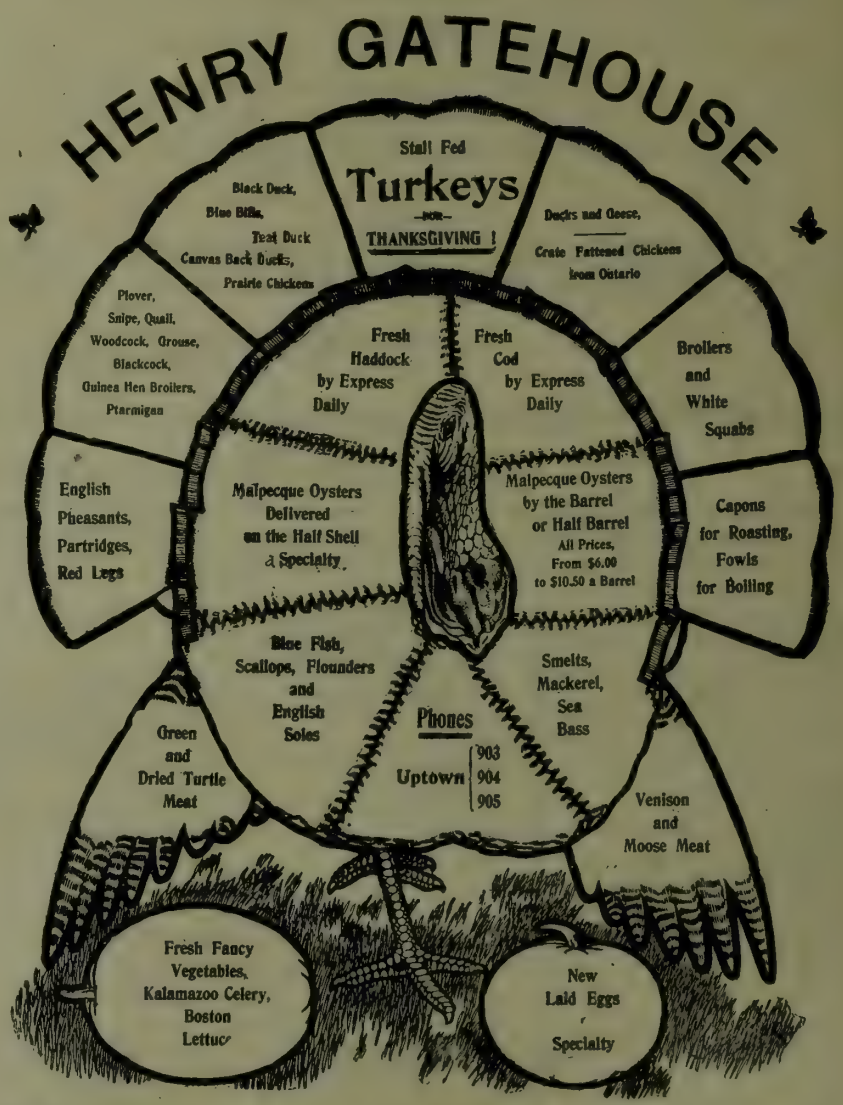
Breathe Out Christmas.

Let every ad. breathe of Christmas. Word it with the joyous optimism of the season. And let your store with all its windows be in harmony with the season—bright, cheerful and plenteous.

Most housekeepers try to keep their expenditure down, even at Christmas time. But the way to loosen the purse-string is to advertise hard and persistently.

A Sample From Montreal.

Talking of holiday advertising reminds us of some Thanksgiving grocery ads. we have seen. There was one great big fellow occupying full-page space in the Montreal Herald, that must have cost a pile of money. We reproduce it here, considerably reduced. This ad. might be termed a good one—ineffectively used. Any person turning over the pages of the paper, which contained it could hardly fail to see it and be curious about it. As far as impressing home the name of Henry Gatehouse goes, this gigantic advertisement, no doubt, did its work. But, with a little more thought and time spent upon it, it might have been made much more effective. In only one spot is a price mentioned. What it needed to make it a really excellent retail grocery ad. was the elimination of a few names, the insertion of a certain amount of explanatory reading matter about each item and a price in every instance. Prices would have given the reader something concrete. She would be able to figure out, for instance, when reading of black duck, blue bills, teal duck, canvas-back duck, prairie chickens, whether she could afford any of those delicacies or not. The absence of the price might easily lead to the conclusion in the mind of the less wealthy housekeeper, that such rare birds were too expensive for her anyway. On the other hand, if the price were attached, she might easily be persuaded that the reasonableness of the price would permit of her buying. And a little explanatory matter might easily have the effect of persuading her that she should have some of those delicacies for the special festive occasion.



A Grocery Ad. from Montreal.

One From St. Catharines.

That's a rattling good ad. of Bradley & Son, a cut of which appears with this article. It is somewhat of a departure, too! It is not what is usually known as straight display advertising, or straight reading notice advertising, but a sort of combination of both. It is the style of advertising that seems to hit the modern note—full of news value. It would be safe betting that the housekeepers of the three cities where this firm conduct retail stores are on the lookout for Bradley advertising.

The opening paragraphs are a trifle on the long-winded side. It might have been better to have scattered the information contained in them over three or four separate ads. featuring prices in one, service in another and so on. The rest of the ad., though, is fine. You will observe that the main story is told

by the heading; that excites interest. Then follows the reason why and the quality talk, which is written in a logical, persuasive style that is liable to promote real business. Take the "Mixed Cakes" paragraph as a sample. Here it is! Analyze it for yourself and you will see how interest is turned into persuasion by the influence of a final suggestion.

MIXED CAKES.

Three lbs. for 25c.

"We have a splendid assortment of cookies and cakes to sell at this popular price. They are exceptionally good for the children and lunch baskets.

"These cakes are always fresh, because we sell immense quantities and buy direct from the manufacturer.

mutual arrangement existing between the advertiser, the publisher and the consumer, to result in the greatest benefit to all, depends upon securing an equivalent for services rendered. A publisher can no more afford to lose an advertising account than a merchant can afford to lose a customer or the amount of his bill. Advertising should be regarded, therefore, as one of the fixed charges of the business, the same as the insurance, rent and clerk hire. Each month's rent adds to the good-will of the business; each dollar spent in advertising has the same effect.

At the end of each year the good-will of a successful business shows a material increase on the balance sheet, and this growth is largely dependent upon the advertising. For example, $5,000 a

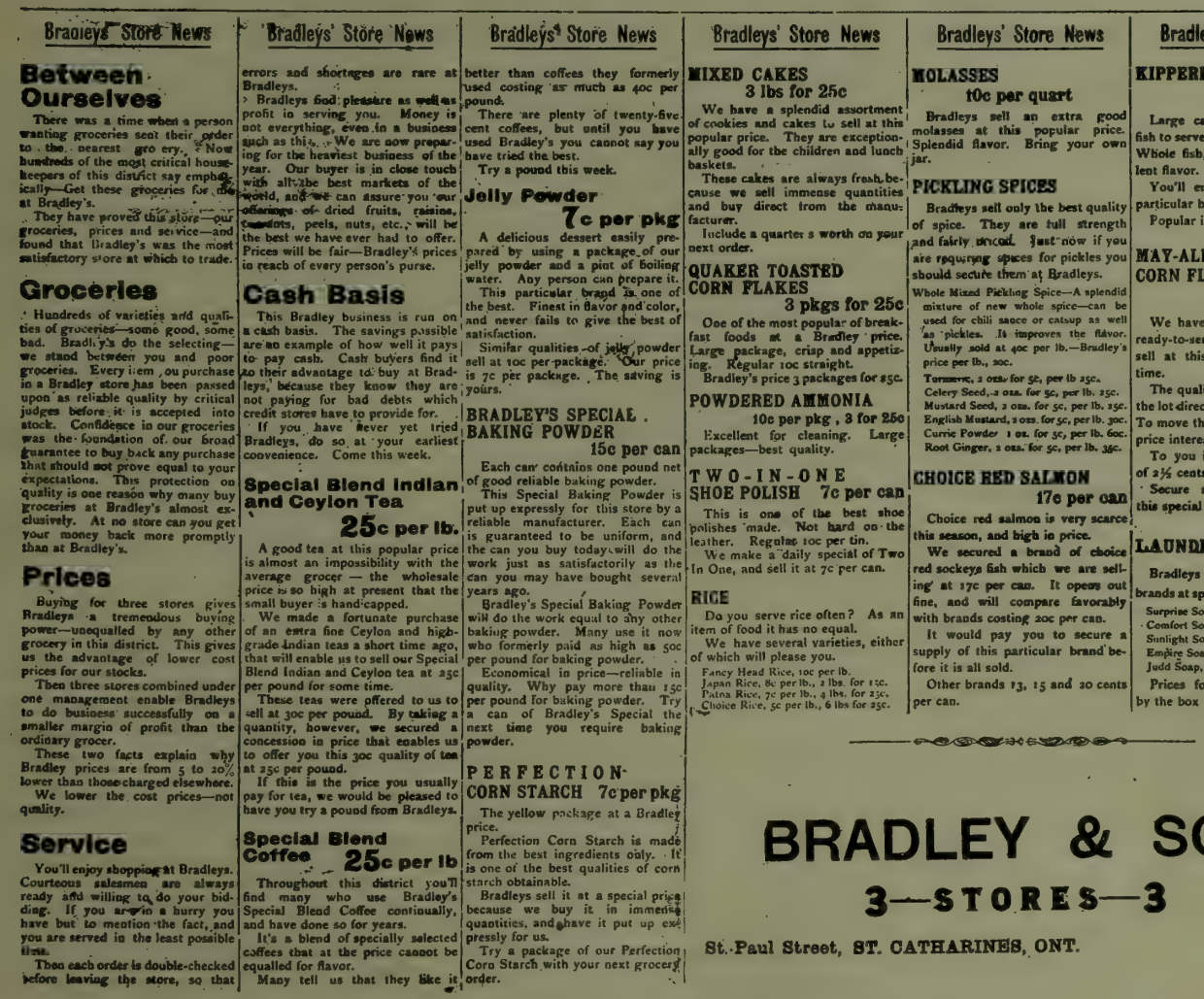
and do not figure that it will be a total loss even if the men fail individually.

Exactly so your advertising campaign should be planned.

When your plans have been properly made, see that you get the best service for the money.

"Years ago a merchant would remark: "We have $5,000 to spend this year in advertising; Jones, you spend it." Jones was in the market from that day until the appropriation was exhausted No system; no investigation; no plan as to how to get the best results, but simply to let go of the money to the first friend or good salesman who had any kind of an advertising proposition to present.

To-day you must study the customer; his habits; his tastes; his income, and



Bradleys Store News

Between Ourselves

There was a time when a person wanting groceries sent their order to the nearest grocery. Now hundreds of the most critical housekeepers of this district say emphatically—Get these groceries for me at Bradley's.

They have proved this store—our groceries, prices and service—and found that Bradley's was the most satisfactory store at which to trade.

Groceries

Hundreds of varieties and qualities of groceries—some good, some bad. Bradley's do the selecting—we stand between you and poor groceries. Every item you purchase in a Bradley store has been passed upon as reliable quality by critical judges before it is accepted into stock. Confidence in our groceries was the foundation of our broad guarantee to buy back any purchase that should not prove equal to your expectations. This protection on quality is one reason why many buy groceries at Bradley's almost exclusively. At no store can you get your money back more promptly than at Bradley's.

Prices

Buying for three stores gives Bradleys a tremendous buying power—unequalled by any other grocery in this district. This gives us the advantage of lower cost prices for our stocks.

Then three stores combined under one management enable Bradleys to do business successfully on a smaller margin of profit than the ordinary grocer.

These two facts explain why Bradley prices are from 5 to 20% lower than those charged elsewhere.

We lower the cost prices—not quality.

Service

You'll enjoy shopping at Bradleys. Courteous salesmen are always ready and willing to do your bidding. If you are in a hurry you have but to mention the fact, and you are served in the least possible time.

Then each order is double-checked before leaving the store, so that

Bradleys' Store News

errors and shortages are rare at Bradleys.

Bradleys find pleasure as well as profit in serving you. Money is not everything, even in a business such as this. We are now preparing for the heaviest business of the year. Our buyer is in close touch with all the best markets of the world, and we can assure you our offerings of dried fruits, raisins, currants, peels, nuts, etc., will be the best we have ever had to offer. Prices will be fair—Bradley's prices in reach of every person's purse.

Cash Basis

This Bradley business is run on a cash basis. The savings possible are an example of how well it pays to pay cash. Cash buyers find it to their advantage to buy at Bradleys, because they know they are not paying for bad debts which credit stores have to provide for.

If you have never yet tried Bradleys, do so at your earliest convenience. Come this week.

Special Blend Indian and Ceylon Tea

25c per lb.

A good tea at this popular price is almost an impossibility with the average grocer — the wholesale price is so high at present that the small buyer is handicapped.

We made a fortunate purchase of an extra fine Ceylon and high-grade Indian teas a short time ago, that will enable us to sell our Special Blend Indian and Ceylon tea at 25c per pound for some time.

These teas were offered to us to sell at 30c per pound. By taking a quantity, however, we secured a concession in price that enables us to offer you this 30c quality of tea at 25c per pound.

If this is the price you usually pay for tea, we would be pleased to have you try a pound from Bradleys.

Special Blend Coffee 25c per lb

Throughout this district you'll find many who use Bradley's Special Blend Coffee continually, and have done so for years.

It's a blend of specially selected coffees that at the price cannot be equalled for flavor.

Many tell us that they like it

Bradleys' Store News

better than coffees they formerly used costing as much as 40c per pound.

There are plenty of twenty-five cent coffees, but until you have used Bradley's you cannot say you have tried the best.

Try a pound this week.

Jelly Powder

7c per pkg

A delicious dessert easily prepared by using a package of our jelly powder and a pint of boiling water. Any person can prepare it.

This particular brand is one of the best. Finest in flavor and color, and never fails to give the best of satisfaction.

Similar qualities of jelly powder sell at 10c per package. Our price is 7c per package. The saving is yours.

BRADLEY'S SPECIAL BAKING POWDER

15c per can

Each can contains one pound net of good reliable baking powder.

This Special Baking Powder is put up expressly for this store by a reliable manufacturer. Each can is guaranteed to be uniform, and the can you buy today will do the work just as satisfactorily as the can you may have bought several years ago.

Bradley's Special Baking Powder will do the work equal to any other baking powder. Many use it now who formerly paid as high as 50c per pound for baking powder.

Economical in price—reliable in quality. Why pay more than 15c per pound for baking powder. Try a can of Bradley's Special the next time you require baking powder.

PERFECTION CORN STARCH 7c per pkg

The yellow package at a Bradley price.

Perfection Corn Starch is made from the best ingredients only. It is one of the best qualities of corn starch obtainable.

Bradleys sell it at a special price because we buy it in immense quantities, and have it put up expressly for us.

Try a package of our Perfection Corn Starch with your next grocery order.

Bradleys' Store News

MIXED CAKES

3 lbs for 25c

We have a splendid assortment of cookies and cakes to sell at this popular price. They are exceptionally good for the children and lunch baskets.

These cakes are always fresh, because we sell immense quantities and buy direct from the manufacturer.

Include a quarter's worth on your next order.

QUAKER TOASTED CORN FLAKES

3 pkgs for 25c

One of the most popular of breakfast foods at a Bradley price. Large package, crisp and appetizing. Regular 10c straight.

Bradley's price 3 packages for 25c.

POWDERED AMMONIA

10c per pkg, 3 for 25c

Excellent for cleaning. Large packages—best quality.

TWO-IN-ONE SHOE POLISH 7c per can

This is one of the best shoe polishes made. Not hard on the leather. Regular 10c per tin.

We make a daily special of Two In One, and sell it at 7c per can.

RICE

Do you serve rice often? As an item of food it has no equal.

We have several varieties, either of which will please you.

Fancy Head Rice, 10c per lb.
Japan Rice, 8c per lb., 2 lbs. for 15c.
Patna Rice, 7c per lb., 4 lbs. for 25c.
Choice Rice, 5c per lb., 6 lbs for 25c.

Bradleys' Store News

MOLASSES

10c per quart

Bradleys sell an extra good molasses at this popular price. Splendid flavor. Bring your own jar.

PICKLING SPICES

Bradleys sell only the best quality of spice. They are full strength and fairly priced. Just now if you are requiring spices for pickles you should secure them at Bradleys.

Whole Mixed Pickling Spice—A splendid mixture of new whole spice—can be used for chili sauce or catsup as well as pickles. It improves the flavor. Usually sold at 40c per lb.—Bradley's price per lb., 20c.

Turmeric, 2 ozs. for 5c, per lb 25c.
Celery Seed, 2 ozs. for 5c, per lb. 25c.
Mustard Seed, 2 ozs. for 5c, per lb. 25c.
English Mustard, 2 ozs. for 5c, per lb. 30c.
Currie Powder 1 oz. for 5c, per lb. 60c.
Root Ginger, 2 ozs. for 5c, per lb. 35c.

CHOICE RED SALMON

17c per can

Choice red salmon is very scarce this season, and high in price.

We secured a brand of choice red sockeye fish which we are selling at 17c per can. It opens out fine, and will compare favorably with brands costing 20c per can.

It would pay you to secure a supply of this particular brand before it is all sold.

Other brands 13, 15 and 20 cents per can.

Bradleys Store News

KIPPERED HERRING

10c per can

Large cans, containing enough fish to serve from four to five people. Whole fish, tastily prepared, excellent flavor.

You'll enjoy the flavor of this particular brand.

Popular in price.

MAY-ALL TOASTED CORN FLAKES

2 pkgs for 15c

We have enough of this popular ready-to-serve breakfast food to sell at this special price for some time.

The quality is right—we bought the lot direct from the manufacturer. To move the quantity he made the price interesting.

To you it means a direct saving of 2½ cents per package.

Secure several packages while this special price lasts.

LAUNDRY SOAP

Bradleys have all the well-known brands at special prices. Note these:

Surprise Soap, 6 bars for 25c.
Comfort Soap, 6 bars for 25c.
Sunlight Soap, 6 bars for 25c.
Empire Soap, 2 bars for 25c.
Judd Soap, 12 bars for 25c.

Prices for either of these soaps by the box on application.

BRADLEY & SON

3—STORES—3

St. Paul Street, ST. CATHARINES, ONT.

A Well-written Ad. from St. Catharines.

"Include a quarter's worth in your next order."

Every paragraph is the same—interesting all the way through. It just shows what can be done in the way of grocery advertising when a grocer becomes convinced that mere space-filling is not effective advertising; but that newspaper space can be made a big business promoter if it is filled with live, interesting matter about household wants—with prices attached.

THE APPROPRIATION AND PLAN.

In planning an advertising campaign, remember the bills must be paid. The year spent in advertising a retail business in a good locality, or in advertising a trade-marked article, is not, and cannot be, wasted money. Competition in trade usually requires something in direct returns for your advertising, but remember, that an advertising expenditure is not money wasted, even though no immediate results are shown.

An advertising campaign should be planned exactly like planning to send men on the road in a wholesale business. You know about what the expense will be if you put three or four men on the road; you arrange to meet that expense out of the profits of the business, how to reach him. What medium to use; what article to advertise primarily, and what to push as a secondary proposition. All these things must be taken into consideration, with the size of the store, the advantages in location, the amount of stock carried, the number of people employed, and the value to the merchant of an increasing "good-will." There must be system in your advertising plans.—W. T. Davis, in the Ottawa Citizen.

A. A. Woodman, of Woodman & McKee, Coaticook, was in Montreal this week.

THE CANADIAN GROCER

Established - - - - - - 1886

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - *President*

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Address:

Macpubco, Toronto. Atabek, London, Eng.

OFFICES

CANADA—

MONTREAL - - - 232 McGill Street
Telephone Main 1255

TORONTO - - - 10 Front Street East
Telephone Main 7324
W. H. Seyler, Manager

WINNIPEG - - 511 Union Bank Bldg
Telephone 3726
F. R. Munro

VANCOUVER - - - R. Bruce Bennett
1737 Haro St.

ST. JOHN, N.B. - - - W. E. Hopper

UNITED STATES—

CHICAGO, ILL - 933-935 Monadnock Block
J. P. Sharpe

NEW YORK - - 622-624 Tribune Bldg.
R. B. Huestis
Telephone 4535 Beekman

GREAT BRITAIN—

LONDON - - - 88 Fleet Street, E.C.
Telephone Central 12960
J. Meredith McKim

FRANCE—

PARIS - Agence Havas, 8 Place de la Bourse

SWITZERLAND—

ZURICH - - - Louis Wolf
Orell Fussli & Co

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d. Elsewhere - - 12s.

Published every Friday.

PROPERTY OF TRAVELERS AT HOTELS.

Is a hotel-keeper responsible for the lost clothing, jewelery, etc., of his guests?

In some cases he is and in others he is not. In France the proprietor is responsible for the safe-keeping of all the property of a guest. Whether placed in charge of the office or not makes no difference. In Canada, unless valuables are given directly in care of the landlord he is generally not held liable for them. A mere notice of the fact that the landlord will not be responsible for furs, coats, hats, etc., unless left in his charge, is, however, of itself not enough to absolve him, as a recent decision at Galt would indicate. The action was tried in the Division Court. The particulars are rather interesting, illustrating the relationship between guest and host.

A traveler named Laidlaw sued the hotel proprietor to recover $28.50, the value of an overcoat left in the hotel office and which subsequently disappeared. The traveler had taken his coat into the office and hung it on one of the lock hooks; he locked the mechanism and put the check in his pocket. When he returned an hour later the coat was gone. The proprietor refused to settle and the suit followed. The defence took the ground that the traveler had not left his coat in the hands of the proprietor and that a notice on the register stated that the proprietor would not be responsible for coats, etc., unless they were left in his charge. The judge ruled that the mere fact of such a notice on the hotel register did not absolve the proprietor from responsibility. Judgment was given for the plaintiff for the full amount.

It would, of course, be unreasonable to think of holding the proprietor of a public house responsible for the personal property of every guest, whether entrusted to his charge or not, but the recent decision goes to show that if a hotel installs lock hooks and other alleged devices of protection and some one is able to tamper with them and walk off with the clothing, furs, etc., the owner of the building is held accountable. The fact that he cannot escape by posting up a sign or notice is a good thing from the standpoint of the traveling public and will tend to make landlords see that no idlers, thieving or light-fingered gentry float around the hostelry and possibly float off later with some of the guests' belongings. Just how far a proprietor should be liable for the luggage of his visitors is a question not yet definitely decided, and perhaps may not reach the condition in France. The decision rendered in the Galt and other instances, however, would appear to indicate that we are traveling in that direction.

CHRISTMAS CONTESTS AROUSING INTEREST.

Considerable interest is being taken all over the country in The Grocer's Christmas Window Dressing and Advertising contest. From various towns come reports that local grocers are putting in special windows for the purpose of entering the competition and some bright ads of Christmas goods appearing in a number of local papers give opportunity for very readily entering the ad contest.

The fact that the Window Dressing contest is divided into two classes, thus offering equal opportunity to the city and country merchant, is a feature that should appeal to all. This was found to work out admirably last year, and will, no doubt, do so again.

These contests are something in which every merchant in the country should take an interest. To enter would be a help to himself as well as to others, and would probably mean development of these features of his business. The contests have been arranged with a view to educating the grocers to get the most out of their window dressing and advertising departments which are of the utmost importance in the modern store.

POOR OLIVE CROP IN SPAIN.

Advices from Spain November 6, stated that only 500 casks of Queen olives would be harvested this year, against 15,000 casks in 1907. Later advices, November 20, are even more pessimistic, stating that the full extent of the crop is now known. Of the 500 casks harvested a large quantity is reported unfit for export, being of poor quality.

Manzanilla olives have not proved quite so unsatisfactory, but still the quality is not so good as it might be.

Olive oil, under the circumstances, rules very firm, and higher prices are anticipated, especially for the finer grades of oil, which are generally shipped in March and April.

Strong markets will undoubtedly prevail from now on in olives also. While some stock was carried over from 1907, there will not be sufficient in first hands to supply trade requirements until 1910, when a further supply of olives will be placed on the market on the harvesting of the 1909 crop.

PURCHASING BY GRAFT.

No one except the grafters will be sorry that the Minister of Marine has issued instructions to "blue pencil" the patronage list.

The patronage list, which has existed since Confederation, under all Governments, Federal and Provincial, never had any excuse for its existence, except to create an exclusive list of political favorites who might furnish supplies and undertake contracts.

In an ordinary business enterprise it would not have been countenanced for one moment, and custom should not allow its continuance in the Marine or any other Government department.

The fact that the patronage list is a preferred list is not its worst feature. Undoubtedly purchases are made for Federal and Provincial Governments at prices which are not above those ruling on the open market. Some of those on the patronage list have declared that they have had to sell at prices which did not return them even a moderate profit. But that does not alter the fact that as a whole the system is bad and a hot-bed in which graft flourishes.

Every buying department, Federal and Provincial, should be placed on a business basis; and the exposures in the Marine Department should hasten its consummation.

The first step should be the appointment of men with practical business experience in the particular lines which the various departments have to purchase. And a salary should be paid which would ensure competent as well as honest men.

FIGHTING THE PEDDLING NUISANCE

An Evil That is Becoming Very Pre valent, Particularly in Ontario—Local Merchants Waking up and Ac ting in the Matter—Preparing for New Legislation.

The peddler, hawker and the transient trader can be found to-day in increasing numbers in almost any community. Particularly does he flourish in neighborhoods removed from railway or water communication, to which it is difficult to convey goods other than by haulage from the nearest dock or station. They are a great and growing army reaping a rich harvest. The returns must be large, or so many would not be engaged in the business. These itinerant sellers somehow manage, in a great many cases, to escape taxation, and, in many municipalities, one would think such a license fee would scarcely be worth avoiding, for the amount is a mere bagatelle. What is required and what the legitimate retailer is now demanding, is a more uniform tax, and that it be promptly collected. The authorities in several centres have been lax in getting after these meandering merchants and an aggressive campaign is mapped out.

The statutes now provide the maximum fee that may be levied, but these figures are too low. Villages, towns and townships generally have a tax of their own, ranging from $1 upwards, but the rate is felt by the merchants in different places to be no protection at all and the license is looked upon more in the light of a farce.

The average retailer does not object to hawkers and transient traders—far from it—but what they do contend is that these venders of miscellaneous commodities should be compelled to bear a just share of the cost of doing business.

The Local Merchant's Side.

The local merchant pays taxes, rent and water rates; he pays help and has light, heat and other expenses to meet. He bears a portion of the outlay for all the improvements in his village or town in the way of local improvements. He also maintains a delivery service and scatters many dollars in the way of supplies for the upkeep of his home and family, as well as distributing dollars in numerous other avenues. What does the transient trader do? His name is not on the assessment roll; he seldom pays any tax and yet he goes from community to community hawking his wares, sometimes on foot and at other times with a horse, escaping with a low fee and dodging it whenever and wherever possible. Thus his profits are large. He generally gets the top notch figure for his stock-in-trade, and makes a handsome margin. Retail merchants should, therefore, make every effort to see that a portion of that profit finds its way back into the township or village coffers. They ask only a fair measure of protection and, granted this, they are not afraid of honest, open competition.

The County License.

A transient trader may, it seems, obtain in not a few counties what is termed a county license. He often seeks to do business in every municipality within that county on the presentation of this license. In some instances he has done so and the courts have upheld his rights to operate as it were under a "blanket permit." Business men desire that the law on this point should be made clear and explicit and that municipalities should be more active in seeing that peddlers and transient traders do not go scot free. The class of persons aimed at, roughly speaking, constitute those selling direct to the consumer and not to the retailer. The distinction between a peddler and a transient trader is that the former is generally a resident of the section where he pursues his calling and is possibly on the assessment roll. The latter is one who moves around from place to place, sometimes leasing a store for a short time, engaging a room in an hotel or boarding house and selling direct to the consumer, obtaining as high prices as he can and presenting a most plausible plea as to the superior merit and quality of his offerings.

The Transient Trader.

Transient traders in Ontario to-day are thicker than ever, and it is said fully three-quarters of them pay nothing for the privilege of doing business. The sell tea, coffee, curtains, clothing, caps, carpets—in fact, most all lines carried in the average general store. It is after them that the legitimate retailer intends to go and see that the tax is levied, and that the transient merchant cannot trade in every municipality in the county simply by obtaining a county license. It is possible that the agitation may result in a demand that a minimum fee should be imposed by every municipality and that the authorities of each place be alert and industrious in seeing that all fees, licenses—taxes of every kind—are promptly met and collected.

The Retail Merchants' Association of Canada is taking up these grievances and will at the next session of the Ontario Legislature ask that the present law be changed. The amendments, which will be incorporated in petition to the legislature, will be definitely outlined in the near future, after a consultation among the members of the different branches of the organization, the various interests represented, and conferences with township, county and city councils.

Further information along this line, as well as the different clauses and amendments to the Municipal Act licensing hawkers, peddlers and transient traders will be given in future issues.

LET US HEAR FROM YOU.

For the next few weeks The Grocer will devote some attention in each issue to the peddling nuisance, its abuses and how it may be met. As a help in this we would be glad to hear from our readers in all parts of the country as to how they have been affected by this widespread evil. Address Editor Canadian Grocer, Toronto.

GROCERS BUY CHEESE FOR PRICE

What is to be Done With the Culls if They Are Not Sold in Canada?

Editor Canadian Grocer:

We have read an article in your issue of Nov. 20th under the heading "Do Grocers Buy Poor Cheese?" There is much truth in Mr. Ruddick's letter but we do not think he gets to the root of the matter. Unfortunately, there are many retail grocers who either are not aware of the fact, or wilfully close their eyes to it, that cheese varies in quality just as much as does butter or coffee or tea or almost every other commodity which they sell. Unfortunately, too, as Mr. Ruddick points out, there is much cheese of inferior quality, which, not being good enough for export, is left in the country for home consumption. Mr. Ruddick, whilst deploring that this should go into consumption, does not tell us how else it can be disposed of.

With our intimate knowledge of the trade, it has been painfully brought home to us that too many grocers buy cheese for price. Price with them is the first, last and only consideration. When they want to buy cheese, the inquiry addressed to the salesman is "What is cheese worth?" No mention of good or poor quality, new or old cheese, but just "What is the price?" If the price quoted is ½c per lb. higher than the lowest price quoted from another quarter, the beating down process begins and a deaf ear is turned against any argument in regard to quality or maturity. It stands to reason that it costs money to keep cheese six months, since the interest, storage and shrinkage would amount to at least ½c per lb. per month. Competition is keen and too many grocers are tempted to take a chance with green or second-class cheese rather than pay the additional ¾c per pound asked for good cheese in a thoroughly matured condition. Whilst we believe these to be the facts in regard to grocers who handle poor quality cheese, at the same time, we know that there are hundreds of grocers in different parts of the country who handle their cheese business as they do other branches of their business—intelligently.

The problem of factory culls we leave for Mr. Ruddick to solve. So long as they are available, they will be sold and until it is made compulsory to keep cheese for six months, or until matured, green cheese will find its way into the hands of, and be sold by, the unskilled grocer who buys for price.

Yours very truly,

C. L. MARSHALL.

Canadian Manager MacLaren Imperial Cheese Co.

Something Doing in Trade Evolution

Largest Retail Buyers' Exchange in the United States Retires and Forms a Wholesale House While the St. Louis Grocers Form an Exchange.

From New York Journal of Commerce.

There has never been a time when grocery trade questions were reaching the critical stage they are now. Only this week the biggest and most famous buying exchange in America announced its retirement from the field as a co-operative buying institution. Out in St. Louis the Retail Grocers' Association almost simultaneously decided to start a buying exchange. The reasons for these two moves are almost diametrically opposed as principles of operation in the grocery trade.

Out on the Pacific Coast two other great issues are being tested. The California Wholesale Grocers' Association is fighting the Diamond Match Co. because it refuses to withdraw "free deals" in that territory. In the same district, before the Supreme Court of California, is pending a decision on the issue of whether or not a manufacturer who desires to maintain the price of his goods in the market can obtain damages from a jobber or retailer who has cut that price and thereby possibly damaged the manufacturer's trade marks and standing in the market. Incidentally, in the latter case is involved the whole principle of a manufacturer's right to fix and maintain the selling price of his product.

Out in North Dakota the millers have placed in the hands of the court and are awaiting a decision, their contention that Food Commissioner Ladd had no right to publish bleached flour as detrimental to health nor to interfere with their practice of bleaching flour. Simultaneously in Washington the same milling interests are arguing before Secretary Wilson and his associates of the Food Inspection Board that bleaching flour is harmless and should not be prohibited.

Up in Canada the Dominion Wholesale Grocers' Guild is on trial for alleged conspiracy to keep competing wholesale grocers out of the field, and is charged with having driven competitors out of trade by compelling manufacturers to cut them off from purchasing privileges. Down in Alabama President J. A. Van Hoose, of the Southern Wholesale Grocers' Association, embracing all the jobbers in fourteen States, is defending himself against a suit for similar conspiracy by having pursued the regular work of his association.

And out in Chicago has just been fired a "shot that will be heard around the world," in the form of one of the big national specialty manufacturers. He has cut off from his goods one of the big Chicago jobbers who persisted in marketing under his own brand name goods similar to those of the manufacturer, who was relying on him as an ally and distributor. And the jobber has appealed to his fellow jobbers for mutual defense. There is involved in it all those differences which the Specialty Manufacturers' Association desires to correct, and the issues loom large with significance.

In view of all the above. And yet some people smile incredulously when students of the situation write that there is a great evolution in progress in the grocery trade. Men who follow events are forced to regard the coming year as one which will carve out for itself a great place in the history of the grocery trade.

Philadelphia's Sensation.

Nothing has quite so stirred the grocery trade of late as the announcement from Secretary Smedley, of the Philadelphia Retail Grocers' Association—the biggest buying exchange in the country—that it was to quit co-operative buying and join the realm of legitimate wholesale grocers. To the manufacturer it was the signal for drawing a sigh of relief and to awaken hope that the most annoying problem of the times is in line for solution. For the jobber it marks a turning point in a battle he has been waging for several years. For the retail grocer it possibly means that the days are at an end when he must compete with a successful rival, who owns his goods at something like 10 per cent. less than he can buy them for. And for the managers of buying exchanges it strikes a note that sounds strangely like a knell to the days of his favoritism.

None of these impressions may be wholly justified when the matter has been thrashed out to its conclusion, but every one of them is reasonably within the possible effects of the Philadelphia denouement. It is certainly a very significant move. For many months past this big buying exchange has been "under fire." One after another of the big manufacturers has decided not to continue selling it directly at jobbers' prices. Four or five large companies have already withdrawn their sales and as many more have threatened doing so. They had decided that it was not fair to sell the retailers in the association at lower prices than the rest of the retailers. Mr. Smedley denies that his decision rested on any fear of such cutting off. But he virtually admits that the position of his buying exchange was anomalous and irregular when he says that the step was taken in recognition of the fact that it placed some very friendly manufacturers in an embarrassing position, which he could not consistently force upon them longer.

If Mr. Smedley's movement and reasons are absolutely sincere and his "reformation" hearty, he deserves a great deal of credit for bravery and business acumen. People who have differed with him in the past will do well to wink at some of their old scruples and take a hand in helping him succeed in his efforts at consistency.

Philadelphia a Grocers' Problem.

Philadelphia is the most unique grocery field in the country, without doubt. Buying exchanges and chain stores have had a development there unequaled in any other place. If the same development should ensue elsewhere, the small retailer may well tremble and prepare for his finish. The same is true of the jobber. Giving Philadelphia the same ratio of retail grocery stores as most cities of its class, it would have something like 6,000 or 7,000. It did have almost that number once. To-day, however, there are not above 3,500 and one-third of these are combined in nine systems, with a volume of outlet estimated at probably 60 per cent. of the whole. The small retailer has been driven out by the growth of great retail systems that are now even throwing defiance at jobber and manufacturer. Yet the consumer does not get groceries any cheaper in Philadelphia than elsewhere.

Any one who contemplates these great retail systems and compares their buying capacity with that of the average independent Philadelphia wholesaler will readily appreciate how complex a problem has faced every manufacturer doing business in that city. However convinced a manufacturer might be that it was right and logical and "the square deal" to sell only through the wholesaler, his hesitancy to act was justified when he was challenged by consistency to refuse to sell such big organizations and profitable outlets as the Acme Tea Company, Mr. Smedley's exchange, or the William Butler system. It took courage to be consistent. People who have never studied the situation carefully should do so before passing judgment. In the interests of present-day consistency and future trade welfare there is room for serious thought in Philadelphia.

Who Created Buying Exchanges?

Mr. Smedley says, as do others who are familiar with the situation, that the co-operative buying exchange came into being, not as an aggressive agency designed to set up a preferred class, but in self protection against a rapidly growing preferred class represented in the cut-rate chain stores. Mr. Smedley was not chargeable with price cutting, so far as the evidence discloses. He says that

his members were threatened with being driven out of existence unless they did combine and buy together. He still insists that co-operative buying was a success and a saving grace to the small retailer who was a member,

If this be true, who then is to blame for having made possible the great systems, which bought goods at such low rates that they undermined all competition? Logically it would appear it was the manufacturer who was willing to sell them goods, but who now sees that he was in error. Had he recognized the rights of the jobbers to protection in a free and open field, rather than fallen to the temptation of a big retail outlet, the big retailer might not have grown so great. Now he threatens and defies not only the jobber, but in some lines the manufacturer himself. Once elimination starts no one can tell where it will end in this severely practical economy of ours. First displace the little retailer, then the jobber, and the manufacturer is logically the next victim. But thanks to organization, recently culminated in the organization of the manufacturers themselves, for the purpose of working out a harmonious and uniform plan, there is some likelihood that the irregular drift may be checked. The move of Mr. Smedley's association is the first bit of fruit from the correctionary tactics of the manufacturer.

What is a Wholesaler?

There is in the example of the Philadelphia exchange, however, another possible development, which is just now worth considering. By the mere act of incorporation and a clerical change in the methods of doing business, Mr. Smedley and his associates propose to metamorphose themselves from retailers into wholesalers. And, so far as analysis can discern, they will accomplish it. It all raises again that unanswerable question—unanswerable to the satisfaction of everybody—of "What is a wholesaler?" Dictionary terms are ambiguous on that point. The ordinary conception, however, is that a wholesaler is one who buys in large quantities, intending to sell again in smaller quantities to the retailer, who will further distribute the goods to the consumer. If that be correct that is precisely what Mr. Smedley's new corporation will be.

But the same would be true of the Acme Tea Co.'s big main depot, save that its distribution would be confined to its own retail stores, instead of selling to any retailer who comes along as a customer. Any big chain system might, by merely separating its main supply depot from its retail outlets, place itself in the column of the wholesalers, especially if it would offer to sell to any retailer who applies to buy. If the transition is thus simple, there arises a possibility that perhaps the Smedley system is the logical way out of the dilemma. Let every big distributing, buying and central station follow this course and the whole situation would become consistent again. There would be nothing but straight wholesalers and legitimate retailers. And the road would be all smooth and sunshiny to the manufacturer who wants to be consistent. Through war would have come peace.

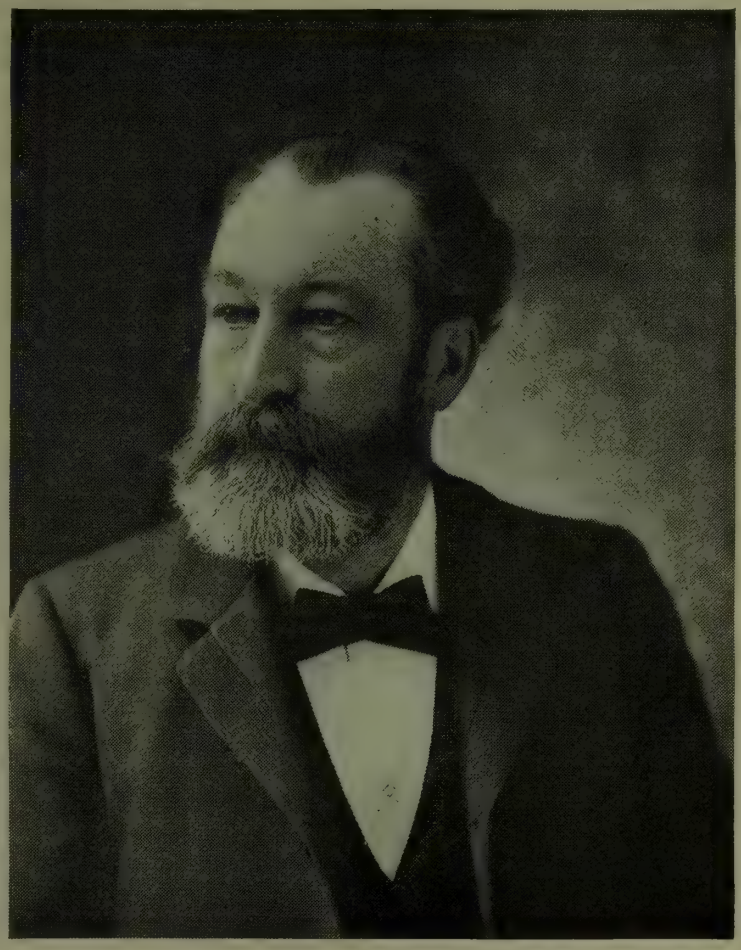
But such a course does not conform to the ideals of the old-line wholesalers, who comprise the great representative body, and who have combined into the great associations, National, Southern, State and Sectional. According to the constitution of the National Association, any wholesaler is eligible to membership, but "no syndicate or combination of retailers shall be eligible." The constitution of the Southern Association follows much the same lines, but provides that "no wholesaler is eligible where a greater amount than 20 per cent. of his, or their, capital is owned or controlled by retailers," to be determined by affidavit. And Mr. Smedley's corporation is admittedly made up very largely, if not almost wholly, of retailers, though others may buy the stock if they desire.

Here, then, is the stumbling block to the determination — from the jobber's standpoint, at least—of whether the Smedley method can change a retailer into a wholesaler. It may be that in trying to find a way out of a bad dilemma the influence of the Specialty Manufacturers' Association may be thrown to bring about new classifications, but there would be a merry old wrangle in accomplishing it. However, the present appears to have gone a long way in the direction of simplifying the situation, but in just what direction the next evolutionary movement will tend must await developments. Possibly a pause may be wise until conditions can adjust themselves to the new order of things. It appears to be largely up to the manufacturer.

The St. Louis Exchange.

The St. Louis movement to form a buying exchange and embark on the very course which Philadelphia is now repudiating appears to be nothing but a somewhat belated repetition of the early history of the Philadelphia evolution. One who reads the discussions which have ensued in the meetings of the St. Louis association cannot escape the conclusion that the movement—wise or otherwise—is born of a desire, and necessity, to cope with the chain store system of that city and the influence of the well-abhorred catalogue houses. These two have been mercilessly cutting into the very heart of St. Louis retailers, and the decision to start an exchange came from a recognition that the time had come to buy as cheaply as "the big fellows" did.

Now that the Philadelphia association has changed front it may not be too late for St. Louis to pause a minute and study the matter deeper than it has thus far.



THE LATE CALEB CHASE.

Senior Member Chase & Sanborn, of Boston and Montreal.

HEAD OF CHASE & SANBORN DEAD

Caleb Chase, senior member of the firm of Chase & Sanborn, died at his home in Brookline, Mass., on the morning of Monday, November 23.

He was born in Harwich, Mass., Dec. 11th, 1831, being the son of Job and Phoebe (Winslow) Chase. He was edu-

cated in the Harwich schools, and was in his father's general store until he reached the age of twenty-four. He then went to Boston, entering the employ of Anderson, Sargent & Co., a leading dry goods house. He was with this firm five years, traveling for them on Cape Cod and in the West, and in 1859 he made a connection with the wholesale grocery house of Chaflin, Saville & Co.

In 1864, he began business for himself, forming the firm of Carr, Chase & Raymond, which, in 1871, became Chase, Raymond & Ayer, and in 1878 was merged into the present firm of Chase & Sanborn. Owing to ill health, the active management of the business of late years has been assumed by his partners.

Mr. Chase will be long remembered for his benefactions. There was a personal element in his public and charitable gifts; something of the giver himself seemed to enter into each. He kept an active interest in his native town as long as he lived, and Harwich owes much to his public spirit. At his personal expense, he improved Harwich harbor, including the building of the sea wall. He contributed largely to the betterment of the roads of the town, gave to West Harwich its library building and another building for the town hall. He gave liberally to his own Baptist church in Harwich, and to the other churches in the town, irrespective of denomination. To the Brookline schools he gave a fund for the purpose of placing in the school rooms copies of some of the world's best sculpture. More recently he gave to the Boston Salvation Army $15,000 for its People's Place, the main hall of which is named in his honor, "Caleb Chase Hall."

Mr. Chase's private charity was endless. It was said of him that he could never resist the appeal of misery or distress. It is quite certain that there are literally thousands who will remember his generosity and personal sympathy in times of adversity.

Mr. Chase belonged to the Algonquin Club, and was an enthusiastic member of the Ancient and Honorable Artillery. He was one of the 173 members who went to England in 1896, and when the London Ancients came to Boston in 1903, he was an important factor in making the visit of the Englishmen a memorable one.

He was married in 1864 to Miss Salome Boyle, of Thurston, Maine, who survives him.

TRADE NOTES.

E. A. Jackson, who has been in the grocery business in Port Whitby, Ont., for many years, has recently sold to O. M. Walters, of Guelph, who purposes establishing a soda water and bottling works at Port Whitby.

J. B. Hallworth, president and managing director of White Swan Spices & Cereals, Toronto, is at present making an extended trip through Western Canada. He reports having already made some strong connections. Before returning Mr. Hallworth will visit Chicago and other American cities to arrange for machinery necessary to operate a new and large department of the business.

WOODSTOCK AND ITS GROCERS

A City of Few Stores But of Good Business—Some Old-Established Merchants Who Are Well Up in the Trade—Splendid Christmas Window Display.

The grocers of Woodstock have a city of which they may well feel proud, as indeed they and all the citizens of that place do. Situated in the midst of an exceptionally fine agricultural section—Oxford claims to be the banner farming county of the Dominion—Woodstock is also a manufacturing town of no mean importance.

Historically, the city dates back to the days of Governor Simcoe, who laid out the townsite, and for many years the place was known as the "Town Plot." A permanent settlement was made about the year 1830, and two years later there were 12 houses. In 1850 Woodstock was erected into a town and in 1901 was incorporated a city. The population to-day numbers about 10,000.

The city is well laid out and the streets are wide and spacious. Woodstock possesses some splendid public buildings and is embellished with squares and parks. There is really but one business thoroughfare, Dundas Street, which runs through the centre of the city, but there are a number of beautiful residential streets which compare well with those in larger cities.

Felt the Strained Conditions.

There is no concealing the fact that Woodstock's manufacturing concerns have been running rather light this year, that is speaking generally and in the broad sense of the term, for some few industries report satisfactory business, and this is reflected somewhat in the unchanged and unimproved condition of business and collections. As with other classes of merchants, the grocers have felt the pinch, but being men who have been in business for some time and having been tried before, they are coming through in splendid shape. There is of course a reverse side to the picture, and that is the fact that the farmers of Oxford County have had a splendid season and to-day have on deposit in the various banks some $30,000,000. That does not sound like financial depression, does it?

The grocery stores are not nearly so numerous in Woodstock as in other cities of its size, and thus the few which are there are of an important size and are able to carry large stocks. This has counted in the favor of the grocery trade in that city. Still when all is said and done the volume of business this year will not loom so large as did that of a year ago.

Some Bright O'd Trade Members.

In conversation with old grocers like James Scott and A. M. Smith one is convinced that the younger men in the business do not know it all, nor have they all the good things on their side. Mr. Scott is a Scot by birth as well as by name and was connected with the grocery business in the Old Land. He has been 25 years in the business in Woodstock, the past ten of which he has been located in his present stand. Mr. Smith was for many years located in the east end, but recently removed his business nearer the centre of the city. Both of these grocers' stores will compare well with any of the other stores there. There may be more elaborately fitted-up premises, but there are no more neatly arranged stores, and they carry bright stocks and their stands are equipped with the latest in store appliances.

Forbes & Co., Geo. Parker and his brother William, E. W. Sage and A. E. Sage are splendid representatives of the grocery trade in the west and east ends, and F. C. Tate, near the market, has a fine establishment.

The manufacturing trade is represented by Bean & Westlake, confectionery and biscuit makers, who though perhaps not putting out such great quantities of goods as a year ago, are very near the mark set, and show profits even in advance of last year's business.

Some of the Larger Stores.

Nearer the centre of the city are the larger grocery stores—the E. J. Coles Co., who conduct a business on the lines of a department store, but who at the same time push groceries; Fred. Millman, who does somewhat of a jobbing business; and Poole & Co., the largest grocery in Woodstock. Mr. Poole is a very well informed man and is much interested in what is going on in the country roundabout, especially in matters pertaining to the agricultural output and to the crop situation. His store is well fitted up, and down the side opposite the counter are a couple of silent salesmen and show cases containing confectionery and the daintier lines of groceries. For window display the palm must go to the Coles Co. That concern exhibited in one of its windows a lot of candied peel for the Christmas season, the arrangement of which was very neat, though not at all elaborate. J. Kelly, Fury and Thompson, and J. Lewis also have commendable grocery establishments. Altogether Woodstock should be a good grocery centre when the times improve, and at present they appear to be shaping that way, for the grocery stores are few and the population is large and well-to-do.

TIME TO RENEW.

Slips are being sent members of the Dominion Commercial Travelers' Association for the renewal of their membership for 1909. Now is the time to look after this before it is too late, and it is hoped by the management that the members will give the matter prompt attention.

John McKergon, of A. A. Ayer & Co., has been urged by his friends to accept nomination for the mayoralty contest in Westmount, in the approaching municipal elections.

The Lind Brokerage Co., 23 Scott St., Toronto, have been appointed local agents for the Allredie Pure Food Co., of Bridgewater, N.S.

Complain of Delay in Freight Shipments

Several Toronto Houses Experience Inconvenience From Slow Delivery of Goods Coming via Montreal—Others' Shipments Came Through Satisfactorily—Railway Men Lay Blame on System of Unloading Steamers.

Some of the Toronto wholesale grocery houses have been put to considerable inconvenience during the last week or so, and in some cases this has resulted indirectly in absolute loss, through unreasonable delay in receiving freight shipped via Montreal. The story is to some extent an old one, as the same difficulty has been experienced to a greater or lesser extent every year when the large direct shipments come in, but this year, with the better facilities for handling goods at the docks at Montreal, it was hoped that this difficulty would be obviated.

Delay in Jacona's Goods.

While the delay has been noticeable for some weeks, it seems to have become particularly evident in the case of the goods coming by the Jacona, in which almost every Toronto house had at least some goods. It is a peculiar fact in connection with the matter that some houses report no delay whatever and are pleased with the excellence of the delivery.

As an instance of how the matter has been working out, it is noted that the Jacona, with a cargo of dried fruits, nuts, etc., direct from foreign ports, docked at Montreal on Nov. 5th. While some deliveries of goods from her cargo appear to have been made before, large lots of these goods only came in on Saturday, the 21st inst.; some on Monday, and some had not arrived up to the time of writing.

As an evidence of just how widespread the delay was The Grocer interviewed this week practically all the local wholesale houses. Their experiences in the matter are rather varied, as is shown herewith :

What the Trade Says.

Perkins, Ince & Co.—"Yes, we have noticed some delay this fall, particularly in regard to the goods from the Jacona. Some of our stuff in her cargo is not in yet, though some came on some days ago. It seems to be about the same thing as we experience every year."

T. Kinnear & Co.—"We have noticed the same delay this year as usual, though it's getting to be an old story. Some of our goods from the Jacona have come along, though other lots are not in yet."

Groceries Limited—"Yes, this matter has caused us a good deal of inconvenience. A couple of carload lots of currants from the Jacona, which docked on the 5th, only came in on Saturday. Sixteen days seems rather too long for the delivery of such goods."

J. F. Eby, of Eby, Blain, said : "We have had considerable trouble in other years, but have no complaint to make this year. Our goods, particularly the dried fruits, have come through in two or three days, and we have no complaints this year."

Fred Armstrong, of Warren Bros., spoke somewhat similarly : "We have had no trouble this year, and are pretty well satisfied with the delivery. Our lot of 1,000 boxes of raisins we had on the direct boat came through fine."

John Sloan & Co.—"We have had no trouble in goods coming via Montreal this year. There were a couple of car lots of currants for us which came through without any noticeable delay. We have had some trouble, though, with goods coming via New York."

Fred Humphrey—"We have noticed some delay in the delivery of goods from Montreal this year, but perhaps have not had so much trouble as a year ago. We have noticed more delay this year in shipment of goods by water."

Walter Lumbers, of Jas. Lumbers Co. —"Well, we hadn't a great deal of goods coming from Montreal. There were some figs and currants, though, on the direct boat, which we haven't seen anything of yet. It hasn't bothered us much, though."

John Medland, of Medland Bros.—"We have noticed considerable delay this year, both on goods via Montreal and New York. We had two lots coming from Smyrna for instance, the first of which left Sept. 24th, and the second on Oct. 26th. Both came in Tuesday and strangely enough, the second lot came in first. This will give you an idea of how things work out."

A. H. Pafford, of Davidson & Hay, said:—"We have had no more delay than usual in our shipments this year and things have come along pretty well. We had some goods in the Jacona but they came along quite as soon as we could expect. The facilities at Montreal for handling this class of goods, however, do not seem to be what they ought to be."

What the Railroad Men Say.

With a view to getting at the cause of the delay complained of the heads of the departments of the C.P.R. and G. T.R. which would be involved were also seen.

Mr. Todd, assistant export and import freight agent for the C.P.R., questioned regarding the delay complained of, stated that there was such a rush and hurry to get away when the last boat from the Mediterranean arrived it was not surprising if there was some delay. The cargo, being picked up at many ports, was not placed in the different holds according to the ports bound for, but was rather promiscuously handled. Insurance rates were heavy at the end of the season and the owners were anxious to get the cargo off and the export products aboard. No complaint was heard as to delay with respect to the Mediterranean steamer that arrived in October but generally with the final boat there was some detention on the part of the steamship company. The responsibility rested with them and not the railway.

Mr. Nelson, of the district freight office of the Grand Trunk, through which department all import business is handled, stated that the company had received no complaints from consignees about not receiving goods in time from the Jacona. He added that delay might be caused by the different routing of the freight, some being forwarded by one line of railway, some by another, while other goods were transported by water. Of course, if a bill of lading was dated Montreal, November 5th and the goods did not reach Toronto until the 20th or 22nd, that was far too long. Imports placed on board the G.T.R. cars in Montreal were invariably in Toronto within a day and a half. If there was any detention in receiving or handling goods from the Mediterranean steamer it was not the fault or oversight of the G.T.R. Where the blame lay could not be definitely stated without full inquiry. Mr. Nelson thought that complaints as to delayed freight were rather the exception than the rule and intimated that portions of consignments were now and then bound to be overlooked if there was a great rush and crush as there would be on the occasion of the last boat.

The delay, considered from what can be learned locally, seems to be due either to undue haste in unloading the cargoes from the late boats or to inadequate facilities for handling the goods at the dock. It is understood that steps are being taken locally to attempt to remedy the matter.

GETTING AFTER HOTELS.

A circular is being sent out by the Dominion Commercial Travelers' Association to its members asking them to report in writing to the board of management any suggestions whereby the hotels of the country can be improved in the way of rooms, board, sanitary arrangements, sample rooms or excessive charges. This is a fine idea. There are numerous hotels in Canada that are first-class in every way. The traveler appreciates these—and patronizes them. But there are many hostleries that do not at all satisfy—far from it, and frequently, there being but one hotel in the place, the knight of the grip is forced to put up with serious inconveniences and discomforts. The executive of the association plan to co-operate with the hotelmen.

The Touring Club, of France, if the writer mistakes not, approached the owners of hotels in that country giving unsatisfactory accommodation, or against whom travelers made complaint, and, getting together, between the hotel proprietors and the club, difficulties were smoothed over. Considering the fact that the commercial traveler is the most steadfast patron of the hotel, his comfort and convenience should be ensured at all times. The commercial man is quick to appreciate such efforts as are made in this direction, and no better advertisement for a good hotel could be paid for than the free publicity given good hotels by the pleased "drummers."

14 TONS HONEY---ONE YEAR'S SALES

Excellent Profits Realized Through Ed ucating the Customers and Teaching the Food Value of the Product—A ttention Should be Given to Stimulating the Demand.

By a Retired Retail Grocer.

There is perhaps no article of food so little understood by the consuming public as honey. The beekeepers hold their annual conventions to discuss and arrive at the best methods of bee culture, and how to produce more and the best quality of honey, but they always seem to be overlooking a very important part of the work which requires special attention, that is, to develop the industry to the standard it ought to occupy in this country and to increase consumption, something which might very readily be done.

Bee culture is considered of such importance that the Government makes a yearly grant to the association, and in other respects assists the beekeepers in the development of this industry. It is only just, therefore, for the people to expect that good work will be done in the interests of the general public. It does not matter how excellent an article is produced. Unless a demand is created for such an article the main object of its production is lost. All kinds of goods are produced to be used, and unless the people understand their value they will not use them. This is particularly so with honey. The way honey is done up and offered for sale in our stores is in itself misleading, and instead of being looked upon as a common, everyday, useful and wholesome article of food, it is regarded as an article to be bought in a five or ten-cent bottle as a medicine for colds.

Food Value of Honey.

Comparatively few people know the food value of honey and know how to eat it. It may seem almost ridiculous to undertake to tell people how to eat but I speak from experience when I say that very few know how to eat honey. Even the wisest man, Solomon of old, told his people to eat honey, but only a little at a time.

One pound of honey contains as much nutriment as five pounds of beef, and some people if they don't know any better, especially children, will eat at one time as much honey as would be equal to about two pounds of beef, and as a natural consequence bad effects will follow and the honey gets the blame.

Sold 14 Tons in a Year.

The writer has had a unique experience in selling honey and knows whereof he speaks. For several years he kept a store in Toronto, where he sold nothing but butter, eggs, cheese and honey, and devoted his whole time and energy to the sale of these four articles. When I first started to sell honey customers would invariably say "Oh, yes, I know honey is good for a cold" and would never think of buying more than five or ten cents worth at a time, and our sales were about 200 pounds the first year. By constantly talking the value of honey as a food, its wholesomeness and its cheapness compared with preserves and other foods, and never forgetting to tell them to eat only a little at a time, our sales increased to 14 tons in one year.

Here is a lesson for beekeepers as well as the Government and the people in general. There is a wealth of millions in honey in the flowers and blossoms right before our eyes, which with proper management and wise expenditure of the money granted by the Government, could be harvested and become as common on our tables as butter. Instead of the poor people buying poor butter for their children, through the education I gave them they began buying five and ten-pound pails of honey and their children were growing fat on bread and honey.

Instead of beekeepers discussing how to get the highest price for their honey I would say spend the Government grant in advertising the value of honey as a food, and thereby increase the demand.

BRANTFORD CORRESPONDENCE.

Nov. 24.—One of the best and most enthusiastic meetings of the Brantford Grocers' and Butchers' Association was held in their hall on Tuesday evening. At the last meeting it was decided to change the programme for the next meeting and have the clerks meet with the employers. That the clerks appreciate this invitation was shown by the large number who were present, they also helped to contribute no small part of the programme. After the business of the association was transacted the following programme was given: President's Address, Arthur Coulbeck; Instrumental, R. Davies; Recitation, Harry Gowman; Debate, "Resolved, That lady clerks are preferable to men clerks." The speakers who took part —in the affirmative were employers— H. Foulds, Phil. Truss, Fred Corey; those who took the negative were clerks —J. Laing, D. D. Butler and S. Pilling. After due deliberation of the many points, many of which will prove profitable to all, the judges, F. C. Harp, W. Hastings and E. Wall, gave the decision in favor of the negative.

N. Hastings, who a short time ago came to this city from Galt and is at present with the J. Forde Co., of this city, gave a most interesting address on the Display of Fruits, a timely topic for this season of the year, also a number of good suggestions were given in regard to putting up fruits, nuts, fancy raisins and candies in fancy baskets and boxes for the Christmas trade, something which sells readily and, at a better profit than is usually made in the regular way. Further programme consisted of Instrumental, Harry Briscoe; Comic Song, H. Gowman; Reading, H. Briscoe. The grocers showed that they were interested in the clerks' advancement by donating the sum of $25 and appointed a committee to purchase books for a library. They also made a donation of $25 to the Children's Shelter. Refreshments were served at the close of the programme.

Bert Burns met with a painful accident last week, a knife slipped cutting the cords of the thumb, making it necessary to go through the painful operation of having the cords spliced.

Ed. Church who recently disposed of his grocery business, has started in the commission business, having secured the agency for this city for a number of firms.

R. Cusden has taken charge of the Brantford Co-Operative Association's grocery store.

From time to time we have seen in The Grocer discussions in regard to a grocer's flower department and how several city stores have recently gone more or less extensively into the supplying of floral decorations, plants, etc. C. W. Grantham is the first grocer in this city to try the experiment and he states that trade in that line is rapidly increasing and he is greatly pleased at the results thus far. Mr. Grantham also imports and sells a number of canary birds, called German rollers, and has them at prices ranging as high as $25 per pair.

Ald. Jas. Burns, the Dalhousie St. grocer, will again be candidate for Ward 3 at the coming municipal elections.

FROM EDITOR TO SALES MANAGER

W. S. B. Armstrong, who until about a year ago occupied the chief editorial chair on The Canadian Grocer and who has since been devoting his attention to the Pioneer, the organ of the Dominion Alliance, has taken the position of sales manager for the Ontario branch of Red Rose Tea and will commence his new work on Dec. 1st. Mr. Armstrong is known in Toronto as a thorough newspaper man and his genial disposition secured him many friends in the trade during the time of his connection with The Grocer, and will no doubt be of material assistance in the new position. Whatever he knows about tea he picked up during his connection with The Grocer and during his calls on the trade. Probably the impression he made then paved the way for the present appointment. Anyway, he should do well in directing the work of the excellent lot of boys selling Red Rose in Ontario. The Grocer wishes him every success.

F. F. Pearson, Carman, Man., has sold out to T. B. Kingsford, who has already taken possession. Mr. Kingsford will handle only crockery and groceries, and is now disposing of the dry goods stock.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT, VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

Montreal, Nov. 26, 1908.

POINTERS—
Dried Fruits—Firmer.
Provisions—Easier.
Butter—Still firm.
Fish—Easier.
Eggs—Firm; good demand.

The chief event of the week in business circles, has been the closing of the port to ocean steamers. The usual activity which this event imparts to business in general was felt this season. While this condition is not remarkable for its size, it is a welcome influence, however small. A steady improvement in the tone of trade which set in some time ago, continues, and presents every prospect of proceeding along slow, perhaps, but healthy lines. Fish is arriving freely, which has led to small declines in some lines, and a general feeling of easiness. The poultry trade is fairly quiet after Thanksgiving, but will soon brighten up for the approaching holiday season.

Good clover honey is selling well and receipts are not heavy. Other lines are going freely and are in ample supply. Free offering characterizes the bean market. Provisions, although short in some lines, are easier this week. No changes of any moment have taken place in the other markets during the week.

SUGAR—Powdered sugar is receiving special attention just at this moment, owing to the Christmas activity of the confectionery and bakery trade. Other lines are quiet. The sugar market is decidedly apathetic and the presence of many and diverse conditions render any speculation with regard to the future of little value.

Granulated, bbls	$4 50
" ½-bbls	4 65
" bags	4 45
Paris lump, boxes, 100 lbs	5 30
" 50 lbs	5 40
" 25 lbs	5 60
Extra ground, bbls	4 85
" " 50-lb. boxes	5 05
" " 25-lb. boxes	5 25
Powdered, bbls	4 65
" 50-lb. boxes	4 85
Phoenix	4 25
Bright coffee	4 20
No. 3 yellow	4 10
No. 2 "	4 00
No. 1 " bbls	4 10
No. 1 " bags	4 05

SYRUPS AND MOLASSES — Molasses continues to meet with a fair sale only, while syrups are not as active this week. There have been no changes in quotations, which remain firm, notwithstanding the general quietness of the market.

Barbadoes, in puncheons	0 37 0 39
" in barrels	0 39½ 0 41½
" in half-barrels	0 40½ 0 42½
" fancy	0 38 0 40
" extra fancy	0 38 0 42
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03¾
" ¼-bbls	0 03¾
" 3s, 10 lb pails	1 75
" 2s 20 lb pails	1 35
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 85
" 20-lb. " ¼ doz. "	2 80

MAPLE PRODUCTS — Compound maple syrup received a little attention during the week, otherwise the market is featureless.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 06 0 07
Pure syrup, 8½lb. tin	0 60 0 65

TEA—A better tone in the market is observable this week in all lines. The improvement, although slight, indicates returning confidence. Pekoes have shown more signs of life than other teas, although Pingsueys have also distinguished themselves somewhat. There has been a fair demand for all lines of Japans.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 30
Medium	0 23 0 23
Good common	0 21 0 22
Common	0 19 0 21
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 19 0 20
Pekoe Souchongs	0 19 0 20
India—Pekoe Souchongs	0 17½ 0 18½
Ceylon greens—Young Hysons	0 19 0 25
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 18
" " pea leaf	0 19 0 27
" " pinhead	0 32 0 45

COFFEE—Steadiness of demand remains the characteristic feature of coffee. Dealers report a good, steady demand, and quotations are unaltered.

Mocha	0 18½ 0 25
Rio, No. 7	0 09 0 11
Santos	0 12 0 15

DRIED FRUITS—Stocks of new Persian dates are cleaned up and the arrival of the steamer Afghanistan in New York is daily expected. This boat will bring a fresh supply. Locally, trade is fairly good, especially in currants and figs. Prices show a strengthening tendency in some lines.

Figs—	
Bag figs	0 03½ 0 05
Tapnets	0 03½ 0 05
Elemes	0 09 0 15
Dates—	
Hallowees, per lb	0 06 0 06½
Sairs, per lb	0 05
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" ½-box	0 75
"Royal Buckingham Clusters," ½-boxes	1 50
" boxes	4 75
"Excelsior Windsor Clusters"	5 75
" ¼s	1 60
Australian raisins	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 10 0 11
Choice seeded, 1-lb. pkgs	0 09 0 10
Loose muscatels 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 18 0 20
Peaches, "	0 12 0 18
Pears, "	0 13 0 15
Prunes—	per lb.
Prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 08½ 0 09½
" " " 50-60s	0 08 0 08½
" " " 60-70s	0 03½ 0 09
" " " 90-100s	0 07
Currants, fine filiatras	0 06½ 0 07½
" Patras	0 08 0 08½
" Vostizzas	0 09 0 09½

RICE AND TAPIOCA—Activity incidental upon the rush, which stimulates business slightly at the close of navigation, brightened up this otherwise dull market. No changes in prices have been recorded during the week.

Rice, grade B, bags 250 pounds	3 15
" " " 100 "	3 15
" " " 50 "	3 25
" " pockets 25 pounds	3 25
" " ½ pockets, 12½ pounds	3 35
" grade c.c., 250 pounds	3 05
" " 100 "	3 05
" " 50 "	3 15
" " pockets 25 pounds	3 15
" " ½ pockets, 12½ pounds	3 25
Tapioca, medium pearl	0 05

SPICES—The holiday trade has infused a little life into this market.

	Per lb.
Peppers, black	0 16 0 20
" white	0 18 0 27
Ginger, whole	0 18 0 20
" Cochin	0 17 0 20
Cloves, whole	0 17 0 30
Cloves, ground	0 25
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 30 0 60
Cinnamon, ground	0 15 0 19
" whole	0 14 0 16

BEANS—Offerings are large, and $1.65 is being paid in car lots. An easy tendency characterizes the market.

Ontario, pickers	1 65 1 70
Rangoon Indians	1 70

EVAPORATED APPLES—New stock is being bought in fairly large quantities, but in this line, as in many others of the grocery trade, considerable caution is being displayed.

Evaporated apples, new	0 07 0 07½

CANNED GOODS

MONTREAL—Canned fruits, vegetables and fish are meeting with a good sale. Sardines are in particularly good demand. Canned meats are, if anything, a little neglected in comparison with other lines.

TORONTO—The sale of fruits and vegetables continues to be surprisingly good. Canned fish are also in fairly good demand, owing to the continuance of the mild weather. There is some indication of tomatoes being offered at very close prices, but this is said to be by some of the smaller packers.

	Per doz. Group 1.	Per doz Group 2
FRUITS.		
3's apples, standard	$1.00	$ .95
3's apples, preserved	1.45	1.40
Gals. apples, standard	2.55	2.50
Gals. apples, preserved	4.00	3.95
Blueberries (Huckleberries)—		
2's standard	1.20	1.15
2's preserved	1.70	1.65
Gals, standard	5.05	5.00
Cherries—		
2's, red, pitted	1.95	1.90
2's, red, not pitted	1.55	1.50
Gals, red, pitted		8.00
Gals, red, not pitted		6.50
2's black, pitted	1.95	1.90
2's, black, not pitted	1.55	1.50
2's white, pitted	2.05	2.00
2's white, not pitted	1.65	1.60
Currants—		
2's red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals, red standard		5.00
Gals. red, solid pack		7.00

2's black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals. black, standard		5.25
Gals. black, solid pack		8.00
Grapes—		
2's white, Niagara, preserved	1.45	1.40
Gals., ditto, standards	3.55	3.50
Lawtonberries—		
2's, heavy syrup	1.95	1.90
2's, preserved	2.20	2.15
Gals., standards	7.55	7.50
Peaches—		
1½'s, yellow, (flats)	1.70	1.65
2's yellow	1.95	1.90
2½'s yellow	2.65	2.60
3's yellow	3.05	3.00
3's, yellow, (whole)	2.30	2.25
2's, white	1.85	1.80
2½'s white	2.55	2:50
3's white	2.80	2.75
3's, pie, not peeled	1.45	1.40
Gals., pie, not peeled	4.30	4.25
Gals., pie, peeled	6.05	6.00
Gals., assorted pie fruits (add 5 p.c.)		
Plums—		
2's, Damson, light syrup	1.00	.95
3's, ditto	1.40	1.35
2's Damson, heavy syrup	1.15	1.10
2½'s, ditto	1.80	1.75
3's, ditto	1.90	1.85
Gals., Damson, standard	2.90	2.85
2's Lombard, light syrup	1.00	.95
3's, ditto	1.45	1.40
2's, Lombard, heavy syrup	1.20	1.15
2½'s, ditto	1.85	1 80
3's, ditto	1.95	1.90
Gals., Lombard, standard	3.05	3.00
2's G. Gage, light syrup	1.40	1.35
2's, G. Gage, heavy syrup	1.55	1 50
2½'s ditto	1.85	1.80
3's, ditto	2 05	2.00
3's, G. Gage, light syrup	1.35	1.80
Gals., G. Gage, standard	4.05	4.00
2's Egg, heavy syrup	1.55	1.50
2½'s ditto	1.85	1 80
3's, ditto	2.05	2 00
Raspberries—		
2's, red, heavy syrup	1.95	1.90
2's, red, preserved	2.20	2 15
Gals., red, standard	7.65	7.00
Gals., red, solid pack	9.80	9.75
2's, black, heavy syrup	1.95	1.90
2's, black, preserved	2.20	2.15
Gals., black, standard	7.05	7.00
Gals., black, solid pack	9.80	9.75
2's, rhubarb, preserved	1.80	1.75
3's, rhubarb, preserved	2.45	2.40
Gals. rhubarb, preserved	3.30	3.25
2's, strawberries, heavy syrup	1.95	1.90
2's, strawberries, preserved	2.20	2.15
Gals., strawberries, standards	7.05	7.00
Gals., strawberries, solid pack	9.80	9.75

VEGETABLES.

Beans—		
2's, golden wax, midget, "Auto"	1.25	
2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85
3's, ditto	1.40	1,35
2's, Refugee, midget, "Auto"	1.25	
2's, Crystal wax	1.00	.95
2's, red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's, corn	.90	.85
Gals., corn-on-cob		4.50
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's, cabbage	.95	.90
2's, cauliflower	1.50	1.45
3's, cauliflower	1.90	1.85
2's, parsnips	1.00	.95
3's, parsnips	1.10	1.05
Peas—		
1's, No. 1 extra fine, sifted	1.12½	1.07½
2's, No. 4 standards	.82½	.77½
2's, No. 3 early June	.87½	.82½
2's, No. 2 Sweet Wrinkle	.97½	.92½
2's, No. 1 extra fine, sifted	1.42½	1.37½
Gals., No. 4	3.77½	3.72½
3's, pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's, table spinach	1.30	1.25
3's, table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's, succotash	1.20	1.15
3's, squash	1.15	1.10
Gals., squash	3.55	3.50
2's, tomatoes	.90	.85
3's, tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's, turnips	1.00	.95

ONTARIO MARKETS.

Toronto, November 26, 1908.

POINTERS—
Sugar—Steady.
Nuts—New walnuts in.
Canned Goods—Moving well.
Raisins—Valencias selling cheaply.
Collections—Improving.

The wholesale markets continue on about the same basis as last week, with a good deal of activity evident and an excellent tone pervading the whole situation. With Christmas only a month off of course a great deal of the buying for the holiday season is being done and this as well as the regular staple demand helps to keep business active.

There are few new features to report this week and the markets remain generally steady. Shipments of new raisins and currants continue to arrive and new walnuts coming in during the week made the supply pretty complete. All staple lines remain steady.

SUGAR—The markets, both raw and refined, are remarkably steady, with no prospects of immediate change in any direction. European beet markets present no new features and reports on crops are favorable, both in Europe and Cuba. The present visible supply is 1,968,378 tons as against 1,849,029 tons at the same period last year.

Paris lumps, in 50-lb. boxes	5 65
" in 100-lb. "	5 55
St. Lawrence granulated, barrels	4 60
St. Lawrence Beaver	4 35
Redpath Standard granulated	4 60
Redpath Imperial	4 35
Acadia granulated, (bags and barrels)	4 50
Wallaceburg	4 40
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 "	4 20

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—There is very little demand for bulk goods, though pails and cans are selling fairly well.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
	Per case.	
2 lb. Tins, 2 doz. in case		2 40
5 " " " "		2 75
10 " " ½ "		2 65
20 " " ¼ " "		2 60
Barrels		0 03½
Half Barrels		0 03½
Quarter "		0 03
Pails, 38½ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 12 "		4 80
Quarts, 24 "		4 80
Pints, 24 "		
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 35

TEA—The local market continues quiet with practically all lines held firmly. This is particularly noticeable in Ceylons and Indians. Some rather belated shipments of Japans arrived a couple of days ago will supply earlier orders and keep that market quiet also for some time. Kearley & Tongue's report for November, just to hand, shows an increase in the imports of Chinas, as follows:—"The total stock of tea in London at last shows a marked increase on the previous year's figures, but this is mainly due to the fact that China tea amounts to no less than 4½ millions more than last year at the same period. The figures of Ceylon tea remain practically on last year's basis, but Indian tea shows a decided increase as regards imports, particularly during the month of October. Prices generally are on a very safe basis."

COFFEE—There seems to be a little better demand the last week or so, probably as a result of holiday demand. Markets, both local and abroad, show very little change this week.

Regarding conditions in Sao Paulo, it is reported that the question of the state loan is before the Federal Congress to receive the guarantee to enable bankers to take up the loan and carry on the propaganda.

DRIED FRUITS — Shipments of raisins, currants, figs and dates continue to arrive daily. Some of these goods are already sold and are passing out briskly. General demand is good. Valencias continue to be sold very cheaply and some houses are quoting 5 cents and even below on first class stock. Currants are held more firmly.

	Per lb.
Prunes—	
40-50's, 25-lb. boxes	0 09½
50-60's, " "	0 08½
60-70's, " "	0 08½
60-70's, 50-lb. boxes	0 08½
80-90 " "	0 07½
90-100, " "	0 07
Apricots—	
Choice, 25-lb boxes	0 12
Fancy, " "	0 14
Candied and Drained Peels—	
Lemon 0 09 0 11 Citron	0 17 0 21
Orange 0 10½ 0 12	
Figs—	
Elemes, per lb.	0 08 0 15
Tapnets, "	0 03½ 0 04
Bag Figs	0 03½ 0 04½
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 09 0 09½
Patras 0 08 0 08½	
Uncleaned, ½c less.	
Raisins—	
Sultana	0 09½ 0 13
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias, new crop	0 05 0 06
Seeded, 1-lb packets, fancy	0 09½ 0 10
" 16 oz. packets, choice	0 09½
" 12 oz. " "	0 08
Dates—	
Hallowees 0 06½ 0 06½ Fards choicest	0 08 0 08½
Sairs 0 05 " choice	0 07½

NUTS—New Grenoble and Marbot walnuts came in during the week, and this, with the almonds and filberts already received, makes the stock about complete.

Almonds, Farungetta	0 12½
" Tarragona	0 14
Walnuts, Grenoble	0 14½
" Bordeaux	0 12
" Marbots	0 12
Filberts	0 10 0 12
Pecans	0 15 0 16
Brazils	0 15
Peanuts	0 09 0 12

RICE AND TAPIOCA—Prices continue steady except on some new lots of tapioca, of not too good a quality which is going at 4½c. New shipments are on the way.

	Per lb.
Rice, stand. B	0 03½ 0 03
B rice, 5 bag lots, delivered	3 05
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05½ 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 05 0 05

SPICES—The Christmas trade is causing perhaps a little extra stimulus in these goods. Prices generally are unchanged.

Peppers, blk pure	0 16	0 20
" white pure	0 25	0 30
" whole, black	....	0 18
" whole, white	....	0 28
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 45	0 90
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	....	0 19
" whole	0 17	0 20
Mace ground	0 80	0 90
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25

BEANS—Stocks held locally are rather light with not much interest displayed.

Handpicked, per bush	2 00	2 10
Primes, per bush	1 85	2 00
Lima, per lb	....	0 07

EVAPORATED APPLES—The market is steady though a few more of these goods are being sold.

Evaporated apples	0 07½

HIDES AND WOOL—There is a better demand for hides and the feeling among dealers is rather better.

No. 1 inspected steers, 60 lbs. up	....	0 09
No. 2 " " "	....	0 08
No. 1 " cows	....	0 08½
No. 2 " "	....	0 07½
Country hides	0 08	0 08½
City Calf skins	....	0 12
Country Calf skins	0 10	0 12
Lambskins	0 55	0 60
Horse hides, No. 1	....	2 75
Rendered tallow, per lb	0 05½	0 06½
Horse hair, per lb	0 28	0 29

"DADDY" MAY JOINS THE BENEDICTS.

W. W. May, one of the traveling staff of R. S. McIndoe, Toronto, who sells Bovril in Toronto and western Ontario, was happily married on Thursday, Nov. 19, to Miss Ida Zilliax, of College St. The ceremony was performed at the Church of St. Mary Magdalene, Manning Avenue. "Daddy," as Mr. May is familiarly called by his friends in Toronto, is very familiarly known to the trade in the city. He is also a familiar figure in athletic circles. He has been a member of the grocery brokers' hockey team since its organization, and last year was outside wing for the champion Tammany Tiger Rugby team.

After the ceremony the young couple left for a ten days' trip to New York and the eastern States. On their return they will reside at 194 Delaware Avenue, Toronto.

A VISIT TO CALEDONIA SPRINGS.

The winter opening of the hotel at Caledonia Springs, near Ottawa, was fittingly celebrated last Saturday and Sunday, when the new manager, Charlie Cole, and Geo. Ham, of the C.P.R., very pleasantly entertained a party of about twenty newspaper men from Montreal and Ottawa at the Springs.

On Sunday Mr. Cole took the party on a tour of inspection, which lasted two or three hours. This included a visit to the bottling plant, the dairy, the splendid stock stables, where fine bred cattle worth $300 each were to be seen; also the hen farm, where various kinds of poultry, including pigeons and ducks, were in stock, cultivating for the menu of the hotel tables. The greatest interest was taken in the bottling plant, which was built at a cost of $85,000. Mr. Cole explained, as a man who had been formerly exployed at the Poland Springs water works, in United States, that a bottling plant could be built for $3,000, but not like this one, simply because the protection from bacteria had to enter into the work so strongly that to get the best machines and the proper glass and silver vessels and all the accessories of hygiene, money had to be spent.

Sunday afternoon Mr. Cole showed again his many-sided nature, when he drove the party himself in a four-in-hand to Vankleek Hill. The party took the evening trains each to their homes with memories of a land "where nobody goes home," which are as unfading as the sky. The hotel used to be closed in the winter. Now that has been all changed. Skating rinks and toboggan slides will be the charm potent in other places and why not here? They have the food, the comfort, the springs and all that is necessary is to make it known to get a large number of visitors there all the time this winter and every winter. The baths from this spring water are in conjunction with the hotel, and their benefits are known all over Canada. The water has recently passed the test of the pure food laws of United States, and this was a delight to Mr. Cole. Canadians may get the water on any part of the continent and in the Old World. A booklet of great interest and value will be sent to any enquirer. The grocers of the land will find information of interest to them by writing for this booklet. The water can be shipped in any climate.

HAMILTON CORRESPONDENCE.

November 24.—The grocery trade here all seem pleased at the way business has picked up lately and this applies specially to those in the factory district where all the grocers are hustling for more help.

Two of our veteran grocers, who are also great sportsmen, have just returned from Muskoka, where they went loaded for bear, and sure enough they brought bruin home with them. Adam Ballentine and Geo. Caine are the successful nimrods, their party having bagged all kinds of game—one bear, several deer, minx, and other animals. They claim this the best season ever.

H. N. Kittson, of W. H. Gillard & Co., wholesale grocers, met with a distressing accident recently while driving his speedy horse. The animal bolted, drawing Mr. Kittson over the dashboard and on to the pavement. Fortunately his worst injury is a broken nose, which, while very painful, is not necessarily serious. His friends are offering him congratulations on his narrow escape from serious injury.

The Grocers' Association are still hammering away at the pedler question and while all agree that nothing permanent can be done until the Ontario Legislature amends the act so it will be entirely plain to a police magistrate or justice of the peace what their jurisdiction in the case may be. In the meantime discussion does no harm and the grocers are pledging the aldermanic candidates to exert themselves in favor of a by-law that will protect the taxpayer in the matter.

H. C. Beckett, ex-president of the Dominion Grocers' Guild, has kindly consented to address the Grocers' Association at an early date. This will be a great treat for the Hamilton grocers and one which they thoroughly appreciate.

A PROMINENT MANUFACTURER.

One of Montreal's younger and more energetic business men, and one of the city's best politicians, is president of the recently reorganized Caledonian Biscuit & Confectionery Company, in the person of Ald. J. G. Duquette.

Only thirty-nine years of age, Mr. Duquette has still the best part of his life before him, yet he need not utilize the next twenty years in strenuous endeavors to establish a reputation for business worth and "get there" qualities, for he has already proved his capabilities.

He claims Lachine as a birth-place, and there his first rudiments of learning were attained. He finished off his education in Montreal, and secured employment with the old Montreal Roofing Company. Ten years of faithful service with this concern taught him the

ALD. J. G. DUQUETTE.

roofing business, and at the age of 28, in partnership with a fellow-worker, he put out his own shingle (not a pun) "Bissonette & Duquette, general roofers."

He has been quite successful in this business, and he is likely to be equally so in his new undertaking. He has associated with him Ald. N. Seguina, retail grocer of experience, besides L. A. Taillon, as manager of the biscuit company.

His active political career covers a period of four years. He was nominated for alderman to represent St. Denis ward in the city council in 1904, and went in by a good majority. He was returned by acclamation in 1906, and in 1908 defeated his opponent, so that he will hold office for the next two years.

He is a valued member of the Chambre de Commerce and is prominent in all the local French-Canadian societies.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Nov. 24.—Foster's predicted storm of the 16th did not come this way and the West has been basking in almost summer hear. The light snowfall is a thing of the past, and blue skies and bright sunshine have very effectively put the thought of coal and furs out of the minds of should-be purchasers. This is affecting the coal, clothing and fur trades materially, but on the other hand it has given a very great impetus to building and this week the foundation for one of the largest apartment blocks yet erected was begun and it is fully expected to have the foundation completed this fall, and everything in readiness for the steel superstructure next spring. The block will cost between $150,000 and $175,000, and is the fourth apartment block of approximately the same cost to be erected this year. The site chosen is one of the few vacant corners in Winnipeg's most fashionable suburb, Fort Rouge, and is a further indication, if any were needed, of the steady way in which capital is seeking investment in Winnipeg.

A great many large buildings have reached the stage of inside finishing and there will be a greater amount of all-winter work for carpenters, plasterers and painters than was the case last year, and there will be a corresponding increase in the trade in wood finishings, small hardware and paints.

Another thing that looks well for the employment of labor this winter, is the provision being made by lumber contractors for supplies for winter camps and the fact that already gangs are being made up for the woods. During the past week a number of men have been employed and sent out to the woods, and though the men who are doing the hiring are probably rather more particular as to what class of men they take than was the case two years ago, still there has been a fair demand for good, able-bodied men for the woods.

There has been some complaint that employment agents show a preference for Galicians over English-speaking men who apply, and a further inquiry seems to indicate that there is something in the complaint.

Employment agents would not admit it, of course, but it is just possible that it is easier and cheaper to feed the foreigner than it is the native-born, and if so, a camp composed of these men would be a cheaper camp to run than where the nationalities were mixed. I would not like to be taken as saying definitely that there is a discrimination against English-speaking men in favor of these husky foreigners, but there are certainly signs pointing that way. Possibly working on the theory that heavy snow usually follows a winter of exceptionally light snowfall, such as we had last year, contractors seem to be laying plans for a big winter in the bush. Tie camps especially will be busy this winter as the demand is very good.

Exceptionally keen interest is being taken in the civic contest here, which will be determined on December the 8th. Controller Evans, who in conjunction with Mayor Ashdown, has worked so strenuously, and with such conspicuous success to improve the condition of the city finances, is a candidate for mayor, and he has for opposition Alderman Manning, who has systematically opposed the efforts of these men in the direction of improved finances. He is also the father of a scheme for the city to buy out the present street railway company and their power plant. The third candidate is C. H. Forrester, a man with absolutely no civic experience. W. Sanford Evans, who is not unknown in eastern Canada, is a man of good business ability and also of culture and refinement and an able speaker. It is felt by all who know him that a better choice could not be made for mayor, more particularly in view of the fact that the British Association will be guests of the city next summer. In Mr. Evans the city will have at once a man who may be trusted to do the wise and the right thing in regard to finances, and at the same time will represent the city with infinite credit, not only with those who may visit the city, but wherever he may go abroad as the city's chief magistrate.

The grain movement continues to be one of the striking points of the West. Not the most sanguine advocates of the double-tracking from Winnipeg to Fort William anticipated that it would make such a difference in the amount of wheat moved. It is not yet complete, but over 240 miles of it have been in commission since October 10, and the increase in car movement has been quite surprising. Up to November 18th, 39,322 cars of grain of all kinds had passed Winnipeg out of the present crop, and of this 34,816,950 bushels were wheat. The details of this movement are rather interesting.

Reports made on the 18th indicate that there had been inspected in Winnipeg from this year's crop in the yards of the Canadian Pacific 22,858 cars of grain. This was distributed as follows: Wheat, 20,156 ; oats, 1,524 ; barley, 723 ; flax, 455 ; total, 22,858. At Calgary there have been inspected to date 1,048 cars, as follows : Wheat, 604 ; oats, 401 ; barley, 41 ; flax, 2 ; total, 1,048. In the yards of the Canadian Northern in Winnipeg there have been inspected to date 11,574 cars of grain, as follows : Wheat, 9,843 ; oats, 963 ; barley, 728 ; flax, 40 ; total, 11,574. For the Grand Trunk Pacific there have been inspected in Winnipeg 761 cars, as follows : Wheat, 664 ; oats, 71 ; barley, 20; flax, 6 ; total, 761. At Duluth there have been inspected of Canadian grain of this year's crop 2,080 cars, as follows : Wheat, 1,902 ; oats, 42 ; barley, 107 ; flax, 29 ; total, 2,080 cars.

From this it will be seen that the C. P.R. carried 23,896 of the total of 39,-322 cars. Another interesting feature is the amount coming in off the G.T.P. and the amount going to Duluth via the Great Northern. The movement past Winnipeg has averaged half a million a day for the past week.

The market has been a very steady one and for the latter part of the week an active one, with an increased shipment to Buffalo. One of the features of the week has been the runaway market in flax. The price went up by leaps and bounds, May flax selling at $1.29, and November at $1.25, and these prices were cheap compared to Duluth, where November flax sold as high as $1.45. There is no doubt that the damage to Argentine flax by frost set the ball rolling, but there has been some manipulation as well. The crop of the Canadian West is not a heavy one this year, but the quality is unusually good. The big oil companies have been heavy buyers this past week.

The outward shipment of grain from the head of the lakes has been so large and stocks have been kept so well down in proportion to the amount going in that it is not likely that there will be the usual wild scramble to get boats out at the last moment, as has prevailed in former years. The absence of ore hauling at Duluth has set free a very large number of boats for the wheat trade, which are not usually available. This has another advantage to the wheat shipper, the keen competition has prevented the usual advance in grain rates as the close of open water is approached.

The movement of cattle has been almost as remarkable as that of the wheat, over 23,700 head passing the Winnipeg yards in three weeks, and 9,-079 in one week. The fine weather has kept the pasturage good on the ranges and anything fit for export has been very good indeed. There has, however, been an undue shipment of young and small stuff that needed another year on the range. The close of November will practically see the end of the cattle-shipping season, not that there are no cattle whom their owners desire to sell, but owing to there being no further ocean space available.

Fully 90 per cent. of all cattle reaching Winnipeg come in over the C.P.R. and all cattle leaving Winnipeg for Montreal go out over the C.P.R. In the three weeks just mentioned over 1,200 cars owned by that company were employed in the cattle trade west of Winnipeg, and 900 cars were used for hauling cattle east of Winnipeg.

The situation in the West continues very satisfactory and the movement in money steadily improves.—H.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, November 26, 1908.)

POINTERS—

Canned Peas—Prices vary.
Syrups—Competition forcing reduction.
Beans—Declining.
Almonds—Reduced.
Cheese—Advanced.
Butter—Market firmer.

Christmas trade is in full swing at all the wholesale houses and a strong demand is reported for high-grade Christmas and holiday supplies. General business continues to show a marked improvement. Money is circulating pretty freely as the farmers have got returns for most of their grain and country merchants have been looking after collections pretty sharply.

One or two houses have made an attempt to advance the price of canned peas as supplies are reported short. Others are, however, still selling at the reduced prices established a few weeks

ago and there is little indication of a settlement of the canned goods war. Competition has forced a reduction in corn syrups and it is difficult to enote with any certainty of accuracy.

SUGAR—The sugar market is quieter now than for some little time past but, in view of recent experiences, fluctuations need excite no surprise. Quotations continue as follows:

Montreal and B.C. granulated, in bbls	5 10
" " in sacks	5 05
" yellow, in bbls	4 70
" " in sacks	4 65
Wallaceburg, in bbls	5 00
" in sacks	5 05
B.C. gunnies granulated, 5-18's to bale, per cwt	5 05
" " 5-2's " "	5 05
" hard pressed lump, 25's, per cwt	6 25
" " half bbls., per cwt	6 60
" icing	5 90
" bar sugar	5 70
Icing sugar in bbls	5 70
" " in boxes	5 90
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls	6 05
" " in ½-bbls	6 05
" " in 100-lb cases	6 05

SYRUPS AND MOLASSES—Sales of corn syrups are being made again at the prices which obtained before the recent advance, that is at 10c less per case than prices quoted below. We quote.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	2 95
" " 10-lb tins, per ½ "	2 [illegible]
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " 1 "	3 60
" 10 " ½ "	3 30
" 20 " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bats., each	2 25

MAPLE PRODUCTS—Selling very slowly. Prices continue as before:

Sugar, 25 lb. boxes, ½s. and ¼s	3 00
Syrup, gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 55

ROLLED OATS—Prices continue as before:

Rolled oats, 80 lb sacks, per 80 lbs	2 30
" 40 " " 80	2 36
" 20 " " 80	2 40
" 8 " " 80	2 70

CORNMEAL—The local market is steady at the following slightly reduced prices:

Cornmeal, per sack	2 35
" per ½ sack	1 20
" per bale (10, 10's)	2 65

BEANS—The market is weak. Hand-picked are quoted at $2.10 to $2.15 per bushel and the three-pound picker at $2 per bushel.

POT AND PEARL BARLEY—Pot barley is quoted at $2.55 per sack, pearl barley at $3.75 per sack and $1.95 per half sack.

FOREIGN DRIED FRUITS—Christmas trade in figs, currants, raisins and dates is booming at present. Indications point to higher prices on prunes and several other lines of California fruits.

Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 80
" extra dessert, "	3 85
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" Connoisseur clusters, boxes (5½ lbs)	0 85
Trenor's Valencia raisins, f.o.s., per case, 28's	2 05
" " " 14's	1 00
" " selects " 28's	2 25
" " " " 14's	1 15
" " layers " 28's	2 35
" " " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0 07
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 08
" 4 " " "	0 08½
Prunes 90-100 per lb	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 08½
" 40-50 "	0 08½
" 30-40 "	0 09½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 08½
Peaches, per lb	0 08½
Apricots, standard, per lb	0 10½
" choice, per lb	0 11½
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

RICE AND TAPIOCA—Only a staple business is being done and there is little interest being displayed. Patna rice is quoted now at 4⅝c per lb. and Rangoon at 3¾c.

EVAPORATED APPLES — Wholesalers are still selling their first shipments at 7⅝c per lb., but on the basis of present prices in the East an early advance is expected.

HONEY—Supplies are hard to obtain. Prices are quoted as follows:

Honey, 2½ lb. tins, in case 24	8 75
" 5 " " 12	8 50

SPANISH ONIONS—New stock is quoted at $1.15 per crate.

NUTS—

Shelled Walnuts, in boxes, per lb	0 27
" " small lots, per lb	0 29
" Almonds, in boxes, per lb	0 27
" " small lots, per lb	0 29

CANNED GOODS—Owing to scarcity of supplies there has been some attempt to advance canned peas 10c a case but competition is still very keen and the prices quoted below still obtain very generally. Corn and tomatoes are selling in good quantities at the prices quoted and an advance is not considered probable in view of local wholesale conditions. We quote:

FRUITS.

	Group No. 1	Groups No. 2 & 3 Group No. 1	Groups Nos. 2-3
Apples—3's standard, per case	$2.44		$2.34
" Gallons, standard, per case	1.55		1.52½
Cherries—Red, pitted, 2's	4.18		4.08
" black pitted 2's	4.18		4.08
" white pitted 2's	4.38		4.28
Currants—Red 2's	4.18		4.08
" black 2's	4.18		4.08
Gooseberries—2's	4.58		4.48
Lawtonberries—2's	4.18		4.08
Peaches—Yellow 2's	4.18		4.08
" yellow 3's	6.54		6.44
" pie, unpeeled 3's	3.34		3.24
" pie, unpeeled, gallons	2.42½		2.40
" pie, peeled, gallons	3.30		3.27½
Pears—Flemish Beauty 2's	3.68		3.58
" Flemish Beauty 3's	4.74		4.64
" Globe l.s. 2's			2.78
" Globe l.s. 3's			4.14
Plums—Damson l.s. 2's	2.28		2.18
" Lombard l.s. 2's	2.28		2.18
" Green Gage l.s.	3.08		2.98
Raspberries—Red 2's	4.18		4.08
" red, gallons	3.80		3.77½
" black 2's	4.18		4.08
" black, gallons	3.80		3.77½
Strawberries—2's	4.18		4.08
" gallons	3.80		3.77½

VEGETABLES.

Asparagus—2's	6.28		6.18
Beans—2's	2.08		1.98
Corn—2's	2.08		1.75
Peas—			
No. 4 standards, 2's	1.88		1.55
Early June, 2's	1.98		1.65
Sweet Wrinkle, 2's	2.18		1.85
Extra fine sifted, 2's	3.08		2.75
Pumpkins—3's	2.14		2.04
Succotash—2's	2.68		2.58
Tomatoes—3's	2.44		2.10
Tomatoes, 2's	2.08		1.74
Tomatoes—gallons	3.70		3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " "	1 90
" 3 " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Corned beef " 2's per doz.	2 70
" " 1's "	1 50
Roast beef	
" 1's, per doz	1 50
" 2's, "	2 70
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunchtongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 90
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

OPPORTUNITIES IN CONFECTIONERY.

The approaching Christmas season is one which stimulates most grocers to pay a little extra attention to their confectionery departments. And this is very advisable. There is no reason why the confectionery store around the corner should gather in the big share of this business. The grocer should make a study of the wants of his customers and lay in a number of lines, though not too many, to meet the demand. While a certain amount of low-priced candy is necessary in most stores, the attention of customers should be directed as far as possible to the better lines. Many grocers do a splendid business every year in high-class box goods which they advertise and talk up a few weeks before the holiday season. There is good money in this if handled rightly.

Confectionery manufacturers report an excellent demand for their products this year, particularly of the higher grades of goods. The decline on cocoa during the year has caused a slight drop in chocolates and these should be more in evidence than ever. Though the past several months have been a little hard on the confectionery trade, the present holiday season, now that money is freer, promises to be exceptionally good. It is up to the grocer to take advantage of this.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

Joseph Brown & Sons, 29 Youville Square, Montreal, have recently added to their business all leading lines of nuts, as well as lemons, oranges, grape fruit, Malaga grapes, and similar goods. This firm is known all over Canada as a banana importing concern, and the departure from "bananas only" is the result of frequent requests from their customers that they supply them with their wants in other fruits, and nuts.

Baker's cocoas and chocolates are being offered by W. H. Gillard & Co., of Hamilton, at very interesting prices. See their advertisement in this issue.—Advt.

Grocery News from Coast to Coast

Western Canada Notes

Winnipeg Stores Are Getting on a Christmas Appearance—Grocers Interested in Elections—Herring Run Started at Vancouver Island.

VANCOUVER.

November 21.—New nuts and raisins from California are in for the Christmas trade. The California walnut has almost the monopoly in this market for the big holiday trade, because the Grenoble does not arrive from France until close on to Christmas or after. Both last year and the year before it was after the holiday before they got here. They are the cheaper nut, still the California is a good article. Almonds from the south are selling at 15c to the retailer.

Raisins come from California in 12 and 16-ounce packages, jobbing at 8¼c to 8½c and 9½c respectively. The 16-oz. brand is the best for trade, as it can go at two for a quarter, while the other has hardly enough margin to allow three for a quarter. Raisins also come from California in one-pound packages done up in cartons with isinglass fronts. These are compared to the Solitas brand of Muscatels from Spain in loose tissue paper parcels. These latter job at 18½c.

The higher prices of eggs come a little sooner this year than they did last. D. E. Mackenzie, clerk of the market at New Westminster, who keeps a record, points out that they were quoted last week at 50c wholesale and 55c retail, which is 5c higher than the corresponding period of last year, and from 10c to 12c dearer than in Alberta, while in Seattle the wholesale price is about 47c. Most of the dairy butters are selling at 40c, and the creameries at 45c, with prices in the market at 40c. In November last year, the figure was 5c lower. Yet, this year the weather is much warmer than a year ago. The winter all through a year ago was mild, but since the first of the present month very warm waves have swept over the province. These bring rains to be sure, but not by any means cold. It may mean that eggs may slump, but cold storage sets aside the effects of temperature. Although eggs and butter may be higher than in other parts of Canada, the general average of living is not higher in British Columbia than in other western sections.

The Co-operative Society at New Westminster is now looking up a site for a store. The selection will be made in a few days, and construction will likely start within a short time.

Another new fishing enterprise is spoken of for northern waters, so that the market in this line should be well supplied. The trade in the east is counted on for such fish as halibut, cod, etc.

A visitor this week was Stanley Scearce, the mercantile prince of Dawson, who states that business conditions in the Yukon are all that could be desired, and that the outlook is favorable in every way. He brought his wife out with him, as well as his automobile, and is on his way to California, where they will spend the winter.

The herring run has started on the east coast of Vancouver Island, and fishermen are busy at Nanaimo. The herring this year are reported to be of exceptionally good quality and size. It is expected that 500 men will be actively engaged in the catching and curing.

WINNIPEG.

November 23.—Winnipeg grocery stores have a bright air of Christmas cheer about them now and the holiday business is getting well under way. Several stores have particularly attractive window and interior displays of fruits and nuts which find their readiest sale when the housewife is thinking of holiday menus. Some of the best window displays are those of the W. H. Stone Co., E. B. Nixon, A. Hendry, A. R. Christie, Robinson & Co., and the T. Eaton Co. Since the enlarging of their store by the crowding out of two or three other stores adjoining them, Robinson's have more window space on Main St., and grocery displays are seen in their Main Street windows for the first time.

A. R. Christie has moved from Main Street to Portage Avenue, adding one more to the number of Winnipeg merchants who have made similar moves. Mr. Christie is one of the long-established Winnipeg grocers and he has always had a choice line of customers. If his experience is anything like that of A. Hendry, he should find a big increase in his business as a result of his move to the leading retail street, where he is closer to most of his best customers.

Cold weather and snow would be welcomed by all the Winnipeg retailers. Just now the thermometer is hovering around the fifties and business is suffering somewhat from the unseasonable weather. Thanksgiving day brought snow and cold weather which lasted long enough to give business a welcome boost but the return to mild and sloppy weather has been responsible for a slight reaction.

Dealers in Winnipeg and throughout Manitoba are very much interested in the agitation over the quality of coal oil which has been sold recently and which has been responsible for one terrible tragedy in Swan Lake, as well as many minor accidents in city and country. No one blames the retailers, as they could have no object to serve in adulterating the coal oil they sell with gasolene, which costs more than coal oil; and although the evidence points to the conclusion that all the coal oil about which complaint is made came from one oil company, about the same time, no one seriously entertains the belief that that company deliberately adulterated its oil. The situation is serious, and every one hopes that the authorities will conduct a thorough investigation, which will lead to the discovery of the guilty or criminally careless persons who are responsible for the trouble.

Winnipeg retailers are interested in the approaching civic elections, as all good citizens should be. Perhaps, because of what they believe to be an injustice in the levying of the business tax, and for other reasons, they are more interested than others in the selection of a good mayor and good controllers and aldermen. If so, they are more interested than other citizens, because as property owners and business men they have more at stake than others. But their vote is not to be delivered in a block by any interested party who may think that by virtue of a position which he holds, his influence with them is worth something. Consequently, at least, one candidate for mayor was well advised in turning down hard a bumptious individual of that sort, who pretends to hold the retail vote of Winnipeg in the hollow of his hand.

Quebec and the Maritime Provinces

Several Business Changes in Montreal—Large Shipments of Apples to British Markets—The Markets of Nova Scotia.

MONTREAL.

Nov. 24.—D. T. Carter, representing Liptons in the Province of Quebec, leaves on the 29th for a trip to Quebec and the towns of the Lower St. Lawrence in the interests of his firm.

An interesting window display may be seen at Morgans' Departmental Store this week. This consists of a wooden kitchen cabinet, having numerous electric switches. This cabinet contains the usual places for groceries, and kitchen supplies, and the cooking of these things is done on the broad shelf of the cabinet, without the intervention of a stove. All the pots and pans used have short legs, which elevate the bottoms of the dishes free from the wood of the cabinet, and are connected with electric current. In this way the warming surfaces of the dishes are rendered sufficiently hot to cook by, and the disagreeable feature of standing over a hot stove is eliminated.

H. G. Bauld, of Bauld Bros., Halifax, was in town for a few days last week.

A. H. Brittain & Co., agents for "Allredie" plum pudding, are conducting a demonstration this week of their goods at the Mount Royal Departmental Store, Mount Royal Ave.

J. W. Roscoe, wholesale and retail grocer, of Liverpool, Eng., was a visitor to this city for a few days last week. He is making an extensive tour of Canada, traveling for the benefit of his health. Mr. Roscoe, during a discussion of conditions in England and Canada, stated that the glowing stories of the great possibilities which he heard of Canada at the Franco-British Exhibition had influenced his decision in coming to Canada.

D. G. Whidden, of the Sweet Milk Condensing Co., Laurentide, Que., was in town for a few days last week.

J. H. Davis, representing Beaver Oats, has returned from a hunting trip in the Laurentians. He secured a good bag and among other things, got a deer and a fine hawk, which he has had mounted.

Sperdakos Bros., retail fruits and confectionery, 453 Notre Dame west and 98 St. Lawrence Boulevard, have opened a new store at 628 St. Catherine St. east, which is a credit to them.

Mrs. Edgar Judge, wife of Edgar Judge, grain exporter, Board of Trade Building, died suddenly Wednesday morning.

S. Carsley, head of the firm of S. Carsley Company, died suddenly Friday evening at 9 o'clock, Nov. 20. The previous Tuesday Mr. Carsley sustained slight injuries as the result of a carriage accident but it was thought by his medical adviser that these were of an inconsequential nature. Up till Friday afternoon he had been making satisfactory progress toward recovery when suddenly his condition became worse and he passed away at 9 o'clock in his 72nd year. Mr. Carsley's death will be felt as a distinct loss to the community in general, being prominent in philanthropic as well as business circles. One of the chief features of the Carsley store was the grocery department which they had developed to a superior degree. The deceased gentleman is survived by a widow and five children, among which are W. F. Carsley, president of the S. Carsley Company; Samuel Carsley, vice-president of the same company; John Gibb Carsley, also associated with the company, and Cecil L. Carsley, of Edmonton. The funeral was held from his late residence 507 Guy St., to Christ Church Cathedral, thence to Mount Royal Cemetery.

ST. JOHN.

Nov. 23.—Several changes have been recorded in the local market during the past week and the tendency seems to be for higher prices. Ontario flour has advanced 10c, the wholesale price now being $5.60 to $5.70. The quotation for Manitoba's is unchanged. Oatmeal is firm and an advance is looked for any day. Molasses is also firmer and another cent per gallon will probably be added very shortly. Sugar remains at $4.60, the last change being a decline of 10c per hundred pounds on the 6th.

New fruits are coming in every day now. Large shipments of raisins from Spain and California have been received. Butter and eggs remain firm and prices are high.

Energetic efforts are being made by St. John business men to secure the Dominion grant of $50,000 for an exhibition here in 1909. The common council has appointed a special committee to act with the Board of Trade and the Exhibition Association in urging upon the Government St. John's claims. At the annual meeting of the directors of the Exhibition Association last week, A. O. Skinner was re-elected president and in a discussion on the question of securing the Dominion grant it was decided to make every effort to secure it for St. John.

Humbert, Aulton & Co., of Baie Verte, have made an assignment for the benefit of their creditors. It is understood that the firm's liabilities are not greatly in excess of their assets.

The winterport season of 1908-09 was opened on Saturday, Nov. 21, when the C.P.R. steamer Empress of Britain arrived in port with a good passenger list and a large general cargo. Grain has been pouring in here every day and there are now about half a million bushels stored in the elevators. D. McNicoll, first vice-president and general manager of the C.P.R. was in the city last week inspecting the harbor facilities.

The season of 1908 on the St. John River was practically closed last week and the majority of the steamers have laid up for the winter. Shipments of produce from up-river points have been very heavy lately, the farmers apparently trying to get their goods to market before the close of navigation.

Mr. Wakeford, of Hamilton, Ont., has accepted the position of manager of J. D. Irving's flour mill at Buctouche in place of the former manager, Geo. A. Wicks who has gone to Fort William.

The big cold storage warehouse here is well stocked with foodstuffs of various kinds. There are upwards of 60,000 barrels of apples and about 5,000 boxes of apples, the latter from Ontario. Large quantities of fresh meats, beef, lamb, pork and poultry, are stored, there being 10,000 lambs and sheep alone, as well as several carloads each of the other products. About 5,000 chests of tea are also stored in the big building. There are some 4,000 barrels of dried fish, all local goods, and principally for local consumption or for supplying the province. There are also 5,000 bundles of finnan haddies and 10,000 boxes of the same fish. The building which contains also a considerable quantity of butter and eggs as well as other goods, is pretty well taxed to its capacity.

Edwin L. Perkins, general storekeeper at Norton, King's County, has assigned to W. H. Harrison, St. John. Mr. Perkins recently sold out his belongings and paid most of his creditors so that now only the back debts remain. His assets are estimated at $260 and liabilities at $2,400 to $2,600. An offer of 10 per cent. has been made and a number of creditors have expressed a willingness to accept the compromise.

James E. Hogan, who at one time, in company with his brother, conducted an extensive grocery and pork packing business in the North End, died in his home, Main St., on Wednesday, Nov. 18, aged seventy-seven years. He was a native of Petersville, Queen's County. During his long business career in this city, he had borne an enviable reputation for upright dealing. Mr. Hogan is survived by his wife and two daughters, Mrs. Joseph Callagher and Mrs. Philip Grannan of this city.

Thomas Magee, one of the oldest residents of Port Elgin, Albert County, and known as a grocer and a member of the large fish canning business carried on there, died Nov. 12. Mr. Magee was born in Kiltee, Ireland, in 1827 and came to Canada in 1847, landing at St. John, where he made his home until 1862, when he moved to Baie Verte, where he started business. In 1879 he returned to St. John and interested himself in real estate and stocks, but returned to Port Elgin in 1882, and in 1890 returned again to St. John. In 1899 he went to Port Elgin, where he and his son, Fred, started a business, which is to-day in a flourishing condition. They dealt in all kinds of country produce and went in quite extensively for canning fish, especially lobsters.

W. F. Todd, of St. Stephen, who was elected in the recent Dominion elections M.P. for Charlotte County, New Brunswick, is a partner in the wholesale grocery firm of A. I. Teed Company, St. Stephen. Mr. Todd defeated the former representative for the county, Gilbert W. Ganong, of the firm of Ganong Bros., confectioners and proprietors of the St. Croix Soap Manufacturing Company. Mr. Todd was born in St. Stephen fifty-four years ago and is the youngest son of the late Freeman H. Todd, a pioneer lumberman. In early life he took an active interest in athletic sports and was for some years captain of the old "Resolutes," a famous baseball team that brought much glory to the town. It was Mr. Todd's early intention to enter the legal profession, and with this end in view he attended the law school of Boston University one year, and spent another term in the law school of Harvard College. A commercial career then appealing to him more strongly, he returned from college and entered the copartnership of F. H. Todd & Sons. Retiring from the firm of F. H. Todd & Sons some years ago, Mr. Todd became a partner in the wholesale grocery firm of A. I. Teed Co., and for a time was in charge of its Calais branch. He is still a partner in this firm, though not actively connected with its management. With Hon. G. F. Hill, James Russell and

James O'Brien, he was elected to represent Charlotte County in the local legislature, and served one term, from 1900 to 1904 but declined renomination. Of a genial and pleasant personality, Mr. Todd has always enjoyed a large measure of popularity and has entered now upon a field where he can render great service to his native county.

HALIFAX.

November 23.—The grocery business is in fine condition in Halifax, and the wholesale dealers report trade good in all lines. The fine weather has very greatly helped business, vessels arriving and clearing promptly, and shipments have been made without delay. There is an excellent supply of dried fruits on the market this season and prices are reasonable. This season's crop of California prunes is expected here in about a month. Prices on the whole are very steady, and at the present time there is no indication of any great change. Sugar is firm at the following prices: Extra standard, $4.80; No. 1 yellow, $4.10; bright yellow, $4.40; Austrian granulated, $4.50. Packages of California seeded raisins are quoted at 9½c to 10c; evaporated apples at 8c; evaporated peaches, 10½c.

Fresh laid eggs are becoming very scarce and they are now quoted at 28c by the case wholesale. Fresh-laid stock now coming on the market is bought up very quickly. Cold storage eggs are plentiful and are quoted from 23c to 24c.

Prices of butter remain unchanged this week. Winter stock is now coming on the market in small quantities, and it is in good demand. The jobbers find no difficulty in disposing of the stock as soon as it arrives. Creamery is quoted at 30c; dairy in small tubs at 27c, and large tubs at 25c. The butter market has a very strong tendency to advance.

There is an abundant supply of apples on the market, but the stock now offering is of fair quality only. In fact, the market is flooded with No. 3 apples, which sell for about $1.25 per barrel. They are little better than culls, all the choicest fruit being shipped to the English market. There is a good demand for Bishop Pippins, but few are offering for sale. No russets, spies or greenings have been marketed so far. The English apple market is reported to be in excellent condition, and first-class stock is in good demand. A Hants County grower who recently sent some fruit across has received the returns, the apples netting him $3.90 per barrel. It was very choice fruit, principally Kings, large and highly colored. This week about 35,000 barrels of apples were shipped from Halifax to the London market.

The first cargo of bulk fish to be shipped by water to Montreal from Newfoundland was landed at the former port recently by the schooner Australian, which has just returned to North Sydney. This is a new departure in the fish business and the result was most successful. The cargo consisted of one thousand barrels of codfish, valued at six thousand dollars. The success of the venture will be followed by more shipments. The major portion of the schooner's cargo was shipped to other cities in the interior, where a ready market with good prices was found.

The provision business is now at its height and a large quantity of stock is being handled. The wharves are lined with produce-laden vessels. Potatoes are selling at 30c per bushel, and turnips at 25c. On account of the mild weather, the storekeepers are not yet laying in very large stocks.

The market is well supplied with poultry, all native stock. Turkeys are quoted at 20c per pound; geese from $1 to $1.25, and chickens at 15c per pound.

A. N. McDonald has opened up a neat and attractive grocery store at 117 Rockdale Avenue, Sydney, C.B.

From Ontario Correspondents

Brantford Grocers Buying Library for Clerks—Chatham is Talking Trade Excursions—Stratford Grocers Will Contest Elections—London Has Some Enthusiastic Bowlers.

CHATHAM.

November 24.—To boom Chatham as the centre of the western peninsula by running a series of cheap excursions on all railways from outside points to the Maple City is a scheme now being mooted among the merchants. The enterprise was suggested by the success of a similar scheme at St. Catharines a short time ago. There is every prospect that the project will come before the Board of Trade for their sanction in the near future, and, if undertaken, will be under their auspices. The merchants who are talking the excursion scheme are confident of results. The main object is to counteract a certain tendency on the part of trade to go to Detroit. Chatham has good railway facilities, and if the necessary cheap rates could be secured, excursion day should bring big crowds from miles around into the Maple City. "We have the goods and we have the prices," remarked one grocer, recently, "and we have the railways. Chatham is the natural centre of the western peninsula, and we should be able to draw excursionists from all directions." It will be necessary, of course, for merchants and others to subscribe a few dollars each toward the necessary guarantee to the railways, and to cover the cost of advertising; but from what can be learned here of the St. Catharines excursion, these subscriptions in that city were more than repaid by extra business. Should the first excursion prove anything like a success, it is suggested that similar low rate excursions be run monthly.

REPORT DELAY AT ONCE.

Any subscriber of the Canadian Grocer who finds his paper is not being delivered on time will confer a favor by reporting the matter to this office at once. The management is anxious to be assured that every copy of the paper goes to its readers promptly.

The numbering of the city was completed last week, and new street signs are being put up where necessary. The work has taken a little less than two months—quick work, the credit for which is largely due to the energy with which Ald. John Edmondson, the St. Clair Street butcher, supervised the job. It is unlikely that free mail delivery will be instituted before New Year's. The completion of the numbering is very opportune, however, and should facilitate the delivery of goods during the Christmas rush. Provided merchants impress upon their customers the value of remembering and giving their new numbers when making orders, it will no longer be necessary for the delivery man to call at half a dozen houses with the query, "Does Mr. So and So live here?"

Hog shipments last week were probably the heaviest of any week this year, not only from Chatham, but also from surrounding towns. The price of $6 per cwt. for live hogs brought out practically all the hogs that were ready. J. T. O'Keefe, of the firm of O'Keefe & Drew, last Monday stated that during the week his firm were paying out approximately $30,000 for hogs. Buyers claim that the local price, $6, is 15c a hundred higher than at other Ontario points outside the western peninsula. Dressed hogs bring $7.50. It is expected that after this week the shipments will be much lighter. There is not the same supply of hogs in the country now that there usually is at this time of year. Last fall the farmers sold large numbers of their hogs on account of the scarcity of feed, and the scare caused by the Meat Inspection Act; in addition to which marketing has gone on more actively during the summer months this year than usual. The present supply in consequence is unusually light, and the prices are exceptionally good for this time of year. The abundant supply of feed is leading quite a few farmers to hold their hogs. 286 hogs, weighing 58,610 pounds, passed over the city weigh scales last Wednesday.

Quite an interesting item in grocery advertising was the list of "Washday Needs," featured by the Bradley & Son grocery last week. The list, run in single column space, comprised 16 items, the prices being prominently featured.

V. J. Bosworth, Jr., has severed his connection with the Thornton & Douglas staff at Stratford, and last week returned to Chatham, where he will be associated with his father in the conduct of the latter's grocery business on William Street. Mr. Bosworth, Jr., was with the Thornton & Douglas people for five years.

Sydney Bennett, formerly bookkeeper at E. R. Snook's grocery, and who left last spring for the Pacific coast, is now holding a position in the San Francisco municipal buildings.

Thos. M. French, a prominent apple buyer here, states that this has been on

the whole a bad season for the apple buyers. Greenings and snow apples shipped to the Old Country in many cases went bad in transit, owing to hot weather in September and October. Apples shipped to the west, however, arrived in good shape, and there is a good demand for more, which cannot be filled. Many farmers are reported, owing to low prices for hand-picked fruit, to have shaken their apples from the trees and sold to evaporators and canning factories.

M. Macfarlane, of Ridgetown, who recently retired from business, will shortly resume, in the premises formerly occupied by D. J. McLean.

J. W. Dyer's grocery, on St. Clair Street, has received a new coat of paint, considerably brightening the exterior.

Onions are reported to have been a big crop this year, particularly in marshy lands. At Point Pelee, Alister McKay, of this city, harvested 725 sacks of 75 pounds, which, after paying all expenses, yielded a net profit of $192.50 an acre. These marshland onions are reported to be equal in size to Bermudas and superior in flavor.

ST. THOMAS.

Nov. 24.—Both markets were largely attended Saturday and the demand was sufficient to dispose of the plentiful supplies offered. Some excitement was caused on the West or St. Andrew's market owing to the refusal of the stall butchers to pay the increased market fees as raised by No. 4 committee at their last meeting. The butchers offered to pay the old fee of fifty cents but this was refused by the market clerk. It is possible that summons will be issued unless the fees are paid forthwith. As usual, dairy produce was scarce, butter sold at 28c to 30c per lb. and eggs at the same rate per dozen. Only the more staple vegetables were offered, such as turnips, carrots and cabbage and these sold at the usual prices. Potatoes were plentiful and sold at 90c per bag, a little higher than they were last week. Apples of good quality are becoming quite scarce and sold from 20c to 30c per peck. Fowl were in large supply but the price was maintained, chickens, from 30c to 45c each; white geese sold at 90c to $1 each; turkeys, 15c per lb. About 30 tons of fish, principally herring were caught Wednesday evening at Port Stanley and some of this large catch was offered at 7c to 8c per lb. Smoked herring sold at 15c per lb.

Secretary Tom Pearson has received an acknowledgment of the resolution as passed at the last meeting of the R.M.A. and also the copy of Inspector Shaw's report on the lack of action of our police magistrate in enforcing the transient traders and peddlers by-law and Hon. J. J. Foy, Attorney-General, stated that he would give the matter his attention. It is to be hoped that something will be done to remedy this injustice to the tax-paying merchants quickly.

PETERBORO.

Nov. 24.—A new grocery store has been erected at the corner of Reid and Sherbrooke Sts. by H. J. McCannon and purchased by Bert Hunter and will be opened to the public next week. Mr. Hunter has been in the employ of Peter Connal & Son for some time. He has also been engaged in the grocery department of Simpson's store in Toronto. He will carry a complete line of groceries, provisions and confections.

Mrs. John Fowler, wife of the proprietor of the Fowler Restaurant, met with a rather serious accident a few days ago. She was purchasing some meat in Alex. Gordon's meat market when she fell through a trap door into the cellar. One of the employes of the meat market had opened the door a few moments before and she had not seen it. She sustained severe cuts in the head.

The grocers are busy these days laying in the stock for the Christmas trade. They anticipate a splendid season and claim that if it is as good in proportion as the Thanksgiving trade they will be more than satisfied. Christmas cakes are now the order of the day in the culinary departments of the households and the ingredients for these are being disposed of rapidly by the grocers.

Geo. A. Gillespie, of White & Gillespie, grocers, has been in the country this week attending the annual meetings of various cheese factories. Mr. Gillespie was recently re-elected a member of the Board of Eastern Ontario Dairyman's Association as representative of this district. He is the most prominent buyer on the Peterboro Cheese Board, and one of the most widely known men connected with the dairy interests in the country. He is also a buyer on the Lindsay Cheese Board.

TORONTO.

November 25.—The grocers of Toronto are taking an active interest in the affairs of the St. Lawrence market, believing that the building should be used exclusively for market purposes. They also desire the city council to pass a regulation allowing no peddling on the streets until after one o'clock in the afternoon. Such was the decision arrived at when a regular meeting of the Grocers' Section of the Toronto Retail Merchants' Association was held on Monday night. A. B. Griffin, chairman, presided, and the chief business before the gathering was the consideration of the question of the St. Lawrence market. The grocers endorsed the resolution passed at a general meeting of the merchants surrounding the market, and also the general executive board.

A committee was appointed to wait on the council, along with a committee of the Butchers' Section and the general executive.

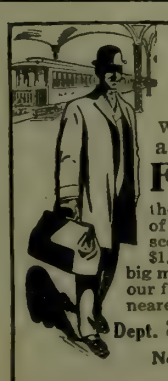
In effect the resolution of the merchants doing business near the market is that the north end should be kept for market purposes only, and that the structure should not be rented by the city council for any other use. "And further," continues the resolution, "we petition the council for the abrogation of the by-law prohibiting the sale of smaller quantities of produce than a bushel."

The Grocers' Section backed up the merchants and the general executive by declaring that Toronto should have a properly equipped market for market purposes only, and further, that no peddling be allowed in the streets until after one o'clock in the afternoon.

At present farmers can sell produce of all kinds at any hour or in any locality on or off the market, to private families or to grocers. The latter consider too much latitude has been allowed and that peddling should be restricted to the afternoons.

George Coleman, one of the pioneer confectioners and bakers in the city, passed away on Monday in less than an hour after partaking of his breakfast. He was 81 years old and for half a century was in business on the south side of King Street, between York and Bay. He retired some ten years ago.

An action, which may in a measure unfold why the sales of Canadian apples have fallen off in England during the past year or two, was tried before Justice Riddell at the non-jury sittings this week. It is an action which deals with an apple packing case and the plaintiffs are R. S. Lang & Co., of Toronto, commission merchants. The defendants are L. H. Williams & Sons, fruit dealers, of Glasgow, Scotland. Lang & Co. seek to recover the sum of $16,462.22, made up of $6,462.22 claimed as unpaid commissions and $10,000 damages, for the alleged breach of contract. The Scottish company have entered a counter claim for $36,000, made up of $25,000 for loss of profits, $10,000 for breach of contract, and $1,000 for shrinkage in unpacking. Their principal claim is for loss of profits.



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At the conclusion of hearing Justice Riddell told the disputants that he thought they could get together and settle the dispute. In the meantime, some of the points have been sent over to the master at Osgoode Hall to decide upon.

The Dominion Co-operative Association will open its first of a series of stores at 964 Bloor Street West, Toronto, on Tuesday, Dec. 1st. The store will carry a full stock of provisions aad groceries. Meetings in behalf of the association are still held in many parts of the city. The attendance has been large and the interest active. On Thursday, Dec. 17, in Broadway Hall, the association will hold a celebration. Mayor Oliver will preside.

GUELPH.

November 24.—Mr. Zieman, the Provincial President of the Retail Merchants' Association, at the association banquet, on the 13th Nov., made some very rash statements, according to a letter published by S. Carter, President of the local Co-operative Association, in the local papers this week, which is causing a good deal of talk among local merchants. These two gentlemen would make an interesting debate for the next meeting and would keep up the interest in the meetings also as usually after the annual banquet is over the attendance drops off until some fresh excitement again attracts attention.

The Guelph Co-operative Association has invited W. L. MacKenzie King, M. P., to attend their annual banquet and to address the members of the association and the citizens generally. Mr. King has taken a stand for co-operation and the members would like to hear his views. We will all be glad to hear Mr. King, even if we do not see eye to eye with him.

"Did you ever sell two tins of Sportsmen Sardines for 25c," was a question I was asked in a local grocery store this week. I could not remember of ever selling that particular brand for less than 15c, and that was some years ago. Well they can be bought right here in Guelph now, I was told. To decide a bet that had been made before I joined the company a man was sent out and came back with the goods at the 2 for 25c. I knew there was a mistake somewhere and on investigating found the grocery store mentioned. It was just the same old story, goods are never marked, but just opened up and put on the shelf to sell at whatever looks reasonable to the seller, which in this case was certainly losing money. When the mistake was noticed you bet for some time at any rate that particular store will have these goods marked. But why wait until the mistake occurs? Why not insist on all goods being marked at once?

Say, Mr. Grocer, what are you going to give your boys for a Christmas box this year? Just the same old box of cigars, an umbrella or pair of braces? Why not make a change and give a year's subscription to the Canadian Grocer, Busy Man's Magazine, or when you have three or four, buy a few technical and scientific books and get the boys to exchange with one another. It will not cost you more than you usually spend and may bring you greater returns in your business. Try it this year.

The many friends in the trade of F. H. & C. Barber, grocers and butchers, will regret to learn of the death of their brother, Ivan, after a lingering illness. He, like the other boys, was always more or less connected with the two stores.

The promised rural mail delivery is now ready and while as yet the stages carry the mail on the Eramosa, Dundas and Dundas roads it is expected that individual delivery will start at once.

Saturday's market was a very small one indeed for this season of the year and prices again went soaring. Eggs were as high as 35c a doz., and butter from 28c to 32c. Fowl also had an upward tendency. Beef was quoted from 5c to 7½c, and lambs from 8c to 12c a lb. The smallness of the market does not appear quite clear, but some of the farmers were taking advantage of the fine weather, while others claim they have not got the stuff to bring in.

Guelph is getting to be a model city, is the latest news from the mayor. He claims that he is constantly receiving letters from outside inquiring how the waterworks, gas and electric light works and street railway are so successful under the city's guidance, and the low tax rate of 14 mills.

Your Chatham correspondent is getting a step in the right direction when he talks of the grocers getting after the druggists and their cigar trade. And what is more, they are allowed to keep open on Sundays and of course they don't sell cigars. One druggist told me Sunday was the only day he sold many cigars.

STRATFORD.

November 24.—There are many rumors afloat that Stratford will have a grocer for mayor next year. It is an understood fact that C. McIlhargey, president and manager of the Stratford Wholesale Grocery, will be in the field. Mr. McIlhargey has been a member of the council for the past five years and during the past year held the position of chairman of finance, a place he filled with much ability, and to use his own expression "if the people vote aright they will have a grocer for mayor." Several other probable candidates have been mentioned, but the one of most interest to the grocery trade is E. K. Barnsdale, although he has not yet publicly announced what he intends doing at the next municipal election. Both these men are veterans in the grocery business of Stratford and have aldermanic honors conferred upon them at different times. They are men with sterling business qualities and would honestly fill any position the people might give them.

W. J. McCully, of the grocery firm of McCully & Haugh, has been pressed by numerous friends to enter the field as candidate for alderman. Mr. McCully, although a young man, would, if elected, make an enthusiastic member of our council.

The market on Saturday was not as large as that of last week, but equally well attended. Fowl was very plentiful and brought the same price as last week; turkeys have improved considerably since Thanksgiving. Eggs were very scarce and dear; whether the industrious farmer is holding them for high prices, or whether the hens have actually stopped laying is a question. From 25c to 30c per dozen was the price on Saturday. Butter was plentiful and sold from 22c to 25c per lb.

The city had a visit last week from Mr. Coughlin, Government inspector of weights and measures. He reports the majority of scales here in good working order. He had a busy morning Saturday testing the meat sellers' scales on the market.

Will. J. Norfolk, formerly with R. S. Jones, has taken the management of A. Beattie & Co.'s store in Ingersoll. This firm has lately moved into a new store fitted up with all modern improvements, making it one of the finest stores in Ingersoll, and with the vim and energy which Mr. Norfolk will bring to it should have greater success than ever. Mr. Norfolk entered upon his new duties on Nov. 23, and all his many friends wish him every success.

The grocery on Wellington Street belonging to the H. M. Killoran estate, has been sold to L. F. Killoran, son of the late H. M. Killoran. Mr. Killoran has been manager of this store for some time past and has acted wisely in purchasing it for himself. It is a store anyone might be proud of, having the latest computing scales, new cheese cutter, coffee mill, stationary folding counter chairs, etc.

The Mooney Biscuit & Candy Co. are lately doing some extensive advertising, having the staunchest faith in their Perfection Cream Sodas, and feeling that a good article backed up by live advertising is sure to bring good results.

The grocery department of the Whyte Packing Co. is advertising eight different kinds of cheese — McLaren's Imperial, Canada Cream, Ingersoll Cream, Roquefort, Swiss, Stilton, Mild Canadian and Fine Old White Cheese. This is a larger assortment than most grocers handle.

The past summer has seen sixty-six new houses erected in Stratford. Some of these are very expensive structures, the best that Stratford has yet seen, and with them have been built a number of new corner groceries. On Nov. 20 J. Pepper opened a new grocery at the corner of Nelson Street and Railway Avenue. Mr. Pepper's store is a fine brick building with dwelling attached and situated in a thickly populated part of the city.

The sales of the bread and cake department of the Barnsdale Trading Co. have far exceeded those of last year. The firm think this is accounted for to a certain extent by the fine weather we have had this fall, although their extensive newspaper advertising must have made a great increase also.

The Nasmith Co. closed their confectionery and ice cream store on Nov. 1, but still continue to run their bakery. They report the bread business better since closing their store, as their attention is specially directed to bread making and the delivery of the same.

The California navel orange has found its way into all the stores these last few days and grape fruit is more in evidence than in any previous year.

INGERSOLL.

November 24.—It is to the credit of merchants in general that they have accomplished much in educating the public through their advertisements to buy early for the Christmas season. On

Saturday night last a local grocer informed your correspondent that there was already a pronounced swing about the Christmas trade. This was especially noticeable in the frequent requests of customers to lay aside some article suitable for a gift. This assertion was all the more surprising in view of the unseasonable weather that prevailed, but it goes to show what merchants have done in constantly hammering away along the line "Shop early." A great change along this line has taken place during the last decade, according to merchants who have been in business for a greater period than this. The time was when stocks of the average merchant were much smaller than at the present time, and the Christmas articles received very little attention until a week or two before the "rush" was anticipated. Latterly, however, the merchants have been preparing even months ahead for their Christmas harvest. They order much earlier than was once the case and their goods are on display so much earlier than in former days that all who enter their stores have ample time to familiarize themselves with them long before they feel called upon to purchase.

W. J. Norfolk, of Stratford, has succeeded the late John S. Smith as manager of A. Beattie & Co.'s grocery store. Mr. Norfolk is a young man who has had considerable experience in the grocery business and is well qualified for his duties here.

Poultry was offered in such increased quantities at the market on Saturday last as to give rise to the belief that it is more plentiful than in recent years and that it will be within the reach of all for the holiday season. Chickens of splendid quality sold at from 60c to 75c per pair; ducks at 90c to $1 per pair; geese 10c per pound, and turkeys from 12 to 14c per pound. Although the shippers have commenced to gather up the turkeys for the export markets it is understood that there will be an abundance for the home demand and that the prices will show a big decline compared with those of last year.

BARRIE.

Nov. 24.—Earl Armstrong, who was formerly in partnership with Mr. Channen has severed that connection and has joined the traveling staff of the T. Long & Bro. Co., of Collingwood and will make his headquarters at Orillia doing from that town south. Wm. Maley, who formerly had this territory, is traveling north of Orillia.

The many friends in town of Geo. Moffatt were pleased to see him back on his trip this week after an eight weeks' sojourn in the Toronto General Hospital, with an attack of blood poisoning.

Brown & Co. are moving into their new store and are going into the grocery trade larger than ever.

Mrs. Metcalf has disposed of her stock of groceries and has left town. The store is to let and should not be long idle as it is the most ideal spot in Ward Five and a capable person can work up a fine business there.

J. Jamieson, of H. P. Eckardt & Co., is moving into one of the two fine houses he has built on Collier St. this summer.

C. Hinds, of Hinds Bros., is again at work after a two months' hospital vacation with typhoid fever.

The prices of poultry were firmer on Saturday's market, chickens selling 10c to 11c a pound. Turkeys advanced a cent, selling at 13c to 14c. Geese were lower, selling at 8c to 9c; ducks, 9c to 10c. A load of snow apples were the only apples on the market and sold at $2. Potatoes sold at 55c to 60c a bag; new laid eggs at 30c a dozen, fresh, 26c a dozen; held, 24c. A few farmers sold loads of butter for 24c, while smaller lots sold at 25c and 26c.

LONDON.

Nov. 24.—Wholesale trade is fair. A great deal of Christmas fruit is moving a brisk demand for the various lines of goods having set in. Sugar is not very active and prices are unchanged. Fine teas are also high and mediums are up ¼d. to ½d. per lb. There is a good demand for cereals but canned goods are moving slowly.

The police magistrate gave his decision yesterday in the case of John Garvey, wholesale grocer charged with violation of a city by-law in driving onto the Carling St. sidewalk. The magistrate's judgment is in effect that Mr. Garvey has a perfect right to drive over the sidewalk for the purpose of loading and unloading goods.

Retail trade is a little slow, due probably to the very mild weather.

The officers of the Retail Grocers' Association are kept busy looking into complaints of price-cutting. One grievance is that certain dealers are advertising canned tomatoes at three for a quarter, but as goods are to be had at a price that warrants their being retailed at the figure named the remedy is obvious—let all be supplied with goods for the three-for-a-quarter trade. More serious is the complaint that some grocers are allowing five per cent. discount on cash purchases. This is now receiving the attention of the association's officers.

The manager of the Canadian Packing Company, whose premises here were destroyed by fire some time ago, has returned from England, where he has been consulting the directors. He will have a conference with the aldermen shortly, when the question of offering inducements to the company to rebuild here will be discussed. "We intend to rebuild," he says, "and would like very much to remain in London, but that will depend upon what arrangements can be made. We have been offered splendid inducements to go elsewhere, but prefer to remain here even with less encouragement than other places are willing to give us. We want a site and plenty of water and would like to be given the abattoir privileges of the city. London needs an abattoir badly and if it were under our control we would slaughter all the animals consumed in London at our plant and have them properly inspected." Meanwhile the machinery damaged in the fire is being repaired.

Poultry and potatoes were the features of an unusually big market last Saturday, and prices were somewhat lower. Apples are scarce and promise to be a luxury this winter.

The grocery men are taking to the bowling game seriously. During the week they played two matches on the Ideal alleys. In the first they defeated the Advertiser team 2,319 to 2,203 and in the second they were beaten by the Giants 2,352 to 2,107. They also played at St. Thomas and won.

The experience of the Retail Grocers' Association when last the members attempted to hold a meeting may have the effect of inducing them to rent a hall or large room for their own purposes. It will be remembered that on the occasion in question the grocers were crowded out of the hall they had been using by an organization which had got there before them. It is now thought that if the association and the grocers' clerks were to rent a suitable place of assembly, which could be fitted up as a reading and meeting room, increased interest would be shown in the organization. The idea has been discussed by officers of the association, and it is not improbable that early next year some action will be taken in the direction indicated.

KINGSTON.

Nov. 24.—The Kingston correspondent's last letter to The Grocer gave out a wrong impression to the trade and added wind to the flame. What makes the pox scare so alarming outside is the fact of the patients being sent to the old fort and, of course, people writing to their friends help to make matters appear worse than they are. The cases are so light many think it would have been better to leave the patients in their homes and placard the houses the same as they did in Brockville. Other places have had the same light pox. Many old-timers say it is nothing but Cuban itch.

Travelers are coming in from all parts and there is no fear so far of contagion. We had a very large market on Saturday, which is evident that the farmers are not in dread. I am sorry if my report last week did any injury to trade here. I try to be loyal to my city but the best of houses sometimes make mistakes. A leading wholesaler said the rumors had not affected their sales any.

California oranges are coming in but a little on the sour. Lemons are not as thin skinned as formerly. Weather must be changing south so they have to put on heavier coats. A great boon to our young men here is our Y.M.C.A. classes in mechanical drawing, bookkeeping, writing etc., are being opened up and clerks and drivers who are anxious to climb the commercial ladder are encouraged.

If this fine weather continues the egg market will not go as high as expected but prices will remain firm.

THE LAW IS CLEAR

on the subject of harmful ingredients in food products. It prohibits them. And now, the Government declares that preservatives are harmful. That means that their sale is illegal. Don't invite prosecution by carrying impure goods.

HEINZ

57 VARIETIES
Pure Food Products

will not get you into trouble with the food laws because they are pure. No preservatives—no drugs of any kind—that's the protection that every Heinz label carries for you.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

Pittsburg New York Chicago London

Mince Meat

The household now-a-days buys everything ready for the cook. And rightly so. Because there is nothing that cannot be made just as well in the factory as at home and at greatly reduced prices. That is why we sell such a large quantity of our genuine English Mince Meat. It is made of pure spices and the very best of fruits and it is also made under the supervision of government inspectors. You will find a good profit in selling it and your customers will be well pleased.

F. W. Fearman Co.
LIMITED

Hamilton, Ont.

TRURO QUALITY BRANDS

THE BEST MILK in Canada

We can prove it

The Dominion Government endorses the Truro Brands as the Highest food value and most uniform.

See Inland Revenue Bulletin No. 144, page 11.

Two Essential Points

Reliable quality.
Good margin of profit.

The TRURO CONDENSED MILK COMPANY Limited,

TRURO, N.S.

TRURO QUALITY BRANDS

Butter
Eggs
Cheese
Poultry
(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO.
LIMITED

70-72 Front Street East

Toronto - Ont.

Dairy Produce and Provisions

See Also Provisions, Cereals and Fruit, Vegetable and Fish Departments on Pages following.

CHEESE AND BUTTER BULLETIN

Montreal, Nov. 24, 1908.

The closing of navigation for the season of 1908 is now an accomplished fact and dealers are looking forward to a lull in the export market for some time. This condition generally follows the close of navigation at this point. British buyers seem to assume that the cheese market is a dangerous thing to meddle with, until the trade becomes accustomed to its new conditions. Locally, trade is in a good condition, and the lower grades are scarce. The total receipts of the season up to Nov. 20, since May 1, are 1,880,200 boxes, against 2,039,035 boxes for the same period of last year. These figures prove now beyond the possibility of a mistake that the season will finish behind last year's record. Total exports since May 1 were 1,844,537 boxes, against 2,029,-054 boxes for the corresponding period of last year. The local cheese market is steady, with Westerns quoted at 12¼c to 12½c and Easterns at 11⅞c to 12c.

The butter market is making a strong finish, so far as price is concerned. Last week firmness of the market was especially noticeable in the higher grades, but this week all lines are commanding good prices, and there seems to be considerable activity displayed in getting after any available stock, regardless of its quality. The latest arrivals are showing the fodder taste, which proves that the pastures have petered out for the season. Considerable speculation is being indulged in locally regarding the size of stocks. Some are inclined to the belief that they are larger than many think, while others think they are small. As was pointed out by one dealer, who thinks they are large, several have laid in good supplies, thinking there would be a repetition of conditions as they were last year, and in this case the venture would prove an exceedingly profitable one. Locally the demand is exceedingly good for all lines.

Receipts for the season, up to Nov. 21, were 390,517 packages, against 386,-436 packages for the same period of last year. Finest creamery is selling at 27c in round lots, and 27½c to 28c in a jobbing way.

THE PROVISION SITUATION

Toronto, Nov. 25, 1908.

The continuation of exceedingly good local business is this week, and has been for some time, the feature of the Canadian packing business. The general public seem to be eating more bacon this fall than ever before as the local demand is seemingly unprecedented for the season of the year.

During the few weeks of the late summer when supplies of hogs were exceedingly light, packers allowed their stocks to run down pretty low, expecting they would be able to fill up as usual during the light business customary in the fall. As yet they have not been able to add much to their stocks, for Canadian demand has taken practically all the goods turned out. This is all the more surprising when the very light shipments to the British market are considered.

The export business, as noted, continues light, for one reason from the fact just mentioned, and again because demand for Canadian bacon in England is very inactive. Of course, some supplies are going forward, the packers regularly doing business there keeping their product regularly on the market, but the amount of this is not a large feature. The Danes and the Irish, in fact, are keeping the market so well supplied, that there is little call for other products, the price standing about 51s.

The run of hogs during the week was fairly good and the animals come in generally in good condition, better than a few weeks ago. Just how large the supply of hogs in the country is at the present time is rather a matter of conjecture. Reports from Western Ontario say that the supply there is only light, as the farmers sold their hogs last year on account of the short supplies of feed. Others say the plentiful supplies of feed this season are inducing the farmers to hold their hogs. Prices offered this week vary from $6 to $6.15 f.o.b.

The New York Journal of Commerce in reviewing the current situation in the United States, says:

"The sudden upturn to the speculative market at the end of the week was followed by a scalping campaign on the part of the professional element, who were about the only traders in the market. A heavy run of hogs was not without its effect and all options were forced on a lower basis. Much inconvenience was caused to local slaughterers by the quarantine on cattle now prevailing against the States of New York and Pennsylvania. The local cash markets were dull."

PROVISION MARKETS

MONTREAL.

PROVISIONS—The provision situation is a little easier, despite the fact that selected heavy Canada short cut, boneless pork, heavy short cut clear, and very heavy pork are extremely scarce, practically none offering. Lard, both compound and pure, is a little easier this week. Locally trade is fair.

Heavy Canada short cut mess pork, in bbls.	....	23 00
Selected heavy Canada short cut clear boneless pork	25 00	25 50
Heavy Canada short cut clear pork	23 50	24 00
Very heavy clear pork	25 50	26 00
Plate beef, 100-lb. bbls	....	08 00
" 200 "	....	15 50
" 300 "	....	23 00
Pure Lard—		
Tierces, 375 lbs	....	0 12¾
Boxes, 50 lbs., grained	....	0 13
Tubs, 50 lbs., "	....	0 13⅛
Pails, wood, 20 lbs., parchment lined	....	0 13¼
Tin pails, 20 lbs., gross	....	0 13¾
Cases, tins, 10 lbs. each	....	0 13¾
" " 5 "	....	0 13¾
" " 3 "	....	0 14
Compound Lard—		
Tierces, 375 lbs	....	0 09
Parchment lined boxes, 50 lbs	....	0 09½
Tubs, 50 lbs	....	0 09½
Wood pails, 20 lbs. net	....	0 09
Tin pails, in cases	0 09	0 09½

BUTTER.—Firmness is the feature of the butter market. Prices have been fully maintained and the local demand is exceptionally good. Although prices remain practically the same as last quoted, an advance at any moment would be no surprise, as conditions seem to warrant one.

Fresh Creamery, solids, lb	....	0 28
" " prints, lb	....	0 28½
Dairy, tubs, lb	0 20	0 22
Fresh large roll	0 22	0 23

CHEESE—Export cheese market is quiet, as the last boat has cleared from this port. A month of dullness is generally looked forward to after this event. British buyers wait until the market adapts itself to its new conditions. Locally, trade is good, and prices have been fully maintained.

Large	0 12¾	0 13
Twins	0 12¾	0 13
Old	....	0 15

EGGS—Strictly new laids are scarce and demand for them is good. As high as 40c a dozen has been paid for them here. The demand for all lines is good, and stocks are reducing fast.

New laids	0 30	0 40
Selected cold storage	....	0 26
No. 1 Candled	....	0 23
No. 2 Eggs	19	0 20

HONEY—Good clover honey is in strong demand. Stocks of buckwheat are large, and trade in this line is fair. Owing to free supplies the price has dropped—8c to 9c, as against 10c to 12c. Clover, strained, is higher, now being sold at 10c to 11c.

White clover comb honey	0 13	0 14
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 10	0 11

POULTRY—Quietness has succeeded the period of activity incidental to Thanksgiving, which is usually the case. Dealers expect it to brighten up about the 9th or 10th of next month, when the holiday season again opens for them.

Spring chickens, per lb.	0 09	0 10
Hens, per lb	0 08	0 09
Young ducks, per lb	0 10	0 11
Turkeys, per lb	0 12	0 12½
Geese, dressed	0 08	0 08½

TORONTO.

PROVISIONS — Cured meats of all kinds are a little easier and prices in several lines a little lower. Lard also has dropped half a cent.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb		0 14½
Roll bacon, per lb	0 10½	0 11
Light hams per lb		0 13½
Medium hams, per lb		0 13½
Large hams per lb		0 12½
Shoulder hams, per lb		0 10
Backs, plain, per lb		0 16
" pea meal		0 16½
Heavy mess pork, per bbl		20 0
Short cut, per bbl		22 5
Lard, tierces, per lb		0 12½
" tubs "		0 13
" pails "		0 13½
" compounds, per lb		0 8½
Dressed hogs		9 00

BUTTER—Creamery is firm with an advance of a cent or two, but dairy is plentiful and much of it not good, with all the efforts on the part of the Government, a good many of the farmers are still clinging to their old habits, and are feeding turnips to their cows, which affects the quality of butter, with a tendency to lower the prices. A certain line, which is now styled 'separator butter," is supposed to be made from cream taken from the milk with a separator and done up in 1-lb. prints, wrapped in paper with the names of the makers neatly printed on them, and of a better quality than the ordinary dairy butter. In order to preserve the reputation of this butter, it is of importance that farmers do not make the mistake of feeding their cows with turnips. A good deal of ordinary butter still comes in badly made and carelessly wrapped in unsuitable cloths. Nothing but new, clean cotton should be used.

	per lb.	
Creamery prints	0 29	0 31
Creamery solids	0 27	0 28
Farmers' separator butter	0 26	0 27
Dairy prints, choice	0 25	0 26
" " ordinary	0 19	0 21
" tubs, choice	0 22	0 22½

EGGS—Strictly new laid eggs are very scarce and worth from 35c to 40c. The mild weather and high price might tempt the hens to break the strike and start work, which, of course, would soon put eggs where they could be reached with less difficulty. Some of us remember when there were only two kinds of eggs, good and bad; but now there are strictly new laid, new laid, fresh, selects, candled and limed eggs. It may be interesting to know the difference in the value of each kind.

Strictly new laid, per doz	0 35	0 40
Select cold storage	0 27	0 28
Cold storage	0 24	0 25
Limed	0 23	0 24

CHEESE—No change this week—quality invariably good and demand steady.

Cheese, large, prime	0 13½
" twins	0 13¾

HONEY—Honey as usual is somewhat neglected. Prices are unchanged.

60-lb. tins	0 09	0 10
Smaller sizes, tins and bottles	0 10½	0 12
Combs, doz	1 50	2 50

POULTRY—Comparatively little has come in since the big rush at Thanksgiving, but enough to supply the demand. It is also noticeable that the quality is improving. Buyers in the country who deal direct with the farmers should insist on them putting it up in better shape. Buyers should remember that they are not only buyers, but also educators, and by doing this, both buyer and seller will benefit.

Spring chickens, per lb, live	0 08	0 10
Hens, per lb., live	0 06	0 07
Young ducks, per lb., live	0 09	0 10
Turkeys, per lb, dressed	0 12½	0 13½
Geese, per lb., dressed		0 08

WINNIPEG.

BUTTER—Local stocks of creamery are fairly large as it was held at such a high price during the summer as to prevent outgoing shipments. Dairy is in better supply but in sympathy with advices from the East the local market is firmer. For No. 1 dairy. tubs or bricks, local produce houses are paying 22c f.o.b. Winnipeg, for No. 2, 19c and for No. 3, 17c.

EGGS—Produce houses are paying 25c per dozen f.o.b. Winnipeg.

CHEESE—Manitoba cheese is very scarce. Ontario is selling at 14½c to 14¾c per lb.

POULTRY—Buying prices f.o.b. Winnipeg are as follows:

Chicken, per lb	0 12
Fowl, per lb	0 09
Turkeys, per lb	0 15
Ducks	0 11
Geese	0 11

SHIPPING BUTTER TO RETAILERS.

Winnipeg Wholesalers Claim Country Dealers Are Demoralizing Market.

A Winnipeg wholesale produce merchant in conversation with The Grocer the other day referred to the circumstance that a great many country merchants throughout the Province of Manitoba are making a practice of shipping butter direct to Winnipeg retailers.

"These dealers are shipping direct to Winnipeg retailers in the hope of getting higher prices and saving the wholesale produce man's profit," said he, "but in reality they are demoralizing the market and they are getting much less than they would get if they would all confine their business to the regular channels of trade. Moreover, they do not get their money so promptly as would be the case if they shipped to wholesale produce houses."

When a city retailer gets 500 to 1,000 lbs. of butter he is over-loaded and he makes complaints as to quality and so on—anything to get a better price. It very often happens that because of the city retailers' complaints we get instructions from the shipper to take the butter off his hands. We do so at a reduced price. A number of transactions of this kind break the market and the prices are depressed. The wholesale produce houses have the market and the facilities to handle large quantities and a few big shipments sent to us do not demoralize the market. You may think that I have an ax to grind in talking this way and no doubt it would be to the advantage of the produce houses if the Manitoba dealers would sell to us only, but it is also a fact that the country dealer would get more for his butter and would get his money more promptly."

RETAIL MERCHANTS' ASSOCIATION NOTES.

James Eadie, provincial organizer of the Retail Merchants' Association, is spending this week in Stirling, Bobcaygeon, Fenelon Falls and Marmora, where local branches will be organized.

E. M. Trowern, general secretary of the Retail Merchants' Association, will go to Chatham, Ont., in a few days to discuss matters of interest to the branch there. An active campaign will be begun in that district.

LEAVING FORMER POSITION.

Editor Canadian Grocer:

The publication of the following item would oblige the writer:

I wish to announce that I have resigned the position of Canadian manager for Thomas J. Lipton, tea, coffee and provision merchant, and wish to thank the many grocers who have given me their support in the past and hope to have something else to interest them in the near future.

A. E. CARSON,
Toronto.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

We Want Butter!
Dairy Tubs, Creamery Solids
We will buy f.o.b. your station, in large or small quantities.
Write or phone us with best quotations.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

Poultry Wanted!
Persons having Poultry to ship to Montreal market should make a trial shipment to
P. POULIN & CO.
39 Bonsecours Market, Montreal
Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.

USE OVAL WOODEN BUTTER DISHES.
THOMAS BROS., St. Thomas, Ont.

Your Customers Know It!

¶ Magic Baking Powder insures such delightful results in baking that housewives most everywhere use it.

¶ The purity and wholesomeness of the ingredients that enter into its making have made it Canada's Standard Baking Powder.

Magic Baking Powder

is so splendidly advertised and yields such a lasting profit that it is everywhere sold by wide-awake Grocers.

¶ If you aren't handling it, hadn't you better begin now?

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

SELLING IS MADE EASY

when a customer wants a particular article and ask for it by **name.**

A grocer never loses a customer by selling him **what he asks for.**

The fact is he never asks for anything in which he has not confidence.

That is why **CLARK'S MEATS** are business builders.

They are **asked for** so often that the grocer **knows** he can recommend them with confidence.

All lines are being advertised fully.

WM. CLARK

Manufacturer

MONTREAL

The high qualities of "BOVRIL" and its uses are being explained to the public in the daily and weekly press. People are buying "BOVRIL." Let them know you have it.

Bring the

BOVRIL

hangers forward to your window. If you have none, a post card addressed to

BOVRIL Ltd.

27 St. Peter St. **MONTREAL**

will bring you a supply express prepaid.

Win Your Customers' Good Will

by recommending and selling them

Cowan's Cake Icings

They will be more than pleased on bake day, for there is genuine satisfaction and delight in using "Cowan's" Icings.

The COWAN CO., Ltd.
TORONTO

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered Gelatine

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice Lozenges

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Two favorites with the Canadian housewife,

Mott's

"Diamond" and "Elite" brands of

Chocolate

—The housewife's favorite is your opportunity for profitable sales—
You can buy MOTT'S Chocolate everywhere in Canada—ask your jobber.

John P. Mott & Co.,
Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Don't Be Wanting In

FORCE

These days it's the "Force"-ful grocer that does the most business. Ever eat "FORCE" yourself? Try a dish—it's great! Our consistent advertising campaign is making new people "try a dish" with the result that grocers everywhere are selling more "FORCE" than ever. And the profit is the same to all grocers—No one has a better chance than you.

THE H-O MILLS
HAMILTON, - - ONTARIO

THE FLOUR AND CEREAL MARKETS

Flour and Cereal Markets Remain Generally Steady—Cold Weather Will Boost Rolled Oats—Christmas Candy Selling Well.

The flour and cereal markets continue steady this week without much change in the situation.

Flour is in good demand all over the country, millers being kept very busy. Business has improved somewhat in Quebec and the East during the week, though in Ontario it is perhaps a little easier with some cutting going on among the smaller millers.

The rolled oats market is holding firm, though an expected advance has not yet occurred. The continued mild weather it is understood, is the reason for this and a touch of real winter weather would probably bring the change in a hurry. Better business in all lines is looked for when winter really sets in.

A fair export business continues to be a feature. Millers are rather too much occupied with local business to devote a great deal of attention to it but some flour is going forward to Great Britain. Rolled oats are being shipped rather more freely. The recent heavy exports of Manitoba wheat, a feature in the local situation, are explained on the ground of a large increase in the proportion used by foreign millers, says the Journal of Commerce. In former years they have made use of it only as a strong wheat of extra quality, a 20 per cent. mixture being sufficient for their requirements. This year, however, the scarcity of the other wheats has made it imperative to use Manitoba to form the body of the mixture, and the proportion is likely to be increased to 50 per cent. It is pointed out, however, that this situation will be considerably modified when the new crop of Plate wheat is available in sufficient quantities, which will not be before March, so that for the next four months the European millers will be largely dependent upon the Manitoba crop.

MONTREAL.

FLOUR—Improvement in demand has been the dominant feature of the flour market during the week. Buyers are realizing that the chances of prices easing off much is a remote speculation. In view of this fact they are replenishing their now much depleted stocks. No changes in quotations have taken place during the week.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household	6 00
Glenora	5 50
Manitoba spring wheat patents	6 00
" strong bakers	5 50
Five Roses	6 00
Harvest Queen	5 50

ROLLED OATS—A rumor gained some currency that a rise was about to take place in this market, but it is found upon the closest scrutiny of conditions to be unfounded. Up to the present moment there has been no change to record. Buyers continue their policy of caution, and the amount of goods changing hands cannot be said to be large.

Fine oatmeal, bags	3 05
Standard oatmeal, bags	3 05
Granulated " "	3 05
Golddust cornmeal, 98-lb bags	2 25 2 50
White cornmeal	2 00 2 05
Rolled oats bags	2 40
" bbls	5 5

FEED—A drop of $1 in the price of Manitoba shorts took place during the week, the line now being quoted at $24, instead of $25. The small mills are shipping only limited supplies, and there is no indication of a change in prices at present. The possibility of the market going lower is very remote.

Ontario bran	1 5 22 0
Ontario shorts	25 00
Manitoba shorts	24 00
" bran	21 00
Moullie, milled	25 00 27 00
" straight grained	30 00 3 0
Feed flour	1 50 1 60

TORONTO.

FLOUR—The market remains about the same as last week with the trend of prices slightly lower though quotations as given last week still prevail. In some quarters, however, there is considerable cutting going on and some grades may be bought slightly below these figures. Local firms attribute this to smaller outside millers who seem to regard Toronto as a dumping ground and get rid of their surplus product here. There is some talk also of flour made from sprouted wheat being sold in some quarters. This, however, cannot be verified. While local millers attribute the cutting to outside firms there is no doubt that they are to some extent meeting this. Millers all over, however, are doing good business with no immediate change in prospect.

Manitoba Wheat.

90 per cent. patents	5 40
85 "	5 10
Strong bakers	4 80 4 90

Winter Wheat.

Straight roller	4 20 4 30
Patents	4 5
Blended	4 70

CEREALS — The continued mild weather is reflecting rather largely on business and on this account the advance in rolled oats predicted for this week did not materialize. It only needs a good cold snap, however, to send prices up a notch. Business is steady, in fact has been rather better than usual from that standpoint this fall, the usual periods of rush and dullness being not in evidence. Cold weather is needed, however, to brighten things up.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 85
Oatmeal, standard and granulated, in bags 98 lbs.	2 95

Baroni & Zilli, confectioners Winnipeg, have dissolved.

We Don't Hide

our light under a bushel. We have a good thing in the shape of Mooney's Perfection Cream Sodas, and we know the public are interested in hearing about it. We are telling the public all about the delicious lasting crispness of every one of Mooney's Perfection Cream Sodas. And we are telling them that every good grocer can supply them. There's an opportunity here for you to materially increase your profits by supplementing our advertising with a little extra pushing of Mooney's Perfection Cream Sodas.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

GRAIN and HAY

We are buyers:

If you have a car of Wheat, Oats or in fact any grain to sell by the carload, write us. Cash and Cash only. Reference: Duns or Standard Bank.

CUMMINGS MILLS
WILLIAM R. CUMMINGS
Proprietor
Cummings Bridge, Ottawa

We also sell feed of all descriptions.

Free to Every Grocer and Confectioner

We want to send each and every one of you a free sample, and prices, of

"Favorite" Brand Cocoa and Chocolate

IN ½-LB. TINS AND IN BULK

Grocers who run bargain sales will be interested in getting our quotations on 7 lb. packages of Cocoa. Confectioners will be interested in this package also, for its convenience.

DOMINION COCOA AND CHOCOLATE CO.

16 Place Royale - - - - - - - - - - - - MONTREAL

White Moss Cocoanut

This package has meant perfection in Cocoanut to grocer and housekeeper for years. We will always strive to make it the standard.

The Canadian Cocoanut Co., Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.

Agents:

GREEN & CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

COX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE.

PURITY GUARANTEED BY THE MAKERS

Canadian Agents:
C.E. Colson & Son, Montreal
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Gorgie Mills
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EPPS'S

GRATEFUL
COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

Freight is no more on full strength
MAPLE SYRUP
containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.
Canada Maple Exchange, Limited, Montreal

TRADE MARK. Small's

OPEN TO BUY
Feed and Seed Oats, Wheat and Barley,
Quebec's leading Flour and Grain House.
C. A. PARADIS, Quebec

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT
Manufacturer
Sales Agent: L. FONTANEL, 187 Commissioners St., Montreal

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00
EASY TERMS.
Catalog Free.
KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

When writing advertisers kindly mention having seen the advertisement in this paper.

GROCERY TRADE CHANGES

New Businesses Opened, Sales, Assignments, New Companies Formed and Various Changes in All Parts of Canada.

Ontario.

S. G. Phillips has opened a new grocery store in Brantford.

George Warrell has opened a grocery and provision store in New Liskeard.

Cumming & Knott have their new store in Collingwood handsomely fitted up.

Joseph Mitchell, dealer in teas and coffees, Toronto, is advertising his business for sale.

F. H. Clifford's grocery store, Brockville, was entered and some tobacco carried off last week.

Gillean McLean is opening a new grocery in St. Mary's, and is having premises especially fitted up for this.

The estate of M. H. Killoran, Stratford, has sold his grocery to L. F. Killoran, who has been head clerk in the store for some years.

Robertson, Nichol & Co., wholesale grocers, Kingston, have opened a branch in Smith's Falls. Lester Taggart will be in charge of the new warehouse.

Quebec and the Maritime Provinces.

I. Brodeur, general merchant, Beloeil, has assigned.

Leduc & Co., general merchants, Acton, Que., have assigned.

P. H. Longpre, groceries and dry goods, St. Gabriel de Brandon, has compromised.

Western Canada.

R. W. A. Rolph, grocer, Winnipeg, has sold his business.

The Moore Co., grocers, Winnipeg, have sold to J. N. Campbell.

Harvey & Dobson, general merchants, Enderby, B.C., have assigned.

E. C. Fisher, grocer, Elkhorn, Man., has sold his business to Groat Bros.

R. E. Sadler, Fairlight, Sask., has sold his general store to J. W. Broatch.

W. G. Rowland, general merchant, Francis, Sask., is selling off his stock.

A. D. Eckhardt, general merchant, Theodore, Sask., has sold his business.

E. F. Cassidy has opened the West-End Grocery, Moose Jaw, succeeding F. W. Rutherford.

W. Robinson & Co., general merchants, Selkirk West., Man., have opened a branch in St. Louis.

The Hudson Bay Co.'s general store at Whitewood, Man., has been bought by the Whitewood Trading Co.

New Companies.

The Columbia Evaporating Co., of Caledonia, has obtained a charter.

The Toronto Quick Lunch Co. has been incorporated with a capital of $40,000. George, Augustus and Chris. Letros are the directors.

The Quaker Oats Co., an incorporation under the laws of New Jersey, has been granted permission to increase the sum which it may use in Ontario from $1,000,000 to $1,250,000.

The Dominion Co-Operative Association, the first of whose stores will be opened on Bloor St. west, next week, has obtained its charter. The head office is Toronto and the capital stock is $1,000,000, divided into two hundred thousand shares of $5 each.

A charter has been granted to John Dromgole & Company, London, Ontario. Capital, $40,000. To carry on the business of wholesale and retail dealers in crockery, china, glassware, fancy goods, silverware, etc. The provisional directors are John Dromgole, A. E. McLean and Herbert G. Collamore.

The Union Soda Water Manufacturing Co., Toronto, has been incorporated with a share capital of $40,000. The company will carry on the business of making and dealing in soda water, carbonated water and other soft beverages. The provisional directors are Arthur Cohen, Chas. F. Ritchie and A. G. Parish.

A charter has been granted to the Consumers' Supply Co., Limited, Toronto. Capital, $250,000. The provisional directors are: W. G. Thurston, Edward Wilson Boyd and Wallace Lawson. They are empowered "To carry on the business of warehousemen, carters and cartage agents and forwarders and contractors, and to manufacture and buy and sell merchandise and goods of all kinds, both wholesale and retail."

A $3,000 000 company with a directorate mainly composed of students and stenographers, has been granted a charter. The real capital behind this huge concern is, of course, far from being thus represented, the enterprise being none other than the British-Canadian Departmental Stores, Limited, which is to have a magnificent building on the present site of Knox College, Toronto. The incorporators noted in the Ontario Gazette are: James Casey, contractor; C. E. H. Freeman and Abraham Singer, students; Archibald Lang, superintendent, and Ida V. Williams, stenographer, all of Toronto. The shares are divided into six hundred thousand of five dollars each.

DOMINION TRAVELERS DINE DECEMBER 21.

December 21 has been set aside as the day on the evening of which the Dominion Commercial Travelers' Association will hold their annual dinner.

As usual, the affair will come off in the Windsor Hotel, Montreal, and the attendance will be larger than ever, from present indications.

Some surprises in the speakers are promised. The committee which has the matter in hand is endeavoring to make the dinner the finest yet held, and with that end in view are sparing no pains to get together a list of prominent business, professional and political men who will give short addresses that will contribute much to the pleasure of the evening.

No announcement can yet be made, but something extra is promised by the executive if arrangements work out satisfactorily.

TRADE NOTES.

Peterboro parties have put a new product on the market known as Fruitlets. It is called the candy gum and is different from the other gum, Spearmint, which the company put on the market some time ago.

The Wallaceburg Sugar Company have received word that a cargo of sugar amounting to ten carloads, which they were shipping to the Northwest, has gone down in Lake Superior, the boat carrying it having foundered on a rock.

A fire at the premises of the Whitby Fruit and Vinegar Works, Whitby, Ont., last week, burned the two top storeys of the apple evaporating plant. The building was splendidly equipped and the loss at this season of the year is particularly unfortunate. No insurance was carried.

The Autumn Pure Food Number of "The 57," the organ of the H. J. Heinz Co., Pittsburg, is a bright little booklet of interest to grocers everywhere. Its contents include a couple of illustrated world-travel articles, another one on the tests being carried on by the United States Government to determine the effects of food preservatives on the human system and a couple illustrative of the Heinz factory. The booklet will be sent to any grocer in Canada by the Heinz Co., on mention of this paper.

POT and PEARL

FOR CLOSE QUOTATIONS WRITE

JOHN MacKAY Caledonia Mills **BOWMANVILLE, ONT.**

BARLEY and FEED

Oranges, Grapes, Etc.

Have complete lines of the following:

California Navel Oranges
Florida Oranges
Mexican Oranges
California Lemons
Messina Lemons
Florida Grape Fruit
Almeria Grapes, the finest in the market,
Cranberries, Figs, Dates, Nuts, etc.

McWILLIAM
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EVERIST

25-27 CHURCH ST. - TORONTO

AT
CHRISTMAS
TIME
ask your wholesaler to hand you a
"St. Nicholas"
or
"Home Guard"
and you will get 300 or 360 extra fancy prime lemons, which is 75% more than some of those "Skin-Deep" "top-layer" primes contain.

J. J. McCabe
Agent
32 Church Street, Toronto

FRUITS, VEGETABLES AND FISH

Business Continues Good Though Mild Weather is a Drawback—New California Oranges in—Apple Markets Firmer—Approach of Advent Stimulates Fish Business.

MONTREAL.

GREEN FRUIT—New stock California oranges have made their appearance, and are offering at $3.25 to $3.35. Floridas are a little easier this week, now selling for $3.25, against $3.50 last week. Grape fruit remains firm at $4.25. Bananas are slightly firmer, as the minimum price is now $1.75, against $1.50 last week. Nova Scotia cranberries are strong having advanced 25c during the week. Other lines remain as last quoted. Trade has been good during the week, country orders being received in greater volume. Apples have experienced a change upwards of 50c to 75c per bbl. with a good demand for seconds, now that the supply of firsts have gone so high. No. 1 stock is quoted at $3.50 to $4.25 in car lots and No. 2 at $3 to $3.50, four cars being sold at the above prices; but at these figures they could not be replaced as holders are asking $4 for No. 1 f.o.b. in the West. There appears to be a great scarcity all at once. At present stocks in the city are said to be not over 5,000 to 6,000 bbls. at the outside against about 50,000 bbls. a year ago. These conditions, it is thought, will lead to much higher prices. Cable advices report a firm market in England but at the present time trade at home is more profitable.

Almeira, extra fancy	6 50
" extra choice	5 50
" fancy	6 00
California navels, 96, 126, 150 size	3 75
" " 176, 200, 216, 250 size	3 25
Jamaica oranges, in bbls	4 75
Floridas, 126, 150, 176 200	3 25
Grape fruit	4 25
Verdelli lemons, 300 size	2 75 3 50
Lemons, choice, 300 size	3 75
Bananas	1 75 2 00
Peaches, boxes	1 25 1 50
Pears, boxes	3 50
Grapes, California, Tokays, crate	2 25 2 50
Pineapples, extra fancy, 24 size	5 00
" 30 size	4 50
Cranberries, early blacks bb	10 00
Nova Scotias, early blacks, 1 bl	7 75
Apples, Fameuse, XXX, bbl	4 00
" " XX, "	2 50 3 00
" Colverts Jennetings, XXX	2 75 3 00
" " " XX	2 25 2 50
Spies, XXX	4 00
Baldwins, Greenings, Russetts, XXX	3 50
" " " Spies XX	2 75 3 00

VEGETABLES—Changes in prices is the predominant feature of this week's market in vegetables. Fully one-half the quotations have either gone up or down, with the general tendency strongly upward. This week oyster plant is being quoted at 60c. Artichokes are offered at $1 per bag; new string beans at $3 per bushel basket. Parsnips per bag are selling at 90c and sweet potatoes at $1.50 per bushel basket. Marrows are down to $1.50 and $1 per dozen. Carrots are cheaper at 25c per bag. Spanish onions have declined 75c. Lettuce is cheaper at 50c, against 95c last week. Lines which have gone forward are pumpkins, which are somewhat scarce; brussels sprouts, squash, onions, cabbage, radishes, beets, green peppers, parsley and cauliflower. Trade has not been very brisk. Dealers on the market are feeling the final departure of vessels for the season. Stewards of vessels calling here have always been depended upon for considerable trade during the season of navigation.

Oyster plant, doz	0 60
Artichokes bag	1 00
New string beans, basket	3 00
Leeks, bunch	0 20
Parsnips, bag	0 90
Sweet Potatoes, basket	1 50
Marrows, dozen	1 00 1 50
Cauliflowers, dozen	1 25
Parsley, per doz. bunches	0 30
Sage, per doz.	0 60
Savory, per doz	0 50
Celery, doz	0 50 0 75
Water cress, large bunches, per doz	0 70
Spinach, box	0 50
Green peppers, doz	0 75
Beets bag	0 75
Carrots, bag	0 25
Spanish onions, large crates	2 00
Lettuce, per doz	0 50
Radishes, doz	0 60
Horse radish, per lb	0 15
Cabbage, doz	0 30 0 75
Montreal potatoes, bag	0 75 0 95
Green Mountains	0 60 0 90
New Brunswick potatoes	0 90
Onions large bag	1 40
Red onions, barrel	3 00
Turnips, bag	0 65
Pumpkins, doz	1 50
Squash, doz	1 50
Brussels sprouts	0 15

FISH—Advent will start on the 29th and grocers have been ordering in anticipation of this season when the consumption of meat falls off so, offering opportunities for large fish sales. New frozen sea herring is arriving, and is quoted at $2 per 100 fish. Fresh smelts, mackerel, haddock and cod are plentiful, also frozen halibut, salmon and lake fish. In smoked lines haddies and bloaters are arriving freely, but kippers are scarce at present. The salted and prepared market is exceptionally good, and supplies are ample. New green cod and Labrador herring are selling well. The season for malpecque oysters is nearly finished. Demand for bulk oysters, by the gallon, is increasing. The fish market is active, and owing to the large supplies arriving, prices have become a trifle easier.

Fresh and Frozen Fish.

Gaspe salmon	0 15
B.C. salmon, frozen	0 09
Haddock, per lb	0 05 0 06
Fresh halibut	0 09 0 10
Mackerel, "	0 10
Dore, "	0 09
Steak cod	0 06 0 07
Market cod, lb	0 04½ 0 05
Pike, lb brochet	0 07
Whitefish, lb	0 07
Lake trout	0 09
Sea trout, lb	0 10
Flounders, lb	0 10
American live lobsters	0 24
Bullheads (dressed)	0 10
New Smelts	0 10
Sea herring, per 100	2 00
Smoked—	
Haddies (exp) 15 lb. bxs., per lb	0 07 0 07½
Bloaters, per box, large	1 10
Smoked herring, per box	0 16
Prepared—	
Skinless cod, new, 100 lb. cases	5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box	1 80
Dry cod, in bundles 112 lb., per pound	0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	0 06
Boneless cod, 20-lb. boxes	0 08
Boneless cod, 20-lb. boxes	0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks	0 05
Boneless fish, 25 lb. bxs., loose	0 04½
Pure cod, in crates, 1 and 2 lb. bricks	0 05
Salted and Pickled —	
No. 1 Labrador herring, brls	5 50
" " " ½ brls	3 25
Oysters, bulk, per gallon	1 60
Standards, bulk	1 40
" quart tins, sealed	0 40
Paper pails, per 100 qt. size	1 50
Malpeque, shell, per bbl	9 00 11 00
" lower grades	6 00 8 00

TORONTO.

GREEN FRUITS—California box grapes are now out of season and their place is filled with Almeria grapes, which are arriving in large quantities and are selling for $5.25 to $5.50 a keg. Florida oranges are about the best in the market now, and are also cheaper, selling for $2.50 to $2.75 instead of $3 and $3.25 last week. Pineapples are also cheaper but Cape Cod cranberries have made a decided advance, selling at $15 a barrel.

Pears, Canadian	0 25	0 30
Grapes, California, box	1 75	2 50
" Almeria, keg	5 25	5 50
Apples, winter varieties, bbl	2 50	4 50
Oranges, Jamaicas, bbl	4 00	4 50
" " boxes, new		2 50
" Mexican, boxes, new		2 75
" Florida, boxes, new	2 50	2 75
Lemons, Messina	3 25	3 50
" California, box	4 25	4 50
Bananas, Jamaicas, firsts	1 50	1 85
" Jamaica eights,	1 00	1 25
" jumbos	1 50	2 25
Cranberries, Cape Cod bbl		15 00
" " crate		5 00
" Nova Scotia, bbl		8 00
" Ontario, cases		2 50
Citrons, doz		0 75
Grape Fruit, Florida, box	4 00	4 25
Pineapples, Florida, crate	3 50	4 00

VEGETABLES—There is very little change in vegetables this week, and the market is well stocked with all kinds. Farmers are taking advantage of the favorable weather and are rushing them in to save expense of lining cars to protect them against frost. All kinds of vegetables are of exceptionally good quality, and quite sufficient to supply all demand. Red peppers and white turnips are now off the market.

Beets, Canadian, bag		0 50
Potatoes, Ontario, per bag	0 70	0 75
" New Brunswick, per bag	0 80	0 85
" sweet, barrel		5 00
" " hamper		1 75
Onions, Scanish, per 50 lb. crate		1 15
" Canadian, dried, bag	0 80	0 90
" Valencia, extra, cases	3 00	3 50
Carrots, new, per bag	0 35	0 45
Cabbage, Canadian, per doz	0 25	0 35
Squash, basket doz	0 50	0 75
Cauliflower doz	0 75	1 25
Celery native, doz	0 25	0 40
Pumpkins, dozen	0 50	0 65

FISH—The fresh fish market is practically closed, a few fresh white fish still come. Mild weather has bad effect in frozen fish trade, although no change in prices. There is a good supply of frozen stock on hand. No change in prices is noted this week.

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07
Herring, medium, per lb	0 05½	0 06
Whitefish	0 10	0 11
Cod, frozen	0 08	0 09
Trout, fresh, per lb	0 09	0 10
Halibut	0 09	0 10
Haddock, frozen		0 07
Sea salmon, Silverside	0 10	0 12
Pike	0 05½	0 07
Pickerel, yellow	0 08½	0 09
Soft shell crabs, doz		4 00
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 15-lb. box		1 30
" Labrador, keg		3 00
Mackerel, each	0 18	0 20
Smelts, per pound No. 1		0 10
" " No. 2		0 12
Oysters, Long Island		1 50
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Ciscoes, basket		1 15
Finnan Haddie, smoked, 15-lb. package		0 08
Boneless cod, quail on toast		0 06
" " imperial		0 06½
" " steak		0 06½
Shredded cod, doz		0 90
Acadia cod, crate		0 40
" tablets, box		0 60
Bloaters		1 25
Qualla		0 09
Catfish, dressed		0 10

D. F. Hagerman, Manchester, Ont., has sold his general store business to James Monroe, of Seagrove.

FIRST ARRIVALS

Navel Oranges

We specialize in **Oranges,** a complete line of all grades, including **Floridas, Mexicans,** etc.

WHITE & CO., Limited

TORONTO and HAMILTON

"The standard of quality."

CANDIDO'S LEMONS

"BICYCLE" "MAPLE LEAF" "ADELINA"

Ask the wholesale for these Brands—they are the Finest—Brolo Lemons.

W. B. Stringer, Toronto, *represents* **B. P. Candido, Italy.**

Fresh Arrivals This Week

CAR NEW CALIFORNIA LEMONS

Squirrel Brand. Smooth as silk. Bright, waxy fruit

FLORIDA and MEXICAN ORANGES

FANCY MALAGA GRAPES

OUR FIRST CAR CALIFORNIA NAVEL ORANGES

Due to arrive Saturday, 14th

Send us your orders. Price and quality always right.

HUGH WALKER & SON

GUELPH, ONT.

Florida Oranges, Grape Fruit, Tangerines

Fresh arrivals

THE DAWSON COMMISSION CO., TORONTO

If you have any apples in carlots to sell, write us.

Finest Bananas!

Our leader the year round

Perfectly colored, properly crated; special care taken to assure their good condition on arrival during cold weather. A trial order will convince.

We are now carrying a full line of other Fruits and Nuts, all finest fresh stock.

Florida Oranges
Jamaica Oranges
Porto Rico Oranges
New Golden Dates
New Messina Lemons, best brand known
Fancy Tinted Almeria Grapes
Spanish Onions, ½ cases
Sweet Potatoes
New Tarragona Almonds, New Walnuts, New Filberts,
New, Large, Polished Texas Pecans

PRICES ARE RIGHT **SATISFACTION GUARANTEED**

Write, Wire or Phone Your Orders — You Will Come Again.

JOSEPH BROWN & SONS, 29 and 31 Youville Square, **Montreal**

HOLBROOK'S WORCESTERSHIRE SAUCE

HOLBROOKS LIMITED

CANADIAN BRANCH
40 Scott Street, Toronto
Canadian Manager, H. Gilbert Nobbs

MADE AND BOTTLED IN ENGLAND.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.
Established 1880
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

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who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

FISH FOR ADVENT!

Here is an assortment:

New Haddies and Bloaters
Frozen Sea Herring and Salmon
Fresh Haddock and Cod
Halibut, Pike and Pickerel

All extra choice fish. There will be demand for them.

"SEALSHIPT" OYSTERS

In airtight, sealed packages. No ice water or preservatives used. Something extra nice to offer your trade. All kinds of fish in season.

A postal will bring you our new price list. You will need it now particularly.

4 LONG DISTANCE TELEPHONES.

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MONTREAL
P.O. Box 639

Branches:
MONTREAL,
ST. JOHN, N.B.,
GRAND RIVER,
GASPE.

"THE LARGEST FISH WAREHOUSE IN CANADA"

FOR RUSH ORDERS

PHONE or WIRE US

You can rest assured that if the stock is to be had we have it.

Advent

commences December 1st. Get in touch with us.

The F. T. James Co., Limited

Church and Colborne Streets : : : : : TORONTO

WHO IS A RETAILER ?

The Three Classes of Trade and Their Proper Distinction—The Conception of the Word "Legitimate"—The Danger From the Semi-Jobber.

In last week's issue of the "Trade Press Bulletin," the circular of the National Retail Grocers' Association of the United States, John A. Green, secretary of the association, takes up the question. "Who is a Retailer ?" The reference seems to be particularly to the words "legitimate retailer," as used by J. A. Van Hoose, president of the Southern Wholesale Grocers' Convention, held recently at Asheville, Tenn.

In reply to a request from Mr. Green, President Van Hoose has given the following as his idea of what is a retailer:

"Our idea of a legitimate wholesale business is one where the person, firm or corporation buys on its own account and in selling sells only to the merchants or to established commissaries to sell again, and in which firm or corporation no retailers are directly or indirectly interested to any appreciable extent.

Wholesalers Must Not Be Interested.

"Our idea of a legitimate retail business is one in which the person, firm or corporation buys on its own account, and in selling sells only to the consumers, and in which wholesalers are not directly or indirectly interested to any appreciable extent.

"I am inclosing copy of an address which I delivered several years ago, by invitation, before the Virginia Retail Grocers' Association, at Richmond. They selected the subject for me. You will note in this address our idea, as well as belief, that manufacture, transportation and distribution should be along departmental lines, and that each has its legitimate sphere of usefulness and obligation, and the men who make their living in one or the other of these various departments should not interfere with the rights and living of those in other departments.

"As to the question of a wholesaler selling to hotels and restaurants, it is our idea that this should only be done where it is absolutely necessary for holding the business in that town or city, and should always, under all circumstances, be a matter of amicable and satisfactory conference with the wholesalers and retailers. In many towns situated in the territory identified with the Southern Wholesale Grocers' Association entirely satisfactory and amicable arrangements have been made by and under which the wholesalers sell a few of the largest hotels and restaurants in unbroken packages, thus enabling the whole community to get the benefit of the money thus expended in that particular town or city. The goods which these large hotels and restaurants wish to purchase in broken packages are secured from the local retailers.

The Conception of "Legitimate."

"You, of course, understand, that in the use of the word 'legitimate' it is not used in the sense of being legal or illegal. Manifestly any business is legal which is not prohibited by law. But in using the word 'legitimate,' whether applied to a wholesaler or to a retailer, we mean it in the broad, humanitarian conception of the word, as either injuring or protecting the interests of others who are also vitally concerned in making a living for themselves and for those dependent upon them.

"We do not believe that it is fair as man to man, that it is legitimate for a person, firm or corporation to buy as a wholesaler and then to fight the retailer for his living, with the consumers' trade. This association and this office use every moral influence to persuade manufacturers not to sell goods to parties as wholesalers, where those parties either from their own stores or from stores owned or controlled by them, compete with or interfere with the retailer for his living.

"Obviously, the converse of this should be fair and consistent, viz., That the retailers should not, from their own stores or from stores owned or controlled by them, compete with or interfere with the business of the wholesaler. The consumer and the public at large are vitally interested in seeing these respective spheres of usefulness safeguarded in every proper and legal way. Neither the town, county, city, state nor nation should permit the small dealer to become eliminated, and distribution centered into the hands and under the control of vast aggregations of wealth. Property interests, taxes, municipal, county and state securities, are vitally involved in this matter. It is a tremendous and far-reaching question. The farmer or mechanic, or any citizen, who sends his money away from the community in which he lives or from which he draws his living, is blind to his ultimate best interests when he wishes to pass by his local retailer and apparently, for the time being, save a little money in the transaction, provided, of course, that he cannot procure the same goods at anything like the same price from his local dealer.

Carrying Out the Idea.

"This same principle is true of the retailer in his attempt to pass by the wholesaler. The same is true in the attempt of the wholesaler to manufacture in competition with the manufacturer whose goods that wholesaler is also handling.

"We believe in 'co-operation' in the broadest and best sense of the word, hence, believe in the great principle of 'organized co-operation,' a co-operation in which the rights and living of others are held in just as high regard both in theory and practice as we regard our own rights.

"The above are substantially some of our views in reference to this whole question of economic distribution, but I regret that heavy pressure of work prevents me from sending them in more concise and better arranged form. I hope, however, you will be able to gather from same, together with the copy of the address above referred to, substantial answers to your questions."

In commenting on the above, Mr. Green says :

"This answer, at the present time, will help us in our contention that the trade of the consuming public should belong to the retailer, and that the wholesaler should in no way enter into competition with him. We realize the perplexing problem that confronts us in trying to bring about a satisfactory understanding between the distributers of food products, wholesale and retail. The disposition of both parties to play fair will, no dodbt, in the near future bring about the conference each desires, and through this conference the beginning of the end of all misunderstanding can easily be brought about.

"The following paragraph from President Van Hoose's speech before the Virginia Retail Merchants' Association might be considered at this time, and is worthy of more than passing consideration :

> " 'The semi-jobber, department stores, other and all forms of concentrated capital, with their more or less odious trust features, will, if foolishly permitted, proceed to relegate you, your business, your profits and your living to the past as not necessary. If there is no use for the legitimate jobber, there is no logical use for you, the legitimate retailer. Why should monopoly stop and spare your business, your living, any more than ours ?'

"There is no doubt but that we are somewhat inconsistent in complaining about the semi-jobber. If the retailer did not patronize the semi-jobber he would soon cease to exist."

NOTES FROM GUELPH.

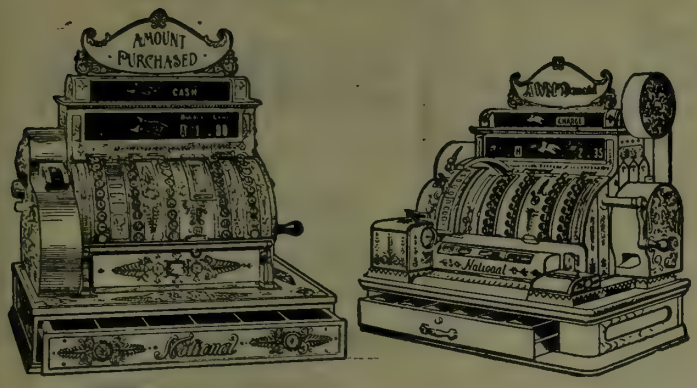
Those big fat oyster talks that we see in nearly all the local grocery ads lately should help to sell the oysters. Why people never heard so many nice things about raw oysters before.

One grocer claims his granulated sugar is worth $1 a hundred more than his neighbor's. I wonder why, for myself, I can not see it. But he thinks he knows, and he has a right to his own opinion.

Geo. Forbes, who has been running an ice cream and candy store on the Elora Road, has purchased and moved into the Olympic candy, ice cream and refreshment store on St. George's Square, and is doing a good business.

A library of grocery technical books would be a great suggestion for Guelph, but unless the grocers get together soon the Clerks' Association ought to take this matter up, as they have a surplus and nothing to do with the money at present, and this would be a good investment for the winter months. Did you ever go into our Public Library and notice on the tables the books that are there for mechanics, carpenters, molders, etc., and labor papers generally, even to the Socialistic papers? We never see The Canadian Grocer or Dry Goods Review there. Wonder why not? Some grocers, as soon as they get their Grocer, run and hide it from their clerks for fear they would see it, or see some good ideas in it, or else the few minutes in looking at it would be wasted, while others, I am glad to say, take a look at it themselves, then pass it along to the clerks to take home and read. Which do you do?

They Pay!



Ask the Man Who Has One!

Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont.
F. E. MUTTON, Canadian Manager

Best Results In Cooking

come of using best materials. If your customers value quality, be sure that you give them the best. That means

"Sealshipt" Oysters

None better are produced—they are the finest grown and are packed by improved methods which preserve the distinctive oyster flavor. As soon as shucked they are sealed in air-tight steel cans. Ice is packed around the cans but does not touch the oysters. You get solid meats. Absolutely pure and fresh—is it strange so many "Sealshipt" dealers write us their oyster business and profits are growing?

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

WRITE FOR PARTICULARS

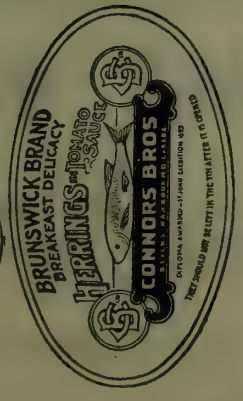
National Oyster Carrier Co., SOUTH NORWALK, CONNECTICUT

Repeated orders tell the quality of the

Famous

"Brunswick Brand"

Sardines



Connors Bros., Limited

Black's Harbor, N.B.

MONDAY BEGINS ADVENT

FOR YOU.

What do you require in Fish and Oysters?
We can supply you, whatever you want.

Here is a Starter:

Solid Meat Oysters at $1.30 per gallon.

These oysters will certainly please.

O'Connor's Fish Market

St. Antoine Market
(Between the 2 Depots)
MONTREAL.

THE GROCER'S ENCYCLOPEDIA

Information for Grocers and Clerks Regarding the Goods They Sell Which Will Help in Interesting Customers.

The Cocoa Tree.

The cocoa tree is an evergreen and grows to a height of from fifteen to twenty-five feet, its leaves being bright and smooth, somewhat resembling the foliage of a rubber plant. It is very low-branching, and the blossoms are small and pink. The blossoms and pods not only spring from the branches, but often from the trunk itself. The fruit is a yellowish pod about the size of a cucumber and is filled with seeds, all strung together in a pulpy, pinkish mass. It is from these seeds or beans, each about the size of a chestnut, that the chocolate and cocoa of commerce are manufactured. The trees bear from the fourth to the thirtieth year, and it is not unusual to see on the same tree buds, flowers and fruit.

When ripe the pods are gathered by the native women and are allowed to lie on the ground for a day or two, after which they are opened. The pulp containing the beans then ferments for about a week, the astringent qualities of the beans being much modified and their flavor improved.

After being thoroughly dried the beans are packed in hundred-pound bags for shipment. When received by the manufacturer they are carefully picked over for quality, assorted and roasted. The nibs, as the roasted beans with the shells removed are called, are then fed into a hopper and ground between stones similar to an old-fashioned flour mill. The grinding process, coupled with the friction of the stones, which produce a temperature of some 120 degrees, changes the solid nibs (without the addition of anything) into a thick, heavy liquid. This is technically termed "chocolate liquor," and is sold to confectioners.

This same liquor, subjected to hydraulic pressure, with the resulting separation into a clear oil, gives the cocoa butter of commerce. The remaining pressate when powdered forms drinking cocoa. The chocolate liquor solidified becomes cooking chocolate, and, with sugar, vanilla and spices added, it is sold as "sweet" or "eating" chocolate.

Pineapple as a Medicine.

The medicinal value of pineapples has recently been the subject of considerable inquiry among physicians, and in Hawaii experiments have been made to determine something of these properties. It has been found that the fruit of the pineapple contains a digestive principle closely resembling pepsin in its action, and to this is probably due the beneficial results of the use of the fruit in certain forms of dyspepsia. On the casein of milk pineapple juice acts as a digestive in almost the same manner as rennet, and the action is also well illustrated by placing a thin piece of uncooked beef between two slices of fresh pineapple, where in the course of a few hours its character is completely changed.

In diphtheritic sore throat and croup pineapple juice has come to be very largely relied upon in countries where the fruit is common. The false membranes which cause the closing of the throat seem to be dissolved by the fruit acids and relief is almost immediate.

Keeping Eggs Fresh in China.

"There is a way to beat the storage commission merchant and the old hen herself; to have fresh eggs all the time, in fact," said Marshal Raymond, a lawyer, of Paducah, Ky.

"This method may be as old as the Chinese—at least I learned it in China when I made a trip through the East more than a year ago. I happened to run into the American Consul General at Shanghai while over there, and when I left he presented me with what he said were eggs.

"Although they didn't look like eggs at all—looked, indeed, more like elongated mud pies with a stone stuffed in them—I faithfully brought then home, and at last opened one.

"Sure enough, there was an egg inside, and when it was broken it proved to be entirely fresh, although it may have been in that mud for a year or more. Well, with that knowledge of how the Chinamen keep eggs fresh I salted a whole barrel of them to see how they would do under American mud.

"I bought them at the time of year when they were cheap, not caring much whether they kept or not, but willing to try the experiment. I buried them under more than a foot and a half of earth and left them for several months.

"When winter came along and eggs went up to some enormous figure, I just dug down into the earth and pulled out that barrel. Opened to the light of day the eggs looked as if they had just been laid. They tasted, too, as if they had never been put away in the earth for many weeks."—Washington Herald.

W. H. Dunn has returned to Montreal from a business trip to New York.

To Avoid The Financial Crisis, Handle

SHAMROCK

BIG PLUG

SMOKING TOBACCO

It will pay you a good profit Besides building you a trade

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

NOTICE!

FOR SALE

100 bags of excellent VIRGINIA Peanuts at 9c PER lb.

For this week only.

JOS. COTE

IMPORTER AND WHOLESALE TOBACCO DEALER

Office & Store, 186-188 St. Paul St. Phone 1272
Branch - 179 St. Joseph St. Phone 2097

QUEBEC

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada

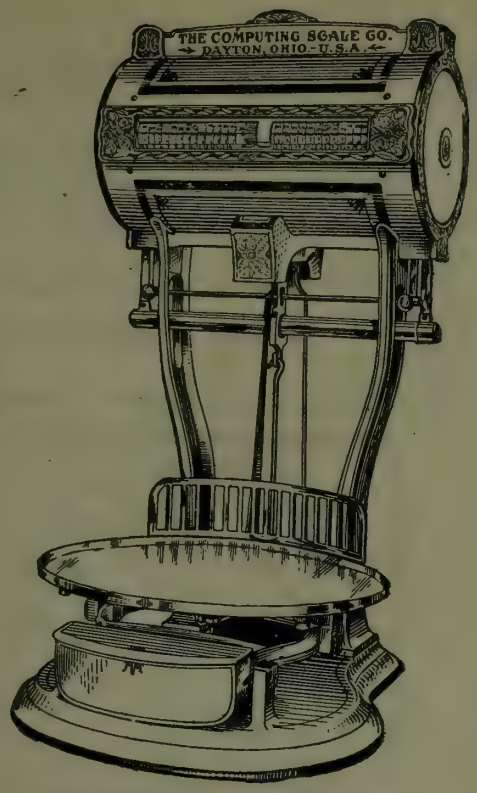
506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



DAYTON MONEYWEIGHT SCALE
NOTE THE LOW PLATFORM

Overweight Problem

Solved!

With this 1909 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

Gives the exact weight for the exacting dealer.
Gives the exact weight to all customers.
True as steel and built for a lifetime of exact weighing.
Weighs to an ounce, computes to a cent.
Low platform—only 6½ inches from the counter.
Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited

164 W. King St., Toronto, Ont.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it well mean ***LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE*** and ***LARGELY INCREASED PROFITS.***

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

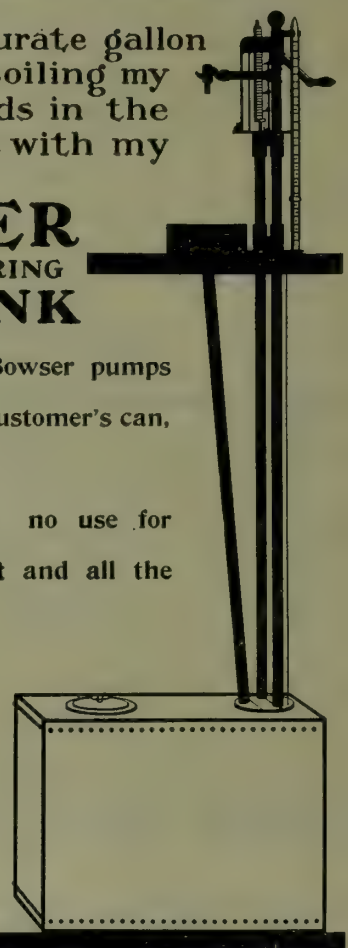
Representatives:
Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of Modern Store Fixtures
Berlin, Ontario

CLEAN HANDS

"I can draw an accurate gallon of oil without soiling my hands in the least with my

BOWSER
SELF MEASURING
OIL TANK



That's because the Bowser pumps the oil right into the customer's can, and measures it, all in one operation.

There is no need of funnels; no use for measures. It's all done in an instant and all the oil goes on the inside of the can.

Send for our latest Bulletin No. 5057. There is something in it for you.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

Are Your Credit Customers Safe?

No! They'll run you into bankruptcy in a jiffy if you'll let them. And still you can't get too independent with this class of trade—it is good money when it does come.

ALLISON COUPON BOOKS

point the way to safety. They guard against loss, they hold the credit customer in check, save time, money and trouble.

How They Work

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in front of the book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere. Manufactured by

Allison Coupon Co.
INDIANAPOLIS, IND.

When writing advertisers kindly mention having seen the advertisement in this paper.

The
Elgin National Coffee Mills
40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

We make a specialty of
COUNTER CHECK BOOKS
for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.
We manufacture
SHIPPING TAGS
The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

—

Yearly Contract Rates.

100 words	each	insertion,	1 year.....	$30 00
"	"	"	6 months...	17 00
"	"	"	3 months...	10 00
50	"	"	1 year.....	17 00
"	"	"	6 months...	10 00
25	"	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

$60,000,000.00. Shrewd merchants all over the world have paid $60,000,000.00 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave.

TRAVELLERS—Counter check books make a good side line. Pocket sample; liberal commission. Box 221, CANADIAN GROCER. [1]

MISCELLANEOUS.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of Gasoline Lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner Systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MACLEAN PUBLISHING CO., Technical Book Dept., 10 Front St. E., Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

WANTED—A bright young salesman in Toronto city for a leading line of groceers' specialties. Applicant must be well recommended as to character, honesty, etc. This is a good opening for an ambitious, hustling salesman, desirous of a permanent position with good prospects for rapid advancement. Answers, to be considered, must contain full particulars as to experience, references, etc. Apply Box 233, THE GROCER, Toronto. (48)

WANTED—Manufacturer's agent in Port Arthur, Ont., to work the surrounding territory. The line is a staple one, handled by the grocery trade and manufactured in Canada. Address Box 225, CANADIAN GROCER, Montreal. [49]

WANTED—Manufacturer's agent for the Province of Quebec, with headquarters in Montreal, to handle a staple line of long standing and established reputation. Must have organization to work the retail trade. Sales made to wholesale trade only. Address Box 240, CANADIAN GROCER, Montreal. [49]

GROCERY traveller wanted for Ontario who can take sideline on commission. Box 235, CANADIAN GROCER, Toronto.

AGENCIES WANTED.

WANTED—Foreign and domestic agencies. Good connections, highest references, twelve years experience. Arthur Cox, 253 Hollis Street, Halifax, N.S. [49]

VINEGAR—A French manufacturer of vinegar invites correspondence from Canadian firms interested in this article. Box 231, CANADIAN GROCER, Toronto. (47)

POULTRY—A firm of general game and poultry importers desire to get into communication with Canadian shippers with a view to making arrangements for early shipments into Manchester. Box 224, CANADIAN GROCER, Toronto. (47)

CONDENSED MILK—A Cape Town firm of wholesale general merchants desires to be placed in communication with Canadian manufacturers and exporters of condensed milk. Box 229, CANADIAN GROCER, Toronto. (47)

FLOUR, Oatmeal and Quaker Oats—A South African commission agent, with good connections, and widely known, who is prepared to furnish good references, desires to be placed in touch with Canadian exporters of flour, oatmeal and quaker oats. Box 230, CANADIAN GROCER, Toronto. (47)

CANNED and Bottled Fruit—A London, England, firm of general merchants and importers desire to undertake an agency for Canadian canned and bottled fruit. Box 225, CANADIAN GROCER, Toronto. (47)

PRESSED Yeast Cakes—A Hull firm of general merchants and importers desire samples from Canadian manufacturers of pressed yeast cakes. Box 226, CANADIAN GROCER, Toronto. (47)

FRUIT—A well-established firm of inland fruit merchants in the north of England would like to exchange ideas with a Canadian packer of well-graded apples with a view to receiving a few carloads for sale on advance against bill of lading. Box 227, CANADIAN GROCER, Toronto. (47)

CANNED Goods—A general commission agent and importer in the north of England in a good position to handle an agency for any kind of canned goods is desirous of hearing from Canadian canners interested. Box 228, CANADIAN GROCER, Toronto. (47)

SITUATIONS WANTED.

TEA TASTER, BLENDER, Coffee, Cocoa and Chicory manufacturer, advertiser with 16 years' experience seeks engagement as buyer and manager of department with wholesale company. Address, Stirling, 145 Mutual Street, Toronto (45)

WANTED—As grocery clerk, by young married man, ten years' best city and country experience. Best references. Box 234, THE CANADIAN GROCER. (49)

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

WAREHOUSE TO RENT.

TO RENT—Top floor in good warehouse with track, delivery and hoist facilities, 75 x 75, with office. Apply Nicholson & Bain, Calgary. (49)

FOR SALE.

GENERAL Store and Boarding House, opposite C.P.R. depot. Stock worth about $1500; yearly sales $6000 to $7000. The best reasons for selling out. All further particulars on application. Address P.O. Box 30, Coulter, Man. [51]

FOR SALE—Well established retail grocery, feed and seed business in town of 10,000. Turnover last year $70,000. Will lease or sell property. Satisfactory reasons for selling. Address Box 232, CANADIAN GROCER, Toronto.

WINDOW DISPLAY FIGURE—Cost $25 last year. Will sell for $15 as we have no use for it. Big attraction made, us $50 last Christmas. A. S. Lambe & Son, Meadowvale. (49)

Lea's

The Pickle with the home-made flavor

Turkey and Lea's Pickles make the Christmas Dinner complete. Have you secured your Pickle for your Christmas Trade? Do so before it is too cold to ship.

Packed by

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

WESTERN REPRESENTATIVES: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
½ "	5 "	7 80
½ "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
3 lb.	13 20
5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

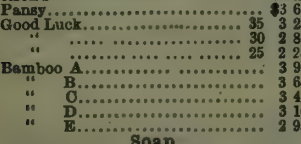
Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Brooms

Nelson's—	Per doz.
Pansy	$3 65
Good Luck	35 3 25
"	30 2 85
"	25 2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

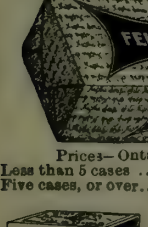
Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 25
Five cases, or over	5 15



THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.

White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

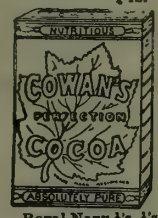
Chocolates and Cocoas

Cocoa— THE COWAN CO., LIMITED

Perfection 1-lb. tins per doz.	$4 80
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—

Queen's Dessert ½-lb. cake, 12-lb. boxes, per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ¼-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30
Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—

Maple buds, 5-lb. boxes, lb.	0 3
Vanilla wafers, "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb.	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. Maclaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz.	$ .90
¼ " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz 0 90
Prepared cocoa, ½'s 0 28
Prepared ¼'s 0 28

Mott's breakfast cocoa, 10c ize	90 per dz.
" breakfast cocoa, ½'s	0 38
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 28
Cracked cocoa, ½-lb. pkgs., 5-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
¼ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	..	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0
White Moss in 5 and 10 lb. square tins, 21c.			

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05

Evaporated Cream—

"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 8 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —Imperial

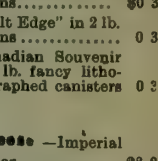
Large size jars, per doz.	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montrea $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each (3½
500 books to 1000 books	(3

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

'Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	" 1 "		3 00
"	4 "	" 1 "		4 50
"	20 "	" ¼ "		4 75
"	20 "	" 1 "		9 00

THOMAS J. LIPTON

Prices on application.

Assorted Case,	Contains 2 doz..$2.50
Chocolate (Straight)	Contains 2 doz..$2.50
Vanilla (Straight)	Contains 2 doz. $2.50
Strawberry (Straight)	Contains 2 doz..$2.50
Lemon (Straight)	Contains 2 doz. $2.50
Unfavored (Straight)	Contains 2 doz..$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley	½-lb. tins	....	$1 35
" " "	1-lb. tins	....	2 25
" " groats	½-lb. tins	....	1 35
" " "	1-lb. tins	..	2 25

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors),	doz.		1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato,** not the **Tomato** to the size of the **Opening.**

Pack **Whole Tomatoes,** not Crushed Fruit.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Max Ams Patents

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case

Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

These are the Goods

Have you a good supply?

AGENTS:
Rose & Laflamme, Limited
Montreal and Toronto

Table Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

Agents:—

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case.....per lb. 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb. 0 07
7 and 14-lb. wood pails.....per lb. 0 07
30-lb. wood pails ..... " 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case.per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb. 0 07
30-lb. wood pails..... 0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 80

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited

GENESEE PURE FOOD CO

Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG CO.

White wan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price "Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 09½	
½-bbls. 0 09½	
Tubs, 60 lbs. 0 09½	
20-lb. Pails. 2 00	
20-lb. tins.. 1 90	
Cases 3-lb.. 0 10½	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes ($6 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
2 cases of 4 doz.....	6 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb.	glass	jars.
Pineapple	"	1 "	"
Green Fig	"	1 "	"
Green Fig and Ginger	"	1 "	"
Lemon	"	1 "	"
Grape Fruit	"	1 "	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—			
1-lb. glass, doz...	1 55		
2-lb. " ..	2 80		
4-lb. tins, " ..	4 65		
7-lb. " " ..	7 35		
"Sbredded"—			
1-lb. glass, doz.....	1 90		
2-lb. " "	3 10		
7-lb. tins, "	8 25		

THOMAS J. LIPTON
Prices on application.

Mixed Meat.

Wethey's condensed, per gross net .. $12 00
per case of 3 doz. net 3 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4.70
" hotel.....	4.90
Silver Cow Milk.....	5.00
Purity Milk.....	4.70
Good Luck.....	4.30

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins.....per doz.	$	1 40
"	½-lb. tins ..... "		2 50
	1-lb. tins ..... "		4 00
Durham 4-lb. jar.....per jar.			0 75
	1-lb. jar..... "		0 25
F. D	½-lb. tins.....per doz.		0 85
	1-lb. tins..... "		1 65

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	35

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

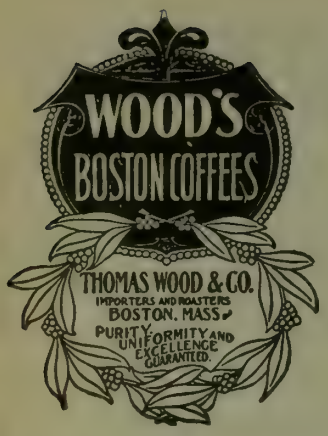
COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND.

		Per case
No. 1, cases, 60 1-lb. packages.....		$ 2 75
No. 2, " 120 ½-lb. "		2 75
No. 3, " {60 1-lb. " / 60 ½-lb. " }.....		2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.		
1 case		2 25
5 cases.....	.....	2 75

STRIKING FEATURES



PURITY appeals to all classes of consumers.

UNIFORMITY holds the patron to his favorite brand, so that your trade is not fluctuating, but permanent, with possibilities for increase always before you.

SUPERIORITY lends its powerful influence to the other claims, and

WOOD'S COFFEES

are known far and wide as the ideal goods for the millions.

They are not "here to-day, there to-morrow" products, but are like faithful allies, and hold up the Grocer's hands in extending trade.

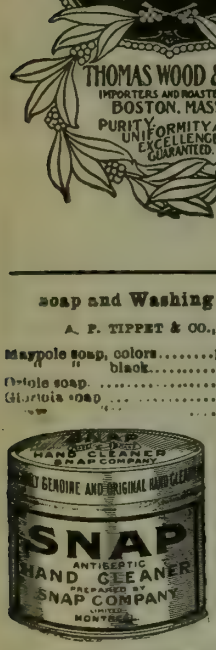
Canadian Factory and Salesrooms:

No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$3 30
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
[illegible]	"	10 20



3 doz. to box $3 45

6 doz. to box .. $6 90

30 days.

Garfield

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 1-lb. cartons	
No. 1 " " 1 " or blue, 4-lb.	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 8½

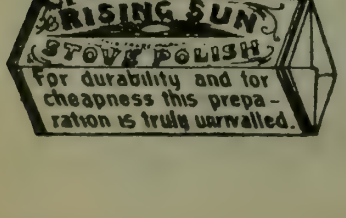
BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 7½
[illegible]	
Lily White Gloss—	
1-lb. fancy cartons, cases 50 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.
pkgs, cases 5 doz., per case.. 4 75

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
5 gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label— Per case.

3 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ per lb.
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb " 3 " "	2 60

THE "SALADA" TEA CO.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 38	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ½'s, ¼'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ¼'s and 1's	0 44	0 60
Gold " Afternoon blend, ¼'s and 1's	0 50	0 70

Blue Label, 1's	0 20	0 25
Blue Label, ½'s	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—

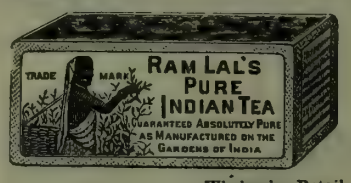
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19

Ceylon Green Teas—Japan style—

Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., TORONTO

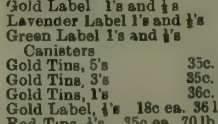
	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c	40c.
Gold Label 1's and ¼'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

Canisters

Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ¼'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50 ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb

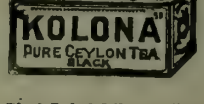


MELAGAMA TEA

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ¼s.	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. ½s	0 30	0 40
" " ¼s	0 32	0 40
" " ⅛s	0 25	0 30
" " 1 lbs.	0 24	0 30

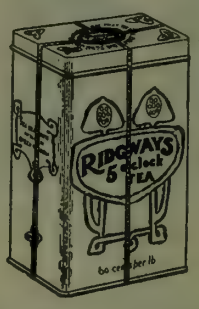
We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 20
" " ½-lb.	" "	0 21
Blue Label, retail at 30c		0 22
Green Label.	40c.	0 30
Red Label,	50c.	0 35
Orange Label,	60c.	0 42
Gold Label,	80c.	55

RIDGWAYS.
London, Vancouver, Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H.M.B., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 52
" Stag, 10 oz.	0 45
" Bobs, 6s, and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15 00
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C., Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$15 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

THIRTY EIGHT DAY EXCURSION CRUISE

Every twelfth day a "P & B" steamer leaves Halifax for Bermuda, the British West Indies and Demerara, and no finer sea trip exists. The round trip takes thirty eight days and the cost is small. Better write for illustrated booklet.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

LET US COLLECT

Your Overdue Accounts

During the year we've been in business we've collected a heap of money for our clients. Send us your slow collections; and we'll make your slow-paying customers hustle to pay up.

Send Them In To-day!

The Beardwood Agency

313 New York Life Building - MONTREAL

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.

Patras, - Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:

J. L. Watt & Scott - Toronto

Watt, Scott & Goodacre, - Montreal

The Condensed Ads. in The Canadian Grocer bring results. Try one.

Glad to give any information about

SALT

VERRET, STEWART & CO.
LIMITED
MONTREAL

To Our Grocer Friends:

The average housewife is becoming more fastidious each day in her ideas of what sanitary precautions should be adopted in handling a food product. Undoubtedly, you have already realized this.

Have you ever considered this regarding Mince Meat.

Why not handle a dust-proof-sanitary-wrapped package like **Wethey's Condensed Mince Meat?**

All jobbers. 3 doz. to a case.

J. H. WETHEY, LIMITED
ST. CATHARINES

Buy Paper and Paper Bags

PRUNES ARE GOING UP.

Empire Brand

We have special values in Currants. You want quick shipments. We will do it for you.

4 Free Phones for Use.
USE FREELY

GEO. E. BRISTOL & CO.
(Successors to Lucas, Steele & Bristol)
Hamilton, - - - - Ontario

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, DECEMBER 4, 1908. NO. 49.

It's sold and used the year 'round——

Keen's Oxford Blue

is a family staple wherever the best results in laundry work are desired. This fact makes **Keen's Oxford Blue** a paying line to stock.

Your jobber sells it.

FRANK MAGOR & CO., 403 St Paul Street, **MONTREAL**

Agents for the Dominion of Canada

From Halifax to Vancouver

grocers, both wholesale and retail, are pushing

"Crown Brand" Table Syrup

There must be reasons for this special attention. There are reasons, good strong arguments for this preference—Purity, Quality, Richness, Healthfulness and Profit in selling.

Do these arguments appeal to you?

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. **Works, Cardinal, Ont.** **164 St. James St., Montreal**

Something New

For the Candy Counter

Imperial Peanut Butter

"BOBS"

The Perfect Confectionery

Not only a luxury but a food. Packed in cartons only—two sizes to sell at ten and twenty cents.

Bobs will sell; sell quickly and sell again.

Ask your jobber to ship you a case in time for your Xmas trade.

MacLaren Imperial Cheese Co., Limited

Head Office, - Toronto

N.B. Imperial Peanut Butter is one of the principal ingredients of Bobs and gives it a distinctive flavor and character.

"OLD MISSION"
BRAND CALIFORNIA
OLIVES

NEARLY a century and a half ago, a little band of Spanish soldiers and priests, under the leadership of Father Junipero Serra, sailed into the bay of San Diego, California, and landing, took possession in the name of King Carlos III. They established a "Mission" and planted out orchards of olive trees and fields of grain, and in a short time had a thriving colony.

RIPE OLIVES

are a delicious novelty which the Mission Fathers bequeathed to those who succeeded them. The olives are allowed to ripen, so that when picked they are of a brown to purplish color, and rich with the natural oil. They are "cured" and packed in cans in such manner that they retain the natural color of the ripe olive, and, like all ripe fruit, are rich and mellow. They are packed without the use of any coloring matter or preservative. These olives received the Highest Award at the great Expositions at St. Louis and Portland.

During recent years improved methods of packing have made it possible to ship the delicious, matured, ripe olives. No more healthful food can be conceived, no more delicious delicacy can be placed on your table than the

"OLD MISSION"
BRAND RIPE
CALIFORNIA OLIVES

Not to be nibbled, as are the green olives, at banquets, etc., one or two at a time, but to be eaten freely, alike by young and old, as a delicious, health-giving, wholesome food, delightful alike to the "gourmet" or the child. They are generally served covered with cracked ice, just as they come from the can, and are eaten as a relish with fish, flesh and fowl alike.

MAY BE OBTAINED FROM

CHAPUT, FILS & CIE. MATHEWSON'S SONS FORBES BROS.

Arthur P. Tippet & Co., Sole Agents

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

G. WALLACE WEESE
Manufacturer's Representative
Grocers' and Confectioners' Supplies, Storage and Distribution attended to.
Am open to accept one or two more clients, established connections.
Offices: Myles' Fireproof Storage Warehouse
HAMILTON, CANADA. Correspondence Solicited

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036 - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

DRIED APPLES
SHIP ALL YOU HAVE TO US.
QUICK RETURNS.

W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

TORONTO.

Anderson, Powis & Co.
Agents
Acadia Sugar Refg. Co., Ltd.
Halifax, - N.S.
Swift & Co.
Chicago, - Illinois
Beck Cereal Co.
Detroit, - Michigan
Etc., Etc., Etc.
15 Wellington Street East, Toronto

DOMINION STORAGE & FORWARDING CO., LTD.,
43 Colborne Street, TORONTO
Consignments stored at lowest rates in city. All facilities for handling and shipping goods.
TELEPHONE MAIN 5661

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Don Storage & Cartage Co. Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

WINNIPEG

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

(Continued on page 4).

Getting down to Xmas trade—

We have a large and complete stock of all kinds of seasonable lines—we do not want to carry over a dollar's worth of these goods, so have figured our prices down to rock-bottom. Send us your orders for

DATES, FIGS, PRUNES
NUTS, MALAGA RAISINS

EBY-BLAIN, LIMITED

Wholesale Grocers, TORONTO

HESITATION

Has been the Downfall of Many a Good Business Man. The One who can grasp a Situation immediately, usually comes out on top

What About Your Grasping a Chance of This Kind ?

25c BLUE RIBBON TEA	1s	at 20c
	½s	at 21c
30c " " "	1s and ½s	at 24c
35c " " "	1s and ½s	at 25c
40c " " "	1s, ½s, ¼s and ⅛s	at 30c
50c " " "	1s and ½s	at 35c
60c " " "	1s and ½s	at 42c
80c " " "	½s and ¼s	at 55c
$1.00 " " "	½s and ¼s	at 70c

Packed in black, mixed and green. We will ship you ANY grade you wish at the above prices, NET 30 DAYS, delivered your railway station. Compare our prices with other package teas.

The Blue Ribbon Tea Co., Limited

266 ST. PAUL STREET - - - - - - - - MONTREAL

Manufacturers' Agents—Continued.

RICHARDS & BROWN
Wholesale Commission Merchants and Brokers
314 Ross Avenue WINNIPEG, Man.
Correspondence Solicited

VANCOUVER
F. G. EVANS & CO.
Grocery Brokers and Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

W. H. Escott
Wholesale Grocery Broker and Commission Merchant
Manufacturers' lines handled on commission to the wholesale trade. Track warehouse accommodation. Best references.
141 Bannatyne Avenue East, Winnipeg, Can.
and West to the Rockies

ESTABLISHED 1887
Carman Brokerage Co.
Wholesale Grocery Brokers
WINNIPEG. CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
141 Bannatyne Ave. WINNIPEG, MAN.

GEO. ADAM & CO.
Wholesale Grocery Brokers and Manufacturers' Agents.
430½ Main St., - - Winnipeg
Established 14 years. Correspondence solicited

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO. ILL., U S.A.

TEA;
Its History and Mystery
BY
JOSEPH M. WALSH
A Great Tea Expert
This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.
CONTENTS
1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.

Mailed to any address on receipt of
Price $2.00 Postpaid
12mo. Bound in Cloth.
TECHNICAL BOOK DEPARTMENT
The Maclean Publishing Co.,
10 Front St. East, - - TORONTO, CAN

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

BASKETS
You can make money as well as oblige your customers if you handle our
Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.
We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.
The Oakville Basket Co.,
OAKVILLE, ONT.

Are Your Credit Customers Safe?
No! They'll run you into bankruptcy in a jiffy if you'll let them. And still you can't get too independent with this class of trade—it is good money when it does come.
ALLISON COUPON BOOKS
point the way to safety. They guard against loss, they hold the credit customer in check, save time, money and trouble.
How They Work
A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in front of the book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.
For sale by the jobbing trade everywhere. Manufactured by
Allison Coupon Co.
INDIANAPOLIS, IND.

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

ESTABLISHED 1849
BRADSTREET'S
Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.
Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices.
Correspondence Invited.

— OFFICES IN CANADA —

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

CORN-ON-COB

A Novelty for the Christmas Dinner

The Simcoe Canning Company are the originators of Gals. **CORN-ON-COB.** It is only after years of experimenting that it is possible to offer Corn-on-Cob in cans, which when placed on the table cannot be detected from fresh Corn. The ears are carefully selected from the earliest and choicest Corn, and are processed by special methods known only to the packers.

Do not fail to secure a few cases **SIMCOE CORN-ON-COB** for your Xmas Trade.

For Sale by all Leading Wholesalers.

CANADIAN CANNERS LIMITED

CANADIAN CANNERS' Limited

Giving Away Money

is a pretty sure way of drawing a crowd. And the next best thing to giving away money, when it comes to drawing and keeping a crowd, is to give really good value for your customers' money. Consequently, it behoves the live grocer to exercise great discretion in the selection of his canned goods stock. Don't let a single can of poor quality goods creep in anywhere. Make sure of uniformly high quality by ordering OLD HOMESTEAD BRAND—the brand with the quality reputation. We know that our best friends are the particular grocers; and we never let the quality of Old Homestead Brand deteriorate one iota.

Your Jobber can supply you

The Old Homestead Canning Co.

Picton, - - Ontario

The Peddler Is Abroad

The peddler, hawker, and the transient trader can be found to-day in increasing numbers in almost any community. They sell tea, coffee, curtains, clothing, caps, carpets—in fact, most all lines carried in the average general store. Retail merchants should, therefore, make every effort to see that a portion of that profit finds its way back.

—From the "Canadian Grocer," Nov. 27th, '08.

He is destroying your Tea Trade. Put him out of business by selling "SALADA"

the only tea that will do it, because we never sell to peddlers. The only way to successfully combat the peddler evil is to push the sale of goods the peddler cannot buy. Push "SALADA" and you will secure the tea trade the peddler is getting. You will have the absolute assurance of knowing that you are serving your customers with the purest and most delicious of all teas. Its delightful flavor has captivated the tastes of millions of particular tea-drinkers, thus enabling thousands of grocers to build up a large and profitable tea trade.

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents:

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
HAMILTON MORTON CO., 1 Wellington St. E., Toronto
W. H. AHRENS, 396 Victoria St., Winnipeg
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., LIMITED

Purveyors to H.M. the King, Mayfair Works, Vauxhall,
LONDON - ENG.

Ask For Wine

and specify

Marsala Wine

It is the finest after dinner beverage in the land. If you don't believe us send for a free sample and convince yourself.

Your customers will appreciate your calling their attention to this famous brand.

$7 a case and up

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Solo Agents American Continent — Phone Main 2731

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis. - - Quebec.	W. H. Escott, - - - Winnipeg.
C. DeCarteret, - - Kingston.	R. G. Bedlington & Co., - Calgary
Jas. N. McIntosh, - - Ottawa	Tees & Pearse, - Edmonton.
Geo. Musson & Co., - Toronto.	Wilson & McIntosh, - Vancouver
J. W. Bickle & Greening, - Hamilton.	C. Leonard Grant, - P. E. Island
G. H. Gillespie, - - London	

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Canned Fruits from the Model Factory

The Niagara Falls Canning Co., with the finest, most modern and most sanitary Factory in Canada have placed on the market

THE

"Pride of Niagara Falls" brand

of Canned Goods. These are of the finest quality and are sure to bring customers for every grocer who stocks them. ALL FRUITS are packed in SANITARY ENAMEL LINED TINS which preserves the natural flavor and color of the fruit, also safe-guarding the consumer against ptomaine poisoning.

REFUGEE WAX BEANS, SELECT HAND PICKED TOMATOES, CHERRIES, PEACHES, PEARS, RASPBERRIES, STRAWBERRIES

Selling Agents—Eby-Blain, Limited, Toronto
Frank L. Benedict & Co., Montreal

Our travellers will show you samples of the above.

WOULD YOU GO TO A QUACK DOCTOR?

If you or any member of your family have a delicate operation to be performed on your eyes, throat, limb, etc., do you consult a Quack? **No, you would consult a specialist,** or the best Doctor you know, a man who knows his business and has spent years studying that particular organ. Why not let the same methods apply in your business, and **when you want Tea buy from a Tea Specialist,** from a firm that have spent years buying, blending and selling teas, and nothing but teas. Every day in the year is spent studying the tea market and weather conditions in the different tea districts and perfecting certain blends. Is it any wonder that

RED ROSE TEA IN PACKAGE and ESTABROOKS' BLENDED TEAS IN BULK

have met with such favor with the merchant and consumer. They represent the highest skill in buying and blending. Try a case of Red Rose or a chest of Estabrooks' Blends, Black, Green and Mixed.

BRANCHES,
TORONTO OFFICE, 3 Wellington St. E.
WINNIPEG OFFICE, 315 William Ave.

T. H. ESTABROOKS,
St. John, N.B.

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.

MOLASSINE MEAL

the Ideal Food for Horses, Cattle, Pigs and Poultry.

Prices and Free Booklets on application, to

ANDREW WATSON
SOLE IMPORTER
91 Youville Square - - MONTREAL

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

EVAPORATED

APRICOTS

Choice and Fancy, 25 lb. Boxes.

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

QUAKER SALMON

The Brand and the Prices Talk

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL STREET, - MONTREAL

Imperial Evaporated Cream

A Perfect Product

Because our factory is situated in the finest dairying district in Canada, and because our plant is modern, and we employ only skilled help, we feel justified in describing our product as **Perfect.**

It pays the grocer to handle **Imperial Brand** Evaporated Cream.

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

"Canada First" Brand Evaporated Cream and Condensed Milk

RECEIVED HIGHEST AWARD AND GOLD MEDAL, Halifax Exhibition, 1908

NO DEAD STOCK EVERY CAN GUARANTEED

Aylmer Condensed Milk Co., Limited : Aylmer, Ontario

GUARANTEED
ABSOLUTELY
PURE

E.D.S. Brand
Jams and Jellies

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

Unequalled in Quality
and a Producer of Permanent Profit

QUAKER
Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, - ONT.

Prunes

Oregons
All sizes
25-lb. Boxes

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

Brooke Bond's Packet Teas.

Have you considered what you will gain by dealing with us?

We buy our tea direct, in the countries of production, for cash.

All the money goes for tea and for absolutely necessary service.

Our own profit is a fixed fractional percentage on the cost.

The rule of our business is to give our customers every advantage we can and yet remain safe ourselves.

May we send you samples?

Agents for Western Canada:

Messrs. Hamblin & Brereton,
Corner of Notre Dame and Victoria Streets,
WINNIPEG, MANITOBA.

Fruit Jars
Jar Rings
Butter Tubs
Butter Paper
Brooms, Brushes
Baskets

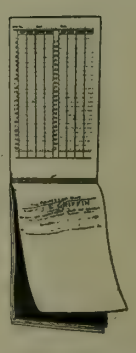
Walter Woods & Co.
Hamilton and Winnipeg

"To Err is Human"

True enough! But the main function of our new

"Duplex"
Counter Check Book

is to eliminate all possibility of error on the part of the retail merchant. The most "human" grocer on this planet can keep accurate track of his business by using the Duplex. White paper for originals, colored paper for duplicates.



THE CARTER-CRUME COMPANY, LIMITED
TORONTO and MONTREAL

Business is Booming in the West

Are you getting your share, Mr. Manufacturer, of the active and profitable business in the West? Are you satisfactorily represented? We can handle one or two more lines.

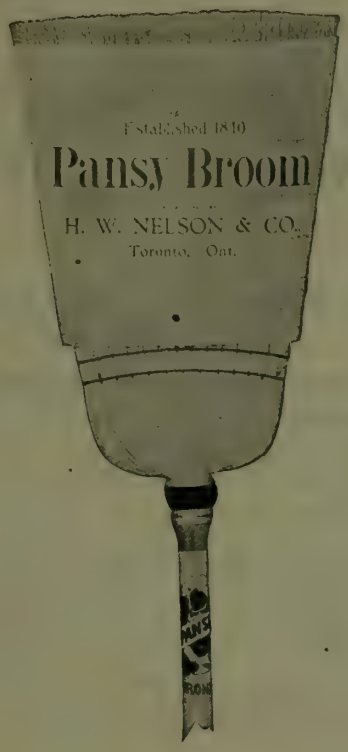
Correspondence invited

R. B. Wiseman & Co.
123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Manufacturers' Agents and Brokers

We make a specialty of distributing cars for Eastern Manufacturers. Consign to us and we will distribute the goods among your customers.

ESTABLISHED A.D. 1840



Knowing Housekeepers Prefer

a broom that will grip the floor right and remove the dust properly without being too heavy. A heavy broom will soon tire any woman. The

Pansy Broom

is just the thing. It weighs less than many brooms, but is full size for all that. It is made from the finest broom corn obtainable in its bright, natural color. It has light, but very strong maple handle and comes in an attractive individual wrapper. We can give you better value in brooms than you can get anywhere else; and the best value of all is the Pansy.

H. W. Nelson & Co., Ltd.
T O R O N T O

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

Ewing's Superior Herbs

Have a reputation gained through their unfailing excellence, which insures their continued popularity.

Give our traveller your order for

Sage, Savory, Mint, Thyme, Marjoram, Etc.

They will please you and your customers.

S. H. EWING & SONS

98 King St., Montreal
Also at Toronto

"Salad, Edible and Cooking Oils"

WINTER PRESSED

"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
Cotton Seed Oils

55 ST. PAUL ST., - - - MONTREAL

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

Norton Manufacturing Co.

HAMILTON

THE CHRISTMAS DEMAND

for all kinds of fancy dessert dishes is going to lead to big sales of

Shirriff's Jelly Powders

Their use makes pure, sparkling, full flavored Jelly.

IMPERIAL EXTRACT COMPANY

18-22 CHURCH STREET, - TORONTO, CANADA

Walter Baker & Co.'s

Cocoas and Chocolates

In single box lots we will supply at the following prices:

Baker's Cocoa, ¼s	**35½c. per lb.**
" " ½s	35½c. "
Premium No. 1 Chocolate, ¼s	**32½c. "**
" " " ½s	32½c. "
Webb's Cocoa, ¼s	**29½c. "**

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.

TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER

TRADE MARK
KEYSTONE
BRAND
REGISTERED

IT IS IMPORTANT

to have Brooms with ***smooth handles.*** Many a Broom, otherwise first-class is condemned because of a rough handle. For this reason we have just installed machinery for ***sandpapering all our Broom Handles*** and our customers may rely upon getting first class Brooms with perfectly smooth handles.

STEVENS-HEPNER CO.

Limited

Port Elgin, Ontario, Canada

WAGSTAFFE'S

Fine Old English

Plum Puddings

and

Mince Meat

Are the best.
Your money returned if not satisfied.
Ask your wholesale grocer for them.

WAGSTAFFE, LTD.

Pure Fruit Preservers

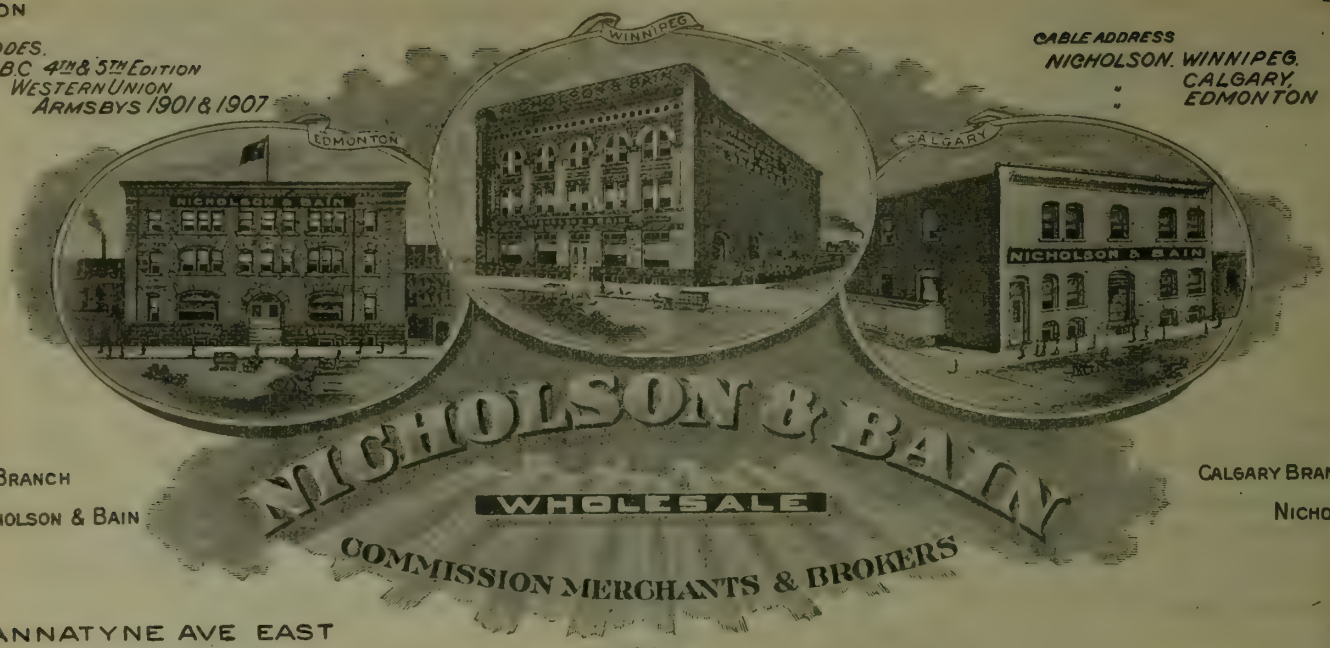
HAMILTON

E NICHOLSON

D H BAIN

CODES.
A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON



EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

Herewith please find Acreage and estimated yield in the Provinces of **Manitoba, Saskatchewan** and **Alberta:—**

WHEAT.	Acreage.	Estimated Yield per Acre	Total
Manitoba	2,710,000	15 bushels	40,650,000 bushels
Saskatchewan	3,170,000	18½ "	58,645,000 "
Alberta	410,000	21 "	8,610,000 "
Total			107,905,000 "
	Total acreage in the three provinces.	**Estimated Yield per acre**	
Oats	2,660,000 acres	34 bushels	90,440,000 bushels
Barley	860,000 "	21 "	18,060,000 "
Or a total in the three Cereals of			216,405,000 bushels

September wheat is quoted at Fort William at 98c. per bushel, October 95¼c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **$150,000,000.**

We are brokers and Commission Merchants exclusively. Can we not handle your goods in the Great West? Yours truly,

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise, also cars distributed at Winnipeg, Calgary and Edmonton.

TO THE TRADE:

Do You Know that the

American Consumption

of

CEYLON TEA

is

Increasing Steadily,

Even in this Year of Universal Trade Depression?

(That's no marvel, however, for Tea Drinkers are generally learning that it's really the cheapest, as well as the best, Tea.)

DIRECT SHIPMENTS

to

AMERICA, SEPT. 30th, 1908

show

INCREASE OF ABOUT A MILLION POUNDS.

These Your Customers?

Painters, printers, machinists, housewives, who wish to clean woodwork, who desire to remove ink stains from hands, etc., etc., one and all praise

Gilmour's 10c Hand Cleaner

for its undoubted excellence. It is the most efficacious dirt-frightener on the market, and the price explains its popularity.

Order from us if your wholesaler has no stock.

The Gilmour Company, 604-6-8 Papineau Avenue **Montreal**

"THE GENUINE HAND CLEANER IN THE ORIGINAL YELLOW TIN"

Ridgways TEA

is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

CANADIAN OFFICE.
VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

ABSORBINE

Removes Bursal Enlargements, Thickened, Swollen Tissues, Curbs, Filled Tendons, Soreness from any Bruise or Strain, Cures Spavin Lameness, Allays Pain Does not Blister, remove the hair or lay the horse up. $2.00 a bottle, delivered. **Book 1 D free.**

ABSORBINE, JR., (mankind $1.00 bottle.) For Synovitis, Strains, Gouty or Rheumatic Deposits, Varicose Veins, Varicocele, Hydrocele. Allays pain. Book free.

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canadian Agents.

Save Your Elbow Grease

PATENT APPLIED FOR

The Kaiser Wax Pad AND IRON CLEANER

The Cleaner that Cleans Well.
The Wax Pad that Waxes Well.

REQUIRES BUT HALF THE TIME TO DO AN IRONING.

Every Housekeeper dreads ironing day, especially so, when she has a lot of Shirt Waists, Mens Shirts, Collars Cuffs, etc. to Iron; She always wants to obtain a high gloss finish equal to First Class Laundries, and after hard work by the use of Common Wax, a lot of rubbing and Polishing utterly fails.

The Kaiser Iron Cleaner & Wax Pad will clean and smooth the rough and rusty places that have accumulated since the last time they were used By rubbing the hot Iron quickly over the corrugated surface you remove immediately starch or rust. You will be delighted when you try the Iron to see how smoothly it slips over the linen and the result will be no difference from first class laundry work. When the wax is entirely exhausted in the outer 2 Layers on both sides, remove it—and you still will have 2 Layers left.

WHY YOU SHOULD USE IT.

The cost to use it is almost nothing.
The Iron does not adhere to the fabric.
It imparts a splendid perfume to the clothes.
It saves a great deal of hard work in Ironing.
It gives an excellent lustre to the Linen or Muslin.
The Clothes will remain clean and neat much longer.
It gives the Clothes a much better finish than by any other method.
It makes the Iron pass smoothly over the surface and does not leave any black streaks or spots.

Every Housekeeper that cares to do *Good Work* should have one. *We claim* there is nothing on the market is *its equal* to the KAISER IRON CLEANER & WAX PAD, for *quickness, convenience, satisfactory work or economy.*

FOR SALE TO THE TRADE BY

G. C. WARREN, Regina, Sask.
RICHARDS & BROWN,
314 Ross Ave., Winnipeg, Man.
WHITLOCK & MARLATT, Moose Jaw, Sask.

Brokers wanted in Eastern Canada and British Columbia

DEPT. 16 **ADDRESS:**

The Ancker-Thiem Company

CHICAGO, - ILLINOIS

Tartan BRAND

COMPLETE STOCK FALL GOODS

Raisins—Valencias, Sultanas, Seeded Muscatels, Malagas.
Currants—Vostizza, Patras, Amalia, and finest Filiatra.
Figs—All sizes, Pulled and Flat, also Natural and Taps Comadra.
Dates—Bright Halowees, Fancy Halowees, Fards and packages.
Evaporated—Peaches, Apricots, Prunes, Apples.
Nuts, Peels, Shelled Almonds, Walnuts, etc.

Long Distance Phone 596, kept specially for outside customers or see our travellers for quotations.

BALFOUR, SMYE & CO.

Wholesale Grcers, - - HAMILTON

1

= Three times the quantity of Soap

It is a fact that one tin of "Snap" does the work of three times the quantity of soap in hand cleaning. The dirtiest, greasiest, paintiest hands become clean instantly when "Snap" is used. Leaves the skin soft and white and never hurts even the most delicate skin.
You ought to handle

"SNAP"

The price is reasonable the profit good.
Ask your jobber.

The Snap Company Limited
Montreal, - Canada

Grocers!

Make Your Wants Known
BY ADVERTISING IN

The Canadian Grocer

Through this paper you reach the retail trade, and let those interested know what you want to sell or buy. We circulate among those who read this kind of wants.

SEE PAGE 67

BORDEN'S BRANDS

The two best known and acknowledged leaders in Condensed Milk and Evaporated Cream, are

"EAGLE BRAND" CONDENSED MILK **and** **"PEERLESS BRAND" EVAPORATED CREAM**

Unsweetened

It is good business policy to sell what is known as good and right—

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Vancouver and Victoria, B.C.

SUGAR

When next purchasing supplies of Granulated Sugar ask for

Redpath

The purest and best—To be had in original packages—

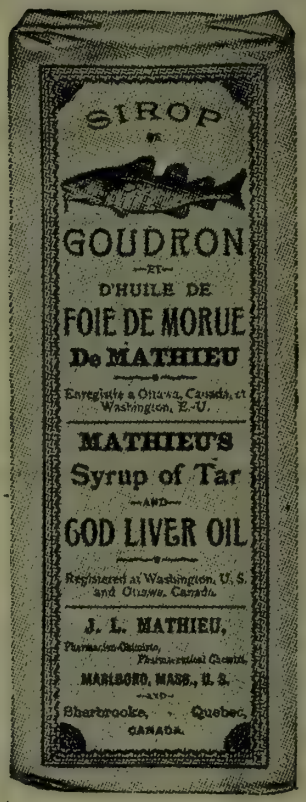
Barrels of about 300 lbs. and Bags of 100, 50, and 20 lbs.

The

Canada Sugar Refining Co.,

Limited

MONTREAL



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Reason No. 3

It is not a secret fake medicine

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs, Colds, Bronchitis, etc.

Mathieu's Nervine Powders—another simple family medicament—that is very good for headaches.

Just look over your stock and send us your order.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

If You Want To Sell In Ottawa

You must arrange to supply your trade on short notice. That is, if you want to get the big slice of business. We can take care of your stock to your best advantage.

Railway connections. A 1 Warehouse Insurance. Every convenience to facilitate transaction of your business.

ASK US FOR MORE INFORMATION.

The Dominion Warehousing Co., Limited

J. R. Routh, Manager **52 Nicholas St., OTTAWA**

ENGLAND'S MOST POPULAR SAUCE

H.P.'s popularity as an ideal kitchen Sauce has reached Canada

The "live" H.P. Canadian Advertising is creating a demand for YOU to supply.

The name H.P. signifies "House of Parliament" and this famous condiment is in use on the dining tables of "the House" and enjoyed daily by the members of Parliament.

Write for samples and prices.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Limited, Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Limited, St. John's, N.F.

Midland Vinegar Co., Birmingham and London, England

LYTLE'S MINCE MEAT

is better than Home-Made Mince Meat. Every grocer should order a supply at once of this delicious Christmas necessity and be ready for the demand.

Order direct or from your jobber.

THE **T. A. LYTLE** CO. LTD.

Sterling Road, Toronto, Canada

SOFT MINTS—**5c.** boxes.

ACME PELLETS—**5-lb.** tins.

M. & R. WAFERS—**5c.** bags.

and a complete line of **LOZENCES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request

AGENTS

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For *Quality* in Cocoanut You Can't Beat "White Dove"

Our 15 or 20 lb. pail.

When We Say

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We can do it with "White Dove"

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A Practical Package.
Packed in 5-lb. Tins, 12 to case
" 10-lb. " 6 "

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24 and 26 St. Peter Street, - - MONTREAL

An Appropriate Christmas Gift

Have you selected your Xmas gifts yet? Why postpone it from day to day? Possibly you haven't decided what these gifts will be. If you wish a present which will not pass away with the season you cannot make a better selection than **A YEAR'S SUBSCRIPTION TO THE**

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Its monthly arrival will be a constant reminder. Each succeeding issue will mean a greater appreciation on the part of the recipient because each number will be read with increasing interest.

No more appropriate gift from employer to employee.

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The Busy Man's Magazine,
10 Front Street East, Toronto.

_____ *1908*

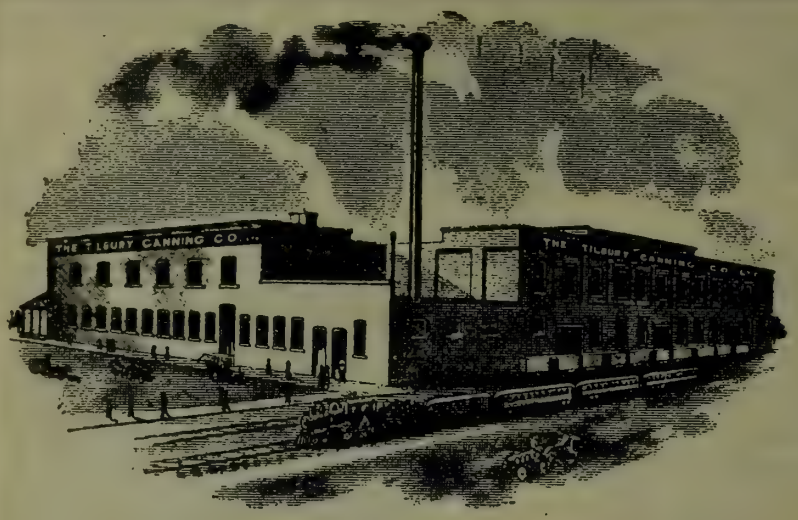
Kindly forward the Busy Man's Magazine regularly, commencing with Xmas number, for one year to _____

Address _____

Enclosed is Two Dollars to pay for same.

Name _____

Address _____



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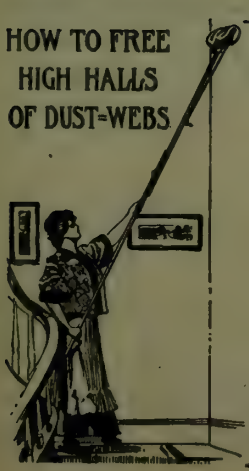
(SUCCESSORS TO THE ROBERT GREIG CO. LIMITED)

TORONTO

HOW TO FREE HIGH HALLS OF DUST-WEBS



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If you have not received advertising matter with your goods drop a card to us.

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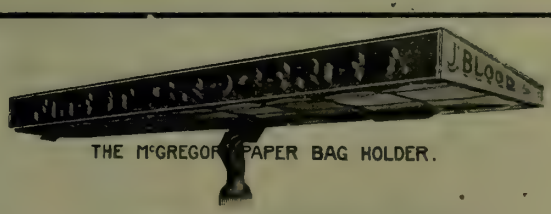

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McGREGOR PATENT

PAPER BAG HOLDERS

IF NOT—WHY NOT.

175 Borden St., - Toronto

Allredie Plum Pudding

makes a DAINTY DELICIOUS DESSERT

This is not only a Christmas Plum Pudding but being light and digestible will appeal to everyone at all seasons of the year.

Allredie Plum Pudding is put up in powdered form, a radical departure from old style, containing all the necessary ingredients naturally used in the homes of your customers.

Allredie Plum Pudding saves the housewife all the trouble of cleaning fruit and getting her pudding ready—a good talking point, use it—It will make sales for you.

Let your jobber send you a sample case. If he does not carry send to us and we will advise you where you can buy it.

ALLREADY PURE FOOD CO.

of Canada Limited

BRIDGEWATER - - - NOVA SCOTIA

Agents :—A. H. BRITTAIN & CO., Montreal. THE LIND BROKERAGE CO., Toronto. W. H. ESCOTT, Winnipeg. W. A. SIMONDS, St. John, N.B. B. R. HOLEMAN, Charlottetown, P.E.I.

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All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL TORONTO WINNIPEG

Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

SPECIAL and SEASONABLE

Canned Clams, - - - - - - - at .90
Canned Mackerel, - - - - - - - at .90
Oyster Cocktails, Pints, cases 24, at $6.00
" " Quarts, " 12, at 8.00
Tomato " " " 12, at 8.00
Prize Oats (every package contains a child's toy) 36 pkgs. per case, at 2.75

James Turner & Co., Limited

Hamilton, Ontario

INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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The Peddler and the Law in Ontario

Sections From the Statutes Which Control the Itinerant Vendor and Transient Trader and How These Are Sometimes Evaded—What is being Done to Remedy the Nuisance.

The grievances, which merchants are laboring under by reason of the loopholes in the acts regulating hawkers and transient traders, are receiving much attention from business interests all over the country, but particularly in the Province of Ontario. Not only is the law loosely administered in many places, but the license fees in certain cases are regarded as altogether too low. Legitimately, hawkers and transient traders have as much right to ply their calling as any other tradesmen and no objection is taken to them by local merchants on that score, but it is contended, and apparently not without reason, that the tax upon them is too light, and that they are not bearing their just share of the expense for the privilege of doing business. This is the burden of complaint, and at the next session of the Ontario Legislature some amendments will be sought to the present act governing peddlers and transient traders, particularly in respect to the latter. An effort will be made to have the license raised, and the legal machinery more effectively administered.

Complaints are being received from all over the Province, not only at the growing number of peddlers, but from the fact that many escape taxation owing to the remissness of those whose duty it is to see that the provisions of the law are carried out, more especially in rural sections and villages. As a large number of peddlers avoid the payment of all fees, owing to the reason mentioned, this state of affairs is regarded as a fruitful source for the abnormal increase in their ranks.

What is Being Done.

In Toronto the Grocers' Section of the Retail Merchants' Association have taken the matter up and are asking the City Council to prohibit the peddling of fruit and farm produce until after one o'clock in the afternoon. As matters stand at present there is nothing to prevent any gardener or produce dealer from selling, not only to the retailer, but also to the consumer at any time of the day, and, accordingly, many never go near the market and grocers have to suffer from the fact that no dues are being imposed. All the grocers ask is that this privilege be restricted until one o'clock in the day, which request seems a reasonable one, especially in view of the small amount of produce offered and the meagre attendance on the market.

The Nuisance in Ottawa.

In Ottawa the grocers have a grievance against those who evade the license fee, and they are taking steps to prevent the trouble which has assumed acute proportions. In fact, so glaring have become some of the violations, that not only will redress be sought from the City Council, but certain amendments will be asked of the Ontario Legislature with respect to the Transient Traders' Act. A general meeting of all the retail trade has been called when the entire question of transient traders and peddlers will be gone into. Further reference to this matter is made by a correspondent from Ottawa on another page.

What the Act Provides.

At the request of a number of retailers throughout the Province the clauses in the Revised Statutes of Ontario, regulating and licensing hawkers and transient traders, are herewith appended.

R. S. O., Cap. 139, sub-sections 14 and 15, respecting hawkers and peddlers, reads:

By the Councils of counties and towns and of cities having 100,000 inhabitants, and by the Board of Commissioners of Police in cities having 100,000 inhabitants, or over:

14—For licensing, regulating and governing hawkers, peddlers or petty chapmen, and other persons carrying on petty trades, or who go from place to place, or to other men's houses on foot or with any animal, bearing or drawing any goods, wares, or merchandise for sale, or on or with any boat, vessel or other craft, or otherwise carrying goods, wares or merchandise for sale, and for determining the time during which the license shall be in force.

Provided always that no such license shall be required for hawking, peddling or selling from any vehicle or other conveyance any goods, wares or merchandise to any retail dealer, or for hawking or peddling any goods, wares or merchandise, the growth, produce or manufacture of this Province, not being liquors within the meaning of the law relating to taverns or tavern licenses, if the same are being hawked or peddled by the manufacturers or producer of the goods, wares or merchandise, or by his bona fide servants or employes having written authority in that behalf; and such servant or employe shall produce and exhibit his written authority when required to do so by any municipal or peace officer.

The word "hawkers" in this clause shall include all persons who, being agents for persons not resident within the county, shall sell or offer for sale, tea, dry goods, watches, plated ware, silver ware, furniture, carpets, upholstering, millinery or jewelry or carry and expose samples of or patterns of any such goods to be afterwards delivered within the county to any person not being a wholesale or retail dealer in such goods, wares or merchandise.

The provisions of any by-law passed or enacted by any municipal council prior to the first day of October, 1885, shall not be held as extending to any such persons who by this change are to be held as included within the meaning of the word "hawkers."

The council of any town not separated from a county for municipal purposes may pass by-laws to carry into effect the purposes or objects of this clause, and may therein declare that the county by-laws, passed under the clause shall not apply to or be in force in said town, while the said by-law of the town remains in force; and thereafter no such county by-laws shall have effect in the said town during such time.

By the councils of counties:

15.—For providing at the discretion of the council, either the treasurer or clerk of the county, or the clerk of any municipality within the county with licenses, required under by-laws passed under clauses 2 and 14, for sale to persons applying for the same, under such regulations as may be prescribed in such by-laws.

By the councils of counties, cities and towns.

16.—For fixing the sums to be paid for licenses required under by-laws passed under clause 14, in cities having a population of 100,000 and over, the license fee shall not be more than $50 for a two-horse wagon; $30 for a one-horse wagon; $15 for a push cart, and $1 for carrying a basket.

The paragraph numbered 16 of section 583 of the Consolidated Municipal Act, 1903, is amended by the adding at the end thereof the following: "In case a constable or other police officer demands the production of a license by any person to whom the by-law passed under this paragraph or paragraph 14 of this section applies, and such demand is not complied with, it shall be the duty of such constable or other police officer, and he shall have power to arrest such persons without a warrant, and upon his failure to produce a license, to take him before the nearest Justice of the Peace, there to be dealt with according to the by-law."

Transient Traders' Regulations.

With reference to transient traders, R.S.O., cap. 139, subsection 29 reads:

For fixing the sums to be paid for licenses required under by-laws passed under the preceding clause, 28.

By the councils of townships, towns and villages and of cities having less than 100,000 inhabitants, and by the board of commissioners of police in cities having 100,000 inhabitants or more.

30.—For licensing, regulating and governing transient traders and other persons who occupy premises in the city, town, village or township, for tempor-

ary periods, and whose names have not been duly entered on the assessment roll of the municipality in respect of income or personal property for the then current year, and who may offer goods or merchandise of any description for sale by auction or in any other manner conducted by themselves or by a licensed auctioneer or otherwise.

(a) No such by-law shall affect, apply to or restrict the sale of the stock of an insolvent estate which is being sold or disposed of within the county in which the insolvent carried on business therewith at the time of the issue of an attachment or of the execution of an assignment.

31.—For requiring all transient traders who occupy premises in the municipality and are not entered upon the assessment roll, or who may be entered for the first time upon the assessment roll of such municipality in respect of income or personal property, and who may offer goods or merchandise of any description for sale by auction, or in any other manner, conducted by themselves or by a licensed auctioneer, or by their agent or otherwise to pay a license fee before commencing to trade.

(a) No such by-law shall affect, apply to or restrict the sale of the stock of an insolvent estate which is being sold or disposed of within the local municipality in which the insolvent carried on business therewith at the time of the issue of an attachment or the execution of an assignment.

(b) The words "transient trader" wherever they occur in clauses 30 and 31 of this section shall extend to and include any person commencing in the municipality the business in the said clauses mentioned, who has not resided continuously in such municipality for a period of at least three months next preceding the time of the commencement by him of such business therein.

By the councils of townships, cities, towns and villages.

32.—For fixing the sums to be paid for licenses required under by-laws passed under the preceding clause, 30.

33.—For fixing the sums to be paid for licenses required under by-laws passed under the preceding clause, 31, not including in cities and towns, $250; and in other municipalities, $100, for each license; and for providing that the sum so paid for a license shall be credited to the trader paying the same upon and on account of taxes for the unexpired portion of the then current year, as well as any subsequent taxes, should such trader remain in the municipality a sufficient time for taxes to become due and payable by him, and in any other event to be taken and used by the municipality as a portion of the license fund of such municipality.

Provided, nevertheless, that the license fee imposed by any by-law of any village situate within a territorial district may be a sum not exceeding $200.

Further information as to the working out of these by-laws and the laws in force in other Provinces will be given in these columns in later issues.

J. Hunt, grocer, Stanstead, Que., has been making extensive improvements to his store and it is now one of the finest stores in that town.

INDUCING EARLY XMAS BUYING

How to Get Customers Interested a Couple of Weeks' Sooner Than Usual—Timely Advertising, Window Display and General Hints Will Do the Work.

By Victor Lauriston

Discussion of the old problem of inducing the public to do their Christmas shopping early is once more timely. Already many stores have taken on a Christmassy look. In a short time the usual Christmas rush, so wearing, alike on clerks and employers, will commence. "If only the rush would start a couple of weeks earlier," is an oft-expressed wish, when the "last awful week" before Christmas has reached its height.

On the whole, there seems to be a tendency during later years on the part of many shoppers—particularly the shrewder kind—to purchase earlier. Merchants in all lines of business can do much to stimulate and encourage this tendency.

A merchant who does not rely on "slaughter sales" to stimulate his business, stated the other day that his firm's policy was to stock up with seasonable goods a couple of weeks before all competitors. Herein is a hint for merchants in dealing with the Christmas rush. "Commence your campaign early," is good advice. Of course, this is more difficult in connection with the grocery trade, where "perishables" form a large element; nevertheless, the hint is worth considering.

There are many housewives at the present moment who are discussing what to put in their Christmas cake and Christmas pudding. Both are articles which improve with age, and the ingredients form a good-sized element in the grocer's Christmas stock in trade. Here, as in many other lines, early buying is not only practicable, but is good business from the housewife's point of view.

Many merchants at Christmas time double their advertising space. All of them "talk Christmas." It would be wise generalship on the merchant's part to open his Christmas campaign a couple of weeks earlier.

Be First in the Field.

The merchant who is first in the field with his Christmas stock and with his Christmas advertising is bound to catch a lot of early business—the business of people who like to make a careful selection, and who prefer good stuff to cheap stuff. It saves him, too, from having a lot of stuff left over at the close of the holiday rush. There are people who will buy early if you will point out, in your advertising talks, the wisdom of buying early. Tell them that the firstcomer gets the best choice, that the firstcomer is saved time and worry, that the firstcomer isn't jostled like the latecomer, that the firstcomer isn't disappointed by the discovery that what she wants is all sold out. Talk it over in your advertising space a few weeks ahead—it is worth the trying.

Most advertising isn't anything like instantaneous in its effect. It is not the first advertisement that does the work; but the series of carefully designed advertisements. Advertising is not a battle, but a campaign. And this is just as true of Christmas as of other advertising.

The man who succeeds is the man who looks ahead. Like other men, the merchant is prone to put things off. He is busy, and time slips by without his noticing it. He is still thinking of his fall business and its results, when, unexpectedly, he finds that winter and Christmas have crept upon him, unawares. The result is that for the Christmas season he has often to use advertising hastily jotted down, and published too late to have the effect it should.

A Christmas campaign inaugurated the first thing in December, or even earlier, will have far more effect than one begun two weeks later. With an early start, the advertising will have time to "sink in." Moreover, it stands to bring out the purchasers early. The business is larger; it is spread over a longer period of time. The necessity of a large quota of extra clerks is done away with, and the result proves more satisfactory, alike to buyer and seller.

Then, the purchaser who buys Christmas stuffs early, will have time to think of something else, and to come back again. When she runs over the list of what she has already ordered, the deficiencies will naturally suggest themselves.

Early Ordertaking Helps.

A suggestion worthy of at least a fair test is that of taking orders for future delivery. Here the buyer places her order with the grocer weeks ahead, to be delivered shortly before Christmas. Particularly among old and tried customers, quite a bit of business can be done along this line, The grocer will be the better able to gauge his own orders, and the customers—and this is a point to be emphasized in advertising—will not run the risk, so common when orders are rushed in at the last moment, of not having the order filled.

Enlist the services of your local newspaper or newspapers. Have them talk "early buying." The early buying movement is one which, on moral grounds alone, merits the support of the press. And a few well-written, sensible, businesslike articles early in the Christmas season will help to bring the buyers out.

But, above all, set the example. Start your own campaign early. Use your advertising and your window display to stimulate early Christmas shopping. The public at large are not leaders, but followers. And, before early buying in the Christmas season can become a fixed institution, we must have the merchant leading the way by an early appeal to his purchasers.

NEW OFFICES IN NEW YORK.

R. B. Huestis, who has been New York representative for The Canadian Grocer for the past couple of years has recently moved into new offices at 622-624 Tribune Building, New York City.

THE GIFT AND GRAFT SYSTEM

Peculiar Conditions in the Business Life of To-day — Tempting the Consumer With Supposed Gifts—Bribing the Traveler and Clerk — Their Effect on the Community.

Editor Canadian Grocer,—The love of fair play and fair competition is deeply rooted in the Anglo-Saxon race; there is a corresponding contempt for anything that savors of taking an unfair advantage. This strong sense of justice and love for a square deal is the reacting force that prevents men from being carried away entirely from their moorings on the tidal wave struggle for aggrandizement and success.

There are few men who would not resent as an insult, any imputation that they were capable of taking a mean advantage, and yet while this is true of individuals, the fact stands out clearly that when interests become aggregated in different connections, as for instance athletic associations, business organizations and political parties, the moral sense becomes overlaid and transactions are tolerated that would not be considered right by the individual in his personal relations.

The object of my communication is to draw attention to a strange anomaly in the business life of to-day. While fair dealing and honest competition are generally accepted as ruling principles in business, there is an increasing tendency and effort to depart from the rule of straight business and adopt expedients to secure an advantage—get the inside track—over a competitor, which are not in accord with the principle of fair play and a fair fight—the effort to get results at any cost—to blind the eyes by a gift.

The ideal of business is to give the best value in the article for the money paid for it. The ideal of selling is the adoption of legitimate ways and means of publicity and energy and push in getting after the buyer. When, however, business is secured, not on the merits of the goods offered for sale, but on the ground of the value of the foreign article that goes with them to induce the purchase—the giving of something for nothing scheme—when to sell a man you need not emphasize so urgently the merits of the goods, as put something into his pocket apart from the deal, then it is that business is getting off the track of straight dealing.

Take a concrete instance in business to-day—The Gift System. Cereals are sold with the promise that they contain gifts of value or their equivalent in coupons that have a money value and are redeemable. When accumulated they can be exchanged for a set of dishes, clocks, pictures, books, etc. Frying pans and sauce pans are given with baking powder; money is guaranteed in packages of tea purchased. Buying tea in this way is like taking chances in a lottery with this difference, that the tea merchant guarantees you will win a prize. Children run to the grocer to buy tea, with the excitement and lust for gain, that the gambler at Monte Carlo feels as he stakes at the roulette table; the difference is only one of degree. Soap manufacturers have to open city stores filled with every variety of article, knives, clocks, dishes, ornaments ad infinitum to redeem soap wrappers.

The question that rises in the mind of the consumer when purchasing an article is "What goes with it?" The purchase does not pivot on the question of quality—of merit—but of free gift, what is given with it. This gift system is not confined to the fake articles or the adventurer, but is adopted and worked out by large reputable corporations and merchants to assist the sale of goods which have real merit, and this is a serious aspect of the case.

It is a gift to blind the eyes it is an effort to secure an end by irregular means, to throw something more than quality into the balance to turn the scale, just as we are told sometimes that votes are secured by paying the voter.

It may be said that a man has a right to do as he likes with his own; if he chooses to scatter his profits in free gifts, why not? The answer to this is, that it is not in accord with the sound business principle of selling goods on their merits. The natural working out of this gift system is, that the unscrupulous manufacturer is tempted to put up inferior goods and sell them by the article given with them for nothing.

Leaving out of the question entirely of the immoral effect of the gift system on the community at large, consider the unfairness of it from the standpoint of fair competition, of fair play and a fair fight.

The large manufacturer decides to take the trade away from his smaller competitor who is putting up honest goods of real merit. He cannot make better goods, but he can throw something into the scale to turn the balance. His poorer competitor cannot afford to do so, or won't buy success at the price and is put down and out. Is this in accord with the principles of fair play and a fair fight? It means throwing all sense of justice, equity and principle to the winds and substituting for it the old adage of barbarous days, "Let him win who has the power; let him take who can"; it is a return to savagery and unrestrained selfishness; it is striking below the belt.

Another phase of business to-day that is also unfair and immoral, is the custom of bonusing travelers to sell special lines of goods. A manufacturer wishes to interest travelers to push his goods, and offers to pay a commission or give gold watches, diamond rings, etc., to any traveler who produces evidence of sales made, and often on his bare statement of fact. The traveler is working for and under the instructions of the house he is engaged by and who may or may not wish to sell the particular goods in question. The traveler acts independently of his house and sells what he likes, what will bring him in the best commission, the best fur cap or waterproof coat. It is within the power of a traveler to do this if so disposed, the house must supply the goods the dealer orders whether it has them in stock or not.

Is there any essential difference between buying a traveler and buying a voter, or in the traveler who accepts a bribe and the voter who accepts the purchase money? The wonder is that the wholesale man will tolerate interference with the man on the road.

Another practice that is demoralizing business and is the reverse of fair play, is tampering with the clerk who sells over the counter of the retail store. The merchant has several brands of tea, baking powder, vegetables or condensed milk on his shelves, because all are in demand. The clerk is tipped to give special attention to one brand. The customer asks for the brand he prefers, and is offered another with the assurance that it is better. The clerk does not know or care whether it is or not, but he is to get a rake-off, and so commits a dishonest and disloyal act for gain. A corrupting part of the system is, that it not only interferes with the loyalty of the clerk to his employer, but it degrades him, and he is less to be trusted than before. He is always ready to be bought; he is always on sale.

This is done—every merchant knows it. This does not mean that every merchant permits or approves of it, or that every clerk has his price, but the temptation is offered to the clerk, the corrupt practice exists, and is worked by wealthy corporations who aim at stamping out competition.

In the clear light of day the giving of a bribe and accepting of it, is acknowledged to be a disgraceful and shameful act, an act that unmans and demoralizes.

These facts have been set forth in the hope that they may provoke discussion in the columns of The Canadian Grocer, that has always stood for clean business honesty and fairly conducted.

It would be the death-blow to this system, and clear the commercial atmosphere, if the merchant guilds would agree to handle no line of goods that had a gift system attached to it, and would discharge any employe who accepted a bribe, be he traveler on the road or clerk in the store.

Let business be conducted on the principles of fair play and fair competition.

M. C. T.

Montreal, November 27, 1908.

A FIELD ON THE PACIFIC COAST.

A letter to The Grocer this week from J. Campbell Black, of Brooke, Bond & Co., from La Paz, Bolivia, who, it will be remembered, spent several weeks in Canada in the spring, tells of interesting political and financial conditions in the various States of South America. Mr. Black is quite impressed with possibilities of trade after the Panama Canal is opened, and says: "You ought to urge Canadian manufacturers to be ready to take advantage of this and to get in touch with the Pacific coast from Panama to Punta Arenas. At the present time," Mr. Black writes, "the Americans ship goods from 'Frisco. Why should Canadian canned goods come from London instead of from Vancouver?"

INGERSOLL AND ITS GROCERS

A Town of Special Departments—Most Stores Handle Crockery—Cut Glass a Paying Proposition.

(By the Canadian Grocer's Travelling Representative.)

Probably the best business town in western Ontario to-day, a town which has passed through the past crucial year with barely a ripple to disturb the serenity of its daily working life is Ingersoll, and grocers and farmers thereabouts know scarcely anything of the word "depression."

The centre of the cheese trade in the western part of Ontario, Ingersoll made money this year and the farmers roundabout have to their credit in the various branch banks somewhere around two and a quarter million dollars. The grocers, too, are well off, or should be, judging from the general appearance of their establishments.

Added Departments a Feature.

It is a town where the grocers have added departments. A. Beatty & Co. conduct a general store with a first-class grocery department. The business just now is in a state of transition, owing to the death of Mr. Smith, the manager. S. M. Fleet has recently added a butcher department, and H. D. McCarty & Son have lately added a bakery, supplying many of the other grocers in town. It is a little early to judge yet as to the success of these two latter departments, but up to the present it looks as though they would be very good paying lines. Nearly every other grocer in Ingersoll carries crockery, china and glassware, and some effective window displays are shown of dinner and tea sets, and odd broken lines of holiday and presentation articles. W. I. Hogarth has a nice window, which he changes every week, alternately using groceries and chinaware. He believes in window display and in keeping his store attractive. P. J. Sherry has a complete grocery and provision store, and with the exception of one or two of the grocers, who handle a few pork lines, is the only Ingersoll grocer who carries provisions. Whereas, elsewhere the usual thing is "groceries and provisions," in Ingersoll it is "groceries and crockery." A. J. Dyer, Chas. O'Neill and McLeod & MacBain are exclusive grocers, and have as attractive stores as are to be found in places much larger than Ingersoll. L. C. Menhennick, H. C. Healy, Jas. Henderson and W. E. Sumner are grocers who have good stores.

Bring Vegetables In.

A peculiar thing about the Ingersoll grocery trade is that while Oxford county is a magnificent agricultural country, very few vegetables and not a turnip are grown within its borders, so grocers are obliged to buy far-afield. The reason of this is not far to seek. Oxford is a dairy county, and this fact is an attraction for the condensed milk factories, which insist that farmers supplying milk to the factories shall not feed turnips to the cows.

And now a word about the milk factories, which at present appear to be cutting quite heavily into the cheese industry. The condensing factory at Ingersoll has 200 patrons who contract to supply daily a certain quantity of milk at $1.40 per 100 pounds. The rate varies for the different seasons. To some farmers this price is better than that offered by the milk factories, although it must be said in all fairness that though the cheese factory price is lower, the farmer may have back his whey, which is fed to the pigs, these in turn being raised and sold to the pork packer. In fact the whole basis of the prosperity of that part of the country is founded on the dairy industry, which has made possible the condensed milk factory, the cheese factory and the packing house, whose products are in demand always, depression or no depression.

Crockery Much in Evidence.

Crockery as a good sideline for a grocery business receives an emphatic endorsement from the grocers of Ingersoll,

H. D. McCARTY.
One of Ingersoll's Successful Grocers.

nearly everyone of whom carries a number of well-assorted lines in stock. In fact, Ingersoll grocers are merchants with sideline specialties.

"How does crockery go with groceries?" was asked S. M. Fleet, who, besides being deputy reeve of the town, is a grocer. "Splendidly; if proper care is taken to carry lines the buying public wants. Of course, it is principally a sideline which has its seasons, but there is no reason why sales should not be made the year round by the grocer who carries good stock. The seasons for best selling are Christmas-time and June and October, these months being especially chosen by wedding parties for their espousals. However, many weddings now take place at other seasons, and at this particular era of our history dishes have a great call for wedding presents. Glassware, too, is a fine seller, more particularly the cut glass lines."

Mr. Fleet devotes one side of his grocery store to the display of china, crockery and glassware. With proper handling and careful watchfulness for the needs of customers and prospective buyers, a profit of one hundred per cent. should be realized on a sale. Now, this seems a big profit, but one must remember that sales of these wares are not so frequent as in some other lines, so a big profit is necessary to induce a grocer to carry the wares.

Good Profits in Cut Glass.

A point in favor of chinaware is that there is no deterioration in the goods—that is, presuming the grocer uses his common judgment in carrying only staple and wantable lines. After some observation Mr. Fleet came to the conclusion that the better grades of cut glass were good lines for him to carry. What forced this conclusion on him was seeing some cut glassware, samples of which were offered him at a nominal figure, advantageously placed in a jewellery store window in town. A price ticket was on each article, and that price showed a clear profit of 300 per cent. Surely, thought he to himself, if my friend the jeweller can get 300 per cent. for cut glass articles I can get 100 or 150 per cent. more readily. So he immediately bought in some samples, and, while still in the experimental stage, he finds that he has justified himself, for the goods go very much faster than the cheaper and commoner glass lines. In fact, the common lines are not wanted when placed beside the brilliant cut glass. Of course, said Mr. Fleet, in conclusion, every grocer must feel out the way for himself, but his experience was that glass and chinaware were good lines to carry.

The other grocers in Ingersoll who have crockery departments bore testimony to the truth of this evidence, albeit, they stated that too many grocers carried the line for a town the size of Ingersoll, where men in other businesses had also added this line.

NEW MARKET FOR APPLES.

A Pacific coast fruit grower is trying a new market for apples, and two trial shipments of 10,000 barrels have just been made to Australia and New Zealand. J. A. Ruddick, chief of the Dairy Division, Ottawa, has received notice to this effect from a Western fruit inspector. The fact that the Canadian shipping season is on while the Antipodean orchards are barren indicates the possibility of the development of this trade, which will be a good thing for the Pacific coast fruit growers if it is developed to any extent.

HE KNEW WHAT IT DID.

A little chap in Philadelphia, whose father is a prominent merchant and, as such, never loses an opportunity to descant upon the virtues of advertising, one day asked his mother:

"May Lucy and I play at keeping store in the front room?"

"Yes," assented the mother; "but you must be very, very quiet."

"All right," said the youngster, "we'll pretend we don't advertise." — Lippincott's.

C. E. Irish, Front St. E., Toronto, is going into the manufacture of mincemeat for the trade.

Window Dressing for the Holiday

The Christmas Season Affords Splendid Opportunities for Developing This Feature of the Business—What Other Grocers Have Done to Attract Customers in Thjs Way—Window Displays in Western Ontario.

Undoubtedly one of the most important features that can be used by the grocer to get the most out of the holiday, or, for that matter, any other season, is his store window. This is about the first thing the people see in entering or passing the store, and first impressions mean a very great deal.

A Christmas Window Dressed by Geo. Rogers, 830 College Street, Toronto.

The holiday season, however, with its wealth of good things to please the eye and tickle the palate, offers a particularly good opportunity for developing this feature. Several examples of what grocers have done along this line have been presented in these columns from time to time. This week a couple of others are presented as suggestions.

The first window, displaying exclusively Christmas goods, was dressed last year by Geo. Rogers, 830 College St., Toronto, and shows several good features, which it is not necessary to explain. Like nearly every window shown, however, this one also has the fault of having too much in it, showing too many lines of goods at once. While the display made is likely to catch the eye and leave a good impression, it has a slight tendency to confuse a probable buyer and is not so forceful as if only half the lines had been displayed.

The second engraving shows a poultry display, which was made by Whitehead & Huether, Walkerton, last season. The idea is not a particularly new one, but it shows splendidly how effective such a display may be made.

New ideas in window display always pay well for the time expended in planing and executing them. This is particularly the case at the holiday season when the public is on the lookout for novelties.

GROCERY WINDOWS IN WESTERN ONTARIO.

(By a Canadian Grocer Representative.)

A visit to a strange place usually has the effect of making a person very observant of passing events—more so, perhaps, than it would do at home. To a mind susceptible to first impressions and to one trained to observe conditions and features in the grocery trade that are away from the ordinary there is one thing that holds first place, and that thing is the window display of the grocery stores. Now, speaking in a general sense, go up and down the land, and having observed well, ask yourself the question: Do the grocers pay the attention to the dressing of windows that they should? Do their windows at all compare with the dry goods man, the men's furnisher, the shoe man, the furniture man, or the dozen and one other tradesmen that might be mentioned? The answer is easy; they do not. And what is the reason? It is not that they are lazy—that is far from the truth, for grocers work, early and late; their work is hard and their hours are long—but because they do not know. They need educating, as did all the tradesmen before-mentioned. The very good window trimmer of to-day in all probability made a mighty poor fist of it when first he tried his skill at setting out goods in a window, but he kept on—kept getting better and better—and success at last crowned his efforts.

Now here are some statements that may not meet with approval, that may appear even harsh; but they are offered with all sincerity. The City of Brantford was said to be some few years ago very backward in showing taste in window display, and of late the merchants there have been coming well to the front; but there is still room for improvement, especially by the grocers. On a recent occasion but a couple of windows were worthy of notice. One was a display of imported fruits by G. Winter, Sons & Co., and the other, a china and crockery display by A. L. Vanstone. Paris and Ingersoll showed some neatly-

A Poultry Display Arranged by Whitehead & Huether, Walkerton.

arranged windows of chinaware, and canned goods and staple lines. But Woodstock seems to stand at the foot for displays in western Ontario ; a number of windows being filled with pumpkins, turnips, squash, apples and many other things rolled in any old way, and some of these windows were seen in pretty nice stores, too. Of course, it would be unfair to say that all the Woodstock stores were like that. Some of the better class, while showing nothing to boast of, still had fair and neat window displays ; and the Coles Co. had quite a pretty window of raisins, currants and peels.

All this is meant to show how important is this first impression. A person of taste, who really might become a good and steady customer, would be dissuaded from entering an otherwise fine store where the goods and prices are right, because of that first impression conveyed in a glance into an untidy window.

In London some very fine grocers' windows are shown at all times, by a number of merchants. Of course, they are the leading grocers, because they started out in the first place to lead, and one of the ways by which they show their leadership is by being up-to-date in window display as in everything else. Others followed and the good work goes on. The time is ripe for grocers to educate themselves along the lines of neat, proper, effective and seasonable window display, and the ripe time is now.

PHOTOGRAPH WINDOW DISPLAYS

Every trimmer should photograph his best efforts. Often they come in mighty handy for references and besides it gives one pleasure to sit down and look over the past records and note the improvement. Many times an old trim will suggest a new idea, and unless you keep your photos you are very liable to forget them entirely. Besides, good window photos are the best advertisement the trimmer has, and will add mightily in securing better positions. An experience has proved that the best results can be obtained by photographing by electric light, provided the window is properly lighted, and making a long exposure, gauged according to the power of the lens and the class or color of goods to be photographed. A window with sharp, distinct contrasts, or one containing light colored goods, does not need as long an exposure as a display of dark colored goods, or one without sharp contrasts of light and shade.

A 15-minute exposure is enough for the average well-lighted window. A poorly lighted window, or one containing dark merchandise, will require a longer exposure—20 to 30 minutes is not unusual. During all this time the camera is exposed people can pass to and fro in front of the camera without spoiling the photograph, provided they do not stand in one place for any length of time.

Sometimes the top of the window is lighted much more strongly than the bottom of it, so that the photographs always come dark at the bottom. This can sometimes be avoided by placing two or three electric lights in the bottom of the window (extensions can be run from some of the sockets in the window), and so shielding them as not to shine directly into the camera. Always remember that the window must be lighted more strongly than any objects across the street, otherwise these foreign objects will be reflected unless the screen is used. Also remember that a long exposure can not be taken if there is even the faintest wind blowing, for the slightest shaking of the camera will blurr the photograph.

ENORMOUS CATCHES OF HERRING

Eighty Tons Per Day Being Taken at Port Stanley—An Unprecedented Run.

Special Correspondence of The Canadian Grocer.

Port Stanley, Ont. Dec. 2.—Never before in her history has this place seen such a harvest of fish as she is enjoying at the present time. The natives can think of nothing else than fish, and the nearby settlements have caught the contagion and are talking of nothing else than fish. Down there they are called "jumbo herring," or "Lake Erie herring," to give the fish its more euphonious name. In the hotels it is served as "fresh water cisco," and, perhaps, something else when other supplies run short, and in the Eastern markets it is quoted as "goldeye."

A price of a cent a pound wholesale or retail is set upon the fish at Port Stanley, while at St. Thomas, about ten miles away, the retail price is marked at four cents a pound to those who know and eight cents a pound to those who don't. London's retail price runs nearer ten cents. New York has been buying heavily at a cent a pound at Pt. Stanley. In the first three days of last week the Michigan Central Railroad took out 18 carloads of fish, each car weighing 20 tons, for New York. Detroit, Buffalo and Toronto have also bought heavily, though not to the extent that New York has.

There are two strange things in connection with this large catch. One is the immensity of the catch itself, for which no cause has as yet been assigned, and the other is that the fish confine themselves pretty much to Canadian waters. There are other ports along the Canadian side where the catch is enormous this year, but Port Stanley is recognized as the centre. Though nominally about ten concerns are engaged in fishing, and the employes number but about 80, still a great deal more men are now being taken on to help in gathering in the harvest. Newspaper reports say a hundred tons were bought in one day. This may be true, but it is guesswork, and a reliable figure sets the record at 80 tons. In fact, the day's hauls run from 65 to 80 tons. In good seasons in the past the catches ran from 50 to 60 tons a day, so it can be seen that there is an unusual condition prevailing at the Port.

Some boats come in every day and some every other day—it depends on the size of the craft. The weather has been ideal and has permitted of the nets being lifted three times a day. It is interesting to see the bustle about the waterfront when a boat comes in loaded down with fish. She is hurriedly unloaded so as to get back again to the fishing grounds. The fish are piled all about the town—on the wharves, in the storehouses, in the shops and along the sidewalks. There is more stir about the town than Port Stanley has seen in many a day. The aim is to get rid of all the fish the day it is caught, for so great is the amount of fish offering that the price depreciates even if one day old, and farmers are buying stale fish to feed to porkers at one-half cent a pound, and, in some cases, are given the fish to get them out of the way.

The unusually large catch has amazed the fishermen, and they are unable to cope with the situation. Had they been prepared the fish might have been frozen, or, perhaps, canned, but the only thing that can be done under present circumstances is to ship in refrigerator cars.

The fish are caught in gill nets, and it is said live but twenty minutes afterward. This is the reason the nets are lifted so frequently, and also why the work must be rushed. The fish themselves are a cross between a herring and a whitefish, the head resembling the former, and the body the latter. The weight of the fish runs from 1½ to 2½ pounds. Some idea of the enormous catch may be gauged if we take an average of two pounds for each fish. On the day of the big haul when 80 tons were brought in, the catch numbered 80,000 herrings. The run began on Nov. 20 and is still keeping up.

EDDY'S BUY PREMISES IN MONTREAL.

The three-storey building at the corner of St. Peter and Lemoine Streets, Montreal, formerly occupied by Laporte, Martin & Co., was purchased this week by the E. B. Eddy Co., Hull, for the use of their Montreal branch, which will take possession immediately. The new premises have 131 feet frontage and 116 feet depth. The purchase price was $82,500.

TRADE NOTES.

J. L. Rheaume, Kernie, general merchant, has assigned to Richard Tew, Toronto. The assets are placed at $7,000, which is thought to be slightly more than the liabilities. The cause of the assignment is ill-health.

Mr. Howe, of the Postum Cereal Co., Battle Creek, Mich., paid a visit to Sarnia last week and looked over that town as a possible site for the location of a branch for their industry.

Forty million whitefish spawn have been secured for the government fish hatchery at Sandwich. This is the largest amount ever secured and filled the capacity of the hatchery. Seven seines were at work, and out of nearly 40,000 fish secured not over 100 were destroyed. The fish were secured at Telegraph Island Station, near Deseronto, and at Point Anne Station, Bay of Quinte. The fish will be distributed in the various lakes throughout the Province.

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PROVIDING FOR MORAL REFORM.

It is understood that the Dominion Government has under consideration and will introduce at the next session a bill aimed to prevent the system of payment of secret commissions of all kinds, whether in connection with private or public business. The measure is intended to cover such abuses as have come to light in the administration of the Marine Department in the recent investigation at Quebec.

The new bill, it has been stated, will be modelled along the lines of the British Act for "the Better Protection of Corruption," passed in August, 1906. A summary of this will give some idea of how far reaching the measure is.

The bill provides that if any agent corruptly accepts or obtains, or agrees to accept or attempts to obtain for himself or for any other person any gift or consideration as an inducement or reward for doing or forbearing to do any act in relation to his principal's affairs or business, or for showing or forbearing to show favor or disfavor to any person in relation to his principal's affairs or business, or if any person improperly gives or agrees to give, or offers any gift or consideration to any agent as an inducement or reward for doing or forbearing to do any act in relation to his principal's affairs or business, he shall be liable to imprisonment for a term not exceeding two years or to a fine not exceeding £500, or to both. A similar penalty is provided for the giving or acceptance, with intent to deceive an employer, of any receipt, account, or other document in respect of which he is interested, and which contains any statement which is false or erroneous or defective in any material particulars, and which is knowingly intended to mislead the employer.

The expression "consideration" is provided to include valuable consideration of any kind. An "agent" according to the Act includes any person employed or acting for another. A person serving under the Crown or under any corporation or any municipal council or any board of guardians is an "agent" within the meaning of the Act.

The Act has been found to be working very satisfactorily in Great Britain. While comparatively few prosecutions have been made since its coming into force in January, 1907, it has been found that the fact of its being placed on the statutes has had a salutary effect in prevention of such agreements as it was intended to cover.

An interesting point in connection with the Act is as to whether it can be extended to cover the practice of "tipping," which seems to fall under the same class of agreement.

It is understood that Hon. A. B. Aylesworth, Minister of Justice, is fathering the new bill in the Canadian house. The matter comes up at a very opportune time and should receive the hearty support of both parties. In preparing the bill, however, a great deal of care should be taken. Business conditions in Canada are to some extent different to those in Great Britain, and a measure which is satisfactory there might not be entirely so here. The bill should be submitted to boards of trade, trade associations, and thoroughly practical business men before any definite steps are taken.

A GROWING EVIL.

The transient trader is looming up larger and more numerous than ever in many counties. He plies his calling with diligence and profit. While other merchants rent stores, pay taxes and water rates and hire help, this peripatetic vendor of wares and goods of all kinds goes about in many municipalities unmolested. The tax upon him is usually small and in other cases the authorities appear to be lax about making a levy or putting the machinery of the law in force. The result is that the trader, who is in a community only a few days, escapes taxation entirely, for, when he thinks that the police department is getting active, he moves elsewhere. The average retailer has no objection to the peddler or transient trader, provided he bears his just share of the cost of doing business and pays a fair license fee, but objection arises from the fact that he too frequently steers clear of a license, the amount of which is, generally speaking, much too low. If the average resident would only stop a minute to consider his own best interests he would discover that he can purchase the goods offered by visiting vendors equally as cheap in his own town, obtain better value and have the privilege of exchanging them if they are not exactly as represented, or, if dissatisfied, have his money refunded.

With the traveling representative, who is here to-day and away to-morrow having no personal interest or stake in the locality, his sole object is to sell goods, make as large a profit as possible and then seek pastures new, while buyers have, after his departure, found to their chagrin and sorrow, that the wares have been misrepresented and the prices charged extortionate. The local merchant is not a bird of passage. He contributes a just proportion of the expense of municipal government by paying taxes, local improvement rates, water bills, lighting, heating, etc., besides giving employment to a number of residents. In many instances he has thousands of dollars worth of capital invested; his goods are open for inspection; his prices reasonable, consistent with a moderate profit and the constantly increasing expense of doing business. He is of necessity a friend to the people among whom he resides and to the village or town in which he makes his living. On the ground of public spirit and loyalty to home interests, the consumer is in duty bound to give his support to the local business man in preference to the transient trader or the itinerant peddler.

SECOND GRADE SUGAR REDUCED.

An interesting feature of the sugar market this week was the reduction by the Montreal refiners of their second grades of granulated, beaver and imperial, to a basis five cents below the old price. This brings these sugars thirty cents below the standard grades, and they stand now at $4.30, barrel prices. No reason is given by the refiners for the change, but it is generally attributed to the competition of Scotch sugars, which are said to be coming in somewhat largely at the present time, and which are said to hold their own in price and quality with these second grades of local refined. The change has no bearing on the general sugar market, which remains steady with no prospects of immediate change.

CHRISTMAS SUGGESTIONS.

Suggestions are always in order at Christmas time and if made in the proper way should aid materially in bringing in extra business The grocery store is not usually regarded as the place to go to buy Christmas gifts, but this idea can be largely dispelled A good way to do this would be to publish a list of suggestions in the local papers, or circulars might be distributed bearing these Christmas hints. Lists hung in the store would have a good effect, and if the advertisement mentioned above shows up well, it might be, as is often done, posted on the show case in full view of customers.

With a view to helping busy grocers in the formation of a list of Christmas hints, the following suggestions are given. Some of them may be new, but they are all practicable for the purpose: A box of chocolates, a bottle of olives, a bag of flour, a dainty box of figs, a pail of syrup or honey, a turkey or goose, a Christmas stocking, a can or package of tea or coffee, a dainty bit of cut glass or crockery, a box of cigars, a basket of Christmas fruit, cut flowers. This list may be extended to include many other articles in the grocer's stock. Many grocers have side lines which would make excellent gifts, such as dainty baskets, table decorations, etc. The idea is a good one and should be acted on at once. Practical and sensible gifts are always the most appreciated.

BUSINESS OPPORTUNITIES IN NEWFOUNDLAND.

A form letter came into the writer's hands a few days ago, in fac-simile of correspondence, which is going forward ostensibly from an association of United States exporters to business firms in Newfoundland. An extract from this will show its nature. "Having been advised by the United States consul of your prominent identification with the importation of United States products, I am directed to inquire if you are in a position to take advantage of the valuable services which this institution, supported by United States manufacturers is extending without charge to foreign buyers?"

The letter is at once an evidence of the aggressive business methods employed by exporters in the United States, and is a lesson to manufacturers and exporters in Canada.

Canada's exports to Newfoundland during the year ending June, 1908, were $1,863,784, an increase of about $250,000 over the previous year. This compares very favorably with United States business, which during the same period were $1,177,709, a decrease from the preceding year. Great Britain's export business with Newfoundland for the same time was $1,209,428.

While these figures show that Canada has a very good share of the business of the island colony they show also the possibilities of development. Canada is the natural supply house for Newfoundland and should have a large percentage of its business in nearly every line. It is incumbent on our manufacturers and exporters to study the situation and adopt more aggressive methods.

ENCOURAGE THE CLERK.

The wise grocer will encourage his clerk to compete for one of the prizes offered by this paper for the best window display and the best ad. of Christmas goods in the coming holiday season, particulars of which can be found on another page. To compete for the prize will encourage the window trimmer to put more thought into his work and more ambition into his make up. This will help both employer and clerk.

Discussing this subject an exchange suggests that clerks can improve their efficiency by suggesting ideas and plans for improving the holiday trade to their employer. Writing them out in black and white, it points out, is one of the surest tests of their reasonableness.

Unless you can put your plans on paper you won't be sure that each step is logically developed, that the whole will prove practical and effective. An idea that isn't definite enough to be written down isn't worth while, and the proprietor is anxious to give you credit for all the good there is to your idea if it is only put in such a shape that it can be studied and its value ascertained.

It isn't a bit too early to begin Christmas advertising now—not necessarily in the larger space that you will use for the ten days or two weeks just preceding Christmas, but in space large enough to properly present the advantages of early buying and to hold out temptations in the way of attractive Christmas offerings. Emphasize the early-buying argument; the greater opportunities for satisfactory selections from complete assortments; the pleasure and satisfaction of buying with more care and deliberation than will be possible when the rush sets in, and the comfort and pleasure of it.

Advertise that you will lay goods aside on payment of a small deposit and that you are in a position to deliver goods now and right up to the last minute if necessary.

Do everything you can to make Christmas shopping easy and agreeable at your store. Try to make yours the leading Christmas grocery store in town by offering every help and convenience at your command, and then, for the sake of prestige and future business, "make good" on everything you promise.

LYING IN BUSINESS.

Does it pay to lie in business? Yes—if the business man who practises it has not the ability to get along in any other way.

But it is not a good investment. It rather weakens than strengthens credit, and pays only as long as it is not discovered. Then comes the day of reckoning.

The manufacturer, wholesaler or retailer who has a business which he thinks cannot be built up on truth and square dealing had better sell out at once. He might be able to keep it propped up for a while, but some day it will tumble down and drag him and his reputation with it. And with reputation goes credit. Then he will be poor indeed.

ONE WAY TO KEEP GLASS CLEAR

The merchant sighed, for his window, full of holiday goods, was opaque with frost.

"I'd give a lot," he said, "for some method to keep my windows from frosting over in cold weather."

"I'll let you have the method you want for nothing," said the patron. "Coat the inside of your window with glycerine, and it will keep as clear in Winter as in Summer. I'm a surveyor, and in my trade we always use glycerine on our glass instruments when it's cold."

TRAVELERS DINE DECEMBER 23.

The annual banquet of the Canadian Commercial Travelers' Association will be held on Wednesday evening Dec. 23, at McConkey's, Toronto. A splendid programme is being prepared to include addresses by Hon. Geo. P. Graham and Hon. W. J. Hanna, a bright musical programme will aid in making the function attractive. At a meeting of the committee on Saturday W. J. Minto was elected chairman, W. H. Scott secretary, and E. Fielding treasurer. A complete account of the function will be given in The Canadian Grocer of the same week.

WHAT TO DO IN DECEMBER

This Month the Grocer's Harvest—Make Early Preparations for the Christmas Rush—Plan Window Dressing and Advertising to Suit the Holiday Season.

The month of December is without doubt the one busiest month of the year in the grocery trade This condition is due to the holiday aspect of its latter days. At Christmas time many give a free rein to their sympathetic proclivities, who, perhaps, during the remainder of the year, are not distinguished for such tendencies. Such being the prevailing sentiment of the season, the wise business man avails himself of this annual vulnerability to indulgence, and places his most enticing wares before the people. Many articles which are not salable at another time of the year meet with a ready sale at this season. Consequently this fact enlarges the grocer's opportunities.

Make the Store Attractive.

Perhaps the most essential part of the general scheme for drawing Christmas trade is attractive store decoration. Holly, mistletoe, and evergreens of all kinds contribute to this end The result is a matter which rests with the taste of the decorator, and he can achieve a pleasing effect or not, according to his decorative ability. Many grocers are so busy, or at least think they are, that they do not take time to give this matter sufficient attention. This is a mistake, as it gladdens the heart of all to see the Christmas season observed in this way.

Hints on Christmas Windows.

The window should be particularly attractive, and along these lines, perhaps, two suggestions would not be amiss, each of which has proven its worth. In the first case, the window is suitably lined, and, in the centre of the floor a small table is placed with a dainty set of dishes to represent the Christmas feast table. A few nice flowers on the table always lend an air of refinement. Hanging above this is a fairly large sized card requesting people to buy their supplies for Christmas early. There is another smaller card on the table with this legend upon it: "What about something to put on these dishes for Xmas?" In the soup tureen there is another card with advice regarding the lines of canned and compressed soups kept in stock. On the large platter another telling about their turkeys and so on.

The Confectionery Season.

Christmas is the great confectionery season of the year, and this fact should not be lost sight of. The percentage of profit on confectionery makes it an attractive line to handle. The pretty boxes and pleasing packages which it comes in always lend a holiday aspect to the store interior. Fruit, fine raisins and nuts should have prominent positions about the store.

Get the Books Cleaned Up Early.

In discussing Christmas preparations with a successful old grocer, he stated that he always set aside the last week of November and the first week of December for a thorough clean-up of the books. This, of course, applies only to those who extend credit. Such a course is considered prudent by this gentleman because during the holiday season accounts cannot, owing to pressure of business, be watched so closely; and, in many cases, the increased volume of individual trade added to what already stands on the books renders many a case hopeless. In this way the business is put upon a firmer basis for the Christmas trade.

Moving Window Displays.

Much has been said from time to time regarding the efficacy of moving window displays and their value as an attraction for business. Like everything else, they are valuable if they are cleverly conceived, and present some novel feature. This fact is amply borne out by the spectacle of small crowds which may always be seen standing in front of a window where one is in operation. Movement attracts attention, and when once this is done natural curiosity does the rest.

Along these lines a revolving Christmas tree might be suggested. This can be placed in the window, or in the middle of the store floor. The window, however, is preferable as there it appeals to those who might pass by, whereas, in the latter case, it is interesting only to those who have actually entered the store. Anyone with ordinary mechanical skill can build a stand which will rotate. The power required is very small, indeed, and may be supplied by a small electric motor, clock work, or a faucet motor. The decoration of the tree is a matter which rests entirely with the grocer. Candles add greatly to its appearance, but considerable difficulty in making them maintain an upright position is experienced. This, however, may be overcome by using a very simple little invention made of coppered wire. The wire can be wound around the candles making a socket, then the end of the wire bent into the form of an inverted U with one side extending down for four or five inches and an orange or apple fastened to this end, or in fact anything which is heavy enough will maintain the equilibrium of the candle. In this way the candles always stand erect, and do not lop this way and that, which certainly disturbs the harmony of the picture very much. Another advantage which this feature possesses is the fact that the holders when once constructed are practically indestructible, and may be used for an indefinite length of time.

Get the Advertising Going.

The Christmas season is an excellent time in which to do additional advertising. In some of the smaller towns, suitable dodgers may be printed and distributed while the discreet use of the papers always brings good results.

To recapitulate then, the grocer who wishes to take the fullest advantage of the season, should get his accounts in good shape before the rush commences, in order that undesirable accounts should be kept well within bounds. He should relegate to the background unseasonable goods, and bring forward those that are of a seasonable nature. He should put forth an effort to have his decorations and window dressing characterized by some novel idea, and, last, but not least, anticipate the volume of trade expected, in order that when it does come it may be satisfactorily handled.

RETAIL MERCHANTS ASSOCIATION NOTES.

The Provincial organizer, James Eadie, is this week visiting Norwood, Brighton, Hastings and other places in the interest of the Retail Merchants' Association. He will organize branches in these villages. The association is making splendid progress, several new branches having been formed of late in the smaller centres of the Province.

E. M. Trowern, secretary of the association, will go to Chatham next week where an important meeting of the local branch will be held, and Mr. Trowern will address the members.

The legislation, which will be asked of the Dominion Parliament and the Ontario Legislature is being put into shape for presentation to these bodies at the forthcoming sessions. An outline of what will be asked in the way of amendments to existing acts has already appeared in The Canadian Grocer. The specific wording of the requests will soon be in readiness.

SECURING NEW AGENCIES.

W. H. Escott, Winnipeg, has recently secured several valuable agencies. Among these are the White Swan Spice & Cereal Mills, Toronto, packers of cereals, spices, coffees, etc.; the Gwaltney-Bunkley Peanut Co., Smithfield, Virginia; Paalvast & Van der Vlis, Vlaardingen. packers of Holland herring and mackerel, and F. Fidou & Co., Smyrna, one of the leading packers of figs. Business prospects in the West are very bright now and there are many manufacturers looking for representation in Winnipeg and other western cities.

Mr. W. B. Grant, of Medicine Hat, has resigned his position with the Stewart & Tweed Co., Ltd., and will take a position with Mewburn & Co., wholesale grocers, Calgary.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT, VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

Montreal, Dec 3, 1908.

POINTERS—
Fish—Declined and in good supply.
California Fruits—Easier.
Eggs—Firm.
Sugar—Firm.
Vegetables—Declined Slightly.
Dried Fruits—Steady.
Evaporated Apples—Firm.

Owing to the close of navigation, this season of the year is marked by some quietness in wholesale circles. Many retailers find, however, on opening their goods, that they have not bought largely enough of certain lines, and these emergency calls afford considerable business to the wholesale houses until after the holiday season. Collections at country points have shown an improvement owing to the fact that farmers have realized on their crops. Locally, most lines have remained as last reported, there being a remarkable lack of fluctuation in prices. Sugar has presented nothing new, with the exception of a better demand among the confectioners. Syrups are slightly more active while molasses remains dull. Maple products, tea and coffee present no new features, likewise spices, beans, honey and poultry. Evaporated apples, although highly seasonable, are not showing as much life as they should. Canned goods are the same with the exception of fish, which are very active, owing to the Advent season, and stock is arriving in good supply and being quoted at favorable figures.

SUGAR—Hand to mouth methods characterize buying at the present time. Confectioners are laying in larger supplies, owing to the approach of the Christmas business, but general trade is only fair. Prices have been fully maintained during the week.

Granulated, bbls	$4 50
" ½-bbls	4 65
" bags	4 45
" Imperial	4 20
Paris lump, boxes, 100 lbs	5 35
" " 50 lbs	5 45
" " 25 lbs	5 65
Extra ground, bbls	4 90
" " 50-lb. boxes	5 10
" " 25-lb. boxes	5 30
Powdered, bbls	4 70
" 50-lb. boxes	4 90
Phoenix	4 25
Bright coffee	4 20
No. 3 yellow	4 10
No. 2 "	4 00
No. 1 " bbls	4 10
No. 1 " bags	4 05

SYRUPS AND MOLASSES—Demand for smaller sized tinned goods in syrups has been fairly good. Molasses is dull and featureless, and only small distributing trade of grocers' grades is noted.

Barbadoes, in puncheons	0 37	0 39
" in barrels	0 39½	0 41½
" in half-barrels	0 41½	0 42½
" fancy	0 38	0 40
" extra fancy	0 33	0 42
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03¾
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 3 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—Maple products are dull and inactive.

Compound maple syrup, per lb	0 04½	0 05
Pure Township sugar, per lb	0 06	0 07
Pure syrup, 8½lb. tin	0 60	0 65

TEA—Improvement in demand for all lines of blacks is noted this week, especially for Pekoes and Pekoe Souchongs. The Japan market is somewhat quiet owing to the season being over.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18½
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—Steadiness of demand continues, and is evenly distributed among various lines.

Mocha	0 18½	0 25
Rio No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—An easier feeling prevails in some lines of dried fruits, especially California evaporated products. Elemes' figs are also slightly lower, likewise Hallowee dates. Locally general trade is fairly good, holiday lines are selling well. Cleaned currants are meeting with a fair sale. Persian dates are passing freely, and the Afganistan's cargo, which recently landed in New York, will be cleaned up by the end of the week.

Figs—		
Bag figs	0 03¼	0 05
Tapnets	0 03½	0 05
Elemes	0 08	0 14
Dates—		
Hallowees, per lb	0 05½	0 06½
Sairs, per lb		0 05
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" ½-box		0 75
"Royal Buckingham Clusters," ½-boxes		1 20
" boxes		4 75
"Excelsior Windsor Clusters"		5 75
" ¼s		1 60
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb	0 12	0 15
Peaches, "	0 11	0 15
Pears, "	0 13	0 14
Prunes—	per lb.	
Prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 09	0 10
" " " 50-60s	0 8½	0 10
" " " 60-70	0 0	0 10
" " " 90-100s		0 07
Currants, fine filiatras	0 05½	0 7½
" Patras	0 03	0 03½
" Vostizzas	0 09	0 09½

RICE AND TAPIOCA—Dulness and inactivity prevails in this market. Neither rice or tapioca have displayed any symptoms.

Rice, grade B, bags 250 pounds	3 15
" " " 100 "	3 15
" " " 50 "	3 25
" " pockets 25 pounds	3 25
" " ½ pockets, 12½ pounds	3 35
" grade C.C., 250 pounds	3 05
" " 100 "	3 5
" " 50 "	3 15
" " pockets 25 pounds	3 15
" " ½ pockets, 12½ pounds	3 25
Tapioca, medium pearl	0 05

SPICES—Spices are featureless, and unchanged in prices or demand.

	Per	lb.
Peppers, black	0 16	0 20
" white	0 18	0 27
Ginger, whole	0 18	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

BEANS—Supplies are large and an easy feeling prevails in this line.

Ontario, pick'd	1 65	1 70
Rangoon Indians		1 70

EVAPORATED APPLES—New stock has not been as active as it should have been, and the tendency of the market is firm at unchanged quotations.

Evaporated apples, new	0 07	0 07

CANNED GOODS

MONTREAL—Canned fruits and vegetables continue in good demand. Fish are selling well, owing to Advent season. Meats are decidedly neglected. Other lines are unchanged.

TORONTO—Fruits and vegetables continue to pass out actively under a steady demand, which is rather unusual at this season of the year. Salmon is selling fairly well, but little is doing in canned meats.

	Per doz. Group 1.	Per doz. Group 2
FRUITS.		
3's apples, standard	$1.00	$ .95
3's apples, preserved	1.45	1.40
Gals. apples, standard	2.55	2.50
Gals. apples, preserved	4.00	3.95
Blueberries (Huckleberries)—		
2's standard	1.20	1.15
2's preserved	1.70	1.65
Gals, standard	5.05	5.00
Cherries—		
2's, red, pitted	1.95	1.90
2's, red, not pitted	1.55	1.50
Gals, red, pitted		8.00
Gals, red, not pitted		6.50
2's black, pitted	1.95	1.90
2's, black, not pitted	1.55	1.50
2's white, pitted	2.05	2.00
2's white, not pitted	1.65	1.60
Currants—		
2's red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals, red standard		5.00
Gals. red, solid pack		7.00
2's black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals. black, standard		5.25
Gals. black, solid pack		8.00
Grapes—		
2's white, Niagara, preserved	1.45	1.40
Gals., ditto, standards	3.55	3.50
Lawtonberries—		
2's, heavy syrup	1.95	1.90
2's, preserved	2.20	2.15
Gals., standards	7.55	7.50
Peaches—		

1½'s, yellow, (flats)	1.70	1.65
2's yellow	1.95	1.90
2½'s yellow	2.65	2.60
3's yellow	3.05	3.00
3's, yellow, (whole)	2.30	2.25
2's, white	1.85	1.80
2½'s white	2.55	2:50
3's white	2.80	2.75
3's, pie, not peeled	1.45	1.40
Gals., pie, not peeled	4.30	4.25
Gals., pie, peeled	6.05	6.00
Gals., assorted pie fruits (add 5 p.c.)		
Plums—		
2's, Damson, light syrup	1.00	.95
3's, ditto	1.40	1.35
2's Damson, heavy syrup	1.15	1.10
2½'s, ditto	1.80	1.75
3's, ditto	1.90	1.85
Gals., Damson, standard	2.90	2.85
2's Lombard, light syrup	1.00	.95
3's, ditto	1.45	1.40
2's, Lombard, heavy syrup	1.20	1.15
2½'s, ditto	1.85	1.80
3's, ditto	1.95	1.90
Gals., Lombard, standard	3.05	3.00
2's G. Gage, light syrup	1.40	1.35
2's, G. Gage, heavy syrup	1.55	1 50
2½'s ditto	1.85	1.80
3's, ditto	2 05	2.00
3's, G. Gage, light syrup	1.85	1.80
Gals., G. Gage, standard	4.05	4.00
2's Egg, heavy syrup	1.55	1.50
2½'s ditto	1.85	1.80
3's, ditto	2.05	2 00
Raspberries—		
2's, red, heavy syrup	1.95	1.90
2's, red, preserved	2 20	2 15
Gals., red, standard	7.05	7.00
Gals., red, solid pack	9.80	9.75
2's, black, heavy syrup	1.95	1.90
2's, black, preserved	2.20	2.15
Gals., black, standard	7.05	7.00
Gals., black, solid pack	9.80	9.75
2's, rhubarb, preserved	1.80	1.75
3's, rhubarb, preserved	2.45	2.40
Gals, rhubarb, preserved	3.30	3.25
2's, strawberries, heavy syrup	1.95	1.90
2's, strawberries, preserved	2.20	2.15
Gals., strawberries, standards	7.05	7.00
Gals., strawberries, solid pack	9.80	9.75
Gooseberries—		
2's, heavy syrup	2.15	2.10
2's preserved	2.40	2.35
Gals., standards		6.00
Gals., solid pack		8.00
Pears—		
2's Flemish Beauty	1.70	1.65
2½'s Flemish Beauty	2.00	1.95
3's Flemish Beauty	2.15	2.10
2's Bartletts	1.90	1.85
2½'s Bartletts	2.20	2.15
3's Bartletts	2.35	2.30
3's pie, not peeled	1.30	1.25
Gals., pie, peeled	4.05	4.00
Gals., pie, not peeled	3.55	3.50
2's, light syrup, "Globe"		1.25
3's, ditto		1.85
2's pineapple, sliced	1.95	1.90
2's, do., grated	1.95	1.90
2½'s, do., whole	2.45	2.40

VEGETABLES.

Beans—		
2's, golden wax, midget, "Auto"	1.25	
2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85
3's, ditto	1.40	1.35
2's, Refugee, midget, "Auto"	1.25	
2's, Crystal wax	1.00	.95
2's, red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's, corn	.90	.85
Gals., corn-on-cob		4.50
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's, cabbage	.95	.90
2's, cauliflower	1.50	1.45
3's, cauliflower	1.90	1.85
2's, parsnips	1.00	.95
3's, parsnips	1.10	1.05
Peas—		
1's, No. 1 extra fine, sifted	1.12½	1.07½
2's, No. 4 standards	.82½	.77½
2's, No. 3 early June	.87½	.82½
2's, No. 2 Sweet Wrinkle	.97½	.92½
2's, No. 1 extra fine, sifted	1.42½	1.37½
Gals., No. 4	3.77½	3.72½
3's, pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's, table spinach	1.30	1.25
3's, table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's, succotash	1.20	1.15
3's, squash	1.15	1.10
Gals., squash	3.55	3.50
2's, tomatoes	.90	.85
3's, tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's, turnips	1.00	.95
Beets—		
2's, sliced, br., "Simcoe"		.95
2's, sliced, br., "Simcoe"		.95
2's, whole, br., "Simcoe"		.95
2's, whole, br., "Rosebud"		1.15
3's, sliced, br., "Simcoe"		1.25
3's, whole, br., "Simcoe"		1.25
3's, whole, br., "Rosebud"		1.40

ONTARIO MARKETS.

Toronto, Dec. 3, 1908.

POINTERS—

Sugar—Beaver and Imperial reduced 5 cents.

Malaga Raisins—Scarce.

Nuts—Selling well; Pecans scarce.

Coffee—Brisk demand.

Tea—High grades scarce.

Business continues without a great deal of change in the wholesale markets this week, with the air of briskness which began to be noted a few weeks ago continuing. There is an active demand for dried fruits of all kinds, nuts, and, with some houses, for canned goods, and in other lines a steady staple business is being done. To a large extent the Christmas buying has already been done, but from now on a fairly good sorting business is expected.

The markets as a whole are pretty steady, though a few lines have varied a little during the week.

SUGAR—The event of the week was the reduction, announced on Monday of St. Lawrence, Beaver and Imperial to a basis 30 cents below the standard granulated. This makes these sugars $4.30, 5 cents below last week's quotation. While no reason is assigned by the refiners for the change, it is generally understood that it has been made to meet the competition of Scotch sugars which are said to be coming in in some quantity. The sugar market generally is very quiet. European beet markets have developed a little firmer tone during the week, but not enough to change the situation at all. There is no sign of any change for some time.

Paris lumps, in 50-lb. boxes	5 65
" in 100-lb. "	5 55
" in 25-lb. boxes	5 85
St. Lawrence granulated, barrel	4 60
St. Lawrence Beaver	4 50
Redpath extra granulated	4 60
Redpath Imperial granulated	4 30
Acadia granulated, (bags and barrels)	4 50
Wallaceburg	4 40
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 "	4 20

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—The cold weather is expected to brighten up the demand for these goods, which have been rather dull for some time. Proprietary syrups are selling well.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
	Per case.	
2 lb. Tins, 2 doz. in case		2 40
5 " " " "		2 75
10 " " ½ "		3 65
20 " " ¼ " "		2 60
Barrels		0 03½
Half Barrels		0 03½
Quarter "		0 03
Pails, 38½ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 12 "		4 80
Quarts, 24 "		4 80
Pints, 24 "		
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 35

TEAS—The local market is very quiet and wholesalers are not buying much to go into stock before Jan. 1. High flavored teas are very scarce and are exceedingly high, while lower grades are easier. Some cheap Indians are selling, but it is difficult to get teas suitable for the requirements of this market. Japans are firming up owing to a shortage in the season's crop. This is reported at 2,000,000 lbs., but this has not yet been verified.

COFFEE—Local dealers report business exceptionally good, the cold weather seeming to stimulate demand. Prices on this market continue steady. Primary markets show no striking features though advance reports show the probability of light crops in both Santos and Rio this year.

DRIED FRUITS—Demand for nearly all lines of these goods has been quite active during the week and retailers' stocks in some of these must be at least fairly well filled up. There is some talk of a scarcity of figs, of which buying has been very free. Dates also have been moving out well. Some houses are getting rather short on Malaga raisins, and it would be wisdom on the retailer's part to order what he intends of these goods at once. Considerable of these goods were held over from last year and buying this year was rather light. Valencias remain about the same and some houses are still offering pretty good inducements. The pool of California growers continues to command a good deal of attention on the coast. The growers claim to have control of 22,000 tons, or 75 to 80 per cent. of the crop. As yet no action has been taken, but if the combination is adhered to rather material results may be expected.

	Per lb.
Prunes—	
40-50's, 25-lb. boxes	0 09½
50-60's, " "	0 08½
60-70's, " "	0 08½
60-70's, 50-lb. boxes	0 08½
80-90 " "	0 07½
90-100, " "	0 07
Apricots—	
Choice, 25-lb boxes	0 12½
Fancy, " "	0 14
Candied and Drained Peels—	
Lemon 0 09 0 11 Citron	0 17 0 20
Orange 0 10½ 0 12	
Figs—	
Elemes, per lb	0 08 0 12
Tapnets, "	0 03½ 0 04
Bag Figs	0 03½ 0 04½

Currants—					
Fine Filiatras	0 06½	0 07	Vostizzas	0 09	0 09½
Patras	0 08	0 08½			
Uncleaned, ½c less.					
Raisins—					
Sultana		0 07½			0 13
" Fancy		0 11			0 12½
" Extra fancy		0 14			0 15
Valencias, new crop		0 05			0 06
Seeded, 1-lb packets, fancy		0 09½			0 10
" 16 oz. packets, choice					0 9½
" 12 oz. " "					0 08
Dates—					
Hallowees	0 06½	0 06½	Fards choicest	0 08	0 08½
Sairs	0 05		" choice		0 07½

NUTS—The demand for these goods is excellent and the quality continues fine. Pecans are a little short, otherwise the nuts are in good supply.

Almonds, Formigetta	0 12½
" Tarragona	0 13
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
Filberts	0 10 0 12
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 10 0 12

RICE AND TAPIOCA—There are no new features and prices are unchanged. A steady staple business is being done.

	Per lb.
Rice, stand. B	0 03½ 0 03
B rice, 5 bag lots, delivered	3 05
Rangoon	0 03½ 0 03½
Patna	0 35½ 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 05

SPICES—Business continues fair, with little change in prices. Black peppers are advancing pretty steadily in primary markets and a change may take place some time in the near future.

Peppers, blk pure	0 14 0 20
" white pure	0 22 0 30
" whole, black	0 18
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 35 0 90
Cloves, whole	0 26 0 35
Cream of tartar	0 22 0 25
Allspice	0 16 0 19
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

BEANS—The market continues strong on reports that a good percentage of the Ontario crop is already sold. Stocks in wholesalers' hands are light and hand-picked are rather scarce.

Handpicked, per bush	2 00 2 10
Primes, per bush	1 85 2 00
Lima per lb	0 07

EVAPORATED APPLES—Little interest is manifested in these goods and prices are unchanged.

Evaporated apples	0 07½

HIDES AND WOOL—The market is running along on a higher tone and dealers are all careful. Prices are fairly steady.

No 1 inspected steers, 60 lbs up	0 09
No. 2 " " "	0 08
No. 1 " cows	0 08½
No. 2 " "	0 07½
Country hides, cured	0 08½
City Calf skins	0 12
Country Calf skins	0 10 0 12
Lambskins	0 60
Horse hides, No. 1	2 50 2 75
Rendered tallow, per lb.	0 05½ 0 06½
Horse hair, per lb.	0 29

DODGING.

There is one expression I hear occasionally which exasperates me to a finish. That is: "I overlooked that!" A driver comes in from his trip fetching back with him the order of a good customer who had wanted those particular goods with unusual urgency. He looks at me with self-defensive eyes, and says: "Oh, yes; Mrs. Hendrick's order? I overlooked that!" I want to get you over that expression for one excellent reason. That is because its very wording carries along with it a palliation of your offense. And you will never be a good ban for yourself or anybody else until you have acquired the habit of going squarely at the kernel of the matter when you find your own self to be at fault. Adopt the attitude suggested by the reprimand of the late Professor Bascom. Two students were late for chapel. Bascom asked one why he had been late. "I failed to hear the bell, sir," he answered. "You are not excused!" said Bascom. He asked the second student what excuse he had. "I haven't any, sir," contritely answered the young man. "You are excused," said the professor. And there is the nub of the matter. Once you have fairly and fully acknowledged your fault you are so well on the way to curing it that you need no further correction from the outside. There is a further suggestion here: All true correction of faults of any kind must proceed from within. It is the old theory of helping a man to help himself. Merely to help him breeds dependence and weakness. To help him to do for himself makes a man of him, or at least puts him in the way of becoming a man again. Thus, to come right out with the self-accusation: "Yes sir, I forgot that, and it is my fault, my carelessness that has caused the trouble," speaks of healthful self-punishment which promises well for future improvement. You are so unlikely to commit the same fault again that little more need be said to you. I remember one splendid delivery boy I had some years ago. He reported some shortage. Feeling sure that our double checking system on orders was so good that shortages were not likely to occur, I told him it could not be laid to the store; it must have occurred through some mix-up in the delivery after he got out. He said not a word. But I noticed that thereafter he rapidly went over each crate of goods as he loaded his wagon. He took hardly any time in his re-check, but his orders were thereafter delivered with such accuracy that I was truly astonished, not to say immensely pleased. I had a profound respect for him always, even before that time; I reposed unlimited confidence in him thereafter. He was one of the finest boys I ever drilled and he is to-day holding a heavier position than I ever had to offer him.—Modern Grocer.

Thomas Dunne, of New York, representing Whitall & Co., tea merchants, Colombo, was a caller on the Toronto trade this week.

Sydney Wylie, of Davidson Hay, Toronto, who has been out on the road for several weeks, is back at his desk in the sample room this week.

WESTERN CANNERIES NEW MANAGER.

Eastern Shareholders Looking Into Finances of Medicine Hat Concern.

The eastern shareholders of the Western Canneries Company have endorsed C. A. Flower, assistant managing director of the company, for the position of general manager rendered vacant by the resignation of F. H. Malcolm. This was done at a meeting held in the King Edward Hotel, Toronto, on Tuesday of this week. A general gathering of the stock holders has been called for December 29th, in Regina, when the recommendation of the eastern men in favor of Mr. Flower will, it is expected, be ratified and the resignation of Mr. Malcolm, who promoted the company, accepted.

At the local meeting A. B. Berry, who presided, said that the share holders in the East believed that the funds of the company had been recklessly expended.

Mr. Flower, assistant managing director, who had called the meeting, said the plant at Medicine Hat was too expensive and well equipped to be injured by competition. He described the proposed canning process to be carried on at the plant. It would take $150,000 to put the proposition on a businesslike and shipping basis. He explained that he had before been offered the managing directorship, but had refused and would refuse until the confidence of the shareholders was his. He was getting a small salary from the company now, but hoped that the plant would be in such shape in a few years that he could rightly ask for a big salary.

F. W. Field, Toronto, gave a history of the company since its inception and suggested that the shareholders should go further into the financial statement, which had recently been presented, a statement which he characterized as the first Western Canneries balance sheet, apparently telling the truth.

At the forthcoming western meeting it was proposed to strike out all articles referring to the late managing director, and the share holders would be able to find out where they stood in the matter of voting power.

WATCH FOR THE RING.

A curious announcement appeared in a Montreal daily recently, in the classified advertising columns. It was:

RING LOST by an employe; same dropped off her finger into the machine and presumably found its way into one of the packages. The management offer five dollars reward to any one returning same.

This ad. was the result of the misfortune of one of the hands employed by the Blue Ribbon Tea Company, who pack their tea in Montreal. The employe hopes that the ring may eventually find its way back to her, though it may be months before the particular package containing it is sold and used. Meanwhile, any grocer who notices a dent which looks like a ring in his tea stock, should immediately appropriate the package for his own use, with a view to earning the reward.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Dec. 1.—One of the matters that is receiving a great deal of attention in Winnipeg to-day is the suggestion by Thompson-Seton that a World's Fair should be held in Winnipeg in 1912 to commemorate the arrival on the banks of the Red River, of the first of the Selkirk settlers. The matter is only in the tentative stage at present, but it is being very freely discussed by the press, not only of Winnipeg, but the West generally, and as yet there are no objections raised that could not be very speedily overcome. The advantages to Western Canada and indeed to Canada as a whole of such a fair, if well managed, can hardly be over-estimated. One of the most sensible suggestions that has been made so far, is that of bringing the two men who had most to do with the success of the Portland fair to Winnipeg to explain methods and give counsel and advice as to the proper means of going about such an undertaking.

There is one thing about such a fair that renders it especially attractive to Winnipeg, and that is that it would no doubt settle the long dispute as to whether the present fair grounds of the city should or should not be moved. In case of a World's Fair, they would simply have to be moved and the erection of buildings suitable to such an exhibition would be of lasting benefit to the Industrial Exhibition that is held here yearly.

By 1912 Winnipeg will have its power scheme in good shape and it will be an excellent opportunity to draw the attention of manufacturers to what the city has to offer along the line of manufacturing opportunity. Another advantage to Manitoba will be the fact that tourist travel will be more concentrated on this province and there will not be the same tendency to rush through Manitoba to the further west that has prevailed heretofore. There are to-day, within a radius of 40 miles of the city, thousands of acres of the finest farming land in the world that is not being cultivated. So many of the farmers coming in are looking for cheaper land; that farms at $30 and $35 per acre near Winnipeg have been passed over by them, but the day of that is passed to a considerable extent and the farmer with a small amount of capital is beginning to realize that 160 acres near a market like Winnipeg is a better investment than 640 in some of the remote districts of Saskatchewan and Alberta. The soil of the Red River valley is as nearly inexhaustable as soil can be, it produces the wheat that has made the West famous, frost is almost a thing unknown, and the market at the doors of the farmers is practically an unlimited one. The thing that has ailed this land in the past is that much of it has been held by the farmers of the old regime, very many of them French half-breeds, and though these settlers have many virtues, active and aggressive farming is not one of them. Within the past few years a number of business men of Winnipeg have been starting farms as sidelines. For example, a man well up in the service of the Hudson's Bay Company has a farm of 1,000 acres not 20 miles from Winnipeg. Though he has to pay a manager and hire all his work done it is paying and paying well. This present year he had 500 acres in wheat and not a bushel of it went below No. 1 Northern. There are other farms of a similar character and slowly newcomers are beginning to realize the advantage of farming in close proximity to such a market as Winnipeg. By 1912 the number of such farms will be increased and there will be enough to show the visitors from the Old Land what can be done in the vicinity of Winnipeg. In this way, particularly, the World's Fair would benefit the city. Everything that enlarges Winnipeg and increases its power as a consuming market is a more or less direct benefit to the country as a whole.

The sale of Winnipeg debentures at 96.25 net to W. A. McKenzie & Co. has been a matter of very sincere congratulation among the citizens. This time last year the city sinking fund had sunk out of sight and there was a very heavy overdraft and altogether things were in a most unsatisfactory condition. With the sale of these debentures the city overdraft is wiped out, and Winnipeg rejoices in thoroughly restored credit a small balance to the good and a clean slate, a most satisfactory condition in which to begin the new year. Not only has Winnipeg done well, but some very satisfactory sales of local improvement debentures in outside towns of the West have been made, and the financial condition generally is of a most satisfactory character in marked contrast to the same date last year.

Alberta wants a chilled meat trade and that Red Deer is the point at which such a plant should be started, seems to have been the very general opinion of a meeting of the Alberta Stock Growers, held at that point last week. There were several men present who had practical experience in such trade, both as to the putting up of the goods and the marketing of the same, and on the whole the meeting was able to report progress. Probably more aggressive steps would have been taken but for the fact that the committee appointed to inquire into this trade last year felt they were not at liberty to report until such time as their special report had been passed upon by the Department of Agriculture. The interest in the chilled meat trade is certainly increasing in Alberta and though the plants for its production may not come this year or next, they will undoubtedly come and come to stay.

Contrary to all expectations, considering the enormous number of boats offering this season, there is going to be one grand scramble for boats for the close of navigation, and already considerable premiums have been paid and others offered and not accepted. Last week the outward shipments from the head of the lakes were over four and one-half millions, and the present week will probably surpass this by many thousands of bushels. Stocks at lake fronts are much smaller than they were last year, in spite of the enormous receipts at those ports and it is understood that 5,000,000 is under contract to be shipped to Buffalo before navigation closes on Dec. 5th. The amount passing Winnipeg to date is over 43,000,000 bushels of wheat alone, and it is questionable if there will be actually two millions in store at the lakes when navigation closes. Receipts at Winnipeg have been very considerably over half a million daily for the past week.

Prices are being maintained right up to the close, but there are not wanting signs that there will be some re-action as soon as navigation is actually closed for the season, though no one seems to expect that it will be anything in the nature of a slump.

During the week the first election of officers for the Winnipeg Grain Exchange which has taken the place of the old Winnipeg Grain and Produce Exchange, was held and resulted in the presidency going to Hugh N. Baird, formerly of Montreal, who represents the Norris Co. at this point. The election was by acclamation, and Mr. Baird is the youngest man to hold that important office in Winnipeg. He is extremely popular with the trade, has good executive ability and a fine presence. The vice-president's chair went to Geo. Fisher, manager of the Scottish Co-Operative Society, which is now erecting so many elevators in the West. Mr. Fisher's election was also by acclamation, and practically carries with it the first claim to the presidency next year. Mr. Fisher has been about two years in Winnipeg and in that time has made for himself a splendid record with the Exchange. He is regarded as a well-posted grain man, careful in his trading, scrupulous in his observance of the rules of the trade, and a thoroughly good all-round man with considerable executive ability.

The American element is by no means so much in evidence in the election of officers and committees in the new Exchange as it was in the old Exchange for the past few years. The Canadian and British element decidedly carries the balance of power in the present executive and very wisely so. There is a sufficient representation of American interests for justice and courtesy and not enough for them to gain so much ascendency in the executive as was formerly the case.—H.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, December 3, 1908.)

With more seasonable weather retailers are experiencing a great improvement in their Christmas trade, and wholesalers are kept correspondingly busy with sorting orders. The approach of the close of the year finds the trade in much better spirits than a year ago. Last December the outlook was very gloomy and uncertain and the trade were inclined to be discouraged. This year conditions are different and the holiday season finds business men in optimistic mood.

SUGAR—The market is quiet and prices are still quoted as follows:

Montreal and B C. granulated, in bbls	5 10
" " in sacks	5 05
" yellow, in bbls	4 70
" " in sacks	4 65
Wallaceburg, in bbls	5 00
" in sacks	5 05
B.C. gunnies granulated, 5-18's to bale, per cwt	5 05
" " " 5-20's " "	5 05
" hard pressed lump, 25's, per cwt	6 25
" " " half bbls., per cwt	6 60
" icing	5 90
" bar sugar	5 70

Icing sugar in bbls.	5 70
" " in boxes	5 90
" " in small quantities	6 20
Powdered sugar, in bbls.	5 40
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls.	6 05
" " in ½-bbls.	6 05
" " in 100-lb cases	6 05

SYRUPS AND MOLASSES—As mentioned last week there is considerable competition in corn syrups and some sales are being made at prices 10c less per case than those quoted below. We quote ruling prices as follows :

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 " "	2 95
" " 10-lb tins, per ½ " "	2 80
" " 20-lb tins, per ¼ " "	2 85
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal.	0 40
New Orleans molasses in ½-bbls, per lb.	0 03½
Porto Rico molasses in ½-bbls., per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

MAPLE PRODUCTS — Selling very slowly. Prices continue as below.

Sugar, 20 lb. boxes ½s. and ¼s	3 00
Syrup gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 55

ROLLED OATS—Prices continue as before.

Rolled oats, 80 lb sacks, per 80 lbs	2 30
" 40 " " 80	2 36
" 20 " " 80	2 40
" 8 " " 80	2 70

CORNMEAL—The local market is steady at the following slightly reduced prices :

Cornmeal, per sack	2 35
" per ½ sack	1 20
" per bale (10, 10's)	2 65

BEANS—The market is weak. Hand-picked are quoted at $2.10 to $2.15 per bushel and the three-pound picker at $2 per bushel.

POT AND PEARL BARLEY—Pot barley is quoted at $2.55 per sack, pearl barley at $3.75 per sack and $1.95 per half-sack.

FOREIGN DRIED FRUITS—The foreign dried fruit market is very firm and nearly every item on the list shows advance or tendencies to advance very shortly. This is particularly true of prunes and other California fruits. We quote :

Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 90
" extra dessert, "	3 85
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" Connoisseur clusters, boxes (5½ lbs).	0 85
Trenor's Valencia raisins, f.o.s., per case, 28's	2 05
" " " 14's	1 00
" " selects " 28's	2 25
" " " " 14's	1 15
" " layers " 28's	2 35
" " " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0 07
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb.	0 08
" ¼ " " "	0 08½
Prunes 90-100 per lb	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 08½
" 40-50 "	0 08½
" 30-40 "	0 09½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb.	0 08½
" dry cleaned, Filiatras, per lb.	0 06½
" wet cleaned, per lb.	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb.	0 08½
Peaches, per lb	0 08½
Apricots, standard, per lb.	0 10½
" choice, per lb	0 11½
Plums, black pitted, per lb	0 11½
Nectarines, per lb.	0 09½
Dates, new, per lb.	0 07

RICE AND TAPIOCA—Only a staple business is being done and there is little interest being displayed. Patna rice is quoted now at 4⅝c per lb. and Rangoon at 3¾c.

EVAPORATED APPLES — Wholesalers are still selling their first shipments at 7⅝c per lb., but on the basis of present prices in the East an early advance is expected.

HONEY—Supplies are hard to obtain. Prices are quoted as follows :

Honey, 2½ lb. tins, in case 24	8 75
" 5 " " 12	8 50

SPANISH ONIONS—New stock is quoted at $1.15 per crate.

NUTS—

Shelled Walnuts, in boxes, per lb.	0 27
" " small lots, per lb.	0 29
" Almonds, in boxes, per lb.	0 27
" " small lots, per lb.	0 29

CANNED GOODS—There is some tendency towards an advance in local prices of canned peas, but competition is very keen and in spite of short supplies the low prices quoted below still obtain very generally. We quote :

FRUITS.

	Group No. 1	Groups No. 2 & 3
	Group No. 1	Groups Nos. 2-3
Apples—3's standard, per case	$2.44	$2.34
" Gallons, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	4.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie, unpeeled, gallons	2.42½	2.40
" pie, peeled, gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe l.s. 2's		2.78
" Globe l.s. 3's		4.14
Plums—Damson l.s. 2's	2.28	2.18
" Lombard l.s. 2's	2.28	2.18
" Green Gage l.s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red, gallons	3.80	3.77½
" black 2's	4.18	4.08
" black, gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards, 2's	1.88	1.55
Early June, 2's	1.98	1.65
Sweet Wrinkle, 2's	2.18	1.85
Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes, 2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz.	1 25
Corned beef " 2's per doz.	2 70
" " 1's "	1 50
Roast beef	
" 1's, per doz	1 50
" 2's. "	2 70
Potted meats, ½'s, per doz.	0 55
Veal loaf ½ lb., per doz.	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz.	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	1 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

GROWING VEGETABLES THE YEAR ROUND.

Carried on With Success by Three Farms Near London, Ont.—A Developing Industry.

Special Correspondence of The Canadian Grocer.

London, Dec. 2.—That Canada is capable of producing, and does produce, vegetables the year round, is a fact that is not generally known, and it may come as a surprise to know that quite a tidy sum is invested in and reaped from the raising and sending to market of Canadian vegetables in winter time.

With the opening of the Great Canadian West the older parts of Canada have had to look to their laurels in the matter of wheat production, and in common with the other Provinces, Ontario in accepting the changing conditions is adapting itself to mixed farming. Some counties in Western Ontario at one time given almost wholly to wheat are now devoting their attention to the dairying industry, although, perhaps, not to the extent they might. Other sections, especially those near centres of population, have gone in for the raising of garden truck, and so well satisfied are the growers that a number of them have been experimenting with winter growing, of course under glass and in hot houses.

At the present time, in the vicinity of London alone, there are three companies which have invested from $10,000 to $25,000 each in farms for the raising of vegetables and greens in the winter time, and it would be no exaggeration to say that from $75,000 to $100,000 is invested in these truck farms in close proximity to that city. There are a number of similar farms between London and Lake Erie on the south, and between London and the Detroit River on the west. It will thus be seen that probably $300,000 is invested in this industry, if so it may be called. That it must pay handsomely is evidenced by the fact that one of the London concerns paid last winter between $4,000 and $5,000 per month for fuel and running expenses.

This industry, so far as we know, has not been mentioned before, not even in Government reports, and even the fact that some of these vegetables won first prize at the recent horticultural show in Toronto went by practically unnoticed. The industry is not of mushroom growth, and the probability is that it was taken as a matter of course. It does show, however, that Canada is capable of producing more than many of us even dreamt of.

The principal lines are tomatoes, lettuce and celery, and also cucumbers and radishes. London, St. Thomas and towns in that vicinity have enjoyed these vegetables for a number of years back, and several years ago they were introduced to Detroit. That city now takes great quantities of them. Last winter some trial shipments went forward to Toronto, and this winter double the quantity will be sent. As to price, they easily undersell imported lines. The retail stores in London let tomatoes go at 10 cents a pound, or three pounds for a quarter, and lettuce sells at two bunches for 5 cents. The quality, size and color are the same as native tomatoes which are offered in early September.

WHAT IS A LEGITIMATE RETAILER?

New York Grocer Obtains Opinions of Trade Leaders and Trade Papers on Much-Discussed Question—Matter Hinges on Where He Buys.

L. J. Callanan, a retail grocer, of New York City, and an uncompromising champion of direct buying in the grocery trade, some time ago issued a circular letter asking, "What is a legitimate retailer?" In a letter to the New York Journal of Commerce a few days ago Mr. Callanan tells something of the replies he received: The letter, which is given herewith, will be of interest to grocers in Canada as well as to those across the line:

"On September 5, 1908, I addressed a letter to the president of the Southern Wholesale Grocers' Association asking him to define the use of the word 'legitimate-retailer.' He was reported to have said in an address which he delivered at a meeting of the Southern Wholesale Grocers' Association, 'that while this is an organization of wholesalers, we must and should unceasingly recognize and care for, just as far as courtesy and the laws will permit us, the best rights and interests of the legitimate retailers.' I received no answer.

"I also mailed a copy of the letter to several of the trade papers, to the president and secretary of the National Retail Grocers' Association and to several of the presidents of the State associations. The answers which I received to the inquiry are as follows:

"From C. J. Kramer, president National Retail Grocers' Association: 'That where a retailer can buy in quantity he should be allowed quantity prices.'

"John A. Greene, secretary National Retail Grocers' Association, does not come out flat-footed and say that the manufacturer should not sell the retailer at the quantity price. He hedges on it.

Selling Direct to Consumer.

"C. S. Tuttle, president of New York State Association, defines a legitimate retail grocer as 'any one in the business selling direct to the consuming trade, conducting his business honestly, is a legitimate retail grocer.'

"Henry Lohmann, president of the Brooklyn Association, says. 'The dealer who sells his wares to the consuming public only, and not to be resold in the original packages again, is a legitimate retail grocer.' He recognizes hotels, restaurants and cafes or clubs as the consuming public.

"B. Bischoff, ex-president of the Brooklyn Association, says: 'In my opinion, a legitimate grocer is simply an honest grocer, a man who conducts his business in an honest and lawful manner, and by fair dealing and giving correct weight and measure endeavors to build up and hold trade.'

Buys Wherever He Chooses.

"D. E. Barnum, secretary Retail Grocers' Association, of Binghamton: 'A legitimate retail grocer is one who sells to the consumer and buys whenever, wherever and in such quantities as he chooses.'

"Joseph A. Weiss, president of the Rochester Retail Grocers' Association, answered as follows: 'If the question, "Who is a legitimate retailer?" would be answered by a retailer, he would probably say that a legitimate retailer is a grocer who conducts his business in a business like way, viz: who buys his goods at the best bargain and pays his bills when due; who sells at a living profit and refuses to support the dead beats; who respects the law of the country and the law of man, etc.'

"W. B. Timms, of Austin, Nichols & Co., New York, says: 'My individual opinion is that every retail grocer who sells goods to consumers is a legitimate retail grocer. I am sure I don't see how he could be anything else.'

'William Smedley, secretary of the Retail Grocers' Association of Philadelphia, says: 'I do not know what the president of the Southern Wholesale Grocers' Association means by a 'legitimate retail grocer.' The average jobber is of the opinion that a legitimate retail grocer is one who permits himself to be furnished with goods exclusively from the wholesaler and who also permits a fatherly influence to be exerted over him by the jobber; in other words, a legitimate retail grocer, according to the definition of our friends, is one who does not think or act for himself and who shall remain forever in the place he started.'

"Henry Farmer, Green Island, N.Y., says: 'My definition of a legitimate retail grocer is one who sells his goods to consumers for a fair profit, not trying to cut his brother grocer's head off and is not connected with or backed by any wholesale grocery house.'

Query a Poser.

'The American Grocer, of September 16, 1908, says: 'To the American Grocer a legitimate retailer is one who fairly and honestly distributes food products by the pound, package or other small quantity in such an efficient manner as gives him pre-eminence over the incompetent, ignorant, lazy, shiftless distributors, and who buys his goods in a way which enables him to render the public a satisfactory and imperative service at the lowest possible cost consistent with a fair return for the use of the grocer's time, money and knowledge. Large retail houses have bought for years the carload or maximum quantities established by producers, manufacturers and packers. If the magnitude of the retailer's business permits him to buy in quantity lots, I say, no producer, manufacturer or packer, has business, legal or moral right to refuse to sell the retailer direct. It looks much to me like interference with equal trade conditions to refuse to sell a "quantity" to the retailer. As it is known that the "jobber" enters the retailer's legitimate field, it is exceptionally strong business reasoning to insist that "jobber" and retailer alike should buy to-day the "quantity at quantity price." If the large retailer is unjustly operated against, he may accept the situation, but let him at once get his own brand of a good flour and his own A1 brands of staples, canned goods etc. The consumer of to-day, if he has confidence in his dealer, will accept on trial the retailer's own brands, and proving these good will buy them just as quickly every time. It also gives a definition from a man whom it considers "one of the brightest and best distributors of food products at retail," as follows:—"A legitimate retailer is a merchant who can successfully buy and sell goods and retain a legitimate profit to further promote and operate his business. The manufacturer should sell goods to anyone in the retail business who can dispose of the goods within a reasonable length of time and pay his bills promptly."'

"The Grocer and Country Merchant and Tobacconist, of San Francisco, Cal., answered as follows: 'Who is a legitimate retailer? Well, we know what Mr. Callanan means when he asks the question, so we won't beat about the bush at all. A legitimate retailer or legitimate wholesaler, either, for that matter, is one who buys his goods in the cheapest market, whether he does so by means of an exchange or otherwise. He who fails to observe this rule may be legitimate, according to Mr. Van Hoose's idea, but he is certainly not calculated to last long in the business world.'

Render Public a Service.

"The Grocery World and General Merchant gives an explanation as follows: '"Who is a legitimate retailer?" At first glance the above looked very easy, but custom and the needs of the trade have so broken into the old lines which formerly divided the wholesaler from the retailer that a definition of the modern interpretation of a retailer proves not so easy. The word is easy to define if a retailer is considered as a combination of two functions—first as a buyer and then as a seller. As a buyer, the Grocery World and General Merchant believes that the designation "retailer" should not be used at all; that small and large buyers should no longer be divided into "retailers" and "jobbers." The reason for this is that some retailers buy in the largest jobbing quantities, while some jobbers buy in what are ordinarily considered retail quantities. Hence the absurdity of classing all those who sell consumers as retailers and therefore compelling them to buy of jobbers; also of classing all who sell to the retailer as "jobbers" and permitting them to buy of the manufacturer. In buying there is only one rational way to divide buyers, and that is on the basis of quantity. All who buy more than a certain fixed quantity should be held to be jobbing buyers and should buy direct from the manufacturers. All who cannot buy in such quantities should be denied the right to buy from the manufacturer, but should buy of any other large buyer they like. And that whether the small buyer is usually considered a "jobber" or a "retailer."'

News of the Canadian Grocery Trade

Western Canada Notes

Florida Bananas Coming to Vancouver—Also Quantities of Scotch Sugar—New Wholesale Warehouse in Saskatoon.

VANCOUVER.

November 30.—Bananas by the carload are now being brought in from Florida to the Victoria markets, which is the largest single shipment of this kind received there. The supply has generally been obtained from Seattle or Vancouver. The present shipment is much better than usual. Last year the fruit was too ripe and would not keep. The retail price is 30c.

Regular monthly shipments of sugar from Glasgow are being received in Vancouver, following the experimental consignments. These are made possible by the running to this port of the big liners from Liverpool, which give direct and prompt service. The sugar sometimes arrives in gunny sacks, which is not a favorable method of shipment, as they get damp and the sugar cakes. When the sacks are packed in barrels this condition is obviated.

R. P. Bradley has purchased the stock and goodwill of Mr. Hardy, the Mount Pleasant groceryman. He will enlarge the premises and increase the stock.

Mr. McNair the recent purchaser of Thomas Phillips' interest in the Phillips & Locklin store on Ninth Avenue, has now taken over the interest also of Mr. Locklin. Mr. Locklin will devote his time to his real estate at Point Grey for the immediate future.

J. G. Hutchinson, the pioneer grocer at Hillcrest, which is on Westminster Avenue, just at the city limits, while tearing down a greenhouse last week fell and struck his head on a piece of glass. A nasty gash was inflicted just above the eye, but the optic was not injured.

Nearly every grocer in Vancouver, personally knew Ernest C. Pendray, of Victoria, who was killed on Tuesday of last week, as he traveled here for the Pendray Soap Works, he being a partner with his father and brother. He was seated in a truck, when the horses shied at a passing automobile, and he was thrown out, the wheels of the wagon passing over his head. Death was instantaneous. He leaves a wife and two children.

German-American capitalists, who already operate a condensed milk factory at Mount Vernon, Washington State, have taken over the old factory in New Westminster, formerly occupied by Mr. Payne. Arrangements are now being made with the farmers in the surrounding district for a milk supply, and a fast gasoline boat will be placed on the river. This is not the first venture along this line on the Fraser River. Some years ago a condensed milk factory was established at Mission Junction, but this has not been in operation for some years. The Fraser River country evidently appeals to men in that line of business, as it is a fine place for dairying, and a boat on the river gives a cheap method of transportation through a large territory.

B. H. Fox, secretary-treasurer of the Kootenay Jam Company, Nelson, has left for England to arrange for the issue there of the company's prospectus. He expects to be back in January. In the meantime the work for the new factory of the company is going ahead, the contract for the excavation having been let.

New fishing companies are being spoken of to operate in northern waters with trawlers. It is pointed out that every part of the catch can be utilized in preparing the food fish for the local and Eastern markets, curing the smaller edible varieties, and turning the others into guano and oil.

Some of the apples coming in from Washington State are not of the very finest. Northern Spies to hand are not as well colored as they might be, and the lack of exposure to the sun, while on the tree has the effect of giving them a green taste, which is noticeable in contrast with mellow fruit. The apples, though, are sound and well packed and graded.

Large shipments of apples have been made recently from the Coldstream ranch at Vernon. About 35,000 boxes have been shipped, the distribution being between Winnipeg and Vancouver. Six carloads, or 3,300 boxes, were sent off to England and Australia. It is approximated that the total yield will be about 75 carloads, or 42,000 boxes, giving 560 boxes to a car. In addition, 14 carloads of potatoes were shipped. Samuel A. H. Drew, secretary of the company, states that the price of apples this year was low, and the conditions that are operating to the detriment of the fruit industry in this respect will be investigated during the winter and a remedy sought.

SASKATOON.

December 1.—T. J. Agnew has been elected president of the Farmers' Milling and Elevator Co., of Prince Albert. He succeeds the late Mayor R. S. Cook, who was president of the company since its organization.

H. J. Nosworthy, representing the Young-Thomas Soap Co., of Regina, was in town a few days ago. He stated while here that he would probably open an office in Saskatoon and work his route from here. The advantage of having the different railroads branching from here in all directions makes it easier for him to operate his territory from this point.

A new flour and feed business has been added to the numerous establishments on First Avenue by Thompson & Needham. They will handle hay, oats and stock foods, besides farm produce in the shape of potatoes, butter and eggs in wholesale and retail quantities. Seed grains will also be a specialty. J. C. Thompson comes from Orangeville, Ont., while his partner, C. A. Needham, comes from London.

The A. McDonald Co., wholesale grocers, are now doing business in their new warehouse on Twenty-third Street.

PRINCE ALBERT.

November 30.—With the building of the new line of railway from here to Battleford, the importance of Prince Albert as a wholesale centre has been greatly increased. New territory will be opened up which can best be served from this centre. Already the wholesale grocery trade of this year is better than in any previous season. With the amount of construction work and lumbering going on the outlook is very good for the future.

The local branch of G. F. & J. Galt is now doing business in their new location, the warehouse having been moved to Second Avenue. It was found to be in the way of the new line of railway, and, along with the stock of groceries, it was moved. The occasion was taken advantage of by the firm and an addition was made to the building, which adds considerably to the capacity of the structure. Salt is stored in the big basement, and an arrangement will soon be completed whereby the barrels will be transferred directly from the cars to its proper place.

There is quite a keen demand for good grade wheat for milling purposes. In fact, farmers are getting a good price for their product. This should be a stimulus for grain growers to increase their acreage next year. With the opening up of the new territory by the railway a bigger supply of wheat should be handled in the Prince Albert market. The new source of supply will enable millers to purchase cereals at the country stations along the line. This will give the mills an ample supply of raw material for flour and so to better supply the growing demand. If the demand is to be fully met it will mean a big increase in acreage under crop, as well as more mills in the near future.

KINLEY, SASK.

November 30.—Business in town is improving with the cold weather. This is fast becoming a grain centre and wheat keeps pouring in from all sides to the

elevators. This is good for business as the farmers usually leave an order at the stores when they dispose of their grain. The Atlas elevator, which has a capacity of 30,000 bushels, is now complete.

Kinley has now fifteen places of business. Among them are two general stores, one restaurant, one butcher shop and two elevators.

W. Henderson has taken a position in E. S. Rose's general store.

J. E. Dalrymple, assistant freight traffic manager, C.P.R., was in town lately, and it is expected that as the result of his visit there will be a better train service soon.

Quebec and the Maritime Provinces

Grocers Represented in Westmount Council—Brisk Business in St. John—Large Apple Shipments From Halifax.

HALIFAX.

December 1.—The grocery trade is brisk in all lines. The wholesalers report a decided improvement in collections and the prospects are bright for busy times from now until Christmas. Prices on the whole are fairly steady. The moderate priees for dried fruits have made the demand good, and heavy sales are reported in these lines. The new stock of walnuts has arrived and the dealers say that the quality is very fine. The crop of prunes has been shipped and will be here in a couple of weeks. Large sales are reported of beef, pork, lard, flour, meal. The goods are being shipped principally to the outports.

The market is well supplied with all seasonable fruit. Jamaica oranges are now coming in quite freely, but the demand is only fair. They are quoted at $4.50 to $5 per barrel, repacked. Floridas are selling at $3.50 per case, and lemons at $6. Bananas are becoming very scarce and the stock offering is of very poor quality. They are selling from $2 to $2.50 per bunch. Winter pears are quoted $2 to $2.25 per half barrel, and cranberries (Nova Scotia) from $5 to $6.50 per barrel.

Apples continue to go forward to the British market in large quantities, the steamers sailing this week having from 10,000 to 14,000 barrels each. Locally there is a good demand for first-class fruit. There is an unusually large quantity of No. 3 fruit on the market, which the grocer evidently wants to work off before sending in his best stock. No. 1 Kings are quoted at $3, and Spies the same. Some good Gravensteins were offered for sale this week, and they were quickly bought up at $2.50 per barrel. The fruit was in exceptionally fine condition for so late in the season. About three hundred thousand barrels of apples have been shipped from here so far.

The produce business on Prince Edward Island this season is enormous. Up to the present time it is estimated that two hundred thousand bushels of potatoes have been exported. In addition, large quantities of turnips, oats, hogs, sheep and poultry have been sent away from the island. So far, this season 80,000 bushels of island potatoes have been received here. The receipts of oats are also very heavy, nearly 24,000 bushels coming here from the island. Potatoes are quoted at 30 cents per bushel. The steamers sailing for the West Indies and Havana are taking large quantities of produce. The shipments of potatoes to the Cuban market are very heavy. They are nearly all Nova Scotia-grown potatoes and they command a good price. Cabbage are now coming to the market in large quantities.

The receipts of fresh laid eggs are very limited. Case eggs are in good supply and are quoted at 25 cents per dozen. During the week fresh laid stock retailed at 40 cents per dozen.

Butter shows little change in price. It is in good demand and all stock marketed is quickly bought up. There is barely enough creamery butter coming to the market to supply the local demand.

Sugar is firm, and no immediate change is looked for as regards price. The West India line steamer Ocamo, which arrived here this week, landed 12,514 bags of sugar for the Acadia Sugar Refinery Company.

The fish business is rather dull at the present time. The market is heavily stocked with dry fish and the prices are very low. Large cargoes of dry codfish are now being marketed here, but the exports are comparatively light. There is a good demand for pickled fish, such as mackerel and herring. Nova Scotia mackerel in the Boston markets are bringing good prices. Fresh fish are scarce, halibut being particularly so. There is a good demand for fresh cod, haddock and halibut. Smelts are also very scarce.

It is estimated that upwards of twelve thousand quintals of dry fish were landed from vessels at Halifax this week.

The fruit and confectionery business in the old post office building at Bridgetown, which has been conducted during the past year by Mrs Longeley, has been purchased by the former proprietress, Mrs. A. J. Weir, who is opening a new stock for the Christmas trade.

ST. JOHN.

December 1.—Business continues brisk and collections are fair. There has been but slight change in prices during the past week. In the produce market eggs are exceptionally high, 50 to 60 cents a dozen being the retail quotation for fresh stock. Butter is also high and is retailing at 28c to 34c a pound.

The steamer Talisman, of the St. John-Boston-Cuba line, sailed for Havana Friday, November 20, taking away 200 drums of fish, 100 tons of hay and 5,000 barrels of potatoes. On the steamer's last trip from St. John she also had a full cargo, three-quarters of which was supplied by St. John merchants. The service is proving an even greater success than the promoters had anticipated and there is now talk of securing a steamer of greater capacity. It would not be surprising if a much larger boat is on the route in a short time.

The Maritime Commercial Travelers' Association will hold its annual banquet this year in the Royal Hotel, St. John, on Thursday, December 17.

The committee who have the arrangements in hand are now negotiating with a number of notable personages to attend and address the gathering. R. E. March, of Hampton, who was recently elected president, is the first New Brunswicker to hold that office. He will preside at the banquet. The last time St. John was favored for the occasion was four years ago. Last year's affair was held in Halifax.—W. E. H.

MONTREAL.

December 1.—The last ocean-bound boat of the season left port on Wednesday last. This was the Numidian, of the Allan Line, bound for Glasgow. In reviewing business for the year, George Hannah, passenger manager of the line, said. "Unlike the years 1906 and 1907, we are unable to report an increase in passenger traffic, and the passenger business of the year will share with all other businesses in reporting diminished business. The year 1907, its immediate predecessor, was, it is said, the greatest in the history of St. Lawrence navigation. A few years previous, business had been steadily growing from year to year, the general prosperity of the country drawing to itself large bodies of immigrants from Europe, especially from Great Britain."

Continuing, Mr. Hannah reviewed the year's business, giving figures which showed a large falling off, and in closing remarked: "It is unfortunate that the St. Lawrence route cannot provide facilities for this large efflux of people, and that annually we have to close the port in the very midst of a very large traffic. It is to be hoped the prophecy of our chief engineer of the harbor will be fulfilled at an early date, when we can at least keep navigation opened on the St. Lawrence from the port of Quebec until the middle of December, and thus be able to add to the numbers, practically the entire movement for nine months of the year, beginning April 1, instead of May 1."

W. Wesley Galbraith, of William Galbraith & Son, St. Peter St., has joined the ranks of the benedicts, having taken a wife in the person of Miss Helen

Katherine Hausen, of Westmount. The ceremony was performed by the Rev. R. Corrigan, of the Westmount Methodist Church. Mr. and Mrs. Galbraith left for New York and other points in the United States.

Nelson Bickerdike has opened a meat provision business at 272 St. Paul St. Mr. Bickerdike engages in this business during the winter while navigation is closed, being a shipping inspector during the season.

Perhaps one of the most attractive business premises and show rooms in the city is that of the Magi Caledonia Water Co., St. Catherine St. W. The window is always neatly dressed with bottles of Caledonia water, arranged with geometrical precision. The whole place presents an appearance of quiet dignity and good taste.

Frank Cote, representing R. E. Boyd & Co., St. James St., has returned to the city from a trip through the Eastern Townships.

The grocery and provision business has a good share of representation in the Westmount City Council. The destinies of that city have been presided over for the last year by a prominent wholesale grocer of Montreal, namely, William Galbraith. In view of the expiration of his term of office, John McKergow, of A. A. Ayer & Co., was approached by a large number of his friends who requested him to accept nomination for the Mayoralty. This honor, however, Mr. McKergow felt disposed to decline, and T. A. Trenholme, the big Montreal dairyman, was asked to accept the nomination. Two other gentlemen have been put forward by their friends as candidates for the position so an interesting time is expected in this quarter where municipal contests have always possessed considerable virility.

GEORGETOWN, P.E.I.

November 30.—J. C. Manuel is making a specialty of butter, cheese and meats. He believes in getting after the business neglected by others. He handles things in a neat and attractive manner, a very important feature in a present-day grocery.

Last week A. Maclean & Co. had a unique sausage window. While very simple in character the effect was good. This week they are showing a select lot of dried fruits.

Granulated sugar still retails at five and one-half cents, and it is to be hoped that no grocer will get reckless and cut prices.

In the provincial elections held last week, Archibald J. MacDonald, senior member of A. A. MacDonald & Bros., was elected junior member for the Georgetown district. Mr. MacDonald is a Conservative and was only defeated once by a majority of one in his forty years of political life. He is a brother of Senator MacDonald, of Charlottetown.

The grocery store on the corner of Kent and Queen Streets, Charlottetown, has changed hands. It is now owned by Herbert Chappelle. Mr. Chappelle is a bright young man and intends to treat the public with the best and with promptness in delivery. Judging from what he is doing he does not intend to neglect advertising anyway.

Sanderson & Co., Charlottetown, have advertised a fifteen days' sale for cash only. The bargains they are offering in new dried fruits and staple groceries should pull trade.

It is estimated that about 1,200 tons of cheese and 250 tons of butter will represent the dairy output of the island this year. The average price of cheese was about 11¾ cents per lb., and at the last sale for the season a few weeks ago, 12 1-16 cents were paid. The cheese factories have closed and butter making is now in full swing. The price for creamery butter is from 26c to 27c per lb., and the prospects for winter butter making were never brighter. The value of the cheese exported for the year will amount to about $280,000, and of butter about $135,000.

L. A. Haszard has opened a new grocery at 173 Grafton Street, Charlottetown. It is his intention to carry a full line of groceries.

The local market stands as follows:—Eggs, 20c to 22c; butter, 21c to 27c; oats, 40c to 41c; potatoes, 18c to 20c; pork, 6½c to 7½c; hay (pressed) $8 to $8.50; geese, 8c to 9c; turkeys, 11c to 12c; chickens, 9c; fowl, 6c to 7c.

Business, now that both the federal and provincial elections are over, is good; collections are fair, and should there be good roads the prospects were never brighter for a bumper Christmas trade.

A prominent shipper, of Charlottetown, estimates that about 200,000 bushels of potatoes were exported from the island this fall. Of the early varieties the Dakota Reds proved the most profitable. Owing to the dry season, the potatoes contained more starch than usual, and the factories ground up a record quantity. Of late the farmers have not been bringing many to market, owing to the uncertain weather, and to the fact that the price, 18c to 20c, is not a strong inducement. It is evident that a large quantity will be held over until the spring.

A few smelts are being shipped already by express to New York, notwithstanding the mild weather.

From Ontario Correspondents

London Grocers Win Bowling Match—Ottawa is Fighting the Peddling Nuisance —Guelph Has a New Butter By-law on the Market.

LONDON.

December 1.—Wholesale men are complaining that business is somewhat disappointing, the past month, as a whole, not being up to the mark. Those of them who are ordering goods do so sparingly, and to meet immediate wants, stocktaking will shortly be the order of the day. Retail trade in the city is quiet.

The London Grocers and St. Thomas bowling teams met here in a return match on Friday evening, the Londoners winning by a total of 215 pins. Millsen, of the Grocers, distinguished himself by making the high single score of 198, and tied with Collins for the high aggregate. The score:

GROCERS.				
Millson	198	161	147—	506
Collins	165	177	164—	506
Nopper	197	147	155—	499
Ranahan	176	146	137—	459
Grandage	159	184	156—	499
	895	815	759	2,469
LOCKE'S STARS.				
Scott	148	151	129—	428
Bond	195	134	166—	495
Pearse	163	143	156—	462
Locke	163	140	101—	404
Evans	159	157	149—	465
	828	725	701	2,254

The quarantine at border points on cattle coming in from the States of Pennsylvania and New York is having a stimulating effect on local markets, and an advance in prices is regarded as certain. It is reported that the packing companies have also received largely increased orders, and are sending out special agents to buy up cattle. About twenty cars of Canadian cattle left this city Friday night by the different railways for eastern points, and although the railways are losing to some extent in through traffic as a result of the quarantine, there is compensating advantage in the increased traffic they are getting at different points throughout this district.

It is now definitely announced that the chief condition upon which the Canadian Packing Company will rebuild its burned factory here is that it be given power to establish and control a public abattoir. As the City Council some years ago failed to induce the Legislature to grant such a privilege to another private concern, it is difficult to see how the packing company can hope to secure it now. The inclination of the legislators is in favor of leaving such establishments solely in the hands of the municipalities, as it is feared that, controlled by a private company, it would become a monopoly.

At the next meeting of the Retail Grocers' Association steps will be taken to, if possible, stop price-cutting, which is reported to be quite prevalent in the outskirts among small dealers.

GALT.

December 1.—November has gone and Galt merchants report a most gratifying increase in business over the same month last year Of course times this year were considerably better. All the stores are well stocked up for the Christmas trade and the month of December promises to be ahead of the same month in any previous year. To help this expectation along there is the fact that there are no unemployed in Galt, a statement which can probably be made by no other town

in Ontario at the present time. There is no evidence of the stringent financial conditions which prevailed at this time last year, when the general opinion was to the effect that Ontario was destined to witness a five-year famine. That impression has been dispelled and the country, as far as can be ascertained, is most optimistic over the future. And so passeth the financial depression of 1907-08.

The market on Saturday was exceptionally large. Poultry and fresh meat were the features. Chickens sold at from 40c to 75c each. The very young birds, which carried a guarantee that they were tender, were retailed at 12c per pound. Eggs were 30c per dozen, and from present indications it looks as though the price of this necessity will reach a record figure during the coming winter. Butter advanced from 28c to 30c per pound, and it is just possible that a further advance will occur in the near future. However, the many creameries established through Waterloo County during the recent year will probably operate in keeping down the price of butter. Beef sold at 6½c to 7c per pound, and pork at the same figure. Potatoes were 70c per bag.

Speaking of the high prices demanded for farm produce during the present year, in conversation with your correspondent, John R. Blake, Galt's police magistrate, gave some interesting information regarding the prices prevailing 35 years ago. "At that time," said the magistrate, "you could buy eggs for from 8c to 10c per dozen, and at times I have seen them selling at six dozen for 25c. Butter, and the very best at that, was 15c per pound, and often two pounds for a shilling. Potatoes could be had in any quantity for 15c per bushel, and beef by the quarter was 2½c per pound. The farmers at that time drew in the best of hardwood, which was worth $2.50 per cord, and I have often seen as many as fifty loads lined up on the market. Other prices were equally low, a quart of the best rye whiskey could be had for 35c." On being questioned as to the difference in prices now prevailing, the magistrate gave it as his opinion that the increases were due to the phenomenal increase in exports. "In those days the farmers for miles around had to depend upon the towns nearby to purchase their produce. Now they don't have to move off their farms. An agent comes around and his butter, eggs, etc., are bought, packed and shipped to the Old Country. In those days," concluded Mr. Blake, "the boy with five cents a week spending money was counted as a prince among his companions."

The Galt Poultry Association have just completed a three-day poultry show, which was a big success. There were over 1,000 birds on exhibition and the organization will have a neat little surplus. Some little trouble was experienced in securing the market building for this event, as it was feared that the odor would be disagreeable to the marketers, but by the liberal use of disinfectants the building was in fine shape for the Saturday market. The show will be an annual affair.

Do the correspondents of The Grocer study carefully what their contemporaries in other towns and cities have to say weekly? If not, they should do so. Conditions prevailing in other towns have a direct influence in their own town, and to be able to review the condition of trade with any degree of accuracy they must necessarily be well informed on conditions generally throughout the Province. And the best way to get such information is to read what fellow correspondents report.

The municipal elections are drawing near, and in a number of towns the Retail Merchants' Association are considering nominating a candidate for aldermanic honors. The merchants of a town are necessarily vitally interested in all public events, and it seems only right that they should have a representative on the municipal board. The Galt Association will consider the matter at their next meeting.

It is understood that Ald. Radigan, the Main Street grocer, who has served faithfully during the past year, will again be a candidate for the Council, and his record should entitle him to be returned. He has a host of friends who will probably return him to office.

The Chatham correspondent is advising purchasers to give the merchant their street and number. Chatham merchants should be well satisfied that the streets are named and numbered. Galt, progressive in almost everything else, still retains the backwoods system of giving locations by the statements that So-and-So lives two doors past the ———— church, or three doors from the corner of such-and-such a street. It is possible that the Council of next year will remedy this state of affairs.

Apples are a scarce commodity in Galt just at present. That is real good apples. Of course you can get the small, scabby variety in abundance, but if you want Russets or Greenings, they will cost you $3 per barrel, and Spies are even higher. Again the export trade seems to be taking from the home consumer.

The Guelph correspondent had a real inspiration when he suggested that the merchant give "the boys" something other than the usual box of cigars. The boys would undoubtedly appreciate the smokes, but a book or a subscription to The Grocer would be equally appreciated and of a more lasting character.

The new oranges are coming in, but as yet they are extremely small and sour. The merchants are somewhat at a loss to explain this, but they confidently expect that the next shipment will be up to the standard. That they are exceptionally small may be gathered from the fact that an Italian vendor who holds a stand on the market was heard explaining on Saturday morning that he was not selling lemons, but oranges.

A number of local grocers are laying in a supply of Christmas stockings—those receptacles which hold everything from a little whistle to a bologna sausage. The demand for these novelties is said to have been large last year.

Miss Lottie Smith and Miss Isobel Anderson, who preside over the office staff at Sloan's, are enthusiastic supporters of The Grocer, and eagerly await its arrival each Friday.

OTTAWA.

December 1.—The Ottawa Retail Grocers' Association, held its semi-monthly meeting on Wednesday, November 25. When the question of peddlers, hawkers and transient traders, came up for considerable discussion. This question has been a sore one for some time to the retail merchants—and when brought before the City Council in February last, they were turned down by that body on account of the by-laws being in such a state that no one knew where they were at. However, a committee appointed recently laid the case in the hands of A. E. Fripp, M.L.A., with instructions to hunt up the old by-laws governing the peddlers, hawkers and transient traders. These were laid before the grocers on Wednesday last, and the opinion was generally expressed that the by-laws affecting the privileges of such classes of traders should be changed. It was suggested, moreover, that the condition of market by-laws generally demanded attention as the frequent changes and amendments made in connection with them had left them in more or less confused shape. The association had in its possession for use in its consideration of the question of amending market by-laws, an opinion from its solicitor, who reviewed certain sections of the laws as they stand at present and offered suggestions as to the course to be pursued in regard to modifications. The matter had been referred to a committee at a previous meeting, and the report was presented by Secretary A. G. Johnson and H. C. Ellis. It was shown that in the present position of the by-law defining the rights of peddlers it was possible for a market vendor to pay his market fee, $10, and then dispose by house to house sale of anything remaining unsold at the close of the market. This regulation served as a loophole for evasions of the real purpose of the law. Mr. Fripp expressed the opinion that the law was intended to confer a special privilege on farmers who did not sell all their produce on the market. The Transient Traders' Law, it was shown, had also proved defective in one respect in that it did not furnish a basis on which a person of the transient trader class taking orders in the city and sending the goods later could be convicted. The final action of the association in the matter was to leave the communication from Mr. Fripp in the hands of the executive, with instructions that it consider the question in the light of its information and report concerning further action. Generally speaking, Mr. Fripp's advice was to the effect that legislation be sought from the Legislature granting permission for the municipal authorities to enact such by-laws as were desired. The association decided also that the co-

operation of other retail associations in the city, who are concerned in the matter, be sought.

It may be a little early to think of the Queen's birthday, but the Retail Grocers are going to do all in their power to try and prohibit the sale of firecrackers, as merchants are in a state of uneasiness around that date, and unable to enjoy the holiday, fearing fire on their premises.

Duncan Bell, manager of Bryson, Graham's grocery department, has the sympathy of the Ottawa grocers in his recent bereavement by which he lost his son through drowning, a fine young fellow only 19 years of age.

GUELPH.

December 1.—The new butter by-law, allowing the police the privilege of confiscating all short weight butter on the Guelph market, was passed by the City Council after a great deal of comment last Monday night. Some of the aldermen thought it would drive some farmers away from the market, but those few who would not come for that reason we are perhaps better without.

The Preston Retail Merchants' Association, according to notices in their windows, will not in future buy tickets or advertise on programmes for local entertainments or fall shows, except where the association as a body sanctions it.

The retail merchants ought to take up the matter of having Wyndham Street and the business sections watered after the regular season is over. Last Saturday, for instance, the dust was something awful and was piled up in doorways and on the outside displays in inches almost. It would not cost very much for those odd days and greatly improve the conditions, both for the merchants and also the great number of shoppers.

The great Winter Fair and Fat Stock Show this year promises to be equal to or better than ever this year. A great many new features are again to be introduced, among them being lectures on the butter and cheese business, and the gro-

A FINE TORONTO GROCERY—Store of D. W. Clark, 248 Avenue Road.

Chas. E. Buckler, representing the Park, Blackwell Co., Toronto, has been in the city for the past week calling on the trade and reports on business favorably. The boys are always glad to see "Buck," as he always has with him the Quaker Oats Smile—and that laugh!

E. Vandiver, of Bon Ami, has been calling on the trade. He is still as short as ever in size, but able to send in the long orders.

President Wm. York, of the Ottawa Retail Grocers' Association, has returned to his business from Boston, where he had been visiting his daughter, a nurse, who has been seriously ill with typhoid fever.

The first orange benefit this fall was held on Saturday, and quite a large number were sold.

A local grocer had a new customer call the other day and leave quite an order to be charged. He then called up the grocers in the neighborhood where the party lived to find out something about their credit, and found out they were not good pay, so, of course, did not fill the order. Another grocer called up by 'phone and warned a brother grocer that one of this kind of people had gone down in his neighborhood to live, but even after the warning the grocer was done to the tune of $20. In that case there is not much sympathy.

cers are all making preparations for the increase in trade which always comes with the crowd. Special sales should be in order from now until after the Fair.

The grocers will be all glad to have The Canadian Grocer take a fall out of the peddling nuisance.

Last year at Winter Fair time the local grocers and butchers allowed the Toronto people to gobble up all the turkeys and choice fowl at only a shade better prices than they had to pay at Christmas time themselves, and then had to scour the country within a radius of 50 miles on the day before Christmas for turkeys at any price to fill their orders, and, in some cases, were unable to do so. Some of the turkeys did not

arrive until 11 o'clock on Christmas Eve also. What is the matter with getting after these choice fowl which are always at the Fair and keeping the best for our own trade and letting the other fellows do the chasing after the inferior quality? The farmers nearly all bring in their best before the last day, even if they do not show them.

The retail merchants at their last meeting spent the evening in talking municipal affairs and decided to take an active part in the coming municipal elections.

The market on Saturday was well attended and business was good in the stores, but there were no changes in prices.

STRATFORD.

December 1.—At the Saturday market eggs were few and expensive, only the lucky ones getting away with a dozen at an outlay of less than 30c. The egg scarcity has been noticed for the past two weeks, but it seems to be improving very little and the price is going up each week. Fowl of every kind was plentiful. Chickens, ducks, geese or turkeys could all be procured at a reasonable rate, and there was a good demand. The vegetable market was much the same as last week. Potatoes sold from 60c to 80c per bag, the other prices remaining the same. The greatest change noticed was the price of live hogs, which dropped from $6.10 to $5.75. The market was overcrowded, the Whyte Packing Co. having more than they could handle.

Four carloads of California oranges landed in Stratford during the last ten days for Jas. Lloyd, wholesale fruit dealer. Mr. Lloyd must expect Santa Claus to distribute a lot of oranges for him in this district.

Scooping is the order of the day now with most grocers. The Xmas fruits are all in, and raisins, currants, peels, icings, candies and nuts are finding their way into 1, 2 and 3-lb. parcels. Everybody is getting ready for the Xmas rush. The show windows and store interiors are receiving special attention, and when everything is finished Stratford's stores will present a gala appearance in keeping with this Yuletide season.

The McLeod Milling Co. report good business, their average shipment of flour being two cars a day. In the near future the company intend increasing the capacity of their plant from 300 to 500 bbls. per day.

The R. S. Jones grocery has undergone a slight change within the last few weeks. Anderson Stevenson has become a member of the firm and will undertake the general management, while R. S. Jones will look after the financial end. The firm's name will remain unchanged.

A few of the stores have fine window displays this week. H. T. Barker has two good windows. The background of one is very prettily made; cornflake cartons form a half circle, with a complete circle enclosing a cross on top. The Barnsdale Trading Company's large centre window is showing some fine fruit. White and red form the color scheme, which is carried out even to the price tickets which are white ink on red cardboard.

This year, as in previous years, the seeded raisin boxes have had some rough handling In one grocer's shipment of 25 boxes the ends of no less than 10 boxes had been broken open, and, in some cases, the packages had been emptied out on the floor. If the wholesalers or brokers would advise the shippers to put large nails in the boxes it would often save loss to the grocers.

For a few days during the past week there appeared to be a date famine threatening the city. The wholesalers and a number of retailers alike were minus the palm fruit. One lady mentioned having visited four stores without being able to procure any.

BRACEBRIDGE.

December 1.—Trade here has been rather brisk lately owing to fear of early closing of navigation, heavy shipments of flour, oats, baled hay and merchandise leaving the town wharf daily.

Ed. Kirk, of Kirk Bros., and W. J. Reid, of Hutchison Bros., have returned from a successful hunting trip, the party of seven bringing out twelve fine deer.

Peter Hutchison spent a few days in Toronto last week on business.

Armstrong & Gillespie are having the interior of their store remodeled and repainted, which, when finished, will make it very attractive.

Merchants in town are already arranging for Christmas displays, which this year bid to be greater than ever.

One thing a merchant can do in cooperation with other people in making the front street attractive in any town, is the arranging of window displays, making in itself a welcome to visitors. In Bracebridge window dressing is becoming one of the main factors of attraction in the stores.

I have noticed in some of your correspondence reports of the reduction of peddlers' licenses. I think this a very grave offense, one which the merchants should fight against. My idea is that a license cannot be too high to protect the merchants, who pay such large taxes in all places.

HAMILTON.

As usual the cutting starts on fruit. One grocer succeeded in getting a lot of low grade Valencias which he has put out at 4 lbs. for 25c, but these kind of people do as much harm to themselves as to others and the price of good raisins here is such that any respectable grocer can sell 3 lbs. for 25c and look happy, and to tell the plain truth, I think the consumer is very much pleased with this price, considering the excellent quality of the fruit. The stores are all preparing for the holiday business. People are buying fruits freely and I think the Christmas trade will be as good as last year.

In canned goods prices are sagging. We expect to see tomatoes at 70c before 1st January. They are offering pretty close to that now. Some excellent tomatoes have been put up this year; one line in particular, put up in a new factory; the finest hand-packed goods I ever saw. Peas and corn are selling freely, in most cases at 3 tins for 25c.

A suggestion has been made that all peddlers shall wear a badge, and that all peddling wagons should bear license card and number for the protection of all who have dealings with them. I would like to hear what some of your correspondents think of this.

KINGSTON.

December 1.—Now the winter is setting in, burglaries are in order. Sneak thieves tried to get into Crawford's and Reddin & Co.'s warehouses last week, but the only "Comfort" they got was opening soap boxes. The rummaging and looks of things next morning when the doors were opened and the "Sunlight" let in was a "Surprise" to the clerks and storehousemen.

Carloads of Delaware potatoes are coming in. I am told they are one and the same as Green Mountains. They are bringing 80c to 90c a bag.

Albert Glover brought a car of apples in last week. He has the finest building for storing in the city.

The retail shoe dealers, after a year's experience of selling for cash, have decided to continue the good work and have published the following resolution in a local paper:—"That the merchants' determination to continue the cash system be properly advertised so that they would not be put to the unpleasant necessity of declining to send goods on approval or to charge the same." Will grocers ever reach this happy state? No bills, no books, no hooks, no crooks; nothing but the sunny smile that does not come off. I hope some improvement will come. Retailers have accounts out for months and even years. It is our own fault. We are too easy and afraid of losing trade.

The same old trouble is again asserting itself, viz.: poor parchment paper on rolls and prints. Will the country grocer never learn that it is poor policy not to buy better butter paper. It is one of the most annoying things in the trade for the city merchant to get butter wrapped in poor paper. Often he gets mad and writes the sender to take it back, as he can't be bothered scraping it off. Bad packing is another grievance. Rolls and prints are thrown into a big packing case like cordwood and when opened up are twisted and distorted like a railway wreck. The manufacturers should stop making only the pure parchment. That's the proper way to stop it.

Fred. Armstrong, of Warren Bros., Toronto., was here a few days last week and booked many orders. He has a way of meeting one you can't help but like.

Grocers are filling up their cellars with potatoes, expecting cold weather soon.

W. Richardson has opened up a grocery on Stuart Street.

The citizens want either D. Couper or C. J. Graham to run for the mayoralty. The former is a leading grocer. The latter, once a grocer, now is a large property holder and contractor. Both strenuously opposed the compulsory by-law. D. Couper can hardly spare the time, as he has a lot to attend to, being secretary and treasurer of several societies. If he gets in he will be Dig N Hustle.

ST. CATHARINES.

December 1.—New laid eggs, 40c per dozen. This was the price many paid on the market Saturday last for the genuine article. The grocers report a splendid sale for case eggs, at from 27c to 30c per dozen. Naturally the economical housewife will use case eggs wherever possible when new laid stock are so high in price.

Andrew Foster & Co. have moved from the corner of James and King Streets to King Street, directly opposite the market. Their new store has been refitted and redecorated throughout and looks quite inviting. It is a splendid location for both farm and city trade.

The grocers of Niagara Falls report that many of their customers are being offered canned fruits and vegetables by the case at wholesale prices direct from a canning factory.

PETERBORO.

December 1.—"The Christmas trade is going to be done within the two weeks prior to the holiday," was the remark made by a local grocer to the correspondent a few days ago. As the grocers all know, the trade either extends over a period of six or eight weeks, or it is done within a fortnight. The latter appears to be the case in Peterboro this year, principally because the householders are desirous of keeping their money as long as possible, and also because it is not quite so plentiful as in former years. Last year a local merchant was short $2,000 a couple of days before Christmas Saturday, in comparison with his sales of the previous year, but when the Saturday night arrived he had made up the deficiency, illustrating the fact that purchasing is sometimes peculiar. The grocers find that there are not very large quantities of fruit being sold as yet, but they expect business to become brighter in a couple of weeks' time.

Large quantities of apples are being brought in from the country for shipment to Montreal.

CHATHAM.

December 1.—Christmas trade among the grocers is still rather quiet, though a big business is anticipated when the rush actually commences. Local grocers are many of them bidding for the Christmas trade already by means of suitable window displays, while quite a few have commenced their Christmas advertising. Nevertheless, the public has not yet responded to any perceptible extent, though there has been quite a little extra demand for raisins and currants. Customers, especially those from the country, are still prone to defer their Christmas purchases till the last moment. A merchant who doubled his advertising space some days ago and commenced to bid for the Christmas trade states that the result has been evidenced by a largely increased number of people who have come to look at Christmas goods; but that sales have been only slightly augmented, the public evidently desiring to find out first what the more dilatory dealers would have to offer later in the season. Nevertheless, merchants who have commenced the campaign early are quite confident of securing good results, as the Christmas season is still young.

Richard Reaume, St. Clair Street, has joined the ranks of the advertising grocers, and is making good use of newspaper space just now. Vegetables, butter, eggs and other farm produce at rock bottom prices are featured by Mr. Reaume.

J. W. Dyer, St. Clair Street, is making considerable use of "locals" in pushing his Christmas trade.

Lorne A. Cummings, who has been conducting a small grocery at the corner of Raleigh Street and Lorne Ave., for some months past, made an assignment to W. G. Burrows under date of Nov. 24. The creditors' meeting took place at Chatham on Dec. 2, Dec. 14 being fixed as the date of distribution. The liabilities are placed at $900, while assets are given as $290. Mr. Cummings was a popular young fellow and rather aggressive in the conduct of his business, but he was hampered by lack of capital to start with, and by illness in his family.

Edward Crompton has purchased R. H. Johnston's grocery business at Bothwell, and is now in possession.

Frank C. Peck, the Jeannette's Creek grocer, has added a Stimpson computing scale to his store equipment.

J. Clark & Sons' grocery at Ridgetown had a narrow escape from a disastrous fire last week. A lamp, left in the cellar, was accidentally upset, the burner catching fire on the outside. Wm. Noble, a clerk, with prompt presence of mind, carried the lamp outdoors, and the balance of the incipient blaze was quickly extinguished.

E. Hanson, the Wheatley grocer and general merchant, opened his handsome new store on Saturday. A big grocery and crockery department is a feature. Mr. Hanson started business in 1892, and his trade has steadily increased. The new store has over 7,000 square feet floor space.

The splendid sugar beet crop throughout this part of the country this year has revived the talk of a Chatham sugar factory. The district helps supply three factories, the Wallaceburg concern, and two in Michigan, 700 carloads being shipped over the G.T.R. alone. It is believed that the beets which now go to Michigan would be more than ample to supply a local factory, and Chairman W. H. Westman of the civic industrial committee, is now corresponding with four different American concerns, with a view to having a factory located here.

Though it is very difficult to secure definite figures on the subject, there is little doubt that this year's bean crop is considerably short of expectations, and little, if any, in excess of that of last yeat. Individual yields vary according to the location from poor to good. On the whole, there is less fault found with the quality than with the quantity. Marketing is a trifle slow, the prices offered here ranging from $1.40 to $1.55 a bushel, the latter for choice hand-picked.

A. J. Holland, popularly known as Bert, who formerly conducted a grocery in Blenheim, passed away last week at Albuquerque, New Mexico, where he went some two months ago in search of health. He was 31 years of age.

A missionary campaign in Canada on behalf of British manufacturers is foreshadowed in a letter recently received by Wm. Anderson, president of the Chatham branch of the Retail Merchants' Association.

In the Sept. 4 issue of The Canadian Grocer appeared a strenuous letter from Mr. Anderson with reference to the poor quality of Canadian fruit jars, a subject which has excited much vigorous comment the last few years in the ranks of the retail trade. Mr. Anderson has just received a response which not only shows the far-reaching nature of The Grocer's circulation, but further indicates an early entry of British competition into the glass jar field in Canada. A few days ago Mr. Anderson received a letter from Walter Stark, of Toronto House, Stanley Avenue, Wallasey, Cheshire, who states that he expects in the course of a few weeks to tour Canada in the interests of British manufactured goods. He will represent a list of British manufacturers, and will endeavor by means of free lectures, illustrated by magic lantern slides, to interest Canadian retailers and consumers in British goods. He intends also to show what is being done by British manufacturers in the line of benefitting their employes by providing for manufacture amid surroundings conducive to good health and happiness; this, with a view to leading Canadians, particularly in the West, to build on "Garden City" lines. Literature will also be distributed. Mr. Stark will also aim to secure Canadian agents for British manufacturing firms, with a view to pushing and handling their Canadian trade. Incidentally, Mr. Stark writes as follows with reference to the fruit jar question: "It so happens that I can have agencies for an exceptionally desirable line of British made fruit bottles for sterilizing, and a splendid French bottle with screw rings, similar to your Gem bottle, but very superior in every respect. I am sure you will understand me when I say that I cannot afford to waste time over this line, but if the trade will support me, I shall be prepared to put a line of bottles before them that will be very much to their advantage in every respect." The writer also solicited information with respect to Canadian prices for these goods and the method of handling, asking Mr. Anderson to lay the matter before the Chatham Retail Merchants' Association.

ST. THOMAS.

December 1.—Both markets were very largely attended on Saturday, but prices remained mostly unchanged and there were no features to break the usual routine. Eggs were unusually scarce, however, and sold for as high as 32c per doz.; butter, 27c to 28c; potatoes, 90c per bag of 90 lbs., notwithstanding the fact that two of the leading butcher shops were selling eggs retail at 25c per dozen, and butter 27c per pound. Poultry was in large supply, but were disposed of, chickens, 35c to 40c; ducks, 50c to 60c, and geese at from 90c to $1.10.

The St. Thomas Pork Packing Co. held their first annual stockholders' meeting on Saturday, and it was well attended, a tasty luncheon being served. Quite a number of grocers were present. Objections were raised to the practice of selling the hotels, and the excuse offered was that other packers sold hotels. It is expected that such a practice will be discontinued, as the president and board stated that they were in favor of protecting the retailer.

ANOTHER STEP AGAINST PRESERVATIVES

The report of the Government that chemical preservatives in food products are detrimental to health, is probably the forerunner of an order prohibiting their sale. In so far as your stock is composed of

HEINZ

57 VARIETIES
Pure Food Products

you will suffer no loss. They contain no artificial preservatives of any kind. Every Heinz label is a guarantee of absolute purity.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

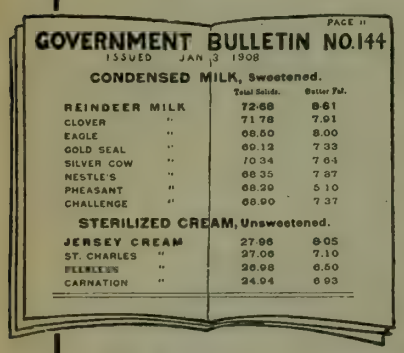
Pittsburg New York Chicago London

Mince Meat

The household now-a-days buys everything ready for the cook. And rightly so. Because there is nothing that cannot be made just as well in the factory as at home and at greatly reduced prices. That is why we sell such a large quantity of our genuine English Mince Meat. It is made of pure spices and the very best of fruits and it is also made under the supervision of government inspectors. You will find a good profit in selling it and your customers will be well pleased.

F. W. Fearman Co.
LIMITED

Hamilton, Ont.


GOVERNMENT BULLETIN NO. 144
ISSUED JAN 3 1908

CONDENSED MILK, Sweetened.

	Total Solids.	Butter Fat.
REINDEER MILK	72·68	8·61
CLOVER "	71·78	7·91
EAGLE "	68·50	8·00
GOLD SEAL "	69·12	7·33
SILVER COW "	70·34	7·64
NESTLE'S "	68·35	7·87
PHEASANT "	68·29	5·10
CHALLENGE "	68·90	7·37

STERILIZED CREAM, Unsweetened.

JERSEY CREAM	27·96	9·05
ST. CHARLES "	27·06	7·10
FLEMLEYS "	26·98	6·50
CARNATION "	24·94	6·93

The Government Endorses Superior Quality of the Truro Brands

Reindeer Condensed Milk
is 7½ per cent. richer, and

Jersey Sterilized Cream
is 13 per cent. richer than the best of all the other brands of Milk and Cream sold in Canada.

The Truro Condensed Milk Co., Ltd

Truro, N. S.

Butter
Eggs
Cheese
Poultry
(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO.
LIMITED

70-72 Front Street East

Toronto - Ont.

Dairy Produce and Provisions

See Also Provisions, Cereals and Fruit, Vegetable and Fish Departments on Pages following.

CHEESE AND BUTTER BULLETIN

Montreal, Dec. 2, 1908.

Owing to the inactivity of the cheese market at the present time, which is due to the close of navigation, considerable speculation regarding the size of stocks held in Canada, is being indulged in. Some sources of information seem to think that the figures would compare favorably with last year, but from other sources, and, in fact, the large majority of cases, the opinion is held that there is a shortage as compared with last year. At present it is rather difficult to arrive at a fair estimate, as some time ago considerable cheese was bought up which dropped out of sight. There is, however, more or less of this sort of buying done every year, and it is just this which makes a fair estimate of the size of stocks difficult at the end of the season. Total receipts of cheese since May 1 up to Nov. 28 were 1,889,697 boxes, as against 2,045,552 boxes for the corresponding period of last year. The local market is quiet and steady, with Westerns quoted at 12¼c to 12½c, and Easterns at 11¾c to 12c.

The butter market locally is very active with a good demand for the best grades, especially of creamery stock. The tendency at the present seems to indicate a slightly quieter condition, as many have laid by good supplies, and are not buying so heavily at present. Dairy lines are in fairly good supply, and not as much in demand as creamery lines. Considerable business has been doing with outside points, much stock going both east and west. Stocks held here are estimated at 60,000 to 70,000 packages, which, it is thought, will be just about adequate for requirements. There is a general feeling that the expected stringency in the butter market will not materialize, in any case, not to such an extent as was anticipated. This condition of affairs has been a source of considerable relief in some quarters, where a shortage was expected. It is thought that prices have gone about as high as they are likely to go. Receipts of butter for the season since May 1 up to Nov. 28 were 393,665 packages, against 391,099 packages for the corresponding period of last year. Locally the market is firm, with finest creamery quoted at 27c in round lots, and 27½c to 28c in a jobbing way.

THE PROVISION SITUATION

Toronto, Dec. 3, 1908.

The exceedingly good local business enjoyed by Canadian packers for several weeks past has fallen off noticeably during the week and has caused rather a change in the situation. Up till this week the packers were taking all the hogs that came in and were kept busy supplying the immediate demand at home and building up their stocks, sending only a normal amount of their product to the British market.

The fact that fresh meat, venison and poultry have been so plentiful recently has taken the consumers' attention from pork products, and the demand has fallen off materially during the week. With a heavy run of hogs last week packers were forced to make other disposal of their produce, so somewhat large shipments are being made to the British market. Conditions are none too favorable for this class of business. The Danes and Irish have both been sending in pretty heavy supplies and the market is pretty well supplied. Fifty to fifty-one shillings are being offered for Canadian bacon, and this is none too attractive for the packer. However, as a result of the above-mentioned local conditions the goods must go forward.

Last week with the price from $6 to $6.15 f.o.b. saw the heaviest deliveries for a good many weeks. The beginning of the present week also saw a beginning of a similar heavy run and it is expected to continue. Prices, however, owing to the packers' stocks and the large supply of hogs have dropped to $5.75. Packers expect that this week will see the end of the heavy run and that supplies of live animals will be lighter hereafter. This will put another phase on the situation.

The New York Journal of Commerce, in its weekly review of the situation in United States markets, says:

"Wholly by way of surprise Saturday's receipts of hogs at Chicago were unusually small, being posted on the Produce Exchange as 9,000, in place of the 23,000 expected. It is thought, however, that the holiday had interfered with the loading, which would account for the sudden falling off. As a matter of fact, there were more than twice as many left over from Friday. The prospects for Monday include 46,000, so that the run will undoubtedly come up to the average. The weights show an improvement, being 212 lbs., against as low as 204 earlier in the season. While nothing like settled conditions are expected until the heavy arrivals begin to show a permanent falling off, which, in the opinion of many, will not be until well along into January, the market, nevertheless, responds even to a momentary lessening of the supply. Saturday's speculative market was very firm at the opening and a good buying demand developed, which advanced prices 12 to 20 points, but when the heavy run for Monday was indicated, the market immediately re-acted and lost all that it had gained since the opening."

PROVISION MARKETS

MONTREAL.

PROVISIONS—There is a steady feeling in the market for all lines. Trade is slightly quiet, but prices have been fully maintained.

Heavy Canada short cut mess pork, in bbls	25 00	25 50
Selected heavy Canada short cut clear boneless pork	25 00	25 50
Heavy Canada short cut clear pork	23 50	24 00
Very heavy clear pork	25 50	26 00
Plate beef, 100-lb. bbls		08 00
" 200 "		15 50
" 300 "		23 00
Pure Lard—		
Tierces, 375 lbs		0 12¾
Boxes, 50 lbs., grained		0 13
Tubs, 50 lbs., "		0 13½
Pails, wood, 20 lbs., parchment lined		0 13¾
Tin pails, 20 lbs., gross		0 13¾
Cases, tins, 10 lbs. each		0 13¾
" " 5 "		0 13¾
" " 3 "		0 14
Compound Lard—		
Tierces, 375 lbs		0 08½
Parchment lined boxes, 50 lbs		0 08¾
Tubs, 50 lbs		0 08¾
Wood pails, 20 lbs. net		0 09
Tin pails, in cases		0 08¾

BUTTER—Receipts show a falling off as compared with last year. Market remains firm and unchanged. Locally, the demand for best grades is exceptionally good.

Fresh Creamery, solids, lb		0 28
" " prints, lb		0 28½
Dairy, tubs, lb	0 20	0 22
Fresh large roll	0 22	0 23

CHEESE—Usual quietness prevails, which is invariably the case after the close of navigation. British buyers are not sufficiently keen in their demands to stimulate the market. Locally, trade remains good at unchanged quotations.

Large	0 12½	0 13
Twins	0 12½	0 13
Old		0 15

EGGS—Locally consumption of eggs continues large, and demand for high grade stock is a feature of this condition. A very firm feeling prevails, however, throughout the market.

New laids	0 30	0 40
Selected cold storage		0 26
No. 1 Candled		0 23
No. 2 Eggs	19	0 20

HONEY—Interest in honey has flagged during the week. This fact, however, has not depressed prices which continue firm.

White clover comb honey	0 13	0 14
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 10	0 11

POULTRY—This is a period of comparative quiet in the poultry market, being between Thanksgiving and Christmas buying. Quotations have not varied during the week.

Spring chickens, per lb	0 09	0 10
Hens per lb	0 08	0 09
Young ducks, per lb	0 10	0 11
Turkeys, per lb	0 12	0 13½
Geese, dressed	0 03	0 08½

TORONTO.

PROVISIONS—At this time of the year poultry, venison and other meats will take the place of cured meats and the demand will naturally fall off and

in consequence prices are slightly easier, but there are practically no changes in the quotations.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb		0 14½
Roll bacon, per lb	0 10½	0 11
Light hams per lb		0 13½
Medium hams, per lb		0 13½
Large hams per lb		0 12½
Shoulder hams, per lb		0 10
Backs, plain, per lb		0 16
" pea meal		0 16½
Heavy mess pork, per bbl		20 0-½
Short cut, per bbl		22 50
Lard, tierces, per lb		0 12½
" tubs "		0 13
" pails "		0 13½
" compounds, per lb		0 8½
Dressed hogs		9 00

BUTTER—Creamery butter, on account of its scarcity, is firm and may sell in come cases a few cents above quoted prices, but dairy butter is more plentiful and much of it, as usual, is not good. It is the opinion of dealers that prices of butter will not go higher. A large percentage of the people cannot afford to pay these high prices and will use less, and in consequence the supply will exceed the demand.

	Per lb.	
Creamery prints	0 29	0 31
Creamery solids	0 27	0 28

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON

CARGILL, ONTARIO.

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS

128 Adelaide Street E., Toronto

We Want Butter !

Dairy Tubs, Creamery Solids

We will buy f.o.b. your station, in large or small quantities.

Write or phone us with best quotations.

Rutherford, Marshall & Co.

Wholesale Produce Merchants.

TORONTO.

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.

39 Bonsecours Market, - Montreal

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.

USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

Farmers' separator butter	0 26	0 27
Dairy prints, choice	0 25	0 26
" ordinary	0 19	0 21
" tubs, choice	0 22	0 22½

CHEESE—The cheese market is unchanged although some is offered a little lower, bbt this is owing to the inferior qualities made after the cows were fodder fed. Earlier makes of good quality are firm and are selling from 13c to 14c.

Cheese, large, prime		0 13½
" twins	0 13½	0 14

EGGS—There is no change whatever in the egg trade this week. With the perfect system of cold storage held eggs are much better than they used to be, and as the selects are very fair boiling eggs, there is less demand for strictly new laid, although the small quantity obtainable are all taken at almost any price.

Strictly new laid, per doz	0 35	0 40
Select cold storage	0 27	0 28
Cold storage	0 24	0 25
Limed	0 23	0 24

HONEY—A large percentage of our honey goes to the Northwest which has all been sent. The only honey selling now is in glass, to the city trade, and therefore there is no change from last week's quotations.

60-lb. tins	0 09	0 10
Smaller sizes, tins and bottles	0 10½	0 12
Combr, doz	1 50	2 50

POULTRY—After the lull following Thanksgiving the demand has somewhat improved, and poultry all round has advanced about 1c a lb. The general complaint among poultry dealers that the birds are not properly fed and dressed, still continues.

Spring chickens, per lb, live	0 09	0 11
Hens, per lb., live	0 06	0 07
Young ducks, per lb., live	0 09	0 10
Turkeys, per lb., dressed	0 13	0 14
Geese, per lb., dressed	0 08	0 09

WINNIPEG.

BUTTER—Prices quoted last week still obtain. The market is firm, but there have been no actual advances. For No. 1 dairy, in tubs, boxes or bricks, the local produce houses are paying 22c fo.b. Winnipeg, for No. 2 19c, and for No. 3 17c.

EGGS—For new laid eggs the Winnipeg produce houses are paying 25c f.o.b. Winnipeg.

CHEESE—Manitoba cheese is very scarce. Ontario is selling at 14½c to 14¾c per lb.

POULTRY—Buying prices f.o.b. Winnipeg are as follows:

Chicken, per lb	0 12
Fowl, per lb	0 09
Turkeys, per lb	0 15
Ducks	0 11
Geese	0 11

EASTERN FISH MARKETS BRIGHTENING.

Fred. Magee, Pt. Elgin, N.B., and Pictou, N.S., an Eastern packer of lobsters, whose brands are widely distributed through Canada, was in Toronto this week, passing through to Chicago and Winnipeg. Mr. Magee reports as misleading the prevailing impression that the lobster catch is greater this year than last. The general depression in trade throughout the world has curtailed the consumption of luxuries of which lobsters is one. Conditions now are improving and an appreciable change for the better has been noted during the past three months. Fish markets are brightening up generally. Prices undoubtedly have reached rock bottom, and stocks are out of first hands and pretty well consolidated in the hands of the large packers.

TRADE NOTES.

T, Johannson, general store, Mary Hill, Sask., is offering to compromise.

Krienke & Thompson, general store, Lemberg, Sask., are negotiating to sell.

Sheppard & Currie, general store, Davidson, Sask., has sold to Loree & Manning.

Henry Barton, general store, Davidson, Sask., has sold to the Davidson Trading Co.

The stock of J. Feinstein, general store, Veregin, Sask., has been sold to Mrs. J. Feinstein.

Cromwell & Ormsby, grocery and meats, Vancouver, are incorporating as the Cromwell-Ormsby Co., Ltd.

Peter Douglas, general store, Canora, Sask., has sold to E. T. Jones, who takes possession on January 1st.

The stock of the estate of Anson & Co., general store, Radisson, Sask., will be offered for sale by auction on Dec. 7th.

L. H. Walters, R. W. Walters & Son, Norwood, was a visitor to Toronto last week. The Grocer representative had the pleasure of meeting in Mr. Walters a thoroughly up-to-date optimist, and also the knowledge that he was an appreciative admirer of The Canadian Grocer. Thanks!

The Consolidated Mercantile Co., Toronto, has been incorporated with a capital of $40,000, to buy, sell, import and export general merchandise, to act as manufacturers' agents and to manufacture and trade in merchandise of all kinds. Those constituting the company are: Frederick Young, commission merchant; Austen Robert Campbell, manufacturer; William Egerton Lincoln Hunter and Stephen James Arnott, barristers-at-law, and Irving John Gardner Walker, broker, Toronto.

Wanted

A man about 25 years of age with a thorough experience in groceries, for position as travelling salesman for a large Toronto Wholesale Grocery house.

Applicants will please write full particulars, age, experience, references, etc., which will be considered confidential.

Box 240, Canadian Grocer, Toronto

Quality Always Wins!

That "Gillett's Goods" are the best is the general verdict of the housekeepers of Canada. They have stood the test of time—the true test of quality.

Only the purest ingredients are used in the manufacture of

Magic Baking Powder **Gillett's Perfumed Lye**
Gillett's Cream Tartar **Royal Yeast Cakes**
Etc.

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

In my advertising, I am emphasizing the excellence of

Clark's Corned Beef

and introducing more generally

Clark's Mince Meat

These are two particularly good lines and there will be a good demand for them as well as all other CLARK'S MEATS.

WM. CLARK

Manufacturer

MONTREAL

HAND POWER

ELEVATOR

LOAD, 1,500 lbs.
CAR, 6 x 5 FT.

$100.00

F. O. B. HAMILTON ONTARIO

We supply drawings and instructions enabling anyone to install.

SAVE
TIME
LABOR
EXPENSE
HANDLING
GOODS
FOR UPPER
FLOORS

Write our nearest office for full particulars.

MONTREAL St. James St. | WINNIPEG McRea Block | VANCOUVER Alexander St. | OTTAWA O'Connor St.

Otis-Fensom Elevator Company, Limited

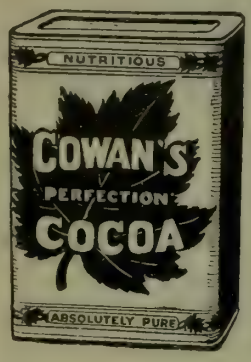
HEAD OFFICE — TORONTO, ONTARIO

PUSH

Cowan's

Cocoa and Chocolate

and get your share of the Fall and Winter Cocoa and Chocolate trade.



"C-o-w-a-n-'s" spells "satisfaction" to the Canadian housewife.

The COWAN CO., Ltd.
TORONTO

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S
Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice **Lozenges**

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

There's a good deal in a name—particularly when that name is

Mott's

Applied to CHOCOLATE the names
"Diamond" and "Elite"
signify the best and purest. The profit to you is a good one—the benefit to the consumer is great and lasting.

Every Jobber Can Supply You

John P. Mott & Co.,
Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

A Leading British line well-known and largely advertised

DR TIBBLES' Vi-Cocoa

THE WORLD RENOWNED FOOD BEVERAGE

The Public Say:
"THERE IS MERIT IN IT."

The Trade Say:
"THERE IS MONEY IN IT."

Write for Sub-Agency to:—

AGENT FOR MONTREAL:
J. WALTER SNOWDON
413 St. Paul Street, Montreal

ONTARIO AGENTS:
CREEN & CO.
25 Front St. E., Toronto

W. H. ESCOTT, 141 Bannatyne Avenue East, WINNIPEG

SAMPLE CASES NOW READY FOR DELIVERY

THE FLOUR AND CEREAL MARKETS

Reduction of Mexican Wheat Duties Firms Markets—Cutting in Eastern Provinces—Oatmeal Declined in Montreal.

There is little change to note in any of these markets this week. A decline of 10c on oatmeal in Montreal seems to be more or less local, there being no indication of any easier markets in Ontario.

The flour trade continues good, with excellent demand from country points. More attention, too, is being paid also to export business, which has assumed a more satisfactory basis, and considerable flour is going forward to British points. The announcement on Tuesday of the reduction on Mexican wheat duties caused a slight firming up of the markets generally in sympathy with the spurt in foreign markets. The effect, however, is not expected to be materially felt in Canada.

Reports of cutting in flour in the eastern provinces are verified here, and there seems to be somewhat of a little war going on. This, however, is not likely to affect western prices.

MONTREAL.

FLOUR—Export enquiry has led to a few sales, stock going forward to England and South Africa. Up till the present, bids have not rendered the export business profitable, but lately they have assumed a more attractive appearance. Locally trade is good as there is considerable stock going forward to country points, stocks being extremely low in these quarters.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household,		6 00
Glenora		5 50
Manitoba spring wheat patents		6 00
" strong bakers		5 50
Five Roses		6 01
Harvest Queen		5 50

ROLLED OATS—Cutting prices at outside points has been reported, but this has not been followed by such a condition here. Fine oatmeal, standard and granulated, have dropped ten cents, now offering at $2.95. Trade has been only fair during the week.

Fine oatmeal, bags		2 95
Standard oatmeal, bags		2 95
Granulated " "		2 95
Golddust cornmeal, 98-lb bags	2 25	2 50
White cornmeal	2 00	2 05
Rolled oats bags		2 41
" bbls		5 5

FEED—An active demand continues for shorts and middlings, and this has maintained the price. Bran is scarce, as the small mills are shipping only small amounts, and the demand is good at unchanged figures.

Ontario bran	21 50	22 00
Ontario shorts		25 00
Manitoba shorts		24 00
" bran		21 00
Moullie, milled	25 00	27 00
" straight grained	30 00	32 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—The situation remains practically unchanged, with prices steady, though the feeling is somewhat firmer as a result of the discussion of a reduction in duty by the Mexican Government. Business is a little less brisk than for several weeks, but millers generally are keeping busy filling up their stocks. Some attention is being paid to export business, sales being made in Glasgow and other British cities on a good basis.

Manitoba Wheat.

90 per cent. patents		5 40
85 " "		5 10
Strong bakers	4 80	4 90

Winter Wheat.

Straight roller	4 20	4 30
Patents		4 5
Blended		4 70

CEREALS—The market remains unchanged and as yet the prospective advance has not materialized. If the present cold snap continues, however, demand will likely increase considerably. Business is not heavy, but is steadier than at the same time last year.

Rolled wheat in barrels, 100 lbs		2 85
" oats in bags, per bag 90 lbs		2 65
Oatmeal, standard and granulated, in bags 98 lbs.		2 95

REDUCTION OF MEXICAN GRAIN DUTY.

The duty on grain entering Mexico has been reduced from $1.50 gold to 50c gold per 225 lbs. to become effective December 15, and to continue in force until April 30. It is thought this is held out as an attraction for Canada's wheat but as navigation has closed, and rail rates are so high no advantage is likely to result to Canadian shippers.

TAKING NEW POSITION IN WINNIPEG.

Newton A. Hill, who during the past five years represented L. Chaput, Fils & Cie, Montreal, in Central Ontario, Manitoba, Northwest and British Columbia, has severed his connection with that company to assume the position of head buyer for Foley Bros., Larson & Co., Winnipeg. In assuming this important position Mr. Hill brings to it a ripe experience as a thorough grocer, one who has served his time behind a retail counter, through the jobbing house, then as traveling salesman in different sections of Canada. He represented H. P. Eckardt & Co., Toronto, for a number of years on the ground just vacated, and both his Toronto and Montreal principals speak of him with the highest terms of satisfaction for his conscientious work, and his tact and judgment. As a grocer Mr. Hill is thoroughly acquainted with all lines, and for many years has made a specialty of high-class and fancy groceries, which his connection with L. Chaput, Fils & Cie gave him ample scope to do. The Canadian Grocer wishes him every success in his new sphere.

George W. Lucas, of the Crown Candy Co., Brandon, Man., was married on November 27 to Miss Clara Alberta Flaye, only daughter of Mr. and Mrs. W. Flaye, Toronto.

An Opportunity

Our extensive advertising, combined with the unquestioned high quality of Mooney's Perfection Cream Sodas, make an excellent opportunity for you to do a greater business in your soda biscuit department. The claims we are making for Mooney's Perfection Cream Sodas are that every cracker in the package is fresh, crisp and delicious, and retains those qualities until it is used. We claim they are made better, baked better and packed better than any other brand on the market.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

GRAIN and HAY

We are buyers:

If you have a car of Wheat, Oats or in fact any grain to sell by the carload, write us. Cash and Cash only. Reference: Duns or Standard Bank.

CUMMINGS MILLS
WILLIAM R. CUMMINGS
Proprietor
Cummings Bridge, Ottawa

We also sell feed of all descriptions.

WITH WINTER HERE
YOU CAN SELL
"Favorite" Brand Cocoa and Chocolate
IN ½-LB. TINS AND IN BULK

in greater quantity than ever. Famous for its quality. Special prices and terms for grocers and confectioners buying in bulk. Inquire about our Cocoa in 7 lb. packages.

A Free Sample to You for the Asking!

DOMINION COCOA AND CHOCOLATE CO.
16 Place Royale - - - - - - - - - - - MONTREAL

Canada's Standard For Years

White Moss Cocoanut

You know it from experience.

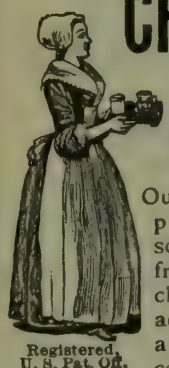
The Canadian Cocoanut Co., Montreal

The delicious flavors of
Nation's Custard Powder
with Stewed Fruit is an ever pleasant memory.

Agents:
GREEN & CO.,
25 Front St. E. Toronto
W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

48 Highest Awards In Europe and America
WALTER BAKER & CO.'S
CHOCOLATE & COCOA



Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

French Vermicelli and Macaroni
The only factory in Canada producing these goods.
H. CONSTANT
Manufacturer
Sales Agent: L. FONTANEL,
187 Commissioners St., Montreal

OPEN TO BUY
Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.
C. A. PARADIS, Quebec

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal
Agents.

COX'S GELATINE

The leading gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs. Cox, as well as PACKED by them.

PURITY GUARANTEED

Canadian Agents:
C.B. Colson & Son, Montreal
D. Masson & Co., "
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Gorgie Mills
EDINBURGH

DON'T FAIL
To send for catalog showing our line of
PEANUT ROASTERS, CORN POPPERS, &c.
LIBERAL TERMS.
KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati O

Freight is no more on full strength
MAPLE SYRUP
containing all "medicinal" properties than is on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.
Canada Maple Exchange, Limited, Montreal

When writing advertisers kindly mention having seen the advertisement in this paper.

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

CHANGES IN THE CANADIAN TRADE

Brief Items From All Parts of Canada Concerning New Businesses Opened, Sales, Assignments and New Companies Formed.

Ontario.

Lefkovits & Co., grocers, Hamilton, have dissolved.

Richard Passmore, grocer, Toronto, has assigned.

Margaret Springstead, grocer, Hamilton, has sold out.

J. Morrow, general merchant, Fullerton, has sold to Wm. Stacey.

Mrs. A. Green, confectioner, London, is advertising her stock for sale.

Hayne & Campbell, grocers, Fort William, have assigned to Stephen F. Flatt.

T. H. Jacques, general merchant, Edwards, is offering 50 cents on the dollar.

Mrs. G. J. Aitkenhead, baker and confectioner, Ottawa, has retired from business.

Mrs. D. S. Baird, general merchant, Fitzroy Harbor, is offering to compromise.

A. J. Millar & Co., have bought out the grocery business of E. Martin & Co., Pembroke.

Wisdom & Co., Barrie, have purchased the bakery and grocery business of L. Roberts, of that town, who will likely locate in Stroud.

White Bros., who recently sold their grocery, at 250 Carlton Street, Toronto, to T. A. Gilpin, have bought out the business of W. L. Brown, 518 Church Street.

Quebec.

F. R. Dale, general store, Rutledge, has made a compromise.

Alphonse Hemond, general merchant, Mont Lois, has assigned.

The assets of J. A. Rousseau, general store, Plessisville, will be sold.

L. Lacombe, general merchant, Versailles, has made a compromise.

D. Tousignant, grocer, St. Pierre les Becquets, has effected a compromise.

J. N. Lachapelle, general merchant, St. Jovite, has assigned to Kent & Turcotte.

Scott & McDonald, general merchants, Scotstown, have dissolved. Robt. Scott continues.

Western Canada.

J. H. Wilson, general store, Legross, Sask., has sold to W. Duncan.

J. C. Hutchison, grocer, Vancouver, has sold to J. Patterson.

A. D. Eckardt, general merchant, Theodore, Sask., has sold out.

E. Meckling, grocer, Plum Coulee, Man., has sold to J. W. Dyck.

John McNichol & Co., general merchants, Wadena, Sask., have assigned.

C. R. Martin, baker and confectioner, Oxbow, Sask., has sold to J. W. Hill.

C. S. Robertson, Pipestone, Man., has sold his bakery and confectionery store.

Wilson & Lee, commission merchants, Nelson, B.C., have dissolved partnership.

G. H. Irvin, general merchant, Grand View, Man., has assigned to C. H. Newton.

J. R. Bell, general merchant, Gillies, Sask., has been succeeded by J. J. Coflin.

N. W. Stiles, general merchant, Hubbard, Sask., has sold to Kelsonia Trading Co.

W. W. Chrismas, confectioner, Oxbow, Sask., has been succeeded by W. E. Chrismas & Son.

A party of German-American capitalists, who already operate a condensed milk factory at Mount Vernon, have taken over the old factory formerly occupied by Mr. Payne, in New Westminster, B.C., where they purpose operating a condensed milk business.

MAY CANCEL TREATY WITH FRANCE.

Government Will Act if French Senate Refuses to Ratify New Agreement.

Will the treaty of 1893 between Canada and France be abolished as a result of the French Senate refusing, so far, to ratify the French-Canadian trade convention or the new treaty of 1907? If the latter is not endorsed by the French Senate at an early date, it is likely that the treaty made fifteen years ago by Sir Charles Tupper will be abrogated.

Under the conditions of the latter treaty Canada is practically precluded from entering into any preferential tariff agreements with other foreign countries, because of the clause in the treaty which compels Canada to give to France and her colonies the benefits of the Canadian minimum tariff against any other country.

In the new treaty negotiated last year by Hon. Messrs. Fielding and Brodeur this clause was eliminated, and the way was opened for Canada to enter into reciprocal trade treaties with Germany, Belgium, or other countries, if so desired, without at the same time being compelled to extend to France all the concessions granted to these countries. The treaty of 1893 is of little practical value to Canada, the only item of export benefiting to any extent by the reduced French tariff being lobsters. Consequently, if the French Senate continues its opposition to the new treaty Canada will lose nothing by the abrogation of the existing treaty, and will be in a position to consider reciprocal tariff proposals next year with other European powers.

No definite news, says an Ottawa despatch, has been received from Paris as to whether or not the French Government can induce the Senate to ratify the treaty during the present session. The tenor of the last despatch received, however, indicated that there was a fair prospect that the opposition to the new treaty may be withdrawn, and news of its ratification may be received at any time. The Senate has been in session since October.

Losing on Fels-Naptha Soap

is out of the question. It has always sold easily. Women daily learn that for the cost of ordinary soaps they can have Fels-Naptha which, used the Fels-Naptha way, saves hours of work and dollars of fuel.

You cannot do better than put a plentiful stock of Fels-Naptha in the most prominent place in YOUR store.

FELS & CO.
PHILADELPHIA

Christmas Fruits, Etc.

California Navels
Mexican Oranges
Florida Oranges
Valencia Oranges
California Lemons
Messina Lemons
Tangerines
Pine Apples
Almeria Grapes

California Celery, Hothouse Cucumbers, Hothouse Tomatoes, Boston Head Lettuce, also lots of Nuts, Dates, Figs, etc. Our stock is fresh, and can give you good value.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

AT
CHRISTMAS
TIME

ask your wholesaler to hand you a

"St. Nicholas"
or
"Home Guard"

and you will get 300 or 360 extra fancy prime lemons, which is 75% more than some of those "Skin-Deep" "top-layer" primes contain.

J. J. McCabe

Agent
32 Church Street, Toronto

FRUITS, VEGETABLES AND FISH

Good Demand for Christmas Fruits—Vegetables a Little Easier—Advent Season Brightens Up Fish Markets.

MONTREAL.

GREEN FRUITS—Changes have been numerous this week. Prices have shown a tendency to ease off in some cases, while other lines have firmed up. Among the latter, apples are most prominent, many varieties have advanced $1.50 a barrel. Cranberries of the Cape Cod variety are selling at $12 instead of $10, as reported last week. The orange market is in a healthy condition, and there are many lines offering at reasonable prices. Lemons are quoted at $3 in the 300 size. Bananas are cheaper by 25c. Other lines have not altered. Demand has been good.

Almeira, extra fancy		6 50
" extra choice		5 50
" fancy		6 00
California navels, 96, 126, 150 size		3 40
" " 176, 200, 216, 250 size		3 25
Jamaica oranges, in b. ls		4 75
Floridas, 126, 150, 176, 200		3 25
Mexican oranges, 176, 200, 216, 250 size		2 40
Valencia 420 size		4 75
Grape fruit		4 25
Lemons, choice, 300 size		3 00
Bananas	1 50	1 75
Peaches, boxes	1 25	1 50
Pears, boxes		3 50
Pineapples, extra fancy, 24 size		5 00
" " 30 size		4 50
Cranberries, car'y blacks bb		12 00
Nova Scotias, early b'acks, bbl		7 75
Apples, Fameuse, XXX, bbl		5 50
" " XX, "	3 50	3 75
" Colverts Jennetings XX	2 25	2 50
Spies, XXX		5 50
Baldwins, Greenings, Russetts, XXX		4 25
" " " Spies, XX	3 25	3 75

VEGETABLES—Leading lines are a little easier this week, with the exception of Spanish onions, which are a little higher now, selling at $3.25 to $3.50. Leeks are offering at 10c to 15c, and parsnips are bringing 60c a bag. Beets are easier at 60c; also onions in large bags, which are offering at $1.25. There is a good demand for potatoes, which has kept the price firm. Other lines are unchanged.

Oyster plant, doz		0 60
Artichokes, bag		1 00
Leeks, bunch	0 10	0 15
Parsnips, bag		0 60
Sweet Potatoes, basket		1 50
Marrows, dozen	1 00	1 50
Cauliflowers, dozen		1 25
Parsley, per doz. bunches		0 30
Sage, per doz		0 60
Savory, per doz		0 50
Celery, doz	0 50	0 75
Water cress, large bunches, per doz		0 70
Spinach, box		0 50
Green peppers, doz		0 75
Beets, bag		0 60
Carrots, bag		0 60
Spanish onions, large crates	3 25	3 50
Lettuce, per doz		0 50
Radishes, doz		0 60
Horse radish, per lb		0 15
Cabbage, bb's		1 25
Montreal potatoes, bag	0 75	0 95
Green Mountains	0 60	0 90
New Brunswick potatoes		0 90
Onions, large bag		1 25
Red onions, barrel		3 00
Turnips, bag		0 65
Pumpkins, doz		1 00
Squash, doz		1 50
Brussel's sprouts		0 15

FISH—Fish will be the popular food now as the Advent season is here. Prices have adjusted themselves favorably to a large demand as they are all offering at reasonable figures. Frozen grass pike is something new on the list, which is being quoted at 6c to 6½c. Many lines have eased off during the week.

Fresh and Frozen Fish.

Qualla salmon	0 07½	0 08
B.C salmon, frozen	0 08½	0 09
Haddock, per lb	0 04	0 04½
Fresh halibut	0 08½	0 09
Mackerel, "		0 10
Dore, "	0 07½	0 08
Steak cod	0 05	0 05½
Frozen Grass Pike	0 06	0 06½
Whitefish, lb	0 06½	0 07
Lake trout		0 09
Sea trout, lb		0 10
Flounders, lb		0 10
American live lobsters		0 24
Bullheads (dressed)		0 10
New Smelts		0 10
Sea herring, per 100	1 70	1 80
Tomcods, bbl		2 25
Smoked—		
Haddies (exp) 15 lb. bxs., per lb		0 06½
Bloaters, per box, large, Yarmouth		1 00
Smoked herring, per box		0 75
Kippered herring, ½ box		1 00
Prepared—		
Skinless cod, new, 100 lb. cases		5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box		1 80
Dry cod, in bundles 112 lb., per pound		0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0 06
Boneless cod, 20-lb. boxes		0 08
Boneless cod, 20-lb. boxes		0 09
Boneless fish, 20 lb. bxs, 2 lb. blocks		0 05
Boneless fish, 25 lb. bxs., loose		0 04½
Pure cod, in crates, 1 and 2 lb. bricks		0 05
Salted and Pickled—		
No. 1 Labrador herring, brls		5 50
" " " ½ brls		3 25
Oysters, bulk, per gal'on		1 30
Standards, bulk		1 40
" quart tins, sealed		0 40
Paper pails, per 100 qt. size		1 50
Boiled lobsters, lb		0 18
Live " "		0 15
Standards, 4 gals		6 80
Selects "		7 60

TORONTO.

GREEN FRUITS—Florida oranges are arriving in good condition and with less decay than other years, and are selling for $2.25 to $2.50, a little lower than last week. There is said to be the best crop since 1885. California navels are ripening very slowly owing to the very warm weather. Contrary to the general opinion, oranges keep growing during warm weather and ripen and color in cool weather. Although some of the Northern navels are arriving, it is feared that very few of the good Southern deep-colored varieties will reach us in time for Christmas. The increase in the quantity of fruit consumed from year to year is remarkable. Six years ago the first car of grape fruit (Shaddock) was sold in Toronto. Now from 12 to 15 carloads are used. On the whole, there is very little change in the market. Almeria grapes were quoted last week for $5.25 to $5.50, this week they are held as high as $7. Apples are firmer, the inferior grades being pretty well off the market.

Grapes, Almeria, keg	5 25	7 00
Apples, winter varieties, bbl	2 25	5 00
Oranges Jamaicas, bbl	4 00	4 50
" " boxes, new	2 25	2 50
" Mexican, boxes, new	2 25	2 50
" Florida, boxes, new	2 25	2 50
California navels	3 00	3 50
Lemons, Messina	3 25	3 50
" California, box	4 25	4 50
Bananas Jamaicas, firsts	1 50	1 85
" Jamaica eights,	1 00	1 25
" jumbos	1 50	2 25
Cranberries, Cape Cod bbl		15 00
" " crate		5 00
" Nova Scotia, bbl		8 00
" Ontario, cases		2 50
Citrons, doz		0 75
Grape Fruit, Florida, box	3 50	4 00
Pineapples, Florida, crate	3 50	4 00

VEGETABLES—All vegetables are in abundance, with no change, except sweet potatoes, which are offered this week for $3.50 to $4 a barrel. There is no

change in potatoes, which are of excellent quality, and only the Ontario product is handled, at from 65c to 70c per bag by the car, and 75c to dealers delivered in smaller quantities.

Beets, Canadian, bag		0 50
Potatoes, Ontario, per bag	0 70	0 75
" New Brunswick, per bag	0 80	0 85
" sweet, barrel	3 50	4 00
" " hamper		1 75
Onions, Spanish, per 50 lb. crate		1 15
" Canadian, dried, bag	0 80	0 90
" Valencia, extra, cases	3 00	3 50
Carrots, new, per bag	0 35	0 45
Cabbage, Canadian, per doz	0 25	0 35
Squash, basket doz	0 50	0 75
Cauliflower doz	0 75	1 25
Celery native, doz	0 25	0 40
Pumpkins, dozen	0 50	0 65

FISH—Owing to the mild weather the frozen fish trade is slack. The closed season for trout and white fish now being over, and the weather favorable, it is expected that a good supply of fresh stock will be in in a few days, which will sell for 10c to 11c a pound. Fresh herrings are in abundance and are selling for 4½c to 5c a pound.

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07
Herring, medium, per lb	0 05½	0 06
Whitefish	0 10	0 11
Cod, frozen	0 08	0 09
Trout, fresh, per lb	0 10	0 11
Halibut	0 09	0 10
Haddock, frozen		0 07
Spa salmon, Silverside	0 10	0 12
Pike	0 05½	0 07
Pickerel, yellow	0 09½	0 09
Soft shell crabs, doz		4 00
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 15-lb. box		1 30
" Labrador, keg		3 00
Mackerel, each	0 18	0 20
Smelts, per pound No. 1		0 10
" " No 2		0 12
Oysters, Long Island		1 60
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Ciscoes, basket		1 15
Finnan Haddie, smoked, 15-lb. package		0 06
Boneless cod, quail on toast		0 06
" " imperial		0 05
" " steak		0 06½
Shredded cod, doz		0 90
Acadia cod, crate		2 40
" tablets, box		1 60
Bloaters		1 25
Qualla		0 09
Catfish, dressed		0 10

TRADE NOTES.

Jarry & Frere, grocers, Montreal, have dissolved.

A. P. Daien, grocer, Winnipeg, is offering to compromise.

J. T. Seguin, grocer, Montreal, has assigned to Alex Desmarteau.

J. B. Berthiaume, grocer, Montreal, has sold to Duquette & Falcon.

Cairns, Copelin & Co., general store, Glenboro, Man., have dissolved.

W. A. Labelle, general store, Laverlochere, has made an assignment.

Alfred Snuggs, grocer, Toronto, has been succeeded by Ed. S. Calder.

The assets of I. Brodeur & Frere, general store, Beloeil, have been sold.

H. G. Stout, grocer and confectioner, Hamilton, has assigned to W. G. E. Boyd.

Mrs. W. H. Jones, general store, Arcola, Sask., has been succeeded by S. G. Noble.

The stock of Ridley Appleby, general storekeeper, Katrine, has been sold to C. W. Coulter.

J. C. Mousse, general store, St. Alphonse de Caplin, has made a voluntary assignment to V. E. Paradis.

E. V. Rawson, general store, Humberstone, has assigned, and a meeting of creditors will be held on December 5th.

FIRST ARRIVALS

Navel Oranges

We specialize in **Oranges,** a complete line of all grades, including **Floridas, Mexicans,** etc.

WHITE & CO., Limited

TORONTO and HAMILTON

"The standard of quality."

"BICYCLE" "MAPLE LEAF" "ADELINA"

Brands of Lemons that can be recommended without hesitation. Once try—Always buy. Ask the wholesale,

Canadian Agent, - - W. B. Stringer

Fresh Arrivals This Week

CAR NEW CALIFORNIA LEMONS

Squirrel Brand. Smooth as silk. Bright, waxy fruit

FLORIDA and MEXICAN ORANGES

FANCY MALAGA GRAPES

OUR FIRST CAR CALIFORNIA NAVEL ORANGES

Due to arrive Saturday, 14th

Send us your orders. Price and quality always right.

HUGH WALKER & SON

GUELPH, ONT.

OUR SPECIALS THIS WEEK

FLORIDA ORANGES, Fine, Ripe Stuff, $2.50 per box
Porto Rico " - - - - - 2.40 "
Mexican " - - - - - 2.25 "

THE DAWSON COMMISSION CO., TORONTO

Don't forget we can handle your Poultry, Butter and Eggs.

FINEST BANANAS!

Our Leader the Year Round

Perfectly colored, properly crated; special care taken to assure their good condition on arrival during cold weather. A trial order will convince.

We are now carrying a full line of other Fruits and Nuts, all finest fresh stock.

Florida Oranges
Jamaica Oranges
Porto Rico Oranges
New Golden Dates
New Messina Lemons, best brand known
Fancy Tinted Almeria Grapes
Spanish Onions, ½ cases
Sweet Potatoes

New Tarragona Almonds, New Walnuts, New Filberts,
New, Large, Polished Texas Pecans
" " " " " "Jumbos"

To arrive—Valencia Oranges, 420 and 714 sizes, **gold stamped Wrappers.**

PRICES ARE RIGHT. ***SATISFACTION GUARANTEED.***

Write, Wire or Phone Your Orders — ***You Will Come Again***

JOSEPH BROWN & SONS, 29 and 31 Youville Square, **Montreal**

FISH — The Largest Assortment — OYSTERS

Finnan Haddie
Kippers
Acadia Cod
Sea Herrings
Cod
Trout
Labrador Herrings
Bloaters
Ciscoes
Sealey's Cod
Smelts
Haddock
Whitefish
Salt Trout

THE BEST QUALITY

THE F. T. JAMES CO., Limited

FISH AND OYSTER DISTRIBUTORS

Church and Colborne Streets, - TORONTO

SOME FISH TALK

READ WHAT WE SAY; *THEN ORDER*

NEW HADDIES, 6 1-2c per lb.

Choice, fresh cured stock, in 15-lb. boxes, arriving daily from our curing houses. A really attractive line at this Advent season and "a good buy" at the price.

LARGE FROZEN SEA HERRING, $1.70 per 100 Fish

Another line that makes fine eating. And how does the price suit? Less than 1¾c per fish. Make your own quotation to the housewife. Good profit!

"SEALSHIPT" OYSTERS

These we are proud to offer you. They are the new kind, put up in airtight sealed carriers. No ice or water; all solid meats, and the real oyster flavor.

All other lines Fish and Oysters at low prices. *Get our New Price List, just out.*

4 LONG DISTANCE TELEPHONES.

LEONARD BROS.,
20, 22, 24 and 26 YOUVILLE SQUARE,
MONTREAL
P.O. Box 639

Branches:
MONTREAL,
ST. JOHN, N.B.,
GRAND RIVER,
GASPE.

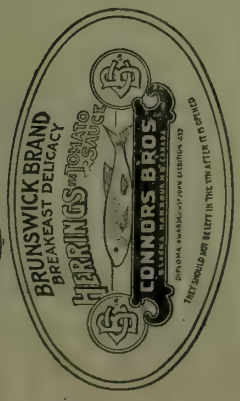
"THE LARGEST FISH WAREHOUSE IN CANADA"

Repeated orders tell the quality of the

Famous

"Brunswick Brand"

Sardines

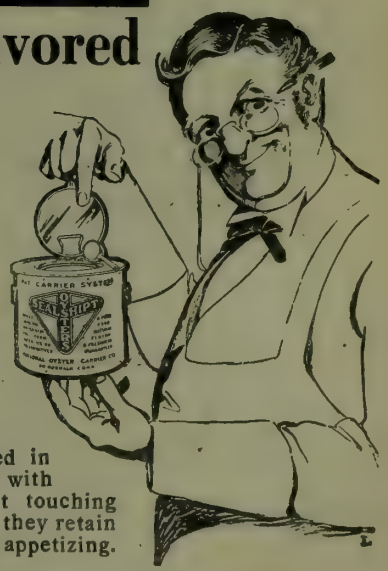


Connors Bros., Limited

Black's Harbor, N.B.

Perfect Flavored Oysters

sell much better than the flat, insipid kind which are bleached, bloated and spoiled by fresh water and bruised by ice.



"Sealshipt" Oysters

are the only kind packed in sealed, airtight steel cans with ice around the cans—not touching the oysters. That is why they retain the delicious sea flavor so appetizing.

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

Other dealers are winning new trade and *making more* money with "Sealshipt" Oysters and so can you. Let us tell you how.

Address

National Oyster Carrier Co., South Norwalk Connecticut

THE SITUATION IN POTATOES

An Early Season Demand for Eastern Delawares — Later Prices Advance and Ontarios Are Also Held Firmly—Peculiar Local Conditions.

A great deal of speculation regarding potatoes has been and is going on up and down the country this fall, more especially in Ontario and the Maritime Provinces, and many grocers are asking themselves and others, "Where are we at?" and "What is a reasonable price for us to pay for potatoes?"

An answer to these questions is rather difficult to give off-hand, especially so while buying is purely of a speculative character, and not based on the law of supply and demand. There is, too, the matter of locality to be taken into consideration. However, a brief review of the season's operations may help in deciding what is to be the ruling price of potatoes this winter.

Taking the world's crop as a whole, this year sees a larger number of potatoes marketed than was the case a year ago. This is due principally to the more favorable weather conditions which have prevailed. Europe reports a bumper crop, and it is not unlikely that a larger quantity of European tubers will find their way across the ocean to the cities of the Eastern States than ever before. New York has already commenced to import—somewhat earlier than in the past.

U. S. Crop Only Average.

In the United States generally there has not been more than a fair average crop of potatoes, and in some localities it has been decidedly short, while almost every district in Canada reports a very full crop. The Southern and Atlantic States have seasons of their own and need not be taken into consideration, but the Eastern and Northern States put their potatoes on the market about the same time as Canada does, and so are quite a factor in determining the ruling price.

The west and central potato territories of the United States report only a fair average, and the great potato states of New England, with the exception of Maine, have been very short. As a consequence, Boston has been buying in New Brunswick and eastern Canadian Delawares have been finding their way as far south as Philadelphia.

Maine, on the other hand, has a record crop this year, some 16,000,000 bushels being dug this season, a large proportion of this coming from the famous potato section in and around Aroostok county. But while this is the case in Maine, the surrounding states do not come so well to the front, and the demand is not at all satisfied. This accounts for the demand for eastern Delawares.

Eastern Delawares Advanced.

Of course, this exportation of Canadian Delawares affects the Canadian markets further west. Until the summer of this year, even until the early fall, New Brunswick Delawares were in great demand in Quebec, and in Ontario as far west as Toronto. The hotels, clubs and practically all the big buyers in Toronto would have none but Eastern Delawares, but with the advent of United States buyers in New Brunswick the price advanced, and to-day it would cost at least 87 cents a bag to bring a carload to Toronto. This would mean a retail price of say $1 a bag, and no one wants potatoes at that price—not just now, at any rate. This gives a chance for Ontario potatoes to come into their own, and they have shown that they can command as high a price as 85 cents a bag, though the range is from 75c up, carlots may be had around 70c, and it would not be surprising to find that some arrivals come in at 65c. Even this last figure is a 5-cent advance over the price of some few weeks ago. At the present time Toronto is drawing potatoes from within a radius of 100 miles of the city. This means a bigger demand than usual on some smaller centres within that circle, with a consequent higher price.

Good Stocks in Western Ontario.

The Ontario markets west of Toronto appear to show somewhat of a glut in the potato line. A number of Brantford and London grocers bought at 75c, thinking they had a good thing, and shortly thereafter the price dropped to 60c, owing to the big supplies locally, and perhaps in some measure due to the fact that Michigan has a larger crop than was at first anticipated, which precludes the possibility of any large quantities of Ontario potatoes going to the markets of Detroit, Cleveland, Toledo or Buffalo this year. However, 60c was too low entirely for any potato, and more especially for the Caradoc township tuber, which is the standard of quality in western Ontario, so the price has advanced 5c and the indications are that a further advance of 5c per bag will take place within a few days in the larger market centres west of Toronto, and a still further advance before Christmastime. The men who bought at 75c, if they have confidence, may not be so badly off after all, in fact, they should pull out even at least. Many grocers in the London district who held off while the market was declining, hoping to buy at rock-bottom, are now stocking-up at 65c.

A Good Price in St. Thomas.

One strange feature in the potato situation is shown in the case of St. Thomas. There the season opened at $1.25 a bag, which dropped to $1.15 when supplies became freer. The farmers kept the price at this figure, although the highest price obtained in London—16 miles away—at the same time was only 85c, which was afterwards cut to 75c. There appeared to be a chance for someone to make money, especially as things continued thus for several weeks, until a couple of grocers brought in two cars from London, and immediately the St. Thomas price dropped to 85c. Now potatoes can be had at about 5c above the London figures, and this seems reasonable, because while the distance is not great, still it is a little too far for freight-handling competition between railways and teams.

Hamilton and St. Catharines do not appear to have been so badly off, as the Niagara district produces a native potato which is of a standard high enough to grade well and there has not been the great fluctuation noted in other centres.

After considering the question from the standpoint of farmer, dealer, grocer and consumer, it seems likely, yes, probable, that prices will firm up, and when they do that 75c is not an unreasonable price for the grocer to pay for potatoes in Toronto, and 70c in the larger centres west of that city, with a range of 5c above that figure where good native potatoes are not procurable.

TRAVELERS AND FIRE ESCAPES.

It seems that many hotels in the province have not proper fire escapes. They must comply with the law, otherwise commercial travelers intend to blacklist them. The hotelmen must provide suitable apparatus and the men on the road will back up the movement for the enforcement of the regulations. Any house that has not fire escapes will be "listed." A big deputation will wait upon Hon. Mr. Hanna, Provincial Secretary, in the near future to see if the License Department cannot bring the offending hotelkeepers to time.

Speaking of a recent experience, a grip man, who has spent some years on the road, said: "In some instances the apparatus they do provide is a joke. I took a room in a small town hotel not long ago, and noticed a coil of rope in the corner near the window. It was the fire escape. I caught it and gave it one little jerk. It snapped like a piece of twine. Suppose I had thrown myself out the window in case of fire, trusting to the strength of that rope. It would be my finish, all right."

TRADE NOTES.

John Schmidt, grocer, Toronto, has sold to L. Blueman.

H. D. L. Boxall, grocer, Toronto, has been succeeded by F. LaPlante.

The stock of the estate of F. E. Bryan & Co., general store, Stratton, is advertised for sale by auction.

C. A. Morin has joined the sales staff of E. A. Cole & Company, Montreal, paper and twines. He will cover the city first, and gradually the Province of Quebec. Mr. Morin has a wide connection with the trade and will make a good salesman for the company.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

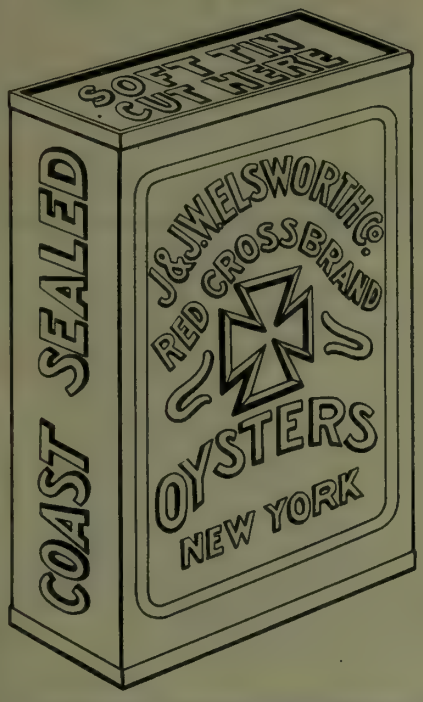
Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

WM. E. ELSWORTH, Pres. ESTABLISHED 1860 J. WATSON ELSWORTH, Sec. and Treas.

J. & J. W. ELSWORTH CO.



Our Red Cross Brand of Oysters, which we sell in quart and pint cans, are strictly Pure, Wholesome Sea Food.

We use the most up-to-date sanitary appliances for handling these oysters.

We defy competition upon quality. These cans are full quarts and pints, their measure being guaranteed.

One year's sales thirty-nine million oysters.

Quotations and information in general as to sizes, prices, etc., will be furnished upon application to our Main Office.

Boat No. 8, Foot Bloomfield Street
NEW YORK

Just Look at These, Mr. Grocer!

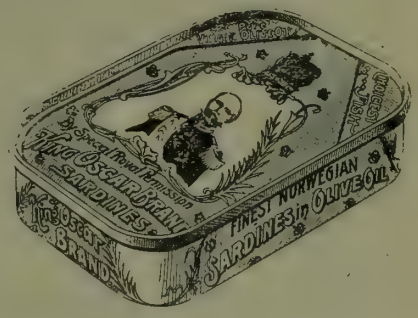
Talk about values! Kindly pass your judgment on the quotations here given:

New Frozen Salmon, lb. (9c. in box lots)	10c.
Choice White Halibut, lb.	9c.
Scotch Finnan Haddies, lb. (Syda & Cousins)	7½c.
St. Johns Finnan Haddies, lb.	7c.
Mild Cured Bloaters, box ("Ocean Brand")	$1.25

Show your appreciation by placing an early order
Satisfaction assured.

O'Connor's Fish Market

St. Antoine Market
(Between the 2 Depots)
MONTREAL.



Becoming indispensable to every grocery catering to critical people

"King Oscar" Brand Norwegian Sardines

These splendid fish have taken so well with the Canadian consumer that wise business policy dictates your handling them. They show you a good profit and bring customers back for more.

Ask your jobber or write us. We will tell you where you can buy them.

J. W. Bickle & Greening

(J. A. HENDERSON)
Canadian Agents, HAMILTON, ONT.

THE GROCER'S ENCYCLOPEDIA

The Manufacture of Peanut Butter, Its Food Value and the Various Ways in Which it May Be Used.

PEANUT BUTTER—An article that of recent years has come somewhat largely into use for various purposes, and yet something which grocers generally know very little about is peanut butter.

The composition of the article is simple enough—it is simply peanuts ground to a paste—but the various processes in its manufacture are worth noticing. The best quality peanut butter is made from No. 1 Spanish shelled peanuts, these being richer in oil than the Virginia variety. The shelled nuts are divided into three grades, No. 1, including only perfect, unbroken nuts and no foreign material, and No. 2, which has a percentage of nuts which have been split in cracking and some slightly withered. Of course, the butter can be made from any class of nuts, but it has been found of advantage to use only the best. Some manufacturers blend the Spanish and Virginia nuts.

The first process in the manufacture of the product and the only one in which there is really any secret, is the roasting. On this depends the quality, and the work must be done by an expert, just as in the case of coffee, The roasting is done quickly and is continued till the nuts reach a rich golden brown.

After the roasting the nuts are run through a fan-like machine, which blows off the husks. They then pass to the grinder. While any fine pulverizer will do the work ordinarily, special machinery has been built particularly adapted to the oily, sticky nature of the product. After grinding, a percentage of pure Liverpool salt is added, and the fine, oily paste is ready to be packed in jars or bottles for sale.

Peanut butter has been found by actual test to contain thirty-five per cent. of oil. The presence of this oil is often very noticeable in jars which have been undisturbed for some time, when it will rise to the top and it will appear as if a quantity of olive oil had been poured on top of the product. Many grocers have wondered at this and suspected it was a sign of something wrong. It is really an evidence of the purity of the product. This should be pointed out to customers. A thorough stirring will cause the oil to disappear and mix with the paste.

The food value of peanut butter is one of its striking features. Prof. F. E. Jaffa, of California University, in a recent report to President Roosevelt, stated that as a result of tests he had found ten cents' worth of peanuts to contain more than twice the protein and six times the amount of energy-producing material contained in a porterhouse steak. Ten cents' worth of peanut butter, about a third of a pound, contains about 2,000 heat calories. The same amount expended for eggs, for instance, brings back only 400 calories; for sirloin steak about 600 calories, and for milk about 1,400 calories. The economy of peanut butter as a body-building material is thus at once evident.

The uses to which the product is being put are becoming quite varied. Primarily, of course, as a convenient filling for sandwiches, its convenience and excellence are readily recognized. Latterly many people, particularly those of the less wealthy classes, are beginning to use it in place of cow's butter on bread. In the United States it is also coming to be largely used as shortening for cooking, and for this purpose it is said to make a ready substitute for animal fat. Reduced to a cream, with water, it makes a good salad dressing, and sweetened with sugar, it is said to do well as a cake filling. Handled in other ways it adds a distinct flavor to candy and sauces.

PERSONAL NOTES.

D. G. Whidden, the Sweet Milk Condensing Co., Laurentides, Que., was in Toronto this week.

A. G. Williams, manager of the Dillon Grocery Co., Dillon, Sask., was recently married to Miss Margaret Christman, of Elmira, Ont.

T. W. Robinson, one of the leading merchants of Moose Jaw, who has just returned from a five months' trip through Great Britain and Europe, and who is spending some time in Toronto before returning to the West, was a caller at The Grocer office this week. "There is no country like Canada," said Mr. Robinson. "I was in Norway, Belgium, Holland, Germany, Italy, France, Spain and Great Britain, and nowhere did I see such opportunities as are offering here. If the people of some of these countries could see the possibilities in Canada there wouldn't be anybody left there." Mr. Robinson is a striking example of the results which come from close attention to business and application of modern methods in the West.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

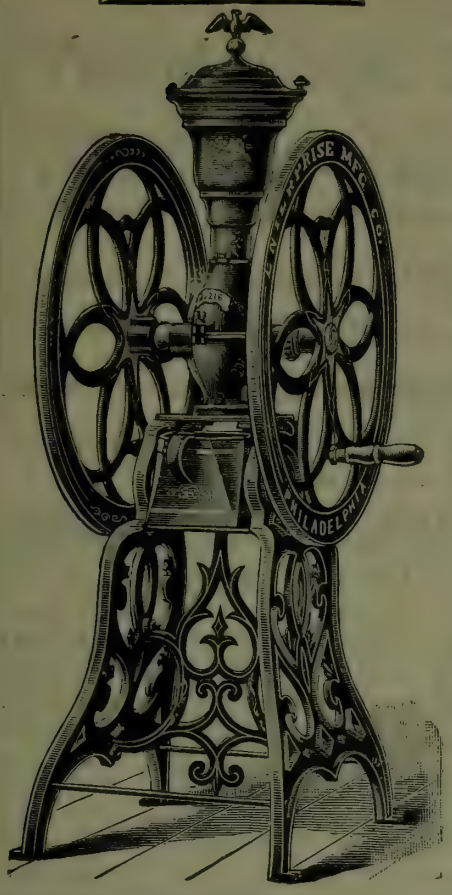
CLAY PIPES
None Equal. Insist upon McDougall's.
There IS a difference.
D. McDOUGALL & CO., Glasgow, Scotland

SMOKERS' ARTICLES
Merchants wanting finest and best articles for smokers for the Christmas and New Years holidays should call and see my stock, or wait for my travellers' calls before placing their orders—Satisfaction guaranteed.
JOS. COTE
IMPORTER AND WHOLESALE TOBACCO DEALER
Office & Store, 186-188 St. Paul St. Phone 1272
Branch - 179 St. Joseph St. Phone 2097
QUEBEC

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

FINE!



All of them can be adjusted for fine or coarse grinding while running and either way results are

"FINE"

"ENTERPRISE"

Rapid Grinding and Pulverizing Mills

If you are interested in a hand Mill, you will find exactly what you want. Between the large and small Mill shown here are many sizes, styles and prices—all of "Enterprise" excellence.

No. 216, at the left, holds 6½ pounds of coffee and grinds a pound with 50 turns. It stands 5 feet 8 inches high and weighs 320 pounds. Can be equipped for power.

No. 7, at the right, holds 1¾ pounds of coffee and weighs 62 pounds. It stands 21½ inches high and will grind a pound of coffee with 75 turns. Made for granulating or for pulverizing. As in all other "Enterprise" Mills, the grinders are warranted equal to steel. Write for illustrated catalogue.

The Enterprise Manufacturing Company of Pa.,

21 Murray St., New York PHILADELPHIA, U.S.A. 438 Market St., San Francisco

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it well mean ***LARGER BUSINESS—BETTER SERVICE—REDUCED EXPESE*** and ***LARGELY INCREASED PROFITS.***

Write for Illustrated Catalogue: **"Modern Grocery Fixtures."**

Representatives:
Manitoba: Stuart Watson & Co., Winnipeg. Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of Modern Store Fixtures
Berlin, Ontario

—BUY—
Star Brand
COTTON CLOTHES LINES
—AND—
COTTON TWINE
Cotton Lines are as cheap as Sisal or Manila and much better.
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

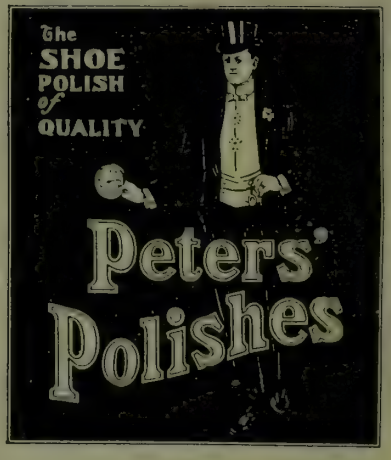
TALKING POINTS FOR DEALERS
ON
BANNER, CANADA, ONTARIO and HICONE
LAMP BURNERS

The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by
ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

STAR
AMMONIA
POWDER
Cheapest and Most Effective Article for All Household Cleaning Purposes Ever Introduced
EZE Manufacturing Co., Limited Toronto.

Its Merit Brings Repeat Orders



PETERS' POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St, West
Toronto

The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

We make a specialty of
COUNTER CHECK BOOKS
for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.
We manufacture
SHIPPING TAGS
The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30	00
" " "	6 months...	17	00
" " "	3 months...	10	00
50 " "	1 year.....	17	00
" " "	6 months...	10	00
25 " "	1 year.....	10	00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

MISCELLANEOUS.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

IT PAYS FOR ITSELF.—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

TRAVELLERS—Counter check books make a good side line. Pocket sample; liberal commission. Box 221, CANADIAN GROCER. [1]

AGENCIES WANTED.

WANTED—Foreign and domestic agencies. Good connections, highest references, twelve years experience. Arthur Cox, 253 Hollis Street, Halifax, N.S. [49]

MISCELLANEOUS.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of Gasoline Lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner Systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MACLEAN PUBLISHING CO., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

WANTED.

GROCERY traveller wanted for Ontario who can take sideline on commission. Box 235, CANADIAN GROCER, Toronto.

WANTED—By wholesale package and bulk tea house, first class city traveller. Must be thoroughly versed with tea with good connection to handle best trade only. Box 237, THE CANADIAN GROCER, Toronto.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

WANTED—Manufacturer's agent in Port Arthur, Ont., to work the surrounding territory. The line is a staple one, handled by the grocery trade and manufactured in Canada. Address Box 225, CANADIAN GROCER, Montreal. [49]

WANTED—Manufacturer's agent for the Province of Quebec, with headquarters in Montreal, to handle a staple line of long standing and established reputation. Must have organization to work the retail trade. Sales made to wholesale trade only. Address Box 240, CANADIAN GROCER, Montreal. [49]

SITUATIONS WANTED.

RAILROAD secretary and steno., with many years experience in general manager's office, would like position as corresponding secretary in commercial line. 15 years in present position. Box 239, CANADIAN GROCER.

TEA TASTER, BLENDER, Coffee, Cocoa and Chicory manufacturer, advertiser with 16 years' experience seeks engagement as buyer and manager of department with wholesale company. Address, Stirling, 145 Mutual Street, Toronto (45)

WANTED—As grocery clerk, by young married man, ten years' best city and country experience. Best references. Box 234, THE CANADIAN GROCER. (49)

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

WAREHOUSE TO RENT.

TO RENT—Top floor in good warehouse with track, delivery and hoist facilities, 75 x 75, with office. Apply Nicholson & Bain, Calgary. (49)

FOR SALE.

FOR SALE in Ontario—General store with grain and coal warehouse in connection. Retail business. This year will be over $25,000. Situated in small village in good locality. No opposition. Box 238, GROCER, Toronto.

FOR SALE—Well established retail grocery, feed and seed business in town of 10,000. Turnover last year $70,000. Will lease or sell property. Satisfactory reasons for selling. Address Box 232, CANADIAN GROCER, Toronto.

FOR SALE—Grocery, flour and feed. About $1800; annual turnover $11,000. Best manufacturing town east of Toronto. Box 236, CANADIAN GROCER, Toronto. (91)

GENERAL Store and Boarding House, opposite C.P.R. depot. Stock worth about $1500; yearly sales $6000 to $7000. The best reasons for selling out. All further particulars on application. Address P.O. Box 30, Coulter, Man. [51]

WINDOW DISPLAY FIGURE—Cost $25 last year. Will sell for $15 as we have no use for it. Big attraction made, us $50 last Christmas. A. S. Lambe & Son, Meadowvale. (49)

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

Arctic Refrigerators

for Grocers and Butchers, The Coldest, Dryest and most up-to-date refrigerator on the market.

Western representatives, Ryan Bros., Winnipeg

Eastern representatives Wolf, Sayer & Heller, Montreal.

Write for Catalogue.

John Hillock & Co., Ltd.,
154 George St., Toronto

Lea's

The Pickle with the home-made flavor

Turkey and Lea's Pickles make the Christmas Dinner complete. Have you secured your Pickle for your Christmas Trade? Do so before it is too cold to ship.

Packed by

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

WESTERN REPRESENTATIVES: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz.	2 70
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

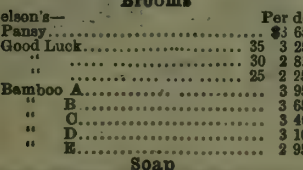
Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Brooms

Nelson's—	Per doz.
Pansy	$3 65
Good Luck	35 3 25
"	30 2 85
"	25 2 25
Bamboo A	3 95
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Soap

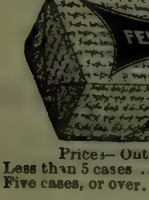
The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 25
Five cases, or over	5 15

THE ROBERT GREIG CO., LIMITED



White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

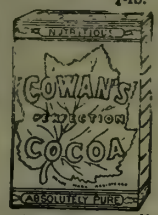
Chocolates and Cocoas.

Cocoa— THE COWAN CO., LIMITED

Perfection 1-lb. tins per doz.	$4 80
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb.	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—

Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb.	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30

Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.	
Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 31
Vanilla wafers, "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

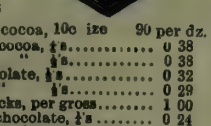
A. F. MacLaren, Imperial Cheese Co, Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
½ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz	0 90
Prepared cocoa, ½'s	0 28
Prepared ½'s	0 28



Mott's breakfast cocoa, 10c ize	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes.	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes.	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes.	0 35
Varilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins.	0 47
Soluble cocoa (hot or cold soda 1-lb. tins.	0 38
Cracked cocoa, ½-lb. pkgs., 5-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box.	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases

	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
¼ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails	and 10, 25 and 50 lb. Pails.	Tins.	Bbls.
White Moss, fine strip.		0 19	0 21	0 17
Best Shredded		0 18		0 16
Special Shred		0 17		0 15
Ribbon		0 19		0 17
Macaroon		0 17		0 15
Desiccated		0 16		0

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 26c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers, $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —Imperial

Large size jars, per doz.	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Peanut Butter.

MACLAREN IMPERIAL CHEESE CO., LTD.

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, casts, 25 cartons	$3.50 each
Small " 50 "	3 60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Confeotions

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box.	1 35
" 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montrea

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

THOMAS J. LIPTON

Prices on application.

Infants' Food.

Robinson's patent barley	½-lb. tins		$1 25
"	"	1-lb. tins	2 25
"	groats	½-lb. tins	1 25
"	"	1-lb. tins	2 25

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors),	doz.	1 00	
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato,** not the **Tomato** to the size of the **Opening.**

Pack **Whole Tomatoes,** not Crushed Fruit.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Max Ams Patents

JAMES DOME BLACK LEAD

GIVES A GOOD, BRIGHT, LASTING SHINE.

THE BEST STOVE POLISH ON THE MARKET

NO DUST

W. G. A. LAMBE & CO., Canadian Agents

Quality

is the Key-note of the success of these goods, which are in demand everywhere.

"Goodwillie's"

is a name that stands for THE BEST in canned FRUITS in GLASS.

ROSE & LAFLAMME, LIMITED

AGENTS

Montreal **Toronto**

Table Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

Agents:—

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 3 and 9 pails in crate.....per lb.	0 07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 80

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

THE ROBERT GREIG CO.

List price
'Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 09½	
½-bbls. 0 09½	
Tubs, 60 lbs. 0 09½	
20-lb. Pails. 2 00	
20-lb. tins.. 1 90	
Cases 3-lb.. 0 10½	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks.....	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated).

GILLETT'S PERFUMED.	Per case.
1 case of 4 doz.....	$3 00
3 cases of 4 doz.....	2 50
5 cases or more	2 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb.	glass	jars.
Pineapple	" 1	"	"
Green Fig	" 1	"	"
Green Fig and Ginger	" 1	"	"
Lemon	" 1	"	"
Grape Fruit	" 1	"	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Sbredded"—	
1-lb. glass, doz.....	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net ..	$12 00
per case of 3 doz. net	3 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4.70
Ditto, hotel.	4.90
Silver Cow Milk	5.00
Purity Milk....	4.70
Good Luck....	4.30

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	1-lb. tins.....	.....per doz.	$1 40
"	½-lb. tins	"	2 50
"	1-lb. tins	"	5 00
Durham	4-lb. jar.....	.....per jar.	0 75
"	1-lb. jar.....		0 25
F. D	½-lb. tins	.....per doz.	0 85
"	1-lb. tins.....	"	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	3 50
" ½-pts. 24's.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½ pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application.

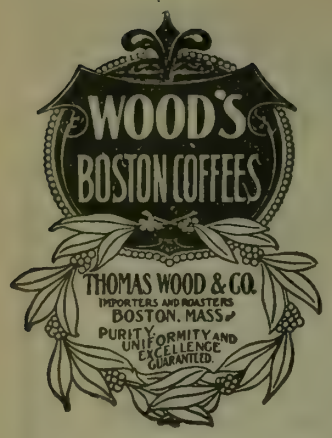
Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND.	Per case
No. 1, cases, 60 1-lb. packages.....	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {60 1-lb. " {60 ½-lb. " }.....	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 75
5 cases.....	2 75

STRIKING FEATURES



PURITY appeals to all classes of consumers.

UNIFORMITY holds the patron to his favorite brand, so that your trade is not fluctuating, but permanent, with possibilities for increase always before you.

SUPERIORITY lends its powerful influence to the other claims, and

WOOD'S COFFEES

are known far and wide as the ideal goods for the millions.

They are not "here to-day, there to-morrow" products, but are like faithful allies, and hold up the Grocer's hands in extending trade.

Canadian Factory and Salesrooms:

No 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$0 30
" " black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	13 00
Straw	"	19 26

3 doz. to box $3 45

6 doz. to box $6 90

30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No 1 White or blue, 4-lb. cartons	
No. 1 " " 6-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel....per box 1 70 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Cor	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

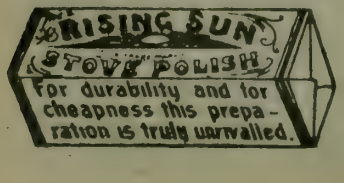
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 36
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 7½
Kegs 100 lb.	0 7½
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Calcined Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

pkgs, cases 5 doz., per case 4 75

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label— Per case

2 lb. tins, 2 doz. in case			2 40
5 " 1 " "			2 75
10 " ½ " "			2 65
20 " ¼ " "			2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ per lb.
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lb.	1 25 each
" 38½ lbs	1 75 "
2-lb. tins, 2½ in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Tea

THE "SALADA" TEA CO.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ½s, ½'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's	0 20	0 25
Blue Label, ½'s	0 21	0 26
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

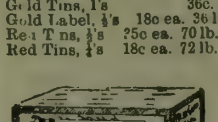
BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

Canisters

Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	25c ea. 70 lb.	35c ea. 100 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 100 lb



MELAGAMA TEA.

MINTO BROS., 55 Front St. East

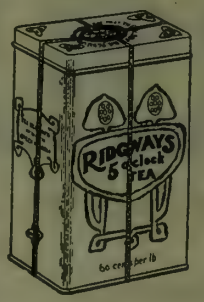
	Wholesale	Retail.
Black, green, mixed, ½s	0 70	1 00
" " ¼s	0 55	0 80
" " ⅛s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ¼s.	0 38	0 50
" " 1 lbs, & ⅛s.	0 35	0 50
" " 1 lbs,. ½s	0 30	0 40
" " ¼s	0 32	0 40
" " ⅛s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c		0 22
Green Label. "	40c	0 30
Red Label, "	50c	0 35
Orange Label, "	60c	0 42
Gold Label, "	80c	55

RIDGWAYS.
London, Vancouver, Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H M B, 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 48
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 52
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15 00
V.H C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C., Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

DWIGHT'S

BAKING SODA

You can talk Baking Soda to advantage by suggesting only and always

"Cow Brand" Baking Soda

Your customers will invariably insist upon this brand after one trial—they will appreciate its purity, strength and uniform quality.

It's good policy to sell "Cow Brand" Baking Soda.

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Manufacturers MONTREAL

THIRTY EIGHT DAY EXCURSION CRUISE

Every twelfth day a "P & B" steamer leaves Halifax for Bermuda, the British West Indies and Demerara, and no finer sea trip exists. The round trip takes thirty eight days and the cost is small. Better write for illustrated booklet.

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OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

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JOHN OAKEY & SONS, Limited

Manufacturers of

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Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

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JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

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I. C. STEWART, Halifax.

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GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.

Patras. . Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:

J. L. Watt & Scott - Toronto

Watt, Scott & Goodacre, - Montreal

The Condensed Ads. in The Canadian Grocer bring results. Try one.

SALT SALT

for every purpose
full stocks

VERRET, STEWART & CO.
LIMITED
MONTREAL

SALT SALT

To Our Grocer Friends:

The average housewife is becoming more fastidious each day in her ideas of what sanitary precautions should be adopted in handling a food product. Undoubtedly, you have already realized this.

Have you ever considered this regarding Mince Meat.

Why not handle a dust-proof-sanitary-wrapped package like **Wethey's Condensed Mince Meat?**

All jobbers. 3 doz. to a case.

J. H. WETHEY, LIMITED
ST. CATHARINES

All Xmas Goods in Stock

Empire Brand

We make quick shipments.
We solicit your orders.

4 Free Phones for Use.
USE FREELY

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(Successors to Lucas, Steele & Bristol)
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VOL. XXII. PUBLICATION OFFICE: TORONTO, DECEMBER 11, 1908. NO. 50.

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Agents for the Dominion of Canada

Canada's Leading Table Syrup

Made, as it is, from the finest selected white corn, under perfect hygienic conditions and most modern scientific methods.

"Crown Brand" Table Syrup

is a delicious, healthy and nourishing table necessity which every grocer in Canada should sell. Most of them do now. If you do not, place your order through your jobber.

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ESTABLISHED 1858

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The Ideal Breakfast Dish

UPTON'S

Pure Orange Marmalade

Delicious, Appetizing, Healthful and Nourishing.
Good for Young and Old.

UPTON'S Pure Orange Marmalade is put up in many different size and style packages and the quality and price is right.

Grocers will do well to have a supply in stock for their Christmas trade.

Raisin Perfection:

Seedless
Not
Seeded

GRIFFIN'S SEEDLESS RAISINS

Seedless
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A
Distinct
Fancy Variety of

ABSOLUTELY SEEDLESS RAISINS

Cured in the sun without use of lye, sulphur, or any deleterious matter.

Most highly flavored, most wholesome, cleanest

Packed only by

Griffin and Skelley Company

"Canned by Griffin"

Until you break the shell of a nut you are wholly in the dark as to the quality of the meat therein. A fair exterior often covers an unsatisfactory interior. Quality depends largely upon reputation—you've got to be guided by that. Be guided, then (if seeking highest quality in Canned Fruits), by these three words, "Canned by Griffin," and you'll be absolutely safe.

Griffin's Canned Fruits

Purity is a paramount quality of Cox's Gelatine and the maintaining of that purity is the unalterable purpose of the makers. The Standard is fixed—it does not deviate a hair's breadth from year to year.

COX'S

THE PURE GELATINE

COX'S

As sugar is sugar and tea is tea, so Gelatine is "Cox's" the world over. By it all other brands are judged.
It is always the same pure Gelatine.

Arthur P. Tippet & Co.
GENERAL AGENTS
MONTREAL

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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

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Representing Morris & Co. Chicago, Pork and Lard.

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Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

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EVAPORATED APPLES
AT LOWEST PRICES
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(Continued on page 4).

Sorting up for Xmas trade—

If you need anything in

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We would advise you to phone us your orders—
We still have a fairly complete stock, but is rapidly going out.

We Make a Specialty of Quick Shipments

Phone us (at our expense) for anything you want RUSHED.

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What About Your Grasping a Chance of This Kind ?

25c BLUE RIBBON TEA	1s	at 20c
	½s	at 21c
30c " " "	1s and ½s	at 24c
35c " " "	1s and ½s	at 25c
40c " " "	1s, ½s, ¼s and ⅛s	at 30c
50c " " "	1s and ½s	at 35c
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$1.00 " " "	½s and ¼s	at 70c

Packed in black, mixed and green. We will ship you ANY grade you wish at the above prices, NET 30 DAYS, delivered your railway station. Compare our prices with other package teas.

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Holly Wreaths -- Christmas

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SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
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Its History and Mystery

BY

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A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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No! They'll run you into bankruptcy in a jiffy if you'll let them. And still you can't get too independent with this class of trade—it is good money when it does come.

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The Simcoe Canning Company are the originators of Gals. **CORN-ON-COB.** It is only after years of experimenting that it is possible to offer Corn-on-Cob in cans, which when placed on the table cannot be detected from fresh Corn. The ears are carefully selected from the earliest and choicest Corn, and are processed by special methods known only to the packers.

Do not fail to secure a few cases **SIMCOE CORN-ON-COB** for your Xmas Trade.

For Sale by all Leading Wholesalers.

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Canned Fruits and Vegetables are all that can be desired by your most fastidious customer. The contents of every Old Homestead can have been selected with a view to pleasing the purity-loving consumer. Our method of processing is characterized by the most scrupulous cleanliness, while our entire plant is sanitary and thoroughly up-to-date.

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The Old Homestead Canning Co.

Picton, - - Ontario

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Reach out after the tea trade he is getting—the trade that rightfully belongs to you. But how is this to be done? Only by educating your customers to purchase goods the peddler cannot buy. You can never hope to win back the peddler's tea trade by selling bulk teas. The peddler sells that.

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"SALADA"

The most profitable tea for a grocer to handle. For seventeen years it has maintained its prestige as the highest grade tea. A constantly increasing demand shows its great value to every grocer as a sure trade-winner. With "SALADA" you serve the public well, and the peddler can't take your trade.

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$1.00 Sold $25 Worth of Groceries

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The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

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Never take it for granted that your customers will not buy a better grade of tea. If you are not trying to sell it to them, your wide-awake competitor is very likely to be. The safe way is to push your tea trade steadily toward a higher level. Another very important reason for it is that nothing else will inspire as much confidence in you and in your store, give you as firm a hold upon your present trade and draw as many new customers to you.

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It shows good business judgment on your part to sell the very best tea possible at the price. A personal test of Red Rose Tea will convince you that it is the best tea on the market in each of its different grades. ***In recommending Red Rose Tea to your customers your reputation for selling good tea is assured.***

TRY RECOMMENDING RED ROSE TEA to your customers. Keep it up for two months and see the improvement in your tea trade.

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REGISTERED.

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
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Oranges,	from Seville	**Cinger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsioums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

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All the money goes for tea and for absolutely necessary service.

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The rule of our business is to give our customers every advantage we can and yet remain safe ourselves.

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Cuts your bookkeeping in half.

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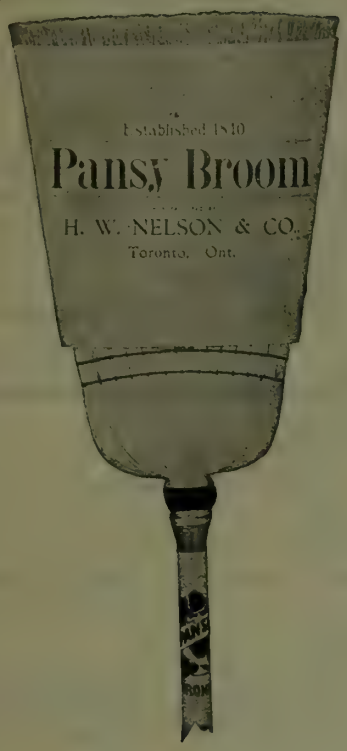

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Just the right size and weight to enable a housekeeper to do good work with the minimum of exertion—that is the

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We are prepared to make prompt shipment of any of the above brands.

St. Charles Condensing Co.

INGERSOLL, - ONTARIO
CANADA

GOLDEN DRIPS

A Pure Cane, Heavy, Table Syrup of Delicious Flavor

WE QUOTE

		Per Case
2-lb. Tins	*24 to Case*	*$2.60*
3-lb. "	*24 "*	*3.75*
5-lb. "	*12 "*	*3.60*
10-lb. "	*6 "*	*3.25*

A trial order will convince you of the superiority of this syrup over similar lines now on the market.

ORDER FROM YOUR JOBBER

SUGARS & CANNERS, LIMITED

MONTREAL

Ewing's Superior Herbs

Have a reputation gained through their unfailing excellence, which insures their continued popularity.

Give our traveller your order for

Sage, Savory, Mint, Thyme, Marjoram, Etc.

They will please you and your customers.

S. H. EWING & SONS 98 King St., Montreal
Also at Toronto

"Salad, Edible and Cooking Oils"

WINTER PRESSED

"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE **Norton Manufacturing Co.**

HAMILTON

ALWAYS IN BRISK DEMAND

Shirriff's Flavoring Extracts

because they are unquestionably the highest in Strength and Purity

IMPERIAL EXTRACT COMPANY

18-22 CHURCH STREET, - - TORONTO, CANADA

Our Guarantee Goes With Every Pound of

CRYSTAL
GRANULATED
SUGAR

WALLACEBURG SUGAR CO., LTD.

WALLACEBURG - - - ONTARIO

Walter Baker & Co.'s
Cocoas and Chocolates

In single box lots we will supply at the following prices:

Baker's Cocoa, ¼s - - - - -	**35½c. per lb.**
" " ½s - - - - -	**35½c.** "
Premium No. 1 Chocolate, ¼s -	**32½c.** "
" " " ½s -	**32½c.** "
Webb's Cocoa, ¼s - - - - - -	**29½c.** "

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

WAGSTAFFE'S

Fine Old English

Plum Puddings

and

Mince Meat

Are the best.

Your money returned if not satisfied.

Ask your wholesale grocer for them.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

E NICHOLSON

D H BAIN

CODES.
A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON

EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

Herewith please find Acreage and estimated yield in the Provinces of **Manitoba, Saskatchewan** and **Alberta:**—

WHEAT.	Acreage.	Estimated Yield per Acre	Total
Manitoba	2,710,000	15 bushels	40,650,000 bushels
Saskatchewan	3,170,000	18½ "	58,645,000 "
Alberta	410,000	21 "	8,610,000 "
Total			107,905,000 "
	Total acreage in the three provinces.	**Estimated Yield per acre**	
Oats	2,660,000 acres	34 bushels	90,440,000 bushels
Barley	860,000 "	21 "	18,060,000 "
Or a total in the three Cereals of			216,405,000 bushels

September wheat is quoted at Fort William at 98c. per bushel, October 95¼c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **$150,000,000.**

We are brokers and Commission Merchants exclusively. Can we not handle your goods in the Great West? Yours truly,

NICHOLSON & BAIN

CALGARY **WINNIPEG** **EDMONTON**

Storage for all classes of Merchandise, also cars distributed at Winnipeg, Calgary and Edmonton.

TO THE TRADE:

Do You Know that the

American Consumption

of

CEYLON TEA

is

Increasing Steadily,

Even in this Year of Universal Trade Depression?

(That's no marvel, however, for Tea Drinkers are generally learning that it's really the cheapest, as well as the best, Tea.)

DIRECT SHIPMENTS

to

AMERICA, SEPT. 30th, 1908

show

INCREASE OF ABOUT A MILLION POUNDS.

IT IS THE BEST

The ingredients used are the best; it logically follows that the finished article must be the best. What enables us to push

Gilmour's 10c Hand Cleaner

at such a popular price is the fact that we prefer to share profits with the dealer, thus securing his active co-operation in building up sales records.

Your Wholesaler has a Stock, Write us if Not.

The Gilmour Company, Montreal

604-6-8 Papineau Ave.

"THE GENUINE HAND CLEANER IN THE ORIGINAL YELLOW TIN"

Ridgways TEA

is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

CANADIAN OFFICE,
VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

ABSORBINE

Will reduce inflamed, strained, swollen Tendons, Ligaments, Muscles or Bruises, Cure the Lameness and Stop pain from a Splint, Side Bone or Bone Spavin No blister, no hair gone. Horse can be used. Horse Book 2 D free. $2.00 a bottle at dealers or delivered.

ABSORBINE, JR., for mankind, $1. Reduces Strained Torn Ligaments, Enlarged glands, veins or muscles—heals ulcers—allays pain. Book Free.

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canadian Agents.

Save Your Elbow Grease

PATENT APPLIED FOR

The Kaiser Wax Pad AND IRON CLEANER

The Cleaner that Cleans Well.
The Wax Pad that Waxes Well.

REQUIRES BUT HALF THE TIME TO DO AN IRONING.

Every Housekeeper dreads ironing day, especially so, when she has a lot of Shirt-Waists, Mens Shirts, Collars Cuffs, etc. to Iron; She always wants to obtain a high gloss finish equal to First Class Laundries, and after hard work by the use of Common Wax, a lot of rubbing and Polishing utterly fails.

The Kaiser Iron Cleaner & Wax Pad will clean and smooth the rough and rusty places that have accumulated since the last time they were used By rubbing the hot Iron quickly over the corrugated surface you remove immediately starch or rust. You will be delighted when you try the Iron to see how smoothly it slips over the linen and the result will be no difference from first class laundry work. When the wax is entirely exhausted in the outer 2 Layers on both sides, remove it—and you still will have 2 Layers left.

WHY YOU SHOULD USE IT.

The cost to use it is almost nothing.
The Iron does not adhere to the fabric.
It imparts a splendid perfume to the clothes.
It saves a great deal of hard work in Ironing.
It gives an excellent lustre to the Linen or Muslin.
The Clothes will remain clean and neat much longer.
It gives the Clothes a much better finish than by any other method.
It makes the Iron pass smoothly over the surface and does not leave any black streaks or spots.

Every Housekeeper that cares to do *Good Work* should have one. *We claim* there is nothing on the market is *its equal* to the KAISER IRON CLEANER & WAX PAD, for *quickness, convenience, satisfactory work or economy.*

FOR SALE TO THE TRADE BY

G. C. WARREN, Regina, Sask.
RICHARDS & BROWN,
314 Ross Ave., Winnipeg, Man.
WHITLOCK & MARLATT, Moose Jaw, Sask.

Brokers wanted in Eastern Canada and British Columbia

DEPT. 16 **ADDRESS:**

The Ancker-Thiem Company

CHICAGO, - ILLINOIS

Tartan

BRAND

COMPLETE STOCK FALL GOODS

Raisins Valencias, Sultanas, Seeded Muscatels, Malagas.
Currants—Vostizza, Patras, Amalia, and finest Filiatra.
Figs—All sizes, Pulled and Flat, also Natural and Taps Comadra.
Dates—Bright Halowees, Fancy Halowees, Fards and packages.
Evaporated—Peaches, Apricots, Prunes, Apples.
Nuts, Peels, Shelled Almonds, Walnuts, etc.

Long Distance Phone 596, kept specially for outside customers or see our travellers for quotations.

BALFOUR, SMYE & CO.

Wholesale Grcers, - - HAMILTON

BLACK KNIGHT STOVE POLISH

is the stove polish that your customers will be pleased with. Don't run away with the idea that all stove polishes are alike, because Black Knight is away ahead of all competitors. An application of Black Knight stove polish, polishes the stove but

Does Not Soil The Hands

You can't say so much for any other polish of your acquaintance. Moreover there's a very liberal profit for the grocer who handles Black Knight Stove Polish.

The F. F. DALLEY Co., Ltd.

Hamilton, Canada - Buffalo, U.S.A.

A Leading British line well-known and largely advertised

DR TIBBLES' Vi-Cocoa

THE WORLD RENOWNED FOOD BEVERAGE

The Public Say:

"THERE IS MERIT IN IT."

The Trade Say:

"THERE IS MONEY IN IT."

Write for Sub-Agency to:—

AGENT FOR MONTREAL:
J. WALTER SNOWDON
413 St. Paul Street
Montreal

ONTARIO AGENTS:
GREEN & CO.
25 Front St. E., Toronto

W. H. ESCOTT, 141 Bannatyne Avenue East, WINNIPEG

SAMPLE CASES NOW READY FOR DELIVERY

BORDEN'S BRANDS

The two best known and acknowledged leaders in Condensed Milk and Evaporated Cream, are

"EAGLE BRAND" CONDENSED MILK and **"PEERLESS BRAND" EVAPORATED CREAM**

Unsweetened

It is good business policy to sell what is known as good and right—

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Vancouver and Victoria, B.C.

SUGAR

When next purchasing supplies of Granulated Sugar ask for

Redpath

The purest and best—To be had in original packages—

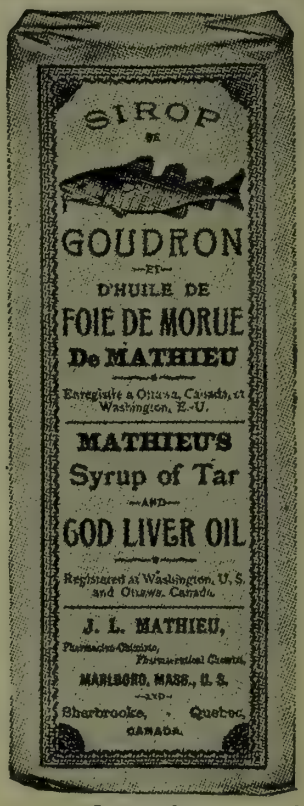
Barrels of about 300 lbs. and Bags of 100, 50, and 20 lbs.

The

Canada Sugar Refining Co.,

Limited

MONTREAL



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints—backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

If You Want To Sell In Ottawa

You must arrange to supply your trade on short notice. That is, if you want to get the big slice of business. We can take care of your stock to your best advantage.

Railway connections. A 1 Warehouse Insurance. Every convenience to facilitate transaction of your business.

ASK US FOR MORE INFORMATION.

The Dominion Warehousing Co., Limited

J. R. Routh, Manager **52 Nicholas St., OTTAWA**

A GOOD LINE

There is a "want more" fascination in H.P. Sauce that is crowding English Grocery Stores, and the Sauce is replacing the older ones on the best tables.

Judging from its reception the Canadian Grocer sees in H.P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers. Brisk sales—liberal profit—in H.P.

Postal to our Canadian Agents secures full sized tasting sample and quotations. Try it for yourself. Then you'll get the reason for its success.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Limited, Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Limited, St. John's, N.F.

Midland Vinegar Co., Ltd., Birmingham and London, England

Christmas is rapidly drawing near and your customers will be asking for

LYTLE'S MINCE MEAT

Don't make a mistake by not having a good stock of this delicious mince meat on your shelves.

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada

SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENCES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

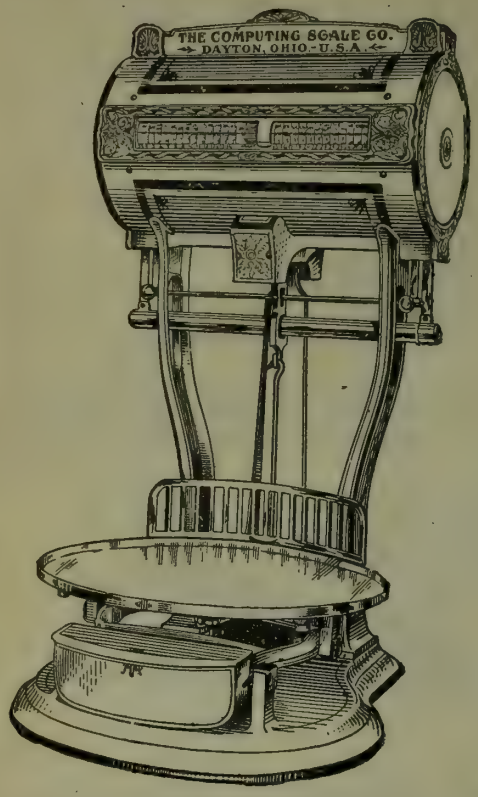
Toronto	R. S. McIndoe	54 Wellington St. E.
Montreal	J. M. Brayley	55 St. Paul St.
Winnipeg	E. W. Ashley	123 Bannatyne Ave. E.
St. John	H. S. Daly	
Vancouver	J. F. Mowat & Co.	

JAPAN TEAS

We are offering a few more lines of low grades at special prices and shall be pleased to submit samples to jobbers on application

S. T. NISHIMURA & CO.

MONTREAL and JAPAN



DAYTON MONEYWEIGHT SCALE
NOTE THE LOW PLATFORM

Overweight Problem

Solved!

With this 1909 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

Gives the exact weight for the exacting dealer.
Gives the exact weight to all customers.
True as steel and built for a lifetime of exact weighing.
Weighs to an ounce, computes to a cent.
Low platform—only 6½ inches from the counter.
Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited

164 W. King St., Toronto, Ont.

Balmoral Scotch Marmalade

Is made by "men who know" and who use only selected Seville bitter oranges and pure Canadian granulated sugar. It is the acme of purity and excellence, which explains why it

Pleases Critical Customers

J. W. WINDSOR

MONTREAL

MAKES IT.

FANCY CHEESE

ORDER NOW FOR THE

HOLIDAY TRADE

INTERNATIONAL

NEUFCHATEL

PHILADELPHIA

CREAM

AND

CAMEMBERT CHEESE

INTERNATIONAL MILK PRODUCTS CO.

Cooperstown, New York

Canadian trade supplied through

W. S. SILCOCK

33 ST. NICHOLAS STREET, MONTREAL

We Are After Your Business!

White Dove Will Get It

Our 15 or 20 lb. pail.

Purity

is the outstanding point of excellence in this high class cocoanut, and is responsible in a great measure for the wonderful success it has met with everywhere.

Agents:
Geo. A. Stone, Vancouver, B.C.
Scott, Bathgate & Co., Winnipeg, Man.
Frank M. Hannum, Ottawa, Ont.
C. E. Macmichael, St. John, N.B.
J. W. Gorham & Co., Halifax, N.S.

MANUFACTURED BY

A Practical Package.
Packed in 5-lb. Tins, 12 to case
" 10-lb. " 6 "

W. P. DOWNEY

24 and 26 St. Peter Street, - - MONTREAL

YOUR COFFEE TRADE

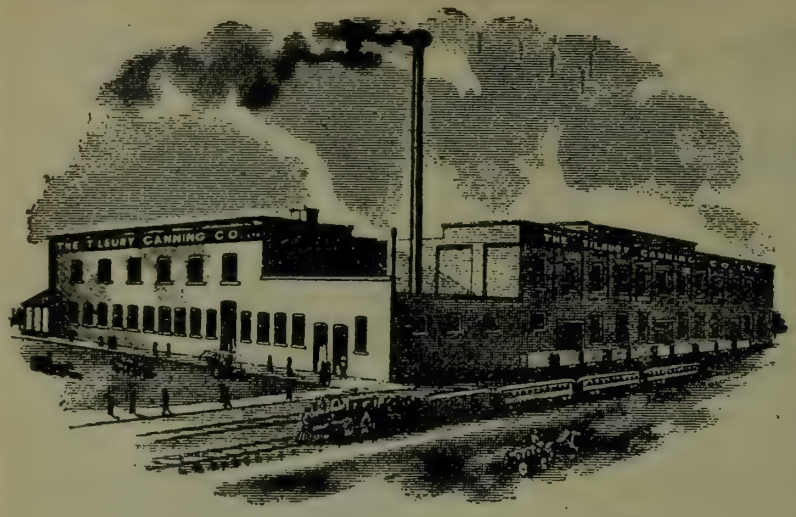
is an important branch of your business

SATISFACTION

is contained in every package of Chase & Sanborn's High Grade Coffees

Chase & Sanborn
Montreal

The Importers



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

ESTABLISHED OVER 200 YEARS

CHAMPION'S

LONDON, ENGLAND

IS THE BEST VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.

ONTARIO AGENTS : The Lind Brokerage Co., 23 Scott St., Toronto
Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal
W. H. Escott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS — WRITE OUR AGENTS FOR PARTICULARS

"WHITE SWAN GOODS ARE GOOD GOODS"

—ALWAYS—

CEREALS, SPICES, COFFEES, ETC.

WHITE SWAN SPICE AND CEREALS LIMITED

(SUCCESSORS TO THE ROBERT GREIG CO. LIMITED)

TORONTO

HOW TO FREE HIGH HALLS OF DUST-WEBS

THE

Ideal Duster

Solves the Polished-Floor Proposition

The dust problem is constant—like dish-washing—the drudgery of it is split in two with the IDEAL. It appeals to more people as a mechanically correct and necessary device than our Mop, the SELF WRINGER, ever did and we venture the statement that you have for nearly 20 years found our products free from complaints, owing to perfect construction. You can therefore sell as you buy—in perfect confidence. We solicit trial orders through the jobbers.

If you have not received advertising matter with your goods drop a card to us.

Tarbox Bros., Mfrs. Toronto, Ont.

BRITISH DEPOT: 2 Hope Chambers, Liverpool

THE McGREGOR PAPER BAG HOLDER.

THE GROCER'S GREATEST CONVENIENCE

McGREGOR PATENT

PAPER BAG HOLDER

HAVE YOU SEEN IT? WRITE

175 Borden St., - Toronto

Allredie Plum Pudding

makes a DAINTY DELICIOUS DESSERT

This is not only a Christmas Plum Pudding but being light and digestible will appeal to everyone at all seasons of the year.

Allredie Plum Pudding is put up in powdered form, a radical departure from old style, containing all the necessary ingredients naturally used in the homes of your customers.

Allredie Plum Pudding saves the housewife all the trouble of cleaning fruit and getting her pudding ready—a good talking point, use it—It will make sales for you.

Let your jobber send you a sample case. If he does not carry send to us and we will advise you where you can buy it.

ALLREADY PURE FOOD CO.

of Canada Limited

BRIDGEWATER - - - NOVA SCOTIA

Agents :—A. H. BRITTAIN & CO., Montreal. THE LIND BROKERAGE CO., Toronto. W. H. ESCOTT, Winnipeg. W. A. SIMONDS, St. John, N.B. B. R. HOLEMAN, Charlottetown, P.E.I.

Ask For Wine

and specify

Marsala Wine

It is the finest after dinner beverage in the land. If you don't believe us send for a free sample and convince yourself.

Your customers will appreciate your calling their attention to this famous brand.

$7 a case and up

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent Phone Main 2731

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES

(IN TINS)

2's, 3's 5's, 10's, 20's

1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP

(IN TINS)

2's 3's 5's 10's 20's

1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis. - - Quebec.	W. H. Escott, - - - Winnipeg.
C. DeCarteret, - - Kingston.	R. G. Bedlington & Co., - Calgary
Jas. N. McIntosh, - - Ottawa	Tees & Pearse, - Edmonton.
Geo. Musson & Co., - Toronto.	Wilson & McIntosh, - Vancouver
J. W. Bickle & Greening, - Hamilton.	C. Leonard Grant, - P. E. Island
G. H. Gillespie, - - London	

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

KIPPERINES IN TINS

This choice line has not succeeded in getting support from the retail trade on account of the oil destroying the appearance of cartons. We have them now in oval air tight tins, thus preserving all the best quality of the fish, and presenting them in an attractive sanitary package.

Price 75c. per dozen.

Will make a big profit making 10c. line.

James Turner & Co., Limited

Hamilton, Ontario

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Manufacturing Beet Sugar in Canada

A History of the Industry and Its Development With Particular Reference to the Several Factories Involved—Ontario the Principal Field of Industry, Though a Factory is Operating Successfully in Alberta.

Written specially for Canadian Grocer.

Eight years, approximately, have passed since Canada first experimented with home-grown and home-manufactured sugar, and even yet it is a debatable question in the minds of many whether the experiment is a failure or success. The answer to that question, "failure or success?" depends largely on the enquirer's viewpoint.

From one point of view, it may be claimed that the experiment was a success as much as four years ago, through the undeniable circumstance that, four years ago, one of the factories proved that beet sugar could be made in Ontario at a profit and has, incidentally, continued to prove this fact, by continuing to make and sell it at a profit

From another point of view the claim may be made that, because of the five factories established some years ago, only two are at the present moment in successful operation, the experiment is a failure.

It is not my purpose to answer the question, but merely to present the actual facts, as nearly as they can be ascertained.

Inspired by Michigan.

The Ontario beet sugar industry drew its inspiration from Michigan. There, the industry is from all accounts a success, over 50 factories, it is claimed, being in operation. Michigan capitalists were largely interested in the first factories established in this country; and even before that, beets were grown in Kent for the factory at Marine City.

The pioneer of the Ontario industry was D. A. Gordon, M.P., of Wallaceburg. Mr. Gordon had been in close touch for many years with Michigan capitalists, having interests of his own in the State. He was ambitious also to build up the town of Wallaceburg, of which in 1900 he was mayor, and of which he has been for the past 20 years or more the moving spirit. The idea suggested itself to him that sufficient sugar beets could be grown in Kent to enable a factory to be run in that county on a paying basis. The one location for such a factory, was, of course, Wallaceburg. To a man of Mr. Gordon's civic patriotism, that conclusion came quite naturally. Accordingly the Wallaceburg Sugar Company was incorporated some eight years ago.

BEET SUGAR IN CANADA—Factory of the Wallaceburg Sugar Co., at Wallaceburg, Ont.

Other Companies Started.

A number of other Ontario beet sugar companies were formed shortly after, and four factories in all were actually erected.

Wallaceburg and Dresden have been historic rivals in the northern part of Kent County, and, with Wallaceburg the possessor of a sugar factory in the making, it was but natural that the sister town of Dresden should want one. Wallaceburg had voted its factory substantial aid; and when Dresden received a proposition from Captain Davidson, a wealthy Michigan capitalist, to establish a sugar factory in that town on certain terms, the proposition was enthusiastically endorsed. A loan was granted, and in addition exemption from taxes for a certain period of years.

Wiarton, likewise, granted certain concessions to secure the location of a sugar factory there, while the fourth factory of the quartette—though not the fourth in point of time—was established by the Ontario Sugar Company at Berlin.

Behind the establishment of these factories were many influences. Civic patriotism and the desire of municipalities more or less enterprising to secure big industries, played the usual part. Enthusiastic kings of industry, who saw in Canada a big market for home-grown sugar and did not stop to count the cost, placed themselves behind the movement. And, finally, there was a certain amount of real business sense involved as well—that business sense, the possession of which has spelled the making and the

lack of which has spelled the downfall of many an industry.

Were Many Obstacles.

The newly-formed companies found, in many cases to the surprise of capitalists concerned, that the beet sugar business was a very serious proposition. It was not, as quite a few enthusiasts had pictured, merely a matter of squeezing the beets, drying the juice, and selling the sugar.

In the first place, before any sugar could be made, the factories had to secure their beets. The sugar beet was a new proposition to the farmer, and one at which he looked rather askance. A few beets had been grown in Kent for the Michigan factories; elsewhere, the sugar beet was a crop absolutely new and untried.

Having secured the beets, the manufacture of these beets into sugar involved chemical processes which required the services of experts. These experts in turn commanded high salaries and were hard to procure, most of them being Belgians and Germans, with extensive experience in the factories of European countries.

And finally, the sugar had to be sold —in the face of a deep-rooted prejudice in the public mind in favor of "cane" as against "beet" sugar.

To combat these three obstacles involved the expenditure of large sums of money. At the outset, a big investment was required for the factory, and a still bigger investment for the machinery, practically all of which was imported. Then, to secure the beets, missionaries, technically styled "agriculturists," were sent out among the farmers, and large sums spent in educating the farming community with regard to the crop. Even more money was required for the running of the factories and the manufacture of the sugar; and finally, it was only after considerable expense that an effective system of handling the manufactured product was built up.

Must Secure Beets.

A vital matter was the securing of sufficient beets for the factory to be run profitably. A beet sugar factory, let it be understood, is a stupendous concern. During the season it runs night and day without cessation, as long as the beet supply lasts. In addition to the investment in the factory and plant a heavy fixed initial expenditure is involved, which is practically the same, whether the factory runs five weeks or five months. A factory must run in the neighborhood of three months, anyway, before it can show a profit.

And, to run, the factory must have the beets. To secure these beets was one of the titanic labors which confronted the Canadian beet sugar magnates at the outset of their operations.

A few beets had been grown in Kent for Michigan factories. The Germans about Berlin, probably had some conception of the nature of the crop, as a result of the success of the industry in Germany. Otherwise, it was an absolutely new thing in Ontario. And the Ontario farmer naturally "shied" at the innovation, preferring someone else to do his experimenting for him.

BEET SUGAR IN CANADA—Factory of the Knight Sugar Co., at Raymond, Alberta.

A Difficult Task.

The writer has a vivid recollection of the efforts made in 1900 and 1901 to educate the farmers of Kent with regard to the growing of beets. The first year the two Kent factories were in operation, only a few farmers took hold. In Kent beets insufficient for one factory were divided between two; and the result was, in each case, a short and consequently unprofitable "campaign." Farmers complained that the growing of beets was too expensive and too laborious, and that the crop did not pay. Either the farmer had to employ help at high wages—wages high, not on account of the value of the work done, but on account of the scarcity of help —or else he had to work himself in a manner which, though it came naturally enough to the trained Belgian, was to the Canadian farmer intolerable.

Nevertheless there was a larger crop in 1902 than in 1901. Farmers who had grown a few acres profitably increased their acreage; syndicates were formed to handle large tracts of sugar beets; and many farmers, out of curiosity, put in small plots of one, two or three acres, just for the sake of experiment.

Turning Point in 1902.

The year 1902 was probably the turning point in beet growing, so far as Southwestern Ontario was concerned. It is true that many large growers lost money. The syndicates, particularly, employing men and boys to cultivate the beets at wages out of all proportion to the possible returns, went behind. But 1902 was a very wet year, the almost continuous rains throughout the summer proving disastrous to cereal and other crops. The beets proved probably the sole exception. Farmers who in the spring had sown a few acres with the utmost reluctance, in the fall were vehement in their declarations that sugar beets were the safest crop they had ever known.

From that moment the beet-growing industry ceased to be a doubtful experiment and became an assured success. The importation of skilled Belgian laborers helped to solve the problem of cultivation. The fact that the price was fixed beforehand contrasted favorably with the fluctuations in price to which wheat and other cereals were subject. At the session of the Tariff Commission at Wallaceburg in 1905, emphatic testimony was given by farmers as to the profitable nature of the crop. Profits ranging from $50 an acre up were cited. And, since 1902, the acreage in Southwestern Ontario has steadily grown; and beets are grown as far north as Huron and as far west as Elgin and Middlesex. To-day the expensive agricultural staff is being dispensed with by the Wallaceburg factory, and farmers are invited to send in their contracts by mail, instead of

waiting to be solicited, as in other years.

Training to Manufacture.

After securing the beets, the next problem was their successful manufacture. At the outset, there were probably not half a dozen Canadians who understood the making of beet sugar, if, in fact, there were any at all. The Michigan methods were by no means the most approved. Experts had to be imported, some from the States, many (and these the most expensive) from Belgium and Germany. In short, the Canadian manufacturer had to place his trust in foreigners. The only remedy was to educate Canadians in the science of sugar making. This has been and is being done, particularly at Wallaceburg, the foreigners being gradually replaced by Canadians. D. A. Gordon, M.P., manager of the Wallaceburg factory and probably the one Canadian best versed in the industry, has several times visited Europe, inspecting the German and Austrian factories, and studying the industry, and the result has been to decrease the expense and increase the efficiency of the Wallaceburg concern.

Marketing the Product.

Nor with the crop of beets sufficiently large, with the science of manufacture mastered, and with the expenses of manufacture reduced to a minimum, were the difficulties of the Canadian beet sugar companies over. There still remained the task of selling the product.

Manufacturers found that there existed in the public mind a strong prejudice against "beet" sugar. This originated it is understood at the commencement of the European industry, when the first importations of beet sugar were made from the Old World. The science of manufacture was then in the experimental stage, and the product as a result was inferior to the "cane" sugar to which the people had been accustomed. The prejudice was steadily and sedulously fostered by the refiners, even after the raw beet sugar largely took the place of the raw cane; and the public, accustomed to regard cane sugar as superior and all refined sugar as cane sugar, looked askance at the home manufactured product which was unmistakable and unequivocally a product of the beet. Unfortunately for the native industry, the early product of some of the Canadian factories by its inferiority helped to enhance the prejudice.

Furthermore, the attitude of the wholesalers toward the new industry apparently savored of hostility. In the end, the Canadian manufacturers had to build up their own selling system. There was a time indeed when in Chatham, approximately 18 miles distant from Wallaceburg, it was impossible to procure from the grocery trade a pound of Wallaceburg sugar. That time is long since past, however, and, though the home manufactured product is as yet a comparatively small item, the original difficulty in finding a market has passed away.

Government Aid.

Such were the difficulties which faced the industry, and which have been conquered, thus far, by only one factory: namely, the Wallaceburg concern.

The establishment of a new industry—particularly of a new farming industry—measurably justified Government assistance. This was given at first in the form of a bounty. Later, this bounty was done away with. Instead, however, the Government permitted the Canadian manufacturer to import at a reduced tariff rate two pounds of raw sugar for every pound manufactured in the country.

A Peculiar Difficulty.

A difficulty with the Canadian factories right from the start lay in the fact that they operated only three or four months in the year. The sugar "campaign" opened the latter part of September. It closed in February. This was under the most favorable conditions; in the early years of the industry the campaign was usually finished before Christmas. Hence, a big factory and much expensive machinery, involving a large investment of capital, must lie idle three-fourths of the year; owing to the fact that no means had been devised of keeping the beets so that they could be manufactured all the year round. In Germany some growers "pit" the beets, just as potato growers do in this country; the pits being opened as occasion demands. In addition, branch factories are established at convenient points throughout the beet country, in which the process of reducing the beet to sugar is carried on to a certain point; the product then being stored to be later refined at the central factory.

By this means the European factories are enabled to operate practically all the year round. The industry in this country has not, however, reached the same advanced stage.

May Import Raw Sugar.

The Dominion Government, however, by permitting the importation of raw sugar for refining, put the industry on a more paying basis. The Canadian factory was enabled to run practically all year round. At the same time, the move encouraged the growing of beets, owing to the fact that the amount of raw sugar, the importation of which was permitted at the reduced rate, was based on the amount of sugar manufactured from Canadian beets. To secure this raw sugar on favorable terms, the Canadian manufacturer must buy the farmers' beets and manufacture them into sugar. The scheme is worthy of an artist. Under it the Wallaceburg factory has, since Feb. 1, 1908, (up to about a month ago) imported 19,000 tons of raw sugar, the amount of the tariff paid at the reduced rate being $167,764. If this system of aid be continued, the industry should inevitably grow, till, in time, with factories throughout the country and with a large majority of the farmers engaged to a greater or lesser extent in beet raising, the importation of foreign raw sugar may be done away with altogether.

The Dresden Factory.

Much has been made of the failure or withdrawal of several of the factories established shortly after the Wallaceburg concern.

The first of these factories to withdraw from the field was the Dresden concern. As previously stated, Dresden gave it financial aid, also exemption from taxes. A factory, probably at that time the finest of the four, was erected, and manufacturing operations were commenced.

But, after operating a year, a hitch occurred between the company and the town. The latter discovered that, under the strict letter of the agreement the municipality was able to collect taxes from the company. The municipality forthwith insisted on doing so. Protests were in vain.

Captain Davidson, the "man behind" the factory, decided on strong measures. Possibly the fact that the supply of beets grown in Kent was insufficient for the two factories had some influence on him. Anyway, the taxes were paid—and the Dresden Sugar Company and the municipality parted company. The factory was dismantled, and the machinery removed to Janesville, Wis., where it is now running. The town, which had enjoyed a glorious boom while the factory was building, enjoyed a second and almost equal boom from the fact that labor was required to pull it down. Incidentally, the Wallaceburg concern benefited, securing an increased acreage of sugar beets.

The Wiarton Concern.

Another factory had been established at Wiarton. According to the statement of a gentleman interested, the factory was built on too small a scale to enable the manufacture to be carried on profitably. Furthermore, the territory around Wiarton was unsuited for the growing of beets. These are the two explanations given for the failure of the northern company. The fact is indisputable that it failed.

The Wiarton machinery was shipped to Los Angeles, California, for use in a distillery, being sent out of the country as "returned American goods."

The Keystone Company.

In this connection, the history of the Keystone Sugar Company is of passing interest. This was a concern which first endeavored to locate near Whitby and Oshawa. The plant of the Wiarton factory was to be purchased and improved. Negotiations were entered into with the municipality of Whitby, but these eventually fell through. Later, the company endeavored to secure certain concessions from Chatham. A by-law providing for a $75,000 loan was submitted in 1906 and defeated. Later it was again submitted and carried by a narrow majority; but the terms were never taken advantage of, and the concern, becoming involved in difficulties, was eventually wound up.

The Berlin Company.

The history of the Berlin company is even more familiar to the average reader. From time to time references to this concern have appeared in the columns of The Grocer. Though it has met with difficulties, it is nevertheless unfair to pronounce it a failure. A reorganization is now understood to be in progress. With an excellent country to draw from, in the heart of a people of more than average intelligence and industry, the concern should eventually succeed. What has been done at Wallaceburg can be done at Berlin.

The Raymond, Alta., Factory.

The Knight Sugar Company commenced operations at Raymond, Alta., in 1903, began, in fact, when there was no town in sight, this ultimately growing up around the factory. The company are operating with a good deal of success, though their output is not exceed-

ingly large. The sugar manufactured is sold to a great extent in the country adjacent to the factory, though some quantities are shipped to the coast.

What of the Future?

These are some of the salient facts in connection with the industry; some of the obstacles which it has met. The future of the industry is still problematical. Under careful management the Wallaceburg factory was, prior to the institution of the clause which provided for the importation of raw sugar at reduced rates, a success. It enjoyed several good seasons. It has benefited as a result of the clause permitting the importation of foreign raw sugar. While this permits the factory to run a greater part of the year, at the same time there has been a development in the manufacture of sugar from Canadian beets.

Will other companies, taught by the mistakes of their predecessors, repeat the success of the Wallaceburg concern? This is a question which time alone will answer. At the present moment there seems little indication of the establishment of new beet sugar factories in Ontario. The financial stringency has, of course, hindered the enterprise of capitalists who might otherwise have been tempted to enter the field. Nevertheless, there is perennial talk in Chatham of the establishment of a beet factory there, in the heart of the beet-growing country, and, with a steady increase in beet acreage, a second factory in Kent may eventually be forthcoming. In any case, the Canadian industry has, despite many obstacles, made a beginning.

JOBBERS GET PROFIT ON "FREE DEALS."

At the convention of the National Wholesale Grocers' Association of the United States, at Atlantic City, in June, a resolution was passed regarding the allowing of a profit by the manufacturers on goods handled under "free deals."

The executive committee of the association has been carrying on a campaign among manufacturers to have this recognized and the first fruits of this came to light this week in a circular letter from Secretary Alfred Beckman. In it he advises that hereafter the Diamond Match Company will allow a profit on all free goods handled by distributors within their territory.

THE WISE SPIDER.

The spider wove his filmy web
Across an open door,
Through which a merchant found his way
Into and out his store.

"Don't weave your web across the door,"
A bee was heard to say;
"Because, before you've got it done,
'Twill all be swept away."

"I guess I know what I'm about,"
Replied the spider wise;
"I know the man who runs this store;
He doesn't advertise."

HANDLING BISCUITS AND CONFETIONERY

Grocers Should Study Their Biscuit Trade With a View to Better Profits—Suggestions Regarding Arrangement—Confectionery a Profitable Department.

During the holiday season, when the introduction of a more varied line of stock becomes practicable and in fact essential, the grocer has an opportunity of observing the advantages and disadvantages which certain new lines have brought him. Invariably after the rush of the holidays he may find that he has introduced a line for which the demand continues and in this way a new source of profit is established. In some few cases the venture may not have proved profitable. The general increase in profits, notwithstanding this, is ample to compensate him for these small losses, and he proceeds through the year with a new line which has proved profitable after the Christmas trial.

Every practical grocer carries throughout the year a fair variety of biscuits and confectionery which is augmented at times to meet the extraordinary demands of the public. Within a certain compass these are staple articles and should be kept by every grocer. When the profit bringing aspect of them is considered it is found that they are first class lines, consequently it is well to do a little experimenting in order to get the best results from them. In the first place, biscuits of all descriptions are rather difficult to look after, and suffer immensely if not handled with the utmost care. Customers when buying biscuits like to get them unbroken and fresh, and if the retailer can always insure these two qualifications he will build up a good business. To do this, however, requires some experience.

The class of goods that it is possible to carry depends in a large measure on the community in which the grocery is located. Cheap boarding houses and other institutions of this sort require a cheaper grade than private houses, but if a grocer is going to derive the best results, it is necessary to educate the people to use the better lines. The possibilities of profit are much better with the better grades, and there is always the satisfaction of knowing that the "memory of quality remains long after the price is forgotten."

It has been everyone's experience to go into a grocery and ask for a pound of abernethys perhaps and see the clerk move eight or ten cases before he came to the one which was wanted. This proceeding is a waste of time, to say nothing of the patience which it tries. A good way to overcome this difficulty is to have the boxes placed in racks constructed for the purpose. When this is done any box which is required can be easily secured. This method, however, applies more especially to the large wooden boxes in which the cheaper grades and the large sellers are shipped. The small tin boxes are usually placed to good advantage on the ordinary grocery shelf. One grocer had a temporary partition placed in the centre of his store, and the shelves were constructed for the purpose of displaying biscuits. This plan was found to work very successfully. The entire stock could be seen at a glance, and the boxes were kept in compact shape, thereby insuring a fresh appearance when taken from their place, and not affording much opportunity for dust and dirt to collect.

Dealing with boxes which are generally of the imported class is more difficult, as they are not always shaped like the domestic stock, which have become practically standardized. From these observations it is fair to assume that the biscuit end of a grocery business can be profitably run if a few essential precautions are noted. Primarily it is necessary for the grocer to exercise good judgment in selecting a stock suited to the community in which he is established, then he must learn about the quantity which goes into consumption and regulate his stock so as to always have biscuits which look and taste as though they were fresh, even if they are not.

Another point which it is very essential to observe is precaution against breakage. Nothing seems to arouse the ire of a woman quite so much as to send her biscuits which are a little stale with a large percentage of broken ones among them. If this is done she always imagines that to their other bad qualities there is added a generous coating of store dust, and no one knows except those who come in direct contact with customers of this sort, to what lengths the imaginations of such women can lead them. In view of this fact it is wise for the grocer to observe the prudence contained in the old adage, "Avoid even the appearance of evil." In addition it has been proven beyond all doubt that the greatest satisfaction and the greatest profit accrues from pushing the sales of the better grades of stock.

Too much cannot be said about the value of a good confectionery trade to a grocer where there is an opportunity of cultivating this field. At Christmas time when all sorts of fancy boxes are available and practicable for sale, the margin of profit is large. If a grocer considers this fact and thinks how much easier it is to hand a customer a box of chocolates and knows the profit derived therefrom as compared with the number of pounds of sugar, tea or the gallons of kerosene he would have to sell, all doubt will be dissipated and he will avail himself of this opportunity to increase his income.

Lamps placed along the lower edge is one of the latest improvements in show window lighting. To be effective, they should be screened from view by either a permanent fixture or a shade which can be raised slightly above the line of the lamps.

The Talking Point

The Story of a New Product, Its Failure in the Face of Price Competition, and How a New Sales Scheme Saved It—A Lesson for Travelers and Salesmen in All Lines of Goods.

By Frederic Benjamin in System.

"They're good fixtures," repeated Jim Hanning. "There's nothin' the matter with these fixtures. If the salemen can't sell 'em, is it my fault?"

"You're the head of the department—you're responsible." Radcliffe bit the words off short. "You said you could make a good thing of this fixture department. You haven't done it. I gave you a good shop, good men, good material. You're turning out the goods all right—but—"

The helpless look on the face of his big superintendent showed Radcliffe the futility of pursuing the subject further along such lines. Hanning was a good shop boss—none better. He could turn out good fixtures. He was a genius, in his way, at designing labor-saving machinery and short-cut methods of putting the work through. No waste in mechanical operation, no error in designing, no lack of shrewdness in buying raw material accounted for the present condition of affairs. But the department was a failure. Competitors were getting the orders.

Radcliffe, as the head of the National Company, one of the largest electrical jobbing houses, knew nothing of the fixture business. His salesmen had pointed out that other jobbers were making money in electroliers, and the year before, after only the most superficial inquiry, he had decided to enter the field as a manufacturer. Results were far from satisfactory. The competition was keen, the margin of profit insignificant. Finally the situation had grown so acute that he seriously considered closing out the line and accepting his loss. This idea was uppermost when he summoned Hanning to what the boys called the "grid."

"I don't know what's wrong. Maybe I'm too old," said the mechanic, speaking as much to himself as to his employer. "Business is different from what it used to be. Maybe I better quit trying to be a manager and go back to the bench."

"Jim, look here." Radcliffe shook his fist at the big Irishman. "This is no time to talk like that. You're no quitter and neither am I. The whole proposition gets down to this—either it is costing us too much to make fixtures, or everybody is selling at a loss. We've been underbid on every good contract for the past four or five months. Yesterday we lost the Lakeside Building order—two weeks ago the Grand Hotel got away from us. On both those jobs we figured practically at cost. Now we're in the wrong somewhere. Are you sure you can't trim costs in the shop?"

"Not without taking it out of the goods." The superintendent was on his own ground now. He knew that his shop was right. Small economies might be effected, but nothing which would permit the National Company to meet the prices of competitors and retain any margin of profit.

"All right, Jim. Think it over. We've got to know the answer to this problem before the first of next month." The words were a dismissal.

That night a general letter went out to the National salesmen: "Look into the fixture business. Spend whatever time is necessary to find out why we are being constantly underbid. Compare our goods with those of all competitors and report fully."

II.

When George Thurling, of Territory Number Three, read these curt instructions, he whistled, for fixtures embraced the one line which interested this erratic traveling man. As a salesman of wire, construction material and supplies, he was not a success. "Too blamed reticent," a customer said of him once to Radcliffe when the general manager called to straighten out a tangle, "too blamed reticent and too almighty superior."

But if he lacked in that boisterous good-fellowship which must mark the successful road man of a jobbing house, he made up for this in the greater accuracy of his information regarding the many lines he sold and more thorough knowledge of his customers' needs. This accuracy and thoroughness he had brought to the study of the fixture problem. He had compared goods and prices; he knew how and why contracts were let; and he knew how he could make money on them if he were given charge of the department with a free reign and fair support.

"If I write in to the house and tell 'em what I know, they'll think I'm crazy," mused Thurling as he studied the general letter. "If I don't report at all, they'll fire me. If I simply side-step the question and go on trying to sell supplies much longer, I'll either go crazy for sure or get fired anyway within a couple of months. I guess I'll go in and hit Radcliffe for a job in charge of the fixture department."

It was a bold step for the weakest salesman on the National force to take, but Thurling knew fixtures—knew them better than Hanning, who made them—and he knew the fixture sales problem better than Radcliffe.

"The man who said, 'Knowledge is power,' is going to have his theory tested pretty hard," he muttered, and having reached a decision, he tossed his clothes into a suit case for the journey home.

III.

Thurling's reception was no better than he had expected. Radcliffe was annoyed—Hanning sullen.

"Not a manufacturer in this district is making money on fixtures," was his first statement.

"Did you spend ten dollars to come up from Latonia to tell us that?" snapped Radcliffe.

"Nobody is making money and nobody can unless they raise prices. Nobody can raise prices except us."

"We're too high now." Radcliffe's tone would have warned any other man to back down.

"We can go fifty per cent. higher and get the business."

Radcliffe was now thoroughly exasperated. "What the deuce have you got up your sleeve? You talk like a man in a padded cell. How can we raise our prices and get business that's slipping away because we're too high already?"

"Mr. Radcliffe, you once told me that all you needed to sell goods—any goods—was a talking point. You have no talking point in your fixtures. You're sending us out to fight cut-throat competition on a cut-throat basis. There are twenty fixture houses after every job we bid on. All any of 'em talks is price—price—price. And we talk price. The fixtures are bought on exact specifications, so there is no chance to trim a little profit out of the goods. What are you going to do about it?"

"What talking point is there besides quality and price?"

"Quality and price are not talking points at all in this line, as you well know. The specifications of the buyer take care of the quality. And our competitors seem to be taking care of the price. The talking point I have to suggest is—illumination."

"What do you mean by that?"

"Talk about the light our fixtures give, not about the fixtures themselves. If we—"

"Bosh!" exploded Hanning. "I've been in the fixture business over twenty years and I never heard of such a thing, and—"

"And now you're up against it cold and stiff because your department is losing money and you can't help yourself." Thurling was beginning to warm to his proposition and the words came fast.

"The old fogies in the fixture business—and that means everybody doing business in these parts—have been selling bent tubing and spinnings and cast brass ornaments for the past twenty years and calling 'em fixtures. They think that's the whole proposition. Now, I know that we can get up a line that'll look a little different, that'll take only the new high-efficiency lamps, that'll be sold complete with reflectors which throw the light down on the floor instead of up on the ceiling.

"When we go after a contract, we won't talk quality and we won't talk price. We'll say, 'Look here; this fixture will give you twice as much light as the ordinary fixture and it will only take half as much electricity to keep it lighted.' We'll tell 'em how good the light is, how small their electric bills will be, how scientific the fixture is. We'll razzle-dazzle 'em till they forget all about price."

Old Jim Hanning shook his head du-

biously. Radcliffe studied his salesman.

"Isn't that a good deal of a confidence game?" he asked, finally.

"Depends on what you call a confidence game. If you mean a skin game—no, for we can do all I say and more."

"You see, Mr. Radcliffe, I've been studying this problem a long while, I'm not much of a salesman unless I have a good strong talking point. I'm not a mixer. I can't sell on my personality. But give me a line of argument—give me a foothold where the other fellow can't get in—and I'll sell fixtures."

"What the trade wants is price," began Hanning.

Radcliffe turned on him sharply, "Can you give us any better prices?"

"No, but nobody ever heard of a scheme like this. I never—"

"Jim," said Radcliffe, slowly, "you've said enough. I'll admit this scheme sounds foolish—I don't like it a bit more than you do. But it's new and Thurling is risking his job to tell us about it. If he can show us a way to make this department pay, he can do more than you, for all your twenty years' experience. I'm afraid of new ideas, but I'm more afraid of dry rot. Go ahead, George, and tell us the details."

There were not many details to tell. Thurling had studied his plan out at some length, but it was all vague and untried. He had a principle—that was all. Finally it was decided to make up some samples along the line suggested and try them out on the Crandell school board—the next big contract, and one which Radcliffe was sure the National Company could not get.

"Thurling," said the Old Man, as he gave the orders for the trial, "you are a peculiar proposition. You bring in a fool scheme which you can't explain and ask me to back you to the limit. The Crandell school job is all you get. Jim will give you sample fixtures; the cashier will give you anything up to a hundred for expenses. Go ahead. If you don't win out, don't bother to come back—we shan't want to see you."

IV.

When Thurling called by appointment upon the school board of Crandell there were with him several workmen carrying boxes, coils of wire and kits of tools.

Their appearance caused a mild sensation. Other fixture salesmen had come and gone, but none had more than the conventional portfolio of photographic reproductions of fixtures, views of well-known instalations, testimonial letters and price books.

"Gentlemen," said Thurling, "I am not here to talk fixtures. I am not here to show you artistic creations in brass or copper. I am here to give you a demonstration of the science of illumination.

"This board thinks it is buying fixtures. It isn't. It is considering the question of illumination for the beautiful new schoolhouses of the progressive City of Crandell. And this question is divided into two parts—the lighting equipment and the cost of operating that equipment.

"I have studied your conditions here at some length. Last year, you paid eight cents per kilowatt for electricity. Your bills for current amounted to something over $18,000.

"I can give you better illumination—more light, better light—and save you fifty per cent on your electric bills."

"How?" Schwartz, the proprietor of the city's largest department store, was chairman of the school board and his curt inquiry came like a pistol shot. He knew something about electric light bills. The cool statement of this young salesman touched an interest deeper that the lighting of the city school. If that statement were true it meant that he, Schwartz, could save thousands each year in the lighting of his store. The others were no less keen. Each in his business wrote a fat cheque monthly in favor of the lighting company.

"How?" repeated Thurling. "That is what I am here to show you. I propose to demonstrate, here and now, the truth of my claim. If I prove it, I expect the school contract—a contract, not for a certain number of fixtures at a competitive price, but for scientific lighting equipment which will save you thousands of dollars in electric bills and give the children in your schools a quality of light which will not injure their eyesight."

While he was still speaking, the workmen were deftly unrolling wire, bringing forth tools and equipment. A ladder was procured, packages which had been laid in the hallways brought in, and within a very few minutes one-half of the school room in which the board was holding its meeting had undergone a transformation. While his assistants hurriedly arranged the collapsible fixtures which they had brought, and hung them temporarily in place, Thurling outlined his plans and principles.

He explained that the ordinary fixture is designed without reference to illumination and that the ordinary fixture-maker was concerned only in the problems of design and manufacture. The National Company, on the other hand, advocated. first a new electric unit in the way of a lamp which would give much more and better quality of light at less consumption of current; it offered fixtures designed to accommodate these new lamps and sold them fully equipped with scientific reflectors made to throw all the light downward evenly over a large area, making a combination which for efficiency and economy could not be equalled. He pointed out that his company was placing at the Crandell board's disposal all the knowledge and experience it had gained in years of work in the electrical field and frankly stated that, while another fixture house might later offer to duplicate the National equipment, it was significant that none had heretofore suggested the use of any but the old-style fixtures, inefficient lamps and wasteful reflectors.

"In short, gentlemen," concluded Thurling, "the National Company comes to you with a proposition to supply foot-candles of illumination on the desks of Crandell's school children. Others offer you so many pounds of metal hung against the ceiling. Which will you buy?"

A long black curtain had been hung by the workmen from ceiling to floor and extending down the length of the room. On the one side were the National's "illumination units"; on the other, the old fixtures. As Thurling put his question, the electrician snapped a switch and the new lights blazed forth. The school board, sitting on a platform at the end of the room, gaped in astonishment.

Then began a session that lasted long after midnight—a session in which every detail of the equipment was examined and which ended in every member of the board pledging the contract to the man who at first seemed to have performed a miracle.

A more impetuous man would have wired Radcliffe of his success with the Crandell school board, but Thurling waited until he had the signed contract and then sent it with a characteristic letter:

"The enclosed contract seems to demonstrate that my plan of selling illumination instead of fixtures is correct. I am now figuring with Schwartz & Company for a complete equipment of their department store, and with Jackson, of the State Insurance Company, for the lighting of the new office building they plan to begin next spring, If I get these two jobs I will feel that there is something in the new sales scheme."

To which Radcliffe wrote a reply addressed to "George Thurling, Manager Fixture Department."

DELIVERING GOODS BY AUTO.

One of the most prominent and successful retail grocers in Greater Boston has been experimenting lately in the delivery of orders to his customers by automobile instead of horses, and he tells us that the result of his experiments thus far has been such as to justify him in making the statement that the time is not far distant when the automobile will be generally used for delivering goods to retail customers. He began his experiment by purchasing an old model second hand machine and he is so well pleased with the results that he contemplates shortly purchasing several new up-to-date automobiles for delivery purposes. The automobile with which he has been conducting his experiments represents in money investment less than one-quarter of the amount invested in the four horses which he has heretofore employed. That in itself is almost sufficient to justify the change from teams to automobiles.

This automobile has been and is doing the work of four horses, and at the outside it consumes between three and four gallons of gasolene, at nine cents per gallon, which is to be compared with the cost of feed and care for horses. It can be readily seen that the expense of fuel for the automobile is such a trifle that it is scarcely worthy of consideration. One item which has figured in these experiments is the repairs to the machine, but these repairs have been made necessary largely because it was a second hand machine; but with expenses and repairs included the expense of the automobile has been a trifle compared with that of teams, and it has done the work, as we have stated, of four horses. With a new machine the repairing would be infinitesimal, and it seems to us that it requires no argument, simply a plain statement of facts, to show that the automobile is not only entirely practicable for delivery purposes, but that it is to a high degree economical.—American Grocer.

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STEADILY ADVANCING TEA MARKETS.

The exceedingly high prices to which high grade Ceylon teas have attained during the past month or so is attracting a good deal of attention from tea dealers the world over. While Ceylons have been firming up materially for some time this has been particularly noticeable recently. The general quality of teas on the market for November and December has been much inferior to those offered during August and October and as a result teas possessing distinct quality and flavor and which have been much in demand and hard to secure, have advanced from 2c to 4c over the prices during the earlier months. High grown Broken and Orange Pekoe Ceylons are two lines in which this is particularly noticed and it is stated by close students of the markets that this class of tea is higher to-day than it has been for seventeen years.

Just how hard these teas are to secure was evidenced in a reply received from London a short time ago by a Toronto buyer, who inquired for 300 chests of a high standard grade. The reply stated that in a recent sale of 30,000 packages, only 76 chests of the standard had changed hands.

On the other hand, as is a usual condition of the Ceylon tea trade, when the standard fine teas are bringing abnormally high prices the good, useful, but less expensive grades, show good value at fair prices. From the standpoint of value, common grades of Ceylons have been comparatively cheap, although recently they also have felt the advance and are now standing at least ½d higher than the price of two or three weeks ago. The general trend of prices is shown by a cable from Colombo, received by local brokers on Tuesday, which said: "Market firmer on all grades."

The general opinion of well-informed tea merchants, both at home and abroad, seems to be that we shall see steadily advancing markets until the middle of June, when teas will be more plentiful. The general belief is that until this time available stocks are insufficient for the present rate of consumption.

LOWER THE DUTY ON FRUIT JARS.

During the past summer and early fall letters appeared in these columns from retailers all over the country protesting against the unsatisfactory fruit jars supplied by the Canadian manufacturers. The complaint was general and was concerned not only with the conditions of the fruit jars themselves, but also with the unsatisfactory packing done, all of which was the cause of considerable loss to the retailer. Furthermore, with the large demand for jars consequent on the low prices of all classes of fruit the past season the supply of jars was quite inadequate to meet retailers' demands.

While the latter trouble was only prevalent this year, and was undoubtedly due to some extent to the peculiar conditions of the season, the former one is no new story. Year after year the retailers and the public have been complaining of the quality of the jars, but the Canadian manufacturers have taken no notice, evidently resting securely in their position as holding practically a monopoly of this business here.

This should not be allowed to continue for another season. The matter should be looked into and the duty lowered to permit of reasonable competition from manufacturers in other countries.

During the past season a fruit jar manufactured in the United States was pushed to some extent in Canada and gained some hold on the market. With a reasonable reduction of duty this jar would mean serious competition for the Canadian manufacturers, and would probably mean a more satisfactory Canadian product It is understood also that manufacturers in England have heard of conditions here, and are preparing to try to do business in these goods during the coming season.

The Government should take this matter up at the coming session. There is no object in protecting Canadian industry when that protection does not seem to be appreciated. A lower duty would have the effect of bettering conditions immediately.

MAKING THE ASSOCIATION A SUCCESS.

The Retail Grocers' Association, of Nashville, Tenn. has adopted a scheme for brightening up its regular meetings which might be adopted with a good deal of profit by some of the less active associations in Canada. At its regular meetings every week or two regularly appointed debates on trade questions are held. Such subjects as "Does Price-cutting Pay?" "Is it Profitable to Buy Futures?" "Is the Credit System a Desirable One?" have already been discussed, and, according to reports, the programme on these evenings has attracted a large attendance and has been of much profit to the members. The members to represent each side of the debates are chosen at the previous meeting and are supposed to carefully study the subject in the meantime.

The question of how to make a grocers' association a success is a big one. Some organizations run over-largely to the social side in an attempt to attract and hold members. This, however, can never achieve satisfactory and permanent results. The retail grocer, is a hard-headed, as well as a hard-working member of society, who, if he spends his time in trade meetings, wants to get something really worth while for it. An association which provides this is one which will give its members food for thought, and point out new ideas for him to develop in his own way. This is just what is being done in the work of the Nashville Association.

SUGGEST PLUM PUDDINGS.

There's a line of goods handled by retail grocers which ought to be going out well just at this time of the year if a little of attention is paid to it. That's plum puddings. These are put up in several ways to meet different tastes and ought to prove very attractive to the housewife if brought to her notice. Being ready for use they obviate the necessity for a great deal of the work of preparation involved in the home-made article, and make the holiday preparations easier. Being manufactured in quantity also, by firms who stand behind their product, the quality of the article is assured. These goods are one of the many lines in the grocery store whose use can be cultivated by a little education of the customers and which will give back good profits to the retailer.

SELLING GOODS BY TALKING POINTS.

An article appearing in these columns in last week's issue headed "The Gift and Graft System" and dealing with certain trade features which have come to be somewhat questionable, has aroused a great deal of interest and some favorable comment. Several of the points mentioned dealt with schemes for making certain goods more attractive by using features apart from the goods themselves to attract interest, and thus increase sales.

These schemes, and all similar ones, are primarily simply attempts to meet competition. They may or may not serve their purpose. We are not concerned with that here. What we do maintain, however, is that if his goods are right the manufacturer or merchant need not resort to any of the methods referred to to do good business.

The chief point emphasized in selling goods should not be price, the factor which is harped upon in the great majority of cases. First of all the goods should have a good basis of quality on which to rest and then the points in which they are superior to other goods of the same kind should be brought out. To put the matter in another way, the seller should have talking points, at least one, perhaps more, in reference to his goods, which can be hammered into the buyer. There is nothing more convincing nor more likely to produce sales than for a manufacturer to be able to say his goods are better than the other man's and to tell why.

These distinctive points of superiority should be kept before the possible buyer continuously. They should be advertised and advertised persistently, so that the buyer cannot help but know them. They should be hammered in again by the salesman when he calls and should be used at every opportunity.

A story, bringing out the details of this argument, showing its possibilities and what one man did along the lines suggested, appears on other pages of this issue.

A REVIVING NATION.

Spain, the country from which the grocers of Canada get so many of their supplies, such as dried fruits, oranges, onions, and olive oil, is passing through a stage of evolution. Barren land and desert wastes are being made to yield bountifully of various kinds of farm and garden produce. Cattle raising has taken quite an impetus, and within five years the number of persons employed in the mining industry has doubled.

Our own trade returns show that Canada is also doing larger business with Spain, our exports during the last fiscal year being larger than for several years, while our purchases from Spain were the largest on record.

Some years ago Lord Salisbury placed Spain among the world's decaying nations, but it is evident that nations as well as individual business men can take on fresh life when they will to do so.

MORE CHRISTMAS GIFT SUGGESTIONS.

A list of goods which grocers might suggest to their customers for Christmas goods were given in these columns last week. It was suggested that while the list included goods found in every grocery store, there were other and more expensive goods which would be suitable for rather more pretentious gifts. Some of these are given herewith: Fancy layer raisins, English Stilton cheese, fancy caddy of tea, boxes of Christmas crackers, plum puddings in boxes and bowls, iced Christmas cakes, fancy satin-lined work baskets, glove and handkerchief boxes filled with confectionery, mince meat in jars, baskets of figs, bottles of stuffed figs and dates, etc.

SHARP PRACTICE DOESN'T PAY.

Unfair methods in dealing with customers should be shunned by retailers who would hold their friendship and business. The following incident was related a short time ago which gave one merchant a black eye with the particular patron and probably was the cause, also, of his losing more business, as well.

The Hardware Trade tells of a farmer who had run up an account of, perhaps, twenty dollars. It was at a time when he was hard up and the merchant who had trusted him before, gladly extended credit. A definite time was agreed upon for payment as the market on some stock he owned was too low for immediate sale. As it was in winter the dealer proposed that sixty days would give the farmer sufficient time to get his stock marketed at good figures and the latter readily assented to the plan.

Within a fortnight after this sale had been made, the farmer, wishing to realize a little money with which to purchase some necessary provisions, hauled a load of wood to town and placed it on sale at the market. The retailer was apprised of this fact and going to the farmer offered him $4 a cord. His offer was accepted and the wood hauled to the rear of his store. It measured a cord and a half, and six dollars was the resulting value of the load. Nothing was said to him about paying for this by giving credit on the other account until the wood was corded up in a pile. Then the farmer asked him for payment and was informed that due credit would be given. A heated exchange of words followed, but the merchant would not give in, and so the farmer was credited with the amount on the books.

Three days later the farmer sold some stock and settled his bill in full. He then went to a competing store and purchased goods for cash. Things were coming easier for him now and he was therefore able to buy on a cash basis. But the dealer whom he considered had taken such underhand means did not get his business.

This particular merchant had a reputation for such practices and seemed to pride himself on the methods he used in making collections. The farmer, who had traded with him for twenty years, sometimes for cash and sometimes on a credit basis, had always been prompt in making payments. So a good customer was lost through a misconceived plan of effective collecting.

THE WOMAN TRAVELER.

Some surprise was created at a recent meeting in Toronto of the Commercial Travelers' Association of Canada when the question was raised as to the advisability of admitting women as members.

The female drummer has made her appearance in Canada, but not in large numbers, and, perhaps, she soon may be raising her voice in favor of having all the privileges of the association extended to her.

Across the border women are following this calling and are making a success of it, too. Woman has invaded practically all ranks and professions hitherto monopolized by males, but in some locations her entrance has only begun. The commercial representatives on the road may, ere long, have new opponents to meet, rivals who will test the mettle and salesmanship abilities of many old-timers. There are certain classes of goods in which the female vendor might have a decided advantage over her male competitor, particularly in ladies' wearing apparel, for the seller of the garments could present their superior qualities and natty appearance more effectively than the lords of creation. Added to an excellent and representative line of samples, a winsome personality, a pleasing smile and a smart appearance, and who, for one moment, does not think the man on the road would have to look to his laurels?

News of the Canadian Grocery Trade

Western Canada Notes

Shipping Flour to Great Britain Via Vancouver—Fruit Growers Want Reduced Express Rates—New Council of Travelers in Saskatoon.

VANCOUVER.

December 7.—Thomas Duke has purchased Reed's store in the Orange Block, corner of Hastings Street and Gore Avenue. Mr. Duke is one of Vancouver's best-known citizens, having for years been head of the City Grocery, corner Westminster Avenue and Pender Street. Since he sold out there two or three years ago, he has been in the real estate business. Mr. Duke is also a prominent Orangeman.

James E. Walsh, manager of the freight department of the Canadian Manufacturers' Association, and R. W. Breadner, manager of the traffic department of the same organization, who were in the city this week, had a conference with Western members of the Manufacturers' Association, and on Tuesday evening were at the Board of Trade, where each delivered short addresses, and were accorded votes of thanks. The principal matter discussed was an unconditional bill of lading, and this was endorsed by the board.

H. Moss, of Victoria, who is bringing in sugar from Greenock, Scotland, where it is manufactured by the Glebe Manufacturing Company, is placing yellow on the market also in addition to the granulated. It sells for $4.50, which is 15c less than the local article.

Christmas trade is opening up fairly well, and the outlook is that it will not be anything behind last year, and, perhaps, more. There are no unusual conditions so far.

The Fruit Growers' Association of Ontario, which is making an effort to have the express rates on fruit reduced, are being seconded by the B. C. Fruit Growers' Association. The different organizations in the Province are being asked to co-operate in the endeavor to secure better rates on fruit from the coast to the Prairie Provinces. Some years ago the rate was $2.50 per 100 pounds, but now it is $2.65. As a result of the rates, the American fruit growers had the advantage, and were able to undersell the growers in Canada. Eastern Washington and Oregon have large areas in fruit, with a very considerable amount of planting continually going on, and increased markets are necessary. They are looking for these in the developing Prairie Provinces east of the Rockies, and have their own distributing men there. British Columbia, as well as Ontario growers, for all benefit by the Northwest trade, want either lower rates or a larger duty on fruit to keep the home market for the home producer.

Wilson's Cash Grocery, of Kamloops, reports that the system is meeting with approval. One has but to look at the fine character of the stock in this store to learn the advantages of such a system.

The first shipment of Canadian flour to the Old Country via Vancouver was made by the Columbia Flour Mills, of Enderby, on the last outgoing boat. It is expected that this is but the beginning of an extensive trade along this line.

Cigar making is becoming more and more a lucrative business in interior towns. In the Okanagan district, there are several factories, and three men are employed in the Cranbrook Cigar Factory, one of the latest to start up.

The death took place last week of Emil Gustav Kuester, a pioneer of Kaslo, where in 1893 he established the grocery and bakery business of Reidel & Kuester. From the time the town started up until three months ago, the firm continued in business, when an assignment was made. Deceased, who was 51 years of age, was a native of Berlin, Germany, and resided in Butte, Montana, before coming to British Columbia.

The fruit pack in the Chilliwack Valley for the present season, while not so large as last year, is evidently satisfactory to the growers, since the lessons learned through the experience of other years has resulted in more pains being taken with far away shipments, and, consequently, fewer losses have been suffered. It would be difficult at present to approximate the amount shipped out, as more private growers this year handled their own crop and found local markets through commission merchants that in most cases proved satisfactory. The branch of the Farmers' Exchange, however, handled the greater bulk of the crop, and was able to find outside markets. If the farmers had been left to themselves in such cases the fruit would doubtless have been wasted. The Exchange, which was organized two or three years ago, has demonstrated that co-operation in fruit growing has proved eminently satisfactory and is a great benefit. It has brought about uniform packing and grading, and when the commercial end of the business is looked after from a central exchange a glut of the market is prevented in any one place and a fair price received all round.

SASKATOON.

December 5.—Arrangements have now been made between the G.T.P. and the Saskatoon Forwarding and Storage Co. whereby the latter will handle shipments of goods which have to be prepaid out over the new railway. The freight sheds of the Grand Trunk Pacific are some distance from town and shippers found it inconvenient to frequently send out small shipments. The Forwarding Company will now receive them from the merchants and see that they are shipped. The new arrangement has proved satisfactory.

A few nights ago the travelers who make Saskatoon their headquarters organized "Saskatoon Council, No. 445" of the Order of United Commercial Travelers of America. C. W. Rice, traveling representative, was present on the occasion and the council starts with a membership of 28. Officers elected were: Senior counsellor, E. M. Snell; junior counsellor, W. E. Thompson; past counsellor, R. Jackson; secretary-treasurer, C. E. Strickland; conductor, F. M. Waldron; page, J. Noel Nivin; sentinel, M. E. Rous. The new organization will meet once a month.

PRINCE ALBERT.

December 5.—A new bakery is being established in town, thus making the fourth in this line of business.

Jacoby Bros., of Allan, have sold their grocery business to J. N. Beaver.

The Hudson's Bay Co. are now established in their new store. J. H. Anderson is in charge of the business. The building is of brick and is 56x86 feet. The grocery department, which is situated on the east side of the store, is well laid out with a fine stock of groceries, which are shown in up-to-date fixtures.

Quebec and the Maritime Provinces

Halifax Wholesalers Busy With Christmas Orders—October and November Good Months for St. John Merchants—Notes From Montreal.

ST. JOHN.

December 7.—Wholesale grocers here report that business for the months of October and November was the best that it has ever been in those months, and they look for a continuance of good business until the week before Christmas, when it is expected to slacken off as usual. There has been a disposition on the part of the retailers all summer to buy from hand-to-mouth, and, as a result, stocks were depleted considerably

and purchases in the past two months were rather heavy.

Dried fruits were late coming to the market this year, but they are all in now.

Fall business has been nicely cleaned up and a lot of the coasting schooners have made their last trip of the season and gone into winter quarters.

Changes in prices have been very few lately. Cornmeal is a little lower and pure lard is down ¼c, and compound has declined ½c. Eggs and butter are still very high.

H. H. Butler has purchased the retail grocery business at the corner of Wall Street and Paradise Row, formerly conducted by Mr. Rich, and previous to him by Hogan's.

John A. McAllister, head clerk for W. A. Porter, was operated on at the hospital recently for appendicitis. He is resting comfortably and will probably be at work again in a couple of weeks.

Dr. Hayes, and W. Tabor, representing the White Candy Co., St. John, appeared before the City Council at Moncton, December 3, with a proposition to remove their industry to Moncton, the company asking the city for free light and water for ten years, and guarantee of six per cent. bonds for $40,000 redeemable in equal parts in five, ten, fifteen and twenty years. They stated that the White Candy Company intended removing from St. John, because they could not get the help they required to operate their factory at full capacity. There was no question of competition between St. John and Moncton, as manufacturing centres it was purely a question of securing hands. The company wished to expand its business, but could not under present conditions. The hands now employed were working double shift, but the orders could not be filled. Running full capacity, they would employ about 100 hands and pay out about $20,000 in wages yearly. The Council took no action, but decided to take the matter into consideration.

A statement of the customs revenue collected at the Port of St. John for the month of November, 1908, shows a decrease of $19,749.90. The amount collected in 1907 was $109,342.27, and in 1908 it was $89,592.37. Excise revenue for the same month also shows a falling off. This year's amount was $20.500.55, as compared with $25,191.69, a decrease of $4,691.14.

The C.P.R. steamer Empress of Britain, which was the first of the winter-port steamers to sail for England, took quite a large cargo, including 24,000 bushels wheat, 468 bags clover seed, 3,016 bags of feed, 355 sacks of peas, 720 bales of hay, 223 barrels and 851 boxes of apples and 117 boxes eggs, as part of her Canadian goods. There were 661 boxes meats, 500 boxes lard and 1,970 cases grape nuts from the United States.

HALIFAX.

December 7.—The grocery trade is brisk in all lines and the wholesale dealers are now rushed filling Christmas orders. Prices are generally firm, though in some lines they are a little lower than they were a year ago. This is so in the case of dried fruits, which, as a result are selling quite freely. The prospects are good for a continuance of a brisk trade from now until the close of the year, and collections on the whole are quite satisfactory.

Complaint is general among the dealers and consumers regarding the high prices asked for butter and eggs. The jobbers complain that they cannot buy butter at moderate prices, and the opinion prevails that the farmer must be holding back his stock. This was an exceptionally fine year for dairying, the crops being abundant, and in consequence there should be a good supply of butter. Such does not appear to be the case, however. At the prevailing prices there is no money in handling butter. Creamery prints are quoted at 28c to 29c; creamery solids at 27c to 28c, and dairy in large tubs, 24c to 25c.

There is no improvement in the receipts of eggs and prices still rule high and are likely to remain so now that the cold weather has set in. New laid are quoted at 30c to 32c, and limed at 24c. Cheese is steady at 13½c to 14c for large, and 14c for twins.

Trade is brisk in fruit and vegetables. The jobbers are stocking up with potatoes as the price is low and they expect by the spring that there will be a heavy advance. Winter apples are now bringing good prices in London and heavy shipments are being made. The crop of early apples has been disposed of at fair prices and the indications are that winter fruit will net good returns. The steamer St. John City, for London, took 14,000 barrels of apples this week, and the Furness liner Rappahannock, sailing for the same port, took 25,000 barrels.

Five refrigerator cars, containing one thousand bags of potatoes, arrived here this week from Pictou for shipment to Havana.

Lemons have dropped 50 cents per case this week and are now quoted at $5.50. Florida oranges are quoted at $3.50 per case, and Jamaica's (repacked), $4.50 to $5. Tokay grapes are $3.25 a keg and Nova Scotia cranberries from $5 to $5.50 per barrel. Bananas of poor quality are bringing from $2 to $2.50 per bunch.

Prices on flour and feeds are very steady. There is a good demand, and a large amount of stock is being turned over. The leading brands of flour are quoted at $6.50. Rolled oats are $4.50 to $5, and cornmeal from $1.75 to $1.80. Beans (prime), $1.85 to $1.90 per bushel; hand picked, $2 to $2.05. Split peas are quoted at $5.40 to $5.50 and whole from $4.40 to $4.50. Middlings are selling at $28 to $29 per ton. Bran, $24.50 to $25, and hay per ton, $10 to $12.

The Allready Pure Food Company, of Bridgewater, N.S., is rushed with orders from Montreal and other Canadian cities. The firm anticipates a steady demand from now until after the holiday season.

Lunenburg County is now shipping apples to the London market. During the week W. A. Hebb, of Bridgewater, shipped seven carloads.

At the Marine and Fisheries Department inquiry, held here this week, several grocers who furnished supplies were called to the stand to testify as to their dealings with the department. The dealers who did the largest business were Isaac Creighton, P. T. Shea, John F. Ryan and Howard Wentzell. Some of their accounts covering three years totalled five thousand dollars. They only charged the ordinary prices, and in some cases only secured the tenders after close figuring. None of them gave any presents to the employees of the department or entered into any compact with them. Counsel for the Government tried hard to find some clue that everything was not right, but the grocers, to their credit it must be said, came out with flying colors. There were no rake-offs, the grocers conducting their affairs on straight business principles.

Principal M. Cumming, Secretary for Agriculture for Nova Scotia, in his report to the Government on the crops in this Province says that the farmers have had a most successful year. The apple yield for home and foreign consumption is 600,000 barrels. Butter is estimated at 106 per cent. as compared with last year. The quality is placed at 105 per cent. The output of cheese was about the same as last year, and the quality also equal to that of last year. Owing to the large amount of butter that is made at home dairies and privately marketed, it is difficult to arrive at a definite estimate of the total output of dairy products.

MONTREAL.

December 8.—S. Robinson, Esplanade Avenue, Annex, one of the best-known North End grocers in the city, has sold his business to J. Hurteau. Mr. Robinson has decided on this course owing to failing health, and the desire to retire from active business. Mr. Hurteau, who is a young man, received his business training with Mathews, Fortier & Monette, provision dealers of this city.

M. Defayette, grocer, of Laprairie, found a tarantula's nest in a bunch of bananas recently. Thinking it to be a piece of cotton batting he started to put it in the fire, when a large tarantula sprang out and ran rapidly away, took refuge first in a show case of candy, and afterwards climbed on the top where one of the daughters of the house saw it. She thought it was an artificial spider and started to poke it with a pin. The spider jumped back and then sprang at her fingers, but she had fortunately seen the first movement and escaped in time. The tarantula, which runs as fast as a mouse, is still at large in the store, but Mr. Defayette intends to make systematic search for it.

The usual quiet has followed the close of navigation, but there is a healthy feeling pervading the wholesale trade. One large house has been busy filling orders for the Northwest. Perhaps in this respect the grocery business has been more fortunate than other forms of business who report considerable dulness during the week.

Country merchants have at last awakened to the fact that they must lay in some winter stock. This fact has stimulated the wholesale grocery business considerably. Collections are reported better than for some time. They have, nevertheless, been improving for some time, which has marked the degree of circula-

tion of money obtained by the farmers for their crops.

J. B. Berthiaume, corner of Park Avenue and Prince Arthur Streets, has sold his business to Duquette & Falcon. Questioned about his future movements, Mr. Berthiaume stated that he intended to do nothing for some time, at any rate, and had no definite plans for the future.

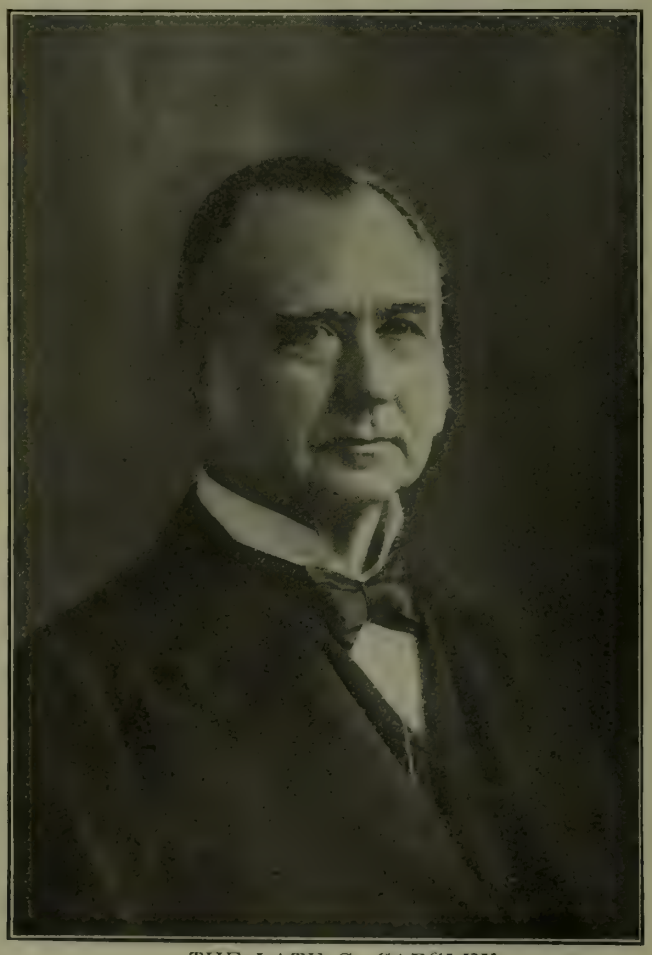
Jos. Raymond, St. Timothee Street, manufacturer of jams, preserves, polishes, etc., carrying on business under the style Jos. Lamoureux, has made a voluntary assignment. Kent & Turcotte are the liquidators.

country."

We regret to learn of the death of Miss Olive Packard, only daughter of L. H. Packard, Rosemount Avenue, Westmount. Miss Packard had been ill for about a year, but lately had been much better until this final failure of her health, which ended in her death. She will be greatly missed by a large circle of friends, among whom she was very popular.

QUEBEC.

December 8.—The Quebec Grocers' Association held a very important meeting last week under the presidency of J. Boyce, vice-president of the association.



THE LATE S. CARSLEY,
Head of the S. Carsley Company, Montreal, Who Died on Friday, Nov. 20.

There was a good attendance, and Theo. Boland, vice-president of the Retail Merchants' Association of Canada, and P. J. Cote, president of the local branch of that association, were among those present. One of the important matters brought up for discussion was the recent notice published in local newspapers to the effect that the sale of meat, poultry and provisions was not allowed in yards or streets under pain of penalty, and the grocers consider that the carrying out of this by-law would seriously affect their trade, as arrangements had already been made with farmers for the exchange of provisions for farm produce. If instructions were given to carry out this by-law, the grocers would suffer considerable damage and they decided to ask protection from the city.

Another important question discussed at length was the weight of butter. Complaints have been frequently made that butter is sold under weight, but the grocers contend that they are in no way to blame for this state of things and state that the manufacturers and wholesale dealers are responsible for these abuses. The grocers have decided to protect their interests, and a special committee was appointed to study the municipal by-laws regarding their trade, and will meet the civic by-law committee later.

From Ontario Correspondents

Winter Fair Brightens Business in Guelph—Toronto Grocer's Christmas Celebration—Chatham People Buying Early This Year.

LONDON.

December 8.—The grocery store at the northeast corner of Waterloo and Oxford Streets has changed hands again, J. S. Rosser having disposed of it to Mr. Flood.

Thomas Shaw, president of the Retail Grocers' Association, is being urged to offer himself as a candidate for election to the Board of Aldermen. Mr. Shaw would certainly make a capable representative.

The slaughter of cattle that the United States inspectors are making in their efforts to stamp out the foot and mouth disease is almost certain to have the effect of considerably increasing the price of Canadian beef. Already there is considerable demand for Canadian cattle and as the demand at home is practically equal to the supply, there is sure to be a scarcity and a consequent advance in prices. The market is already much firmer, and in the course of a week or so butchers will likely be putting up prices.

All branches of the grocery trade have been rather quiet the past week, but the coming of sleighing, which is now all right, heavy snow having fallen yesterday, will brighten things up. Retailers are confining their buying to sorting up orders for Christmas fruits, the prices of which are unchanged. Haddies are coming in freely, but in spite of keen competition prices are a little higher.

A change has taken place in the management of the Canada Spice & Grocery Company. C. T. Lee, until recently bookkeeper for the company, and formerly proprietor of the New York store, has succeeded A. T. Cleghorn, who has gone to the Western States to engage in a similar business.

Clem Garvey, city traveler for John Garvey & Co., wholesale grocers, had an exciting experience one day last week. He had left his horse standing in front of Hargraves' grocery when it became frightened and ran away, and before it was recovered had run a couple of miles. Neither horse nor rig was damaged.

KINGSTON.

December 8.—While our citizens were enjoying their slumbers after the cares and toils of Saturday the firemen were battling with the flames which were fast consuming the block on the corner of Princess and Ontario Streets. The fire destroyed the Wormwith piano works and the wholesale warehouses, offices, fixtures and stock of W. G. Craig & Co. The loss to both concerns will be heavy. Craig & Co's warehouses were well filled ready for winter trade. When they get into new premises with new stock and new fixtures they will feel that old things have passed away and a new regime has begun.

Eight hundred pounds of whitefish seized just as they were being shipped

from one of our wharves last week shows the vigilance of the fish inspector. They were shipped here from Deseronto and were caught out of season.

David Gibson, a grocer for many years but now retired, was given special mention at St. Andrew's dinner here last week. He is the oldest living member of the society here. As a business man he did business on straight lines, as was so ably pointed out in the last issue of The Grocer by "M. C. T.," Montreal. That article, or series of articles is one of the best I have read in your valuable columns for a long time. Every honest-thinking grocer, whether retailer, wholesaler or manufacturer, should read it, cut it out and frame it.

I am glad to see prominence given in your paper to the peddler nuisance. Our city is over-run and our officials don't seem to worry over the fact.

CHATHAM.

December 8.—"No news this week. We are too busy," was the remark of Wm. Anderson, president of the local R.M.A. to The Grocer representative this afternoon. "I don't know how the other merchants find it, but we have been doing exceptionally well the last two weeks, and the outlook is for a good Christmas business." Other grocers had very similar reports to make as to the state of business just now. Already the Christmas buying has commenced, and raisins, currants, peels and similar lines are moving out rapidly. One grocer stated that he would have to re-order before the close of the season. "Either they are buying more this year," he added, "or else they are buying earlier." The general indications are that Christmas buying has commenced earlier this season than usual. Evidently the constant preaching of the "early buying" doctrine is having good effect in Chatham.

Mr. Nichols, of A. M. Smith & Co., London, the Red Band Man, is calling on the local trade this week.

Quite a flurry was caused among local hog raisers and pork buyers last week by what was apparently a new regulation in connection with the Meat Inspection Act, and interprovincial shipments of hogs. Since the Act was passed, buyers have been shipping very largely to butchers in Quebec, with whom they found an extensive market for dressed hogs, and they claim that they had the assurance of the Minister of Agriculture that to this class of shipments the regulations regarding inspection did not apply. With the opening of the dressed hog season recently, these shipments were recommended and quite a number of cars had been sent out when a local firm were surprised to receive notice that no shipments for Quebec or other points outside of Ontario could be received by the railways unless first inspected, and that they were to be proceeded against for violation of the Act. The local buyers had a busy time notifying the hog raisers to stop further killing of hogs, and trying to secure the free passage of dressed hogs already shipped. As usual, the hand of the packers was scented in the enforcement of the regulation, which locally was generally understood to be a new amendment to the Act, passed during the last session. Buyers and hog raisers in this section, since the agitation against the Act last fall and winter, have very readily suspected the department of playing into the hands of the packing houses. The difficulty was accentuated by the fact that no provision was made for the local inspection of these shipments. However, the shipments already made were ultimately permitted to go through; and a local inspector was provided. Prior to the trouble in question, the market for hogs had suffered a slight decline, live hogs selling at $5.75 and dressed at $7.35 a hundred, and the buyers anticipated that the market would remain steady at these figures. Now that the difficulty has been smoothed over, it is expected that the market will return to the normal figure. Deliveries during the previous week were quite large.

Gilbert John Taylor, popularly known as "Gib," passed away at his home here last Thursday night, aged 59. He was an experienced salesman, and for several years past has traveled for F. X. St. Charles, wholesale liquor house, Montreal. About 12 years ago he was engaged in the grocery and coal business in this city. I. M. Taylor, formerly a grocer here, and J. P. Taylor, now engaged in the same business on Park St., are brothers.

A market development in the handling of Canadian grown tobacco is reported from Essex. Many farmers are erecting drying barns and experimenting in up-to-date methods of curing the home-grown product. There is a curing station at Ruthven under the supervision of a Kentucky expert. Co-operative methods are also suggested. Faulty methods of curing have been the bane of the local industry in years past, and this move is an indication that the growers realize the fact, and are taking action to correct the fault.

The clauses of the Pharmacy Act relative to the sale by grocers and general merchants of goods classified as drugs formed the theme of some hot invective at the meeting of the Kent County Council last week. During the last few months quite a few rural merchants in the southern part of this county have been fined under the Act; and this and the methods employed, particularly the methods, have aroused general resentment among the farmers. The following resolution was unanimously adopted: "That a petition be presented to the Legislative Assembly of the Province of Ontario, praying for the amendment of the Pharmacy Act, so as to enable merchants and storekeepers to have, keep and sell such drugs and medicines as carbolic acid, hellebore, iodine, quinine and all kinds of compounds and essences—in addition to those enumerated in Schedule A of the Act. That Section 9 of Chapter 16 of the Act, passed in 1905, be repealed. That all prohibited drugs be specifically named and set out in Schedule A of the Act, so that there may be no doubt of what may not be sold. And that no part of the fine should go to the prosecutor or to the College of Pharmacy." Reeve Galbraith, of Howard, who moved the resolution, backed it with a red hot speech, in the course of which he presented strong letters from his constituents and denounced the methods of Detective Grant in securing convictions. "When one considers the fact that the men who cleared the land and now occupy it made the drug business possible, the Act as it now stands is not only iniquitous, but an insult to the rural population of the Province," was the strong statement of one writer.

E. Duffy, of Brigden, has sold his general store, and will return to Chatham, where he will likely re-enter the grocery business.

W. J. Cain, of Port Lambton, advertises for sale his grocery and general store with meat market attached.

Geo. Stephens is opening a fruit and confectionery store in the Clarke Block, Main St., Dresden.

On December 2, Mrs. T. W. Smythe, wife of the Wellington St. grocer, had the misfortune to fall, breaking one rib and dislocating her left arm.

Chatham grocers were pleased this week to receive a visit from James O'Hagan, associate editor of The Canadian Grocer.

Wallaceburg is likely to have a creamery next year. Geo. Wooliver has disposed of his coal business and intends to go more extensively into dairying, with a view to establishing a butter factory in the near future.

W. L. Hope, the Merlin butcher, is established in handsome new premises in the Oddfellows' Block.

J. Sims, traveler for the Mooney Co., Stratford, who had the misfortune to break his leg in a runaway accident near Merlin last April, recently sustained a fall at his home at St. Mary's, as a result of which he broke his leg again. He was only out a short time after his first accident.

TORONTO.

December 8.—"MacDonald's Annual Christmas Celebration," is the heading of a dainty invitation folder which was distributed early in the week by H. G. MacDonald, 223 Sorauren Avenue, to announce his Christmas reception, which was held yesterday, to-day and to-morrow, Dec. 10, 11 and 12. Besides a bright store, Harry MacDonald has a fund of bright ideas and this is the result of one of them. While he goes into the matter quite extensively, he says the amount of business attracted well repays him. Last night the store was a very attractive spot. As the circular says, "It is full of just the right things for Christmas," and with tasteful decorations of plants in bloom, palms, ferns, and Christmas tree decorations this was well borne out. In one corner a first-class orchestra gave an extensive programme of popular music and in another department demonstrations were given of Red Rose Tea, Cowan's Cocoa and Pure Gold Jelly. Naturally the store was a good deal crowded but Mr. MacDonald with characteristic good humor kept everybody in a similar condition. Undoubtedly several hundred

people, including a good many new customers, will visit the store before Saturday night. Mr. MacDonald may not be the originator of this reception idea in the grocery store, but he seems to carry it out more extensively than anyone else has yet done.

J. W. Silverthorne, of Burford, has purchased the grocery business of R. B. Warbrick, 234 Broadview Avenue, Toronto, and will take possession immediately.

The Wilson, Lytle, Badgerow Company, vinegar manufacturers, Front Street West, Toronto, have written to the Board of Control asking for a rebate on their taxes since 1901. They point out that the controllers in 1898 passed a resolution fixing their assessment on land and buildings at $18,540 for ten years, excepting for school rate and personality. In 1900 they were allowed a rebate of $80, but since that time the company has overlooked the matter, and has paid taxes on a revised assessment. The matter was referred to the Assessment Commissioner.

The Dominion Government is bound to see that its food laws are observed and as a result of special vigilance in this direction a Toronto grocer and his agent were each fined $25 and costs in the police court on December 4th. They were charged with selling print dairy butter as genuine creamery. This offence is punishable under a special Federal Act passed three years ago known as the Inspection and Sales Act, in connection with the crusade for pure foods. The defendants, who pleaded guilty, were John Lyons, grocer, 587 Dundas Street, and Wm. Duckworth, who represented himself in the transactions as agent for the Wm. Duckworth Produce Co. The charge was laid by D. M. McPherson, of Lancaster, Dominion inspector. This is how the game was worked: For some months the inspector, whose duty it is to enforce the food laws, has been trying to run a clever but criminal trick to its source. Consignments of dairy butter were being received in Toronto from Grand Valley, Ont., but without any city address. Upon their arrival a local driver would mysteriously cart them away. This went on for months past, and according to the Crown prosecutor has been carried on for years. The packages were opened in Lyons' store and there began the process of converting cheap dairy butter into creamery by the application of a creamery wrapper, The Federal law forbids such a proceeding. In this way Lyons and his confederates were making the difference between the two grades, which came to nearly seven cents a pound. Following the case further, Inspector McPherson learned that in Grand Valley a man named Samuel Duckworth was stationed as Lyons' local agent, and had little trouble in buying up large consignments of dairy prints, which he sent on to Toronto to be made into creamery. In Grand Valley he posed as the representative of "William Duckworth & Son, Toronto," a firm which has no existence here. A neighboring firm in the same town, the Grand Valley Creamery, which conducted a legitimate creamery business, gave the Federal authorities information as to the nefarious working of the scheme, and aided in tracing it to a finish. The maximum fine under the Federal Food Act of three years ago is $50 and costs or one month in jail. The magistrate for the first offence consented to cut the amount in two, making it $25 and costs for each defendant.

ST. CATHARINES.

December 8.—The grocers report Christmas business as quiet although an improvement is expected this week. Factories here are not rushed with orders as they should be at this season, consequently many men are out of employment. While prospects are not any too bright for a large Christmas business yet it certainly looks as though the grocers of this city had decided to take whatever comes their way without putting forth any extra effort to make things lively. With one exception, not a single grocer in this city is advertising his Christmas groceries nor booming business in any way. A few attempts have been made at dressing windows with Christmas fruits, but in the majority of instances the windows are crude affairs, without price tickets and selling arguments. I often wonder if the men who are continually saying that times are dull know that quite a quantity of high class groceries, and in some instances staple lines, are being purchased in Toronto and shipped into this city. This trade should be gone after. It will help do away with the dull times and put business on the increase. The way to go after it is to dress the windows tastefully, attractively, and let the public at large know what you have to sell. If you want business, go after it.

Mrs. Kilroy has recently moved her stock of groceries from the corner of Niagara Street and Welland Avenue to Welland Avenue near Geneva. She reports business in the new stand equal to that in the former and the move has proven a money-saver in rent and other expenses.

D. B. Philipps has opened a grocery, drug and confectionery store on the corner of Niagara Street and Welland Avenue. Mr. Philipps recently disposed of his drug store on James Street and decided there was an opening for a store such as his at this section of the city. He reports business up to his expectation.

Loury & Son, proprietors of the general store at St. Davids, have purchased the butcher shop at the corner of Erie Avenue and Huron Street, Niagara Falls, Ont. Before securing this store a small frame building had been used on the city market for the disposal of meats, for which a nominal fee had been paid the city. Recently a new by-law went into force bringing the market rent to ten dollars per month. Rather than pay this fee for such limited quarters a store was sought out. Loury & Son are large buyers of cured meats as well as curing quantities themselves. Having a permanent branch at Niagara Falls will no doubt prove a paying venture to themselves and convenience to their patrons.

Christmas poultry will be high on this market if present prices are maintained. Turkey is quoted at 22c per pound.

HAMILTON.

December 8.—As a measure of protection the grocers are again preparing a delinquent list, and are going to try to prevent the professional dead-beat from getting in on them as in the past. At the first meeting of the association in the new year, each member proposes to hand to the secretary a list of twenty or thirty names of those who he knows to be unworthy of credit. The secretary will tabulate these, and any member can find out by telephone whether the applicant for credit has his name on the list, as more than half of the bad debts are contracted by this class of people. The arrangement should prove of great service to those interested. If the grocers would compare the names of their bad accounts they would find that most of them are owing bills to a good many in the trade.

As the municipal elections draw near the grocers are discussing the question of putting up some of their number for aldermanic honors. The president, John Forth, is being pressed to let his name go before the people, but with his usual modesty he declines, but he yet may be induced to run, and if he does it is a foregone conclusion that next year he will be Ald. Forth.

Trade is good here and it looks now as if business would be better than last year. Our markets are very large, and prices in butter, eggs and poultry are at the top notch. The stores are all taking on a nice bright look for the holiday trade.

W. W. Carruthers, formerly manager for W. R. Bridge, has bought out one of Mr. Mundy's branch stores, on the corner of Bristol Street and Sanford Avenue. Mr. Carruthers has been connected with the grocery trade nearly all his life, and knows it from A to Z. His friends wish him success in his venture.

The Canadian Grocer deserves the thanks of the business men all over Ontario for their enterprise in publishing the provisions of the law relating to peddlers. These should be thoroughly studied and suggestions made to the local member of the Ontario Legislature in every riding as the matter will likely be taken up at the next session, and the statutes revised. Be ready to protect your own interests.

PETERBORO.

December 8.—There is a merry "raisin race" on at present among some half-dozen of the local grocers. Raisins have been selling at 3 pounds for 25c, but recently one of the grocers lowered the price and began to sell an extra pound for the same money. Two or three followed suit and sold them at the same figure. But to cap the climax, another offered the public 5 pounds for 25c, which was a cent and a quarter less than the wholesale price. Where the race will end is a conjecture if any more advances are made. A Grocers' Association working smoothly should eliminate such differences.

Generally speaking, the trade among the grocers is good, but collections are reported somewhat slow. With the approach of the holiday season business is reviving and the coming two weeks promise to be very lively.

Local grocery windows are handsomely dressed at present, representing the season. One of the neatest is that of Geo. A. Goheen, whose display window contains Christmas goods of various kinds. "Merry Xmas." written with lumps of white sugar is the feature of the decorations.

BRANTFORD.

December 8.—The merchants report that Christmas trade is opening up splendidly. While the people do not seem to be buying in so large quantities as formerly, all the merchants anticipate a rush during the next two weeks. Last Saturday's business was good, and the market was largely attended, although prices remained practically the same. Butter was 26c to 28c per pound, fresh eggs 35c. Some of those offered for sale were very small in size, which caused our market inspector to suggest that they "sell eggs by the pound," then the people would be sure to get their money's worth.

M. McCarron, representing the Wallaceburg Sugar Co., reported selling two carloads of sugar in this city last week.

Alf. Patterson, the William St. grocer, has opened up a branch store at No. 2 Darling St., the Opera House Block, with a line of groceries and confectionery.

GUELPH.

December 8.—The Guelph Pure Milk Company, which was organized in the city a few weeks ago under conditions which were "heralded" forth as being most favorable for trade and for the betterment of the milk supply of the city has already gone to the wall. The company has disbanded completely and gone back to the old system. The fact that the public did not take to the new idea is the main reason given, but sooner or later a concern of this kind is going to make a success in this city, and it seems a pity these young men were not more successful. They had rented a store and fully intended going into the egg and butter business in connection with the milk. There is not the least bit of doubt if they had tided over the winter and worked together it would have been a success. There is now a good opening for such a business to be properly handled here under Government inspection, and it is very badly needed. We have some good local milk dealers, but some not so good also.

A new radial line is projected from Woodstock to Guelph by way of Galt, to connect with the Berlin, Galt & Hespeler system, and our local business men are getting very active as there is talk of this line going north as far as Arthur, taking in Elora and Fergus also which would mean a great boom to local business interests.

This is Winter Fair week, and the city is already crowded with visitors. The snow, which arrived Sunday, was just one of the most to be desired blessings that could happen for the success of the Fair. There is good sleighing here now and it is still snowing and turning colder, so everything looks very bright for business. The farmers who drive into the city do a great deal more business in the grocery stores than those who come by train.

There are five candidates for the Mayor's chair already in the field, and there is room now for a sixth. We need a grocer.

The Wydnham Street grocers have all made an extra splash in the way of displays in their windows this week for the benefit of the large number of visitors in the city, and all look fine. Bobbie Millar, at Geo. William's, has probably the finest display of fancy goods in his window. Archie Groom has followed up in the tracks of his predecessor and makes the finest display of canned goods in the city in his store. They are a credit to him. Benson Bros and Jackson & Son show a nice line of Christmas fruits, while J. C. Chittick has also a fruit window. J. A. McCrea & Son and Peter Anderson have nice crockery and china windows. The idea of leaving the windows and stores lit up in the evenings from now till Christmas would be a splendid idea, and would easily pay for itself. The Retail Merchants' Association should never have allowed those old home week lights to be taken down from this main street. The grocery stores are all a credit to the city, this year especially.

The grocers are requested to take particular pains to note the extra samples of grain and corn seeds, also the seed potatoes at the Fair.

Some grocers are already kicking because Christmas Day falls on Friday this year and the Saturday's business will be a failure. Well, suppose for the sake of argument now, we say it is a failure. If all the merchants are agreed that the Saturday after Christmas is going to be a failure and there won't be any use in keeping open, why not make a splash for one year and close from Thursday night at midnight till Monday morning, and take a holiday and give your clerks a chance also. The public would appreciate it and the idea of knowing you were going to be closed would add an enormous lot unto the Thursday's orders, knowing that they had to get supplies for three full days. That is the only way I can see to stop all argument and suit everybody.

PROTESTS AGAINST THE PEDDLING NUISANCE

The Itinerant Vendor's Competition Felt in Ingersoll — Why Should He Go Practically Untaxed?—What a Deseronto Merchant Thinks.

Special Correspondence of The Canadian Grocer.

Ingersoll, Dec. 8.—The latest cry about the peddling nuisance comes from this town, where the peddlar is making himself and his work felt, and many merchants are asking why they should allow themselves to be taxed for the public upkeep while birds of passage under the guise of peddlars who reap all the benefits towards which the merchant contributes, pay nothing for the privilege and cut into the business from which the merchant makes the money to pay his taxes.

It appears that it is not unusual for a peddlar to go to the country at break of day with a wagon-load of sundries, returning at sundown with an empty wagon but a well-filled purse. During the night the wagon is filled again and ready for the next morning. No one will deny that it is a benefit to the housewife to have a dealer call and show and sell his wares without any exertion on her part, but then all the grocers in town are quite willing to call and do the same thing. They do not think it fair, however, to tax the man who sells in a store and allow the man who sells from a wagon to go free. Some of these peddlars handle a great variety of articles, and some few are even said to dispose of patent medicines, taking orders one day and delivering them the next time they go over the route.

If these peddlars paid a proportionate share of the taxes there would be no complaint even though they sold to some of the regular customers of the merchants, although that is a matter that a considerate merchant would not be guilty of. As it is, the merchant plants the seed, waters the shoot, and pays the piper; while the peddlar who has in no way helped, picks the plums. It is not fair.

The following letter on the same subject from Eastern Ontario is self-explanatory:

"Editor of Canadian Grocer:—In accordance with your invitation in a recent Grocer I beg leave to give you some of my views on the subject of peddlars. I take the broad stand that all peddling should be abolished by law except perhaps in the case of perishable goods such as fresh fish and fruit. I believe that the mercantile classes are just as important for the welfare of the country and deserve as much encouragement and protection as the farmers or manufacturers do. See the large amounts of money that are expended by the Government every year in supporting the Agricultural College, in sending expert teachers and lecturers out all over the Province to assist the farmers. See the large amounts that are expended every year in destroying moths and other pests, and in spraying fruit trees, all to protect the farmers and for which all merchants have to pay a good share but get very little or no protection.

"Peddlars are the pests of our business and the Government should do as much to rid us of them as they do for the farmers. What an absurd law it is for instance that if a peddlar says he is a manufacturer or the agent of a manufacturer he can peddle his goods all over Ontario and the law allows him to do so without paying one cent license. There is no reason why manufacturers should be exempt from paying a license. We retailers are all too busy at home to do any lobbying, but our interests should not be neglected on that account. Hoping that you will agitate this subject until we get relief."

P. SLAVIN,
Deseronto.

BRIGHT GROCERIES IN LONDON

Two Thousand Dollars in Fixtures and a Number of New Ideas Make Up an Interesting Store—A Combined Grocery and Meat Shop.

(By the Canadian Grocer's Travelling Representative.)

"There are more grocers in London in proportion to population than in any other city in Canada," is the statement repeated over and over again by many a merchant in the Forest City. On looking up the directory one is faced with a total of about 230, which, in a community of 50,000, is not so bad. Of this total, 150 are members of the Grocers' Association, which, all things considered, is a very good showing.

There are so many striking features connected with the grocery trade in London that one must necessarily generalize. In the centre of the city, of course, are the larger stores, which are equipped with the latest in store furniture and fixtures and which also make a study of the window dressing feature.

$2,000 in Fixtures.

Not all of the big and fine stores are in the centre of London, however, for Harry Coates, in the south, has just completed and moved into what is probably the finest grocery store in the city. It stands on a corner lot and has two very large windows, which, when dressed, show off the goods to perfection, and it will take but little to dress those windows, for the woodwork is of such good quality and neat carving that it would help out any scheme devised beautifully. Indeed the whole interior is finished in quite elaborate style in oak. Some idea of its elaborateness may be gained when it is said that the cost of the store fixings alone was $2,000. The whole front of the store is glass, which floods the interior with light. The store itself is roomy and there is a place for everything. A large square glass-case counter is the first object which strikes one on entering the store. This case, besides serving the purpose of a counter, is used for the display of confectionery of a high grade, and it shows it off to perfection. At the end is the regular grocery counter of carved oak, with seats for customers attached. Mounted on top are the latest in scales and other usual fittings of the grocery store. Behind the counter the same elaborate scheme of oak fixings and shelves is carried out. Elaborate is scarcely the word, for while the store furnishings are of a fine character, plainness is the main note, though no second glance is necessary to tell that the quality is A.1.

A Boot and Shoe Department.

Besides groceries, Mr. Coates carries a stock of boots and shoes—a rather strange line to be combined with groceries—and one side of the store, which is a very broad one, is devoted to the display of footwear and is furnished quite as elegantly as the grocery side. This boot and shoe side-line will be treated later. Over the whole store reigns cleanliness and order, and to say the establishment is attractive is to speak in mild terms of its inviting appearance. That it will serve as a model for many another grocery store is attested by a number of London grocers who have given up half a day from their businesses to jog across the river to see the model store. Indeed "Harry Coates' new store" has received as much publicity as many a well-placed ad., and he is attracting customers, too, to his store from particular people in his neighborhood.

Planning for Cleanliness.

Mr. Coates has plans, too, to keep his store clean and neat always. The shop is for customers alone, the orders being filled and sent out from the stock-room at the rear of the store and entirely separated from it. In this way much confusion is avoided. New goods, as well, are received at the back and immediately placed in position when taken from the wagon. One-half of the stock-room is reserved for incoming goods and the other half for outgoing articles. In the stockroom, too, are lavatories and wash basins for the convenience of the clerks. The upper floors are used as a dwelling.

A Grocery and Meat Store.

Another establishment which deserves special mention in this connection is the grocery and meat store of A. J. Clark & Co., in the north end of London. The store is a single-storey structure and was built expressly for the purpose it now serves. The first thought in the erection of the store was to have everything as attractive and bright as possible. Plate glass windows run across the full front of the building and two doors, one leading to the grocery and the other to the butcher department, break the windows in three for display purposes. Each end window is used for display, one showing meats and vegetables, and the other groceries. The centre one is reserved for alternate displays of fruits and confectionery, which are backed up with palms.

Abundance of Air and Light.

As if there was not already sufficient light in the interior a row of prism windows along the side, for this is a corner store, admit more light. These windows are swung on pivots and as they are near the ceiling and above the goods on the shelves, may readily be opened to admit air.

A glass partition down the store divides the meat shop from the groceries and the aroma from one department is not noticeable in the other. In the centre of the store is the cash desk and office raised higher than the floor surface, giving a view up and down the whole establishment. The grocery department is fitted with oak counters, fixtures and dust-proof display bins. Neat cane-bottomed chairs are set about the store for the convenience of buyers, and the goods are set off in sections for convenient handling—canned goods and bottled articles behind the counter on the display shelves; packages of biscuits and bulk goods at the rear; fruits on the office side, and confectionery in display cases at the front.

There are a number of other older London grocery stores which might serve as models, but these are two of the recent ones and may give some hints to the grocer who purposes to build in the near future. The butcher department of A. J. Clark & Co. will be treated in a separate article.

MAYELL & CO REORGANIZED.

Jas. Litster, Cecil Jenkins and John G. Kent Interested in Old Toronto Company.

A. W. Mayell, doing business as Mayell & Co., Toronto, manufacturers and dealers in spices, extracts, baking powders, coffees, etc., is applying for a charter. This business has been in existence for over a quarter of a century and expansion of trade demands the new step. It is understood that the manufacturing end of the business will now be under the direction of James Litster, who has had charge of the manufacturing processes for the Pure Gold Mfg. Co. since its inception. Mr. Litster is favorably known to the grocery trade of the entire Dominion and his connection with the new company will assure a maintenance of the production of strictly pure goods of the highest quality. He was maker of the first jelly powders marketed in Canada, and is an authority on flavoring extracts, etc. The sales department of the business will be looked after by Cecil R. Jenkins, also widely known to the grocery trade as sales manager for Gowans, Kent & Co., Toronto. These gentlemen have also succeeded in interesting John G. Kent, formerly of Gowans, Kent & Co., and with the addition of the combined ability and experience of the new executive the prospects of the larger company are exceedingly bright.

NO MORE "SNACKS" IN ALTON

Since the destruction of the Algie Mills at Alton a couple of weeks ago, it has been whispered in some quarters that this would spell the end of the "Drummers' Snack," that unique event which has been held at Alton for several years and which has accounted for a few bright days in the trips of a good many Ontario travelers. An inquiry from President "Bob" Asher the other day, however, put this idea at rest.

"Not a bit of it," said Bob. "The prospects are that next year's "Snack" will be better than ever. It isn't at all likely it will be held in Alton," he continued. "The fire and several other reasons account for that, but the residents of Erin are hot after it, and the chances are that 1909's outing will be held there. There was some talk of going to Georgetown, where we could get a whale of a crowd of travelers, but the death of Harry Coffin, one of our strongest supporters in that town, the other day, put a crimp in that. Nothing definite has been done yet, but you can be sure next year's 'Snack,' wherever it is held, won't be behind other years."

NEW CONDENSED MILK FACTORY.

There are now three condensed milk factories in Ontario—at Aylmer, Ingersoll and Tillsonburg. John Malcolm, of Beverley Township, Wentworth County, has removed to St. George, where he will start a factory for the manufacture of condensed milk, the St. George creamery being converted for that purpose.

T. H. Estabrooks, of St. John, N.B., is visiting the Red Rose branch office in Toronto this week.

With the Travelers

Annual Meeting and Election of Officers of Western Ontario Association—Travelers Taking Steps to Provide for Fire Appliances in Hotels—What the Law Says on the Matter.

The annual meeting of the Western Ontario Commercial Travelers' Association was held at London on Saturday, December 5.

In opening the meeting, President John T. Green stated that the annual report showed exceedingly good results in all respects, viz., a total membership of 2,482, which is practically the same as last year, and which was by far the largest in the history of the association, a new membership of about 400 and a total addition to the reserve fund of nearly $17,000. The death claims accruing due during the year had been somewhat larger than usual, amounting to $10,915, but after providing for these and all other liabilities, the reserve fund now amounts to $175,210.30. This is also one of the largest additions which has ever been made to this fund. The association has been called upon to mourn the loss of nineteen members by death. Further important representations had been made to the Provincial Government in regard to better accommodation for the traveling public in sections where local option law has obtained, also for the more rigid inspection of hotels and licensed places with reference to the cleanliness and sanitation, and also in providing all necessary fire escapes. In this connection the appointment of a special provincial inspector had been urged in order to obtain the best results. The most cordial relations continued with the transportation companies, but numerous complaints had been made that all members did not observe the rule of voluntarily producing their certificates when purchasing special rate tickets, and also to other authorized railway officials when requested. It was desired to impress upon the members that this was always necessary, and it was hoped that there would be no further occasion for complaint in this respect.

In the election of officers for the ensuing year, when the following were nominated, with the exception of the directors for London, and declared duly elected by acclamation. Seven out of the nine nominated will be elected directors from London. President, J. T. Green, re-elected; First Vice-President, R. E. Davis, re-elected; Second Vice-President, D. Ferguson, re-elected; Third Vice-President, John Lennox, Hamilton, re-elected; Treasurer, W. L. Underwood, London, re-elected; Directors for London, W. Smithson, H. W. Lind, W. D. Wright, A. S. Wallace, R. H. Turnbull, E. N. Hannah, P. M. Millman, Frank Lawson, F. E. Harley; for Toronto, Wm. Stone, H. Horsman, A. E. Johnston; for Ottawa, F. E. Breckenridge; for Hamilton, George Hope, John Booker, H. R. Thurber; for Stratford, Jas. Dow; for Brantford, George Watt, jr.; for St. Mary's, James Maxwell; for Montreal, H. H. Harnon, H. A. Bordeau; for Ayr, John G. Watson; for Oshawa, Major R. Dillon; for St. John, N.B., A. T. Lane, George H. Clarke; for St. Thomas, B. F. Honsinger; for Woodstock, Alby. Robinson, R. G. Beekerton, J. E. Ferguson; for Windsor, James F. Smyth; for Chatham, Charles E. Bodley, A. E. Merritt; for Ingersoll, Wm. Waterworth, C. W. Johnston; for New Hamburg, J. Ratz; for Winnipeg, H. J. Boyd, H. W. Little; for Aylmer, R. G. B. Moore; for Calgary, J. A. Brookbank; for Victoria, B.C., T. Harry Slater.

Arrangements were made by which the annual meeting will be held on Saturday, December 26, at 3 o'clock in the afternoon.

HOTELS AND FIRE ESCAPES.

The men who take the greatest risks are not always those facing danger in visible form but those who do not know when danger may approach or from what quarter it may come.

J. T. GREEN,

Re-elected President Western Commercial Travelers' Association.

The commercial traveler sleeping in hotels of every kind, all over the country has no means of telling when a serious fire may break out. Yet, according to the word of reputable men on the road, there are many public houses in Ontario openly violating the act which calls for such buildings, whether in licensed or local option districts, providing proper and ample fire escapes.

The question naturally arises, why have not the license inspectors seen that the terms of the law are carried out? Why have they been remiss in duty? The present state of affairs is so bad that a deputation of travelers intend in the near future to wait upon the Provincial Secretary to ascertain if the offending hotelkeepers cannot be brought to time. The delegation will lay before the minister a list of hotels which have not efficient fire escapes. Why should it be necessary for the travelers to take this move? It is unmistakably the duty of the local inspectors appointed by the Government, and either the department itself or its servants have been negligent in compelling compliance with the act. The law is clear and explicit on this point.

Chapter 264 of the Consolidated License Act of 1905 says in part:

"Every owner, lessee, or proprietor of an hotel exceeding two storeys in height, shall erect or cause to be erected at least one permanent outside stairway or ladder, from the landings or floors, landing or floor above the first storey of such hotel and extending to at least said first storey, such stairway or ladder to be built of iron and to be firmly attached to the wall of the building and to be supplied with a hand rail on either side, and to be of sufficient strength to sustain the weight of at least six full grown persons at the same time; and every such lessee or proprietor shall at all times keep the way or passage to such stairway or ladder unobstructed and free of access.

"The keeper of every hotel shall, where the same is more than two storeys in height, provide and keep in each of the sleeping apartments or bedrooms which are situate above the ground floor, a fire escape for the use of guests occupying the same. Such fire escape shall be sufficient within the meaning of this Act if it consists of a rope not less than three-quarters of an inch in thickness, and of sufficient length to reach from the room or apartment in which it is kept to the ground below, and is kept in a coil or other convenient position in each of the said bed-rooms or sleeping apartments; and if the outside window or opening of such sleeping apartments or bed-rooms is provided with proper, secure and convenient fastenings or appliances to which one end of the rope may be safely secured or fastened; "Provided that the provisions of this subsection shall be deemed to be sufficiently complied with by the substitution for the rope therein mentioned with the approval of the inspector, of the fire escape known as 'the Natural Drop Fire Escape' consisting of a cylindrical casing made of canvas or any other suitable material and provided at the top with a metal ring supported by chains from the window, the lower portion of the casing extending into proximity with the ground." R.S. O. 1897, c. 264, s. 3; 63 V. c. 44, s. 1.

"The keeper of every hotel shall, in addition to the notices which he is now required by law to keep posted up in each of his sleeping apartments or bedrooms, also keep posted up therein a notice calling attention to the said fire escapes, and containing full directions for the use of the same, as well as a description of the outside stairway and the situation and means of egress to O. 1897, c. 264, s. 3; 63 V. c. 44, s. 1.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

POINTERS—
Beans—Firmer.
Fish—Steady.
EGGS—Firm.
Poultry—Advanced.
Lard—Advanced slightly.

Montreal, Dec. 10, 1908.

A steady improvement has been noted in trade during the week. It is rather difficult to determine how much of this is due to the general awakening, and how much to the increased volume of business incidental upon the holiday season. The colder weather and snow, is regarded by business men as a favorable feature in addition to the general improvement. Lumbering operations can now get well under way, and in a country like Canada, where this industry constitutes one of its largest assets, favorable natural conditions are a great factor. There is, however, amid all these admirable elements an unfortunate feature in the water situation. Reports from the Eastern Townships report remarkable shortage, and in some cases, sources are dried up which have never been known to fail before. Trade in Montreal has not developed many features of especial note, aside from the general improvement, and tendency for firmer prices. Eggs, butter and cheese are all firm, and in good demand. The vegetable business, which has not been any too good for some time, has shown more activity. Fruits are meeting with a good sale, especially Christmas lines. Beans have shown signs of renewed vigor, owing to greater activity at western points.

The demand for some lines of provisions has been a trifle slow, but others have firmed up slightly. Sugar is steady. Maple products remain featureless. Canned goods are fairly active, while other lines are going nicely.

SUGAR—While the demand is not large, there is a steady inquiry of fair proportions. Quotations have shown no changes since last report.

Granulated, bbls	$4 50
" ½-bbls	4 65
" bags	4 45
" Imperial	4 20
" Beaver	4 20
Paris lump, boxes, 100 lbs	5 35
" " 50 lbs	5 45
" 25 lbs	5 65
Extra ground, bbls	4 90
" " 50-lb. boxes	5 10
" " 25-lb. boxes	5 30
Powdered, bbls	4 70
" 50-lb. boxes	4 90
Phoenix	4 25
Bright coffee	4 20
No. 3 yellow	4 10
No. 2 "	4 00
No. 1 " bbls	4 10
No. 1 " bags	4 05

SYRUPS AND MOLASSES — Grocers are buying molasses somewhat more freely this week, but adhere pretty generally to the hand-to-mouth method. Syrups are going fairly well. Prices are firm.

Barbadoes, in puncheons	0 37 0 39
" in barrels	0 39½ 0 41½
" in half-barrels	0 41½ 0 42½
" fancy	0 38 0 40
" extra fancy	0 38 0 42
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03½
" ¼-bbls	0 03½
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—Some small improvement is noted, which is due to the general brightening up incidental to Christmas trade. No changes in prices have taken place.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 06 0 07
Pure syrup, 8½lb. tin	0 60 0 65

TEA—Japan dealers report a better inquiry locally. At this season of the year there is a small demand for teas, as most merchants are busy with holiday lines, and are liable to neglect staple goods. This season, however, the lightness of stocks has kept the demand fairly good and steady.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 30
Medium	0 22 0 23
Good common	0 21 0 22
Common	0 19 0 21
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 19 0 20
Pekoe Souchongs	0 19 0 20
India—Pekoe Souchongs	0 17½ 0 18½
Ceylon greens—Young Hysons	0 19 0 25
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEE—Coffee remains steady at unchanged figures.

Mocha	0 18½ 0 25
Rio, No. 7	0 09 0 11
Santos	0 12 0 15

DRIED FRUITS—In discussing the situation with a prominent dealer, he stated that their business had never been better, and in reviewing the situation, said, the remarkable feature of the trade since new stock had arrived, was the celerity with which available stock had been bought up. The goods which were not already sold, were disposed of almost immediately upon reaching America. This general activity has been fairly well distributed among all lines. Locally trade is good.

Figs—	
Bag figs	0 03½ 0 05
Tapnets	0 03½ 0 05
Elemes	0 08 0 14
Dates—	
Hallowees, per lb	0 05½ 0 06½
Sairs, per lb	0 05
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" " ½-box	0 75
"Royal Buckingham Clusters," ½-boxes	1 30
" " boxes	4 75
"Excelsior Windsor Clusters"	5 75
" " ¼'s	1 60
Australian raisins	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 10 0 11
Choice seeded, 1-lb. pkgs	0 09 0 10
Loose muscatels 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 12 0 15
Peaches, "	0 11 0 15
Pears, "	0 13 0 14

Prunes—	per lb.
Prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 09 0 10
" " " 50-60s	0 08½ 0 10
" " " 60-70s	0 0 0 10
" " " 90-100s	0 07
Currants, fine filiatras	0 06½ 0 7½
" Patras	0 08 0 08½
" Vostizzas	0 09 0 03½

RICE AND TAPIOCA—Reports from the primary rice markets state that receipts are only moderate and owing to low prices are in good demand. Honduras lines are scarce and fancy grades are also small in supply. Cables from abroad note steady markets. Locally wholesalers report small volume of trade with no changes. Tapioca presents no new features this week.

Rice, grade B, bags 250 pounds	$ 3 15
" " " 100 "	3 15
" " " 50 "	3 25
" " pockets 25 pounds	3 30
" " ½ pockets, 12½ pounds	3 40
" grade c.c., 250 pounds	3 05
" " 1 0 "	3 15
" " 50 "	3 15
" " pockets 25 rounds	3 15
" " ½ pockets, 12½ pounds	3 25
Tapioca, medium pearl	0 05

SPICES—The approach of the Christmas season has stimulated this commodity somewhat, especially cloves and cinnamon are more active. No new prices have been announced.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 18	0 27
Ginger, whole	0 18	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

BEANS AND PEAS — Considerable strength has been infused into this market, owing to renewed activity in the West. So far, however, quotations have not been affected. Locally demand has much improved.

Ontario, pickers	1 65 1 70
Rangoon Indians	1 70
Peas, boiling	1 35 1 40

EVAPORATED APPLES—Sale of new stock is proceeding in rather an indifferent manner, and quotations have not altered.

Evaporated apples, new	0 07 0 07½

CANNED GOODS

MONTREAL.—Fish is the centre of attraction at the present time, while fruits and vegetables are meeting with a good sale. Meats are not as active as other lines.

TORONTO.—The amount of business passing at this season is rather a new feature. This is no doubt a result of the lighter buying in advance earlier in the season. Corn, peas and tomatoes are reported as the most active lines, with some attention being paid to fruits and fish.

	Per doz. Group 1.	Per doz. Group 2
FRUITS.		
3's apples, standard	$1.00	$ .95
3's apples, preserved	1.45	1.40
Gals. apples, standard	2.55	2.50
Gals. apples, preserved	4.00	3.95
Blueberries (Huckleberries)—		
2's standard	1.20	1.15
2's preserved	1.70	1.65
Gals, standard	5.05	5.00
Cherries—		
2's, red, pitted	1.95	1.90
2's, red, not pitted	1.55	1.50
Gals, red, pitted	8.00	

Gals, red, not pitted		6.50
2's black, pitted	1.95	1.90
2's, black, not pitted	1.55	1.50
2's white, pitted	2.05	2.00
2's white, not pitted	1.65	1.60
Currants—		
2's red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals, red standard		5.00
Gals. red, solid pack		7.00
2's black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals. black, standard		5.25
Gals. black, solid pack		8.00
Grapes—		
2's white, Niagara, preserved	1.45	1.40
Gals., ditto, standards	3.55	3.50
Lawtonberries—		
2's, heavy syrup	1.95	1.90
2's, preserved	2.20	2.15
Gals., standards	7.55	7.50
Peaches—		
1½'s, yellow, (flats)	1.70	1.65
2's yellow	1.95	1.90
2½'s yellow	2.65	2.60
3's yellow	3.05	3.00
3's, yellow, (whole)	2.30	2.25
2's, white	1.85	1.80
2½'s white	2.55	2:50
3's white	2.80	2.75
3's, pie, not peeled	1.45	1.40
Gals., pie, not peeled	4.30	4.25
Gals., pie, peeled	6.05	6.00
Gals., assorted pie fruits (add 5 p.c.)		
Plums—		
2's, Damson, light syrup	1.00	.95
3's, ditto	1.40	1.35
2's Damson, heavy syrup	1.15	1.10
2½'s, ditto	1.80	1.75
3's, ditto	1.90	1.85
Gals., Damson, standard	2.90	2.85
2's Lombard, light syrup	1.00	.95
3's, ditto	1.45	1.40
2's, Lombard, heavy syrup	1.20	1.15
2½'s, ditto	1.85	1.80
3's, ditto	1.95	1.90
Gals., Lombard, standard	3.05	3.00
2's G. Gage, light syrup	1.40	1.35
2's, G. Gage, heavy syrup	1.55	1 50
2½'s ditto	1.85	1.80
3's, ditto	2 05	2.00
3's, G. Gage, light syrup	1.85	1.80
Gals., G. Gage, standard	4.05	4.00
2's Egg, heavy syrup	1.55	1.50
2½'s ditto	1.85	1 80
3's, ditto	2.05	2 00
Raspberries—		
2's, red, heavy syrup	1.95	1.90
2's, red, preserved	2.20	2 15
Gals., red, standard	7.05	7.00
Gals., red, solid pack	9.80	9.75
2's, black, heavy syrup	1.95	1.90
2's, black, preserved	2.20	2.15
Gals., black, standard	7.05	7.00
Gals., black, solid pack	9.80	9.75
2's, rhubarb, preserved	1.80	1.75
3's, rhubarb, preserved	2.45	2.40
Gals, rhubarb, preserved	3.30	3.25
2's, strawberries, heavy syrup	1.95	1.90
2's, strawberries, preserved	2.20	2.15
Gals., strawberries, standards	7.05	7.00
Gals., strawberries, solid pack	9.80	9.75
Gooseberries—		
2's, heavy syrup	2.15	2.10
2's preserved	2.40	2.35
Gals., standards		6.00
Gals., solid pack		8.00
Pears—		
2's Flemish Beauty	1.70	1.65
2½'s Flemish Beauty	2.00	1.95
3's Flemish Beauty	2.15	2.10
2's Bartletts	1.90	1.85
2½'s Bartletts	2.20	2.15
3's Bartletts	2.35	2.30
3's pie, not peeled	1.30	1.25
Gals., pie, peeled	4.05	4.00
Gals., pie, not peeled	3.55	3.50
2's, light syrup, "Globe"	1.25	
3's, ditto	1.85	
2's pineapple, sliced	1.95	1.90
2's, do., grated	1.95	1.90
2½'s, do., whole	2.45	2.40

VEGETABLES.

Beans—		
2's, golden wax, midget, "Auto"	1.25	
2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85
3's, ditto	1.40	1,35
2's, Refugee, midget, "Auto"	1.25	
2's, Crystal wax	1.00	.95
2's, red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's, corn	.90	.85
Gals., corn-on-cob		4.50
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's, cabbage	.95	.90
2's, cauliflower	1.50	1.45
3's, cauliflower	1.90	1.85
2's, parsnips	1.00	.95
3's, parsnips	1.10	1.05
Peas—		
1's, No. 1 extra fine, sifted	1.12½	1.07½
2's, No. 4 standards	.82½	.77½
2's, No. 3 early June	.87½	.82½
2's, No. 2 Sweet Wrinkle	.97½	.92½
2's, No. 1 extra fine, sifted	1.42½	1.37½
Gals., No. 4	3.77½	3.72½
3's, pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's, table spinach	1.30	1.25
3's, table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's, succotash	1.20	1.15
3's. squash	1.15	1.10
Gals., squash	3.55	3.50
2's, tomatoes	.90	.85
3's, tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's, turnips	1.00	.95
Beets—		
2's, sliced, br., "Simcoe"		.95
2's, sliced, br., "Simcoe"		.95
2's, whole, br., "Simcoe"		.95
2's, whole, br., "Rosebud"		1.15
3's, sliced, br., "Simcoe"		1.25
3's, whole, br., "Simcoe"		1.25
3's, whole, br., "Rosebud"		1.40

ONTARIO MARKETS.

POINTERS—
Sugar—Steady.
Teas—High grade Ceylons scarce and dear.
Apricots—Firmer.
Nuts—Demand excellent.
Spices—Firm.

Toronto, December 10, 1908.

Business continues on about the same basis as reported last week. Considerable brightness is evident and some of the wholesale houses are enthusiastic over present conditions. Others are less expressive but say that business is all right. This week the bulk of the orders is for fruit and nuts. While the greater part of the regular Christmas buying has been done, retailers in a great many cases seem to have bought rather lightly and an abundance of sorting orders is keeping matters active.

The beginning of sleighing has been a benefit to retailers at country points particularly. City grocers report business as fairly quiet but expect a big fortnight before Christmas.

The markets have been fairly steady during the week. The higher grades of Ceylon tea continue to climb and spices are a little firmer in feeling. Otherwise staple goods are on a pretty steady basis.

SUGAR—The refined market is unchanged, with very little interest displayed. European raw markets have fluctuated as usual, down and up. No new estimates of European beet crop have been brought forward and, generally speaking, the sugar situation is without change of importance in any direction and looks favorable to the continuance of about present values, both at home and abroad, for the immediate future.

Willett & Gray sum up the world's visible supply as follows:—Total stock of Europe and America, 1,835,851 tons, against 1,756,238 tons last year at the same uneven dates. The increase of stock is 79,613 tons, against an increase of 113,890 tons last week. Total stocks and afloats together show a visible supply of 1,879,851 tons, against 1,813,238 tons last year, or an increase of 66,613 tons.

Paris lumps, in 50-lb. boxes	5 6
" in 100-lb. "	5 5
" in 25-lb. boxes	5 8
St. Lawrence granulated, barrels	4 6
St. Lawrence Beaver	4 3
Redpath extra granulated	4 6
Redpath Imperial granulated	4 3
Acadia granulated, (bags and barrels)	4 5
Waterloo	4 40
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 "	4 20

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES — Some quantities of these goods are being sold by firms who do business in the north. Otherwise there is little doing.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
		Per case.
2 lb. Tins, 2 doz. in case		2 40
5 " " " "		2 75
10 " " ½ "		2 65
20 " " ¼ " "		2 60
Barrels		0 03½
Half Barrels		0 03½
Quarter "		0 03
Pails, 38½ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 12 "		4 80
Quarts, 24 "		4 80
Pints, 24 "		2 50
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 35

TEAS—High grade Ceylons continue to climb in price, as they have been doing for the past couple of months. A cable received by a local broker on Tuesday noted also a firmer feeling in the other grades. This places all Ceylons on a very strong basis.

In reviewing the situation, Thompson Bros., of London, weekly circular dated Nov. 26, says:—At this time of the year there is always a certain amount of speculation rife as to the amount of crop likely to be manufactured, and as to whether or not there will be an early or a late close. It is, of course, premature yet to be able to form an opinion one way or the other, but from Mail advices received, except from Assam, the crop is hardly likely to be so large as last year. In this connection it is interesting to note that for the first time since the commencement of the season, the total quantity of Indian tea offered in London is in excess of last year, thus removing what has been somewhat of an incubus to the market. With the lowest quotation steady and a good general demand for

better grades a firm market has been maintained throughout the auctions for 73,640 pkgs. from all sources. The position of tea shows on the whole an improvement, from which a continued moderate increase in the Customs returns may be looked for.

COFFEE—Local business is exceptionally good this week, with prices steady. The primary markets are slightly easier, though not enough to affect local conditions.

Willett & Gray, in a review of the situation, say in part:—

"Strange to say, although we are now in the month of December, there is no fresh news forthcoming about the growing crop, nor any estimates from Rio or Santos. Of late years the Centro de Cafe in Rio has given out an estimate by the 1st of December, and their figures may be looked for any day. On the receipts in Brazil so far, compared with the crops from 1903-04 to 1905-06, the present crop in Santos does not appear to be larger than 9,000,000 bags, and considering the inducements for the planters to send down their crops as fast as possible, as 20 per cent. extra duty will be levied on any quantities received in Santos after the 9,000,000-bags limit shall have been reached, it must be supposed that the crop has been marketed this time just as rapidly as in those other years. The crop in San Paulo this season has been very irregular, some planters securing a very good yield, while others had even less than the small crops of last year; so that the planters who had good crops would ship them out quickly, whereas those who had only small crops were obliged to send them forward at once on account of financial necessity. Negotiations for the San Paulo Consolidated Loan, while not officially reported as finished, can be so considered. The majority in the House of Deputies in Rio was very large in favor of the Guarantee Law, while the majority in the Senate was assured before the discussion commenced."

DRIED FRUITS—There is an excellent demand for practically all lines this week, and while retailers have not bought so heavily in advance as in former years the sorting orders are bringing the business pretty well up to former years. Figs, dates, and raisins are all moving well. Fancy table raisins are in extra good demand, and wholesalers' stocks in these are light. Apricots are being bought freely and are reported firmer on the coast, present prices being very favorable. Low prices in Valencia raisins still continue. Quotations generally are about the same as last week.

	Per lb.
Prunes—	
40-50's, 25-lb. boxes	0 09½
50-60's, " "	0 8½
60-70's, " "	0 08½
60-70's, 50-lb. boxes	0 08½
80-90 " "	0 07½
90-100, " "	0 07
Apricots—	
Choice, 25-lb boxes	0 12½
Fancy, " "	0 14
Candied and Drained Peels—	
Lemon	0 09 0 11
Orange	0 10½ 0 12
Citron	0 17 0 20
Figs—	
Elemes, per lb	0 08 0 12
Tapnets, "	0 03½ 0 04
Bag Figs	0½ 0½
Currants—	
Fine Filiatras	0 06½ 0 07
Patras	0 08 0 06½
Vostizzas	0 09 0 09½

Uncleaned, ½c less.

Raisins—	
Sultana	0 07½ 0 13
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias, new crop	0 05 0 06
Seeded, 1-lb packets, fancy	0 09½ 0 10
" 16 oz. packets, choice	0 09½
" 12 oz. " "	0 08
Dates—	
Halloweee	0 06½ 0 06½
Sairs	0 05
Fards choicest	0 08 0 08½
" choice	0 07½

NUTS—While several lines are being held firmer in primary markets there is no change locally. Demand is exceedingly good and there are evidences of a good Christmas trade in these.

Almonds, Formigetta	0 12½
" Tarragona	0 13
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
Filberts	0 10 0 12
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 10 0 12

RICE AND TAPIOCA—A steady staple demand is being felt with no changes.

	Per lb.
Rice, stand. B	0 03½ 0 03¾
Rangoon	0 03½ 0 03¾
Patna	0 35½ 0 05¾
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 05

SPICES—Dealers report demand very good. Peppers particularly have a stronger feeling in primary markets, and, indeed, this firmness prevails through all lines of spices. Local prices, however, are unchanged.

Peppers, black pure	0 14 0 20
" white pure	0 22 0 30
" whole, black	0 18
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 35 0 90
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 16 0 19
" whole	0 17 0 20
Mace ground	0 50 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

BEANS—Not a great deal of interest is displayed. Supplies seem to be a little difficult to secure. Prices are unchanged.

EVAPORATED APPLES—There is little demand for these goods at present and no new features are evident.

Evaporated apples	0 07 0 07½

HIDES AND SKINS—The local market is quiet and pretty well cleaned up. The feeling in Chicago is easier this week pointing to a downward tendency.

No. 1 inspected steers, 60 lbs. up	0 11
No. 2 " " "	0 09
No. 1 " cows	0 09½
No. 2 " "	0 08½
Country hides, cured	0 08 0 08½
City Calf skins	0 12
Country Calf skins	0 10 0 12
Lambskins	0 60
Horse hides, No. 1	2 50 2 75
Rendered tallow, per lb.	0 05½ 0 06½
Horse hair, per lb.	0 29

A PARTICULAR CUSTOMER.

"Ma wants a pound of cheese exactly like what you sent us last. If it isn't exactly like what she got before she won't take it," said the small boy.

The grocer turned to his numerous customers and remarked blandly:

"Some people in my business don't like particular customers, but I do. It's my delight to serve them and get them what they want. I will attend to you in a moment, little boy."

"Be sure and get the same kind. A lot of pa's relations are visiting our house, and ma doesn't want 'em to come again," the small boy explained.

BUSINESS MEN IN PUBLIC LIFE.

MAYOR J. A. ROBB.

Of Valleyfield, Que., Recently Elected Member House of Commons.

James A. Robb, member for Huntingdon, Quebec, in the Dominion House, was raised on a farm at Trout River, educated at the district school and Huntingdon Academy, and at the age of sixteen was apprenticed as miller with the late James McDonald, Valleyfield, Que. After putting in seven years in the flour mills at Valleyfield, he worked some time in the best mills in Milwaukee and Minneapolis, subsequently returning to Valleyfield, where he acquired a partnership in the milling firm of McDonald & Robb. Mr. Robb has taken a large interest in local politics. He

MAYOR JAMES A. ROBB, M.P.

served on the school board as trustee for a number of years. In 1902 he was elected alderman in Valleyfield city council, and in 1906 was elected mayor, and re-elected in 1908. At the last general Federal election was elected to represent his native County of Huntingdon in the Liberal interests. Mayor Robb has been an active member of the board of managers of the Presbyterian church for over twenty years, He is a past grand master of the I.O.O.F., and an ardent supporter of good clean athletic sports.

TRADE NOTES.

Prince Rupert now has a Board of Trade. It starts with a membership of 42.

J. S. Davidson, late of the firm of McKinnon & Davidson, has commenced in business for himself, having purchased the stock of G. Kaphalakos, Sudbury.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

The last day of November brought with it a real old-fashioned blizzard. There was too little snow for much drifting, but as the day advanced the thermometer dropped pretty steadily and from Monday onward the weather has been very sharply cold, but clear and fine, with plenty of sunshine. The sudden drop in temperature has suited the retail merchants and the coal dealers to perfection. The change was extreme enough to send everyone flying for overshoes, heavy underwear, fur collars and fur coats and the houses handling these lines have been doing a land-office business all week, and a couple of weeks of such weather before Christmas will go far to balance the extreme mildness of the fall so far as the clothing, fur and footwear trade is concerned.

The beginning of another month calls attention to the condition of collections and in every line of business they show improvement. The change is perhaps most marked in the matter of loan collections as November is a heavy month for them always and both the large loan and large insurance companies having heavy investments in the Canadian West report collections as really remarkably good and many claim that in collections 1908 will go down as a banner year. The companies not only report old business well cleaned up, but a very satisfactory line of new business. The loan companies claim that the only requests for extension of time are coming from a few points in Saskatchewan, where they suffered from frost damage to the grain. Wholesale houses report collections very good and expect to close with a distinct advance on last year. Christmas sorting trade has been good in dry goods, fancy goods and choice groceries. Retail Christmas trade is good in all lines and merchants declare the class of goods being bought is better than last year.

The much-talked-of, long-delayed St. Andrew's locks will probably be rushed to completion early in the summer of 1909. Colton & Scott, contractors, left during the last week for Lake Winnipeg, taking with them 150 men to work in the bush. This firm has contracted for 100,000 ties for the Canadian Northern Railway, and are going so far as to send their solicitor in person to Ottawa to endeavor to bring about the completion of the locks by the beginning of June, 1909. These men claim that were the locks open it would mean a saving of $10,000 to them on this tie contract alone. In addition to the ties, large quantities of wood could be brought in and laid down at the Winnipeg end for $2.75 per cord. Two other items would be greatly reduced in cost by the locks being opened and would have a very material effect on building. Sand in Winnipeg now runs from $1.40 to $1.75, and the quality offered is very inferior to the sand that can be got in almost inexhaustible quantities on the shores of Lake Winnipeg. With the locks open this sand could be loaded on barges and brought to the city at just about one-half of what is now paid for clean sand in this city. The other item is fine building granite which can be blasted and loaded on barges at very small expense. This contracting firm seems very confident of success in the embassy to Ottawa and there are many other firms in the wood and building lines in Winnipeg that will wish them success in their undertaking.

Among the interesting railway news of the week is the announcement of a big survey party pulling out from Saskatoon to locate the continuance of the Canadian Northern Railway to Calgary. It is announced that the survey will be pushed with all speed and that everything will be ready for the contractors to get to work early in the spring.

I learned last week that one of the big eastern dailies had requested their western correspondent to send them no more news of wheat inspections and such like, as they were tired of it. Perhaps readers of The Grocer are tired of it also, but assuredly it still forms one of the most important features of the situation in the West. Over forty-one thousand cars of wheat have passed through Winnipeg inspecting yards since the beginning of September, which means that there have been nearly four cars hauled this year to two in any other year. Of this wheat close on 75 per cent. has been of contract grade.

The outward shipment from the head of the lakes has been almost as phenomenal as the inspections. The storm of Monday delayed a large number of boats at the Soo and these all arrived in a bunch on Thursday, forty in all. Quite heavy premiums have been paid for spot stuff to fill these boats, indeed the scramble for boats is much greater than was anticipated. The period of open water has been extended so far as insurance is concerned, from the 5th to the 12th of the month, but it is just possible that Jack Frost may close the navigation even if the insurance companies do not. There is so large an amount of wheat to go out to Buffalo that it would be rather disastrous should navigation actually close earlier than the 12th. Not only has there been a heavy trade in spot stuff for the boats but the last three days of the week developed quite a trade for December delivery, so that it is evident the all-rail route will be patronized to a considerable extent after navigation closes. The situation looks extremely strong here, but among the more conservative traders there is a good deal of skepticism as to the success of the Bartlett-Paten corner.

The outbreak of foot and mouth disease among the cattle of the United States has been a serious inconvenience to western cattle dealers just at the close of the most successful season in the cattle trade that has yet been recorded. Dealers here had booked a large amount of space from Boston, Portland and other American ports for the last of the season, and these ports being closed, it has been found almost impossible to secure space out of Canadian ports, for space had been at a premium for some time before this outbreak occurred. By dint of hard work space has been secured for all cattle actually bought at the time of the closing of the ports, but a considerable number of cattle at that time unpurchased have been thrown on the local markets because they could not be exported and the markets were rather overburdened before, so that this influx has had the effect of further depressing prices. The change to very cold weather, however, has been beneficial in this respect in that it has closed the season up country sooner than would otherwise have been the case.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, December 10, 1908.)

POINTERS—
Sugar—Steady.
Prunes—Declined half cent.
Rice—Easier.
Evaporated Apples—Advanced to 8½c.

Christmas business has been active with the wholesalers and judging from the repeat orders received the retailers have also found it very satisfactory. Cold weather has materially helped the grocery trade as well as nearly every other line of business.

The close of the year finds the trade very optimistic as to business prospects for 1909. The depression has had many excellent results in spite of some unpleasant features. Business is now on a sounder basis, speculation has been checked, and with a return of prosperity there is bound to be a big improvement in legitimate business.

SUGAR—The sugar market is quiet at present and there have been no changes since last week.

Montreal and B.C. granulated, in bbls	5 10
" " in sacks	5 05
" yellow, in bbls	4 70
" in sacks	4 85
Wallaceburg, in bbls	5 00
" in sacks	5 05
B.C. gunnies granulated, 5-18's to bale, per cwt	5 05
" " 5-2u's " "	5 05
" hard pressed lump, 25's, per cwt	6 25
" " " half bbls., per cwt	6 60
" icing	5 90
bar sugar	5 70
Icing sugar in bbls	5 70
" " in boxes	5 90
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls	6 05
" " in ½-bbls	6 05
" " in 100-lb cases	6 05

SYRUPS AND MOLASSES—There is still considerable competition in corn syrups and prices are being shaded a trifle. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	2 95
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bats., each	2 25

MAPLE PRODUCTS—Selling very slowly. Prices continue as before:

Sugar, 25 lb. boxes, ½s. and ¼s	3 00
Syrup, gallons, ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 55

ROLLED OATS—Prices continue as before:

CORNMEAL—The local market is steady at the following slightly reduced prices:

Cornmeal, per sack	2 35
" per ½ sack	1 20
" per bale (10, 10's)	2 65

BEANS—The market is weak. Hand-picked are quoted at $2.10 to $2.15 per

bushel and the three-pound picker at $2 per bushel.

POT AND PEARL BARLEY—Pot barley is quoted at $2.55 per sack; pearl barley at $3.75 per sack and $1.95 per half sack.

FOREIGN DRIED FRUITS — There has been a temporary and somewhat unexpected reaction in the prune market and prices are lower this week. An early advance is expected.

Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 90
" extra dessert, "	3 85
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" Connoisseur clusters, boxes (5½ lbs)	0 85
Trenor's Valencia raisins, f.o.s, per case, 28's	2 05
" " " 14's	1 00
" " selects " 28's	2 25
" " " " 14's	1 15
" " layers " 28's	2 35
" " " " 14's	1 25
California raisins, choice seeded in ¼-lb. packages per package	0 07
" " fancy seeded in ¼-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 08
" ¼ " " "	0 08½
Prunes 90-100 per lb	0 06½
" 80-90 "	0 06½
" 70-80 "	0 06½
" 60-70 "	0 07½
" 50-60 "	0 07½
" 40-50 "	0 08½
" 30-40 "	0 08½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 08½
Peaches, per lb	0 08½
Apricots, standard, per lb	0 0[illegible]
" choice, per lb	0 11½
Plums black pitted, per lb	0 11½
Nectarines, per b	0 09½
Dates, new, per lb	0 07

RICE AND TAPIOCA—Japan rice is cheaper, quotations varying from 4⅛c to 4½c per lb. Patna rice is quoted at 4⅝c and Rangoon at 3¾c.

EVAPORATED APPLES—In sympathy with a strong eastern market the local wholesalers have advanced their price to 8½c per lb.

HONEY—Supplies are hard to obtain. Prices are quoted as follows:

Honey, 2½ lb. tins, in case 24	8 75
" " " 12	8 50

SPANISH ONIONS—New stock is quoted at $1.15 per crate.

NUTS—

Shelled Walnuts, in boxes, per lb	0 27
" " small lots, per lb	0 29
" Almonds in boxes, per lb	0 27
" " small lots, per lb	0 29

CANNED GOODS—In spite of a scarcity of supplies competition has prevented any general advance in the price of canned peas.

FRUITS.

	Group No. 1	Groups No. 2 & 3
	Group No. 1	Groups Nos. 2-3
Apples—3's standard, per case	$2.44	$2.34
" Gallons, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	4.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie, unpeeled, gallons	2.42½	2.40
" pie, peeled, gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe 1.s. 2's		2.78
" Globe 1.s. 3's		4.14
Plums—Damson 1.s. 2's	2.28	2.18
" Lombard 1.s. 2's	2.28	2.18
" Green Gage 1.s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red, gallons	3.80	3.77½
" black 2's	4.18	4.08
" black, gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards, 2's	1.88	1.55
Early June, 2's	1.98	1.85
Sweet Wrinkle, 2's	2.18	1.85
Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes, 2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " "	1 90
" 3 " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Corned beef " 2's per doz	2 70
" " 1's "	1 50
Roast beef	
" 1's, per doz	1 50
" 2's. "	2 70
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Luncheon tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

SUBSCRIPTION CANVASSER WANTED

To solicit subscriptions in Toronto for one of our publications.

A retired merchant or one who has had experience as a salesman preferred.

As high as $1,500 a year will be paid to a first class man.

The MacLean Publishing Co., Limited

Methods of Attracting Holiday Trade

The Grocer Should Make Every Preparation to Bring the Customers Into His Store—Some Novel Ideas Which Will Aid in This Work.

Adequate methods of preparation for the business of the holiday season are absolutely necessary. There is little use of merchants endeavoring to console themselves or satisfy themselves by saying that to sell Christmas goods there is no need of an elaborate publicity campaign, either by interior and window display, or through the daily and weekly newspapers, because the "giving" spirit in the buying public is so active that it is a positive certainty that they will buy the goods.

Although the reason given for their lassitude is quite plausible, it isn't rational. Just because the people are sure to buy Christmas goods is no reason why a grocer should be so confident that he will enjoy their patronage without soliciting it.

As the competitive spirit has become so universal and so merciless, the grocer will find it imperative that he make strenuous endeavors to convince the buying public of the superiority of his goods if he hopes to maintain his business.

The first thing to do is to carefully inspect invoices and order sheets to ascertain whether the necessary goods have been ordered, and in sufficient quantity, and, second, to remind the jobbers and agents of your desire to have the goods delivered promptly.

The second thing to do is to remove goods, although seasonable, to less prominent positions in the store, to make room for the Christmas goods.

It will also be both appropriate and profitable to decorate the stores with evergreens, holly, and attractively designed and arranged lights. Everything that is calculated to increase the attractive power of your store and thereby increase the possibility of increasing your sales, in gaining new patrons and securing them for future patronage should without the slightest hesitation be done.

Then comes the arrangement of the Christmas goods. To array these in the most attractive and sales-effecting way possible is essential to the success of the holiday season's business.

A REVOLVING CHRISTMAS TREE.

There is nothing more impressive at Christmas time than a revolving Christmas tree, lighted by electric lamps. A simple, yet inexpensive way of arranging a revolving Christmas tree, that will not upset and is easy to put up and take down year after year, is shown in the accompanying sketches from the Scientific American. The initial cost is the only one except the recharging of the batteries every year, which can be done from an ordinary lamp socket, using a number of lamps as a rheostat.

First locate in the ceiling, at the selected place for the tree, a beam or lath, and with the point of a sharp knife cut out a V in the ceiling paper, and bend the point of the paper to one side. Into this exposed part of the ceiling screw a hook about 3-16-inch in diameter. To this the tree is hung as hereinafter described. When the tree is taken down and the hook unscrewed, the V-shaped piece of paper may be pasted back to cover the hole and leave no marks in the ceiling.

The inside or stationary part of an old bicycle pedal is fastened to the above-mentioned hook. To the outer or revolving part are secured two wires about 12-gauge and 2 feet long. These wires

Wiring of Revolving Tree.

are securely fastened on opposite sides of the tree, preferably bent under a branch (Fig. 1). A piece of tin may be cut and fastened at the top pf the pedal, from which the tinsel and strings of glass balls may be hung.

To the lower part of the tree is secured an arrangement as shown in Fig. 3. This consists of a large grooved pulley about 12 inches in diameter by $\frac{7}{8}$-in. thick, made out of ordinary pine board. The groove may be made with the edge of a half-round rasp. To the upper side of this pulley are secured three or more small brackets, which are fastened to the tree with wood screws. On the under side of this pulley are secured and insulated from each other two metal discs or rings, such as brackets for ordinary gas globes, terminating on top of the pulley with binding posts. Into the centre is driven a tenpenny wire nail. A small box placed on its side may be put on the floor under the tree with a small hole to receive the nail. This forms a guide for the lower end of the tree. The box may either be nailed or weighted down, so as to keep the tree steady. Fastened on the box and insulated from each other are two copper brushes, one for each ring respectively. A small electric motor, such as is usually sold for $1, is now placed about 18 to 24 inches from the large pulley. As a rule, these motors run too fast for this purpose. A wire may be coiled about the motor shaft and soldered fast to form a worm which may mesh with a train of clock wheels. These can be obtained from any watchmaker. To the shaft of one of these wheels a small pulley is secured about one inch in diameter (Fig. 1). Wrap this pulley with cord, and put some resin on, so as to increase the friction. Now place a small endless cord over the large and small-grooved pulleys. The motor should be connected up with a dry-cell battery, and by placing in the circuit a switch or push button, the motor may be started at will.

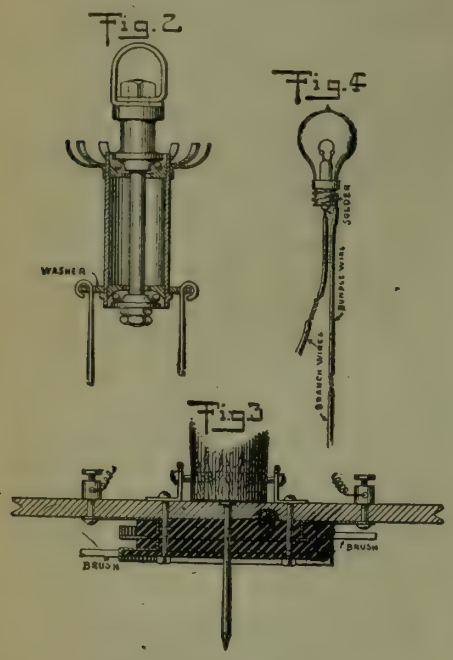
The tree is now ready to revolve, and should make five to seven revolutions per minute. The batteries may either be kept in the box under the tree or in the cellar, where they will be out of the way. Two small holes may be drilled in the floor, about 2 inches apart. A pointed copper wire about 8 gauge may be pushed through the rug or carpet into these holes and connections made to these wires with the batteries in the cellar and to the brushes on the top of the box, and by putting a switch in the circuit the current may be turned on or off.

From the binding posts on top of the large pulley, the feed wires are run on opposite sides of the trunk of the tree to their respective lamps; ordinary bell wire will answer the purpose. It has been found best to run several of these feed wires, and to put about five lamps on each set. This gives far better and more uniform distribution of the electricity to the lamps than when large wires are used, as the top lamps get very little or no current. The lamps used in series from the ordinary current are by far too bright, as it simply puts the tree in the "shade." A soft light is the more desirable, and the tree may be decorated to a better advantage with battery lamps, as no unsightly sockets or heavy cords are used, and there is no danger of fire. The wires are soldered on the lamps, as shown in Fig. 4, and may be placed on the hands of the images used in decoration of the tree. The lamps may also be inclosed in small Japanese lanterns, which will greatly add to the beauty of the tree.

Another pretty effect may be obtained by using an ordinary tree candle with its usual holder hung on a bough. To do this, remove the wick by boring a small hole in the centre of the candle, into which insert the wires, already soldered onto the lamp, letting the lamp rest on the top of the candle (Fig. 5). Of course, the more lamps used, the prettier the effect. A 7-foot tree will require from 25 to 35 lamps.

The connection between the lamps and

the feed wires may be done by twisting the ends together. Care should be taken that the ends of the opposite wires do not touch each other, and that no tinsel comes in contact with them. Run the branch wires on top of the branches. A



Details of Mechanism.

diagram of the wiring is shown in Fig. 1.

When all the lights are turned on, start up the motor and see that everything is all right and that all the lamps are burning bright before decorating the tree. Then the lamps may be moved to suit the ornaments.

The box under the tree, as well as the motor may now be covered up with cotton batting and small twigs cut from the lower branches of the tree.

Electric Candle.

Instead of placing the tree in front of a window, it may be placed in the centre of a dining-room table. The table may be opened about six inches to let the trunk of the tree pass through. Some of the lower branches will have to be cut off. The chandelier may be removed and a small hook screwed on th gas pipe, from which the tree may b suspended. To close the opening in the table, two tablecloths must be used, and a few twigs may be placed where the cloths meet.

A double floor switch may be employed, to one side of which the wires from the motor and to the other the wires to the lights may be connected. By manipulating the switch with the foot, the motor may be started or the lights turned on independently of each other.

TO PREVENT TREE UPSETTING.

The Christmas tree can be safety supported by the use of fine, almost invisible, wire. Fasten three or four wires to the main body of the tree at a point near the top. Draw each wire tight, and secure to the brads in the door and window frames, or the picture molding, at opposite sides of the room. Twist one or two of the wires about strong limbs to prevent the tree from turning. This arrangement obviates all necessity for marring the floor.

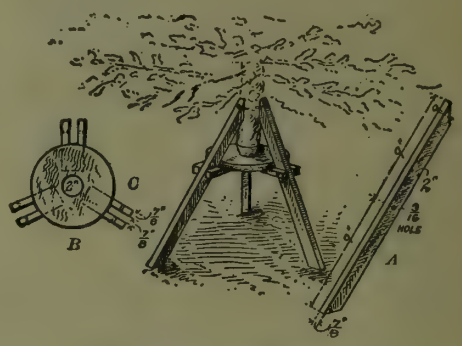
A HOLIDAY ATTRACTION.

The accompanying sketch, from the Merchants Record and Show Window shows a simple little device that can be used effectively at the top of a Christmas window background. The drawing indicates the mechanism clearly. A runway a few inches wide is placed horizontally across the top of the back. It has a roller at each end, over which an endless belt travels. To the belt is attached a toy automobile loaded with bags of toys. Santa Claus is the driver. At one end is an auto having a spring door which opens from the inside out. At the other end are some miniature fir trees. From the front of the runway hangs a fringe of imitation icicles which conceal the belt. When the motor is started up the auto runs out of the station door, across the back and disappears among the trees at the other end. This performance is repeated indefinitely. The ends of the runway should be concealed so that the onlooker cannot see the auto pass under on the return trip. By making an inclined instead of a horizontal runway a coasting hill or toboggan slide may be constructed on the same principle. In this case a number of Teddy Bears could be made to slide down hill in a very natural manner.

FOLDING TREE STAND.

The accompanying cut shows a simple way to make a support for a Christmas tree. The material should be of hard or tough wood that will not split easily, writes A. V. Searing.

Make three pieces like A, of ¾x2-inch strip, also three pieces like C, of ¾x2¾-inch strip, and one piece like B; for this the bottom of a peach basket will do very well. In the centre of the disc B bore a 2-inch hole to receive the sharpened base of the tree. Fasten the C pieces to the underside of the disc B with screws. Bore holes in the arms of each C piece to just receive a 3-inch wire nail. In the top of each leg, A, as shown, insert a small nail or screw to form a point that will press into the tree. Now place a leg A in the slot sawed out of C, and pass a 3-inch wire nail through the holes.



Folding Tree Stand.

When the Christmas tree is taken down the legs may be unhinged and the stand folded and packed away for use next year.

DON'T BE A GROUCH.

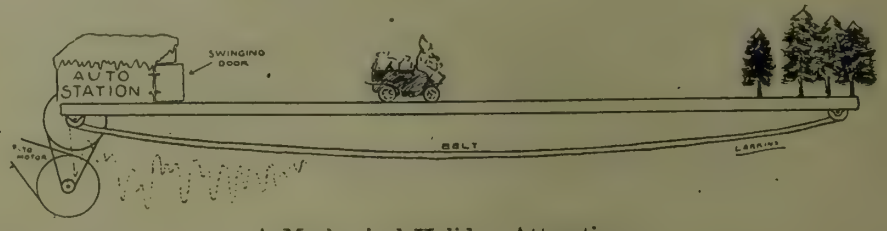
Don't you believe that if you, personally, directed a little more attention to your customers, your business would increase?

Manufacturers often hire men outside of the regular salesmen to call around and simply say good day to a customer and if the customer has any kicks against the goods or the firm, he stands ready to remedy them.

If, when you went to your wholesale house to buy groceries, instead of a salesman coming over to greet you, the president, vice-president or secretary of the concern shook your hand and showed you the goods they had in stock, wouldn't you feel more apt to run up a larger order than if one of the house salesmen waited upon you, and wouldn't you feel as though your business was appreciated by the firm?

A picture in an advertisement doesn't need translating, for it speaks all languages.

Temper is such a good thing that we should never lose it.



A Mechanical Holiday Attraction.

If you have trade days in your town, take advantage of them to display in your window the comparative prices and quality of your goods with catalogue-house supplies.

Hints on Show Card Writing

A Method of Advertising Which Grocers Might Well Take Wider Advantage of — Not so Difficult as Most Merchants Suppose—Pictures Clipped From Magazines and Pasted on Cards Make Designs Attractive—The Materials to Use

By J. L. Wyckoff, Manager Rowat & Co.'s Branch Store, London.

Up-to-date show cards are one of the most important methods of advertising for merchants, yet few grocers take advantage of this inexpensive way of selling their goods. How many grocery stores you pass to-day and see a neatly arranged window display but not a card calling attention to the quality and price of goods displayed, or if any cards appear they are so slovenly made that they seem to mar what otherwise might have been a profitable and attractive window display?

Card writing is not so difficult as it at first appears. With a little practice anyone could make fairly good cards. Select a plain type of letter, the plainer the better, and one that can be made with single strokes of the brush, that is, one single down-sweep of the brush forms the stem of the letter, another the top, etc. Go at it deliberately and carefully and you will be surprised in a short time to find yourself writing cards neatly and rapidly.

Have as few words on your cards as possible, something that can be read in a moment as people pass the window. In making price tickets, if you have such words as "choicest," "finest grown" or some others as a heading, and underneath the price you will find them far more effective than if the prices only appeared.

Spacing is Important.

After deciding what shall be the wording on the card, sketch it in roughly with a lead pencil or chalk on dark cardboard. The spacing of the letters and general layout of the card must be done very carefully. This is more important than having the letters accurately drawn as good composition and spacing will make an attractive card even if the letters are a bit irregular; the only lines you need to rule are the top and bottom, indicating the height of the letters. All the rest is done freehand.

A very attractive and serviceable card is one having a dark background with the letters in white. Have some kind of a design on one side of the card, appropriate to the wording, if possible. This need not be drawn or painted on the card, but may be a picture clipped from some magazine and pasted on the card. Now draw a black line about an eighth of an inch wide with the brush all around the picture and close up to it. This is to cover up the edge so that at a short distance you cannot detect that the picture was pasted on the card.

The Materials to Use.

For general use eight-ply white cardboard, with a matt surface, is the best, and for the dark cards get "carbon black" about eight or ten-ply in thickness.

The brushes are called "Red Sable Riggers," and Nos. 9 and 12 are the best sizes. These will make a fine line or as broad as the brush itself.

SHOW CARD WRITING—A Sample o f Mr. Wyckoff's More Elaborate Designs.

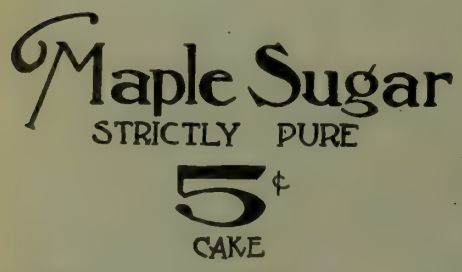
Stafford's white and black show card inks are about the best paint to use, although I use mostly the kind I mix myself by taking about half a teaspoonful of dry paint, bought at any hardware store and in any color, on a piece of glass, adding a few drops of alcohol—this is to break the paint—and grind with a palette knife or an ordinary table knife will answer just as well. Then add common mucilage until about as thin as a thick paste and grind thoroughly. Put this mass into a saucer and add water until it is about like thin maple syrup. If this is properly mixed you will have a paint that will flow freely from the brush and dry quite rapidly.

SHOW CARD WRITING—An Effective Design With Picture. The Original was 22 by 15 inches in size.

Some Further Hints.

Do not use too many colors on a card. Good combination is blue letters with underlining in red or black. These go very nicely together.

Try to make your cards original, different from your neighbors. Study the advertisements in magazines for good layouts. You will be surprised with the number of good ideas you will get from the advertising pages of the different magazines.



SHOW CARD WRITING—One of the Simpler Designs.

[Several cards written by Mr. Wyckoff himself are reproduced herewith. These show, not only how he carries out several of the ideas he has mentioned in the article, but also how very striking these cards can be made. Mr. Wyckoff's designs are not all so elaborate as most of those shown, but, unfortunately, the simpler ones were done in colors which do not permit of reproduction.—Editor.]

CANADIAN TRADE GROWING.

Trade Commissioners at Leeds and Cape Town Make Encouraging Reports.

The trade of Canada with the North of England is growing rapidly. A few years ago there was practically no direct business done and all Canadian produce sold in the North of England was disposed of as American. A great change has now been brought about.

Trade Commissioner J. B. Jackson, of Leeds, in a recent report to the Ottawa authorities, says:

The progress of Canada and of Canadian affairs in general are followed here with such close interests that in the eyes of the people anything coming from the Dominion seems to carry additional attraction and interest. This is worth a good deal in trade, and many firms have realized the importance of it, and establishments are being opened under the name of Canadian produce companies. Many firms are making use of the word Canadian to aid them in the sale of goods. Several firms are handling Canadian apples almost exclusively, and one of them has this year imported and disposed of 43,000 barrels. The development is not confined to fruit. Lines of other Canadian produce and of Canadian manufactures are being more and more largely handled.

SHOW CARD WRITING—A Striking Card for Everyday Use.

There is a tendency on the part of importing houses to use the Canadian trade index for the purpose of corresponding with many Canadian firms for the handling of lines they produce. Some of the Leeds fruit men came to Canada and made direct arrangements with Canadian fruit growers. He thinks this plan of direct negotiation might be carried on with profit in regard to other lines.

J. A. Chesley, Canadian Trade Commissioner at Cape Town, reports to the Trade and Commerce Department that last year South Africa imported 288,297,636 pounds of wheat, valued at $4,178,660. Of this Australia supplied 244,000,000 pounds odd. Canada sent 1,449,119 pounds, worth $5,168, as against 3,607,258 pounds, valued at $11,514 in 1906. The bulk of the importation is of wheat, our grain only being needed for mixing purposes.

RETAIL MERCHANTS' ASSOCIATION NOTES.

A meeting of the general executive of the Toronto Association was held on Thursday evening, Dec. 10, to consider several important matters.

The association is preparing a rejoinder to the literature of various co-operative societies and associations which have been formed in Canada. The reply will be published about Dec. 15 and will go fully into the history and experience of such societies in Canada and other countries.

Jas. Eadie, provincial organizer of the association, is visiting the branches in St. Catharines and Niagara Falls, where officers will be elected this week.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

Jos. Cote, Quebec, tobacco importer, is offering a wide range of smokers' requisites to the trade. His values are attractive. The chief sellers of the firm in the cigar line are, Cake Walk, Golden Flower, My Best, V.H.C., St. Louis, Champlain, Havana, Second, at 5c, and El Sergeant at 10c.—Advt.

A correspondent writes that most of the Canadian manufacturing plants are now running full force. He expresses the opinion that if merchants lose much time in placing their orders for late fall and winter goods, they will stand an excellent chance of not getting the goods till a very late date. This holds true especially of lines which require time and attention in their preparation. Brushes and brooms, to take a familiar example, will not prove satisfactory either to the merchant or to his customers unless special care is put on their manufacture. Merchants should remember these facts when tempted to delay in placing their orders.

THE BANK OF MONTREAL

The ninety-first annual general meeting of the Shareholders of the Bank of Montreal was held in the Board Room of the Institution yesterday, at noon.

There were present:—Sir George Drummond, K.C.M.G., president; Sir Edward Clouston, Bart., vice-president and general manager; Sir William C. Macdonald, Sir Thomas G. Shaughnessy, Hon. Robert Mackay, Messrs. R. B. Angus, E. B. Greenshields, Charles R. Hosmer, David Morrice, Alexander T. Paterson, G. F. C. Smith, Huntly R. Drummond, Lieut.-Col. Prevost, B. A. Boas, James Tasker, W. R. Miller, James Kirby, K.C., R. W. Shepherd, Roswell C. Fisher, Henry Mason, Wm. Stanway, W. B. Blackader, Bartlett McLennan, Henry Joseph, R. Campbell Nelles, Henry Dobell and M. S. Foley.

On motion of Mr. R. B. Angus, seconded by Hon. Robert Mackay, Sir George Drummond, President, was unanimously voted to the chair, after which it was resolved: "That the following be appointed to act as scrutineers: Messrs. G. F. C. Smith and Bartlett McLennan; and that Mr. James Aird be secretary of the meeting."

Sir Edward Clouston then submitted the report of the Directors as follows:

THE DIRECTORS' REPORT.

The Directors have pleasure in presenting the Report showing the result of the Bank's business for the year ended 31st October, 1908.

Balance of Profit and Loss Account, 31st October, 1907		$ 699.969.88
Profits for the year ending 31st October, 1908, after deducting charges of management, and making full provision for all bad and doubtful debts		1,957,658.68
		$2,657,628.56
Dividend 2½ per cent. paid 1st March, 1908	$ 360,000.00	
Dividend 2½ per cent. paid 1st June, 1908	360,000.00	
Dividend 2½ per cent. paid 1st Sept., 1908	360,000.00	
Dividend 2½ per cent. payable 1st Dec., 1908	360,000.00	
	$1,440,000.00	
Amount credited to Rest Account	$1,000,000.00	2,440,000.00
Balance of Profit and Loss carried forward		$ 217,628.56

Since the last Annual Meeting Branches have been opened at Stirling, Ont., Gretna, Man., Grimsby, Ont., St. Hyacinthe, P.Q., Hosmer, B.C., and Sherbrooke, P.Q., and Sub-Agencies at Magrath, Alta., Cardston, Alta., and Peel Street (Montreal). The arrangements mentioned in our last Report for opening a Branch at Prince Rupert have not yet been completed. The Sub-Agencies at Sherman Avenue (Hamilton) and Queensville, Ont., have been closed.

With deep regret the Directors have to record the death of their esteemed colleague, Sir Robt. Reid, who had been a member of the Board for upwards of eight years.

The vacancy on the Board has been filled by the election of Mr. C. R. Hosmer.

All the Offices of the Bank, including the Head Office, have been inspected during the year.

(Signed) G. A. DRUMMOND,
President.

Bank of Montreal, 7th December, 1908.

GENERAL STATEMENT.

The General Statement of the position of the Bank, 31st October, 1908, is as follows:—

LIABILITIES.

Capital Stock		$ 14,400,000.00
Rest	$12,000,000.00	
Balance of Profits carried forward	217,628.56	
	$12,217,628.56	
Unclaimed Dividends	2,803.01	
Quarterly Dividend, payable 1st December, 1908	360,000.00	12.580,431.57
		26,980,431.57
Notes of the Bank in circulation	$12,417,132.00	
Deposits not bearing interest	38,766,918.23	
Deposits bearing interest	105,192,365.64	
Balances due to other banks in Canada	112,312.36	
		156,488,728.23
		$183,469,159.80

ASSETS.

Gold and Silver coin current		$ 5,168,887.33
Government demand notes		9,542,088.25
Deposit with Dominion Government required by act of Parliament for security of general bank note circulation		600,000.00
Due by agencies of this bank and other banks in Great Britain	$7,331,267.66	
Due by agencies of this bank and other banks in foreign countries	11,959,588.00	
Call and Short Loans in Great Britain and United States	40,689,956.00	
	59,980,811.66	
Dominion and Provincial Government Securities	956,562.07	
Railway and other Bonds, Debentures and Stocks	8,105,233.57	
Notes and cheques of other Banks	3,492,713.65	
		87,846,296.53
Bank Premises at Montreal and Branches		600,000.00
Current Loans and Discounts in Canada and elsewhere (rebate interest reserved) and other assets	$94,762,020.73	
Debts secured by mortgage and otherwise	176,404.85	
Overdue debts not specially secured (loss provided for)	84,437.69	
		95,022,863.27
		$183,469,159.80

Bank of Montreal,
Montreal, 31st October, 1908. E. S. CLOUSTON, General Manager.

THE PRESIDENT'S ADDRESS.

The President, in moving the adoption of the directors' report, said :—

A year ago business in the United States was staggering under a sudden collapse of credit and acute money stringency, while in Canada the brakes had been applied and the slowing down process had begun. To-day the situation is much improved, confidence has been largely restored, credit is again good, the money markets of the world are abnormally easy, but the volume of trade has been considerably diminished. Measured by the value of imports, the shrinkage in Canada within a year has been approximately 20 per cent., namely, from $362,460,000 to $297,300,000, the figures being for the twelve months ending October 1st, 1907 and 1908 respectively.

On the other hand, the value of domestic exports in the same period has been well maintained, being $231,500,000, as against $244,200,000 last year.

The daily business of the country, as gauged by bank note circulation, at no time showed a shrinkage exceeding 5 per cent.

In view of the great excess to which imports had grown over domestic exports, amounting to upwards of 100 million in 1907, the subsequent contraction in imports must be regarded as a healthy condition. The gap between exports and imports may be still further contracted with advantage, and it is to be hoped that this process will be steadily continued. No doubt this reform was assisted by the repeated recommendations of economy emanating from all financial quarters, and it is gratifying

to note that the liquidation process compelled by monetary conditions has been accomplished in Canada with, upon the whole, little disturbance, and practically without any great disaster.

Commercial loans have been reduced by the banks sixty millions, or upwards of 10 per cent., with a contraction of less than 5 per cent. in the volume of domestic trade as measured by note circulation.

Immigration has fallen off about 50 per cent., but the quality of late has been good, farmers and farm laborers predominating.

The great feature of the year has been the excellent crops secured by the Northwest Provinces, Manitoba, Alberta, Saskatchewan, variously estimated as in wheat 105 to 115 million bushels; oats, 100 million bushels; barley, 25 million bushels; in addition crops of flax, potatoes, etc. The money value of the grain crops to these farmers will approximate 125 million dollars earned by a territory practically deserted up to a comparatively recent date. We have further from the same territory the report that an unusually large percentage of fall ploughing has been done, that the land is in the very best condition, and a very considerable increase in acreage indicated for next season.

The export demand for our surplus farm products has been above the average, and a large proportion of these has already been marketed. In Ontario and Quebec, however, the brilliant prospects of spring were somewhat clouded over by a long continued mid-summer drought. As regards the special business of this port, the exports of wheat and oats were in excess of last year, being respectively 27,485,034 and 1,268,803 bushels. Most other grains were somewhat short.

Shipping—There is a widespread depression in shipping the extent of which may be imagined from a report from the North of England that about a million tons of steamers were already laid up, and many more will require to go into the ranks of the unemployed during the winter. Notwithstanding this the trade of the St. Lawrence has fairly well held its own. Some voyages, no doubt, were unremunerative on account of vacant space, but both passengers and freight were, upon the whole, profitable, which is another proof of the advantages which the St. Lawrence route possesses. The tendency in all new vessels is towards increased size and carrying capacity, demanding due provision in all harbor and channel work of the future.

The Lumber Trade—The exports of lumber and deals for the past year to both Europe and the United States have fallen below those of the year previous, both in volume and value. Pine deals have declined $3 to $4 per 1,000 feet, and spruce $2 per 1,000 feet, from which decline there has already been a partial recovery. This is considered a favorable omen, and a sign that the depression which has hung over the lumber trade for some time past is about to be dispersed, and that a more active business in the future may be looked for.

The British market shows an improvement, Liverpool advices being of a more cheerful tone. Quebec pine and spruce deals are being enquired for, and as stocks are somewhat heavy, their realization would be a great help to the trade.

The opinion seems to prevail that the turning point has been reached, and that better times are near at hand.

Exports—As regards the exportable products, it may be said that eggs, cheese, ham, bacon and meats, butter and apples, all showed a falling off, and wholesale grocery houses after having felt the depression in business in the past year, now speak of a decided improvement, with brightening prospects for the coming year.

Exports of Produce—The value of the principal exports of produce from this port during the past season of navigation are computed as follows:

Grain and flour	$32,948,000
Butter and cheese	19,157,000
Hams and bacon	2,101,000
Total	$54,206,000

If to the above we add the exports of cattle, $4,716,700, we have a grand total of $58,922,700.

Dry Goods—The effects of the panic of last October were not immediately felt by the dry goods trade. The general trade was so good in 1907 that the full effect did not appear until January, 1908. For six months previous to that a certain amount of taking in of extra canvas had been going on, as money had been very scarce. Arrangements had been made before October for a probable decrease in sales for spring, 1908, but the decrease in turnover was a great deal more than anticipated, reaching as much as 20 to 30 per cent. from 1st January to 1st June. After that the improvement began, and for the fall six months the loss of business was about half this amount, or 15 per cent.

Buying has been conducted everywhere on conservative lines for next spring season, 1909, which is just beginning. Orders taken in advance by the travelers are very fair.

The capacity of the Canadian cotton mills and calico printers is likely to be taxed in many lines to its full capacity, as they have received large orders which last year were placed in Manchester. Fine and coarse wools have advanced in England, and manufacturers of woolen dress goods in France have refused orders, except at an advance in price.

The good crops have helped collections very much, and the financial state of the retail trade is quite satisfactory. Comparatively few bad debts have been made by the wholesale trade during the year. (This is one of the features of this panic, as the Bank of Montreal returns show.) Generally the prospects seem distinctly improved, and the outlook decidedly hopeful.

Iron and Hardware—While some of our large wholesale firms complain that business has fallen off in the past year, everything points to an increased trade in the future. Manufacturers of iron and steel report increasing orders for future delivery, and a heavy spring business is anticipated.

Leather — Both business and profits have been curtailed in the past year, owing partly to the increased cost of hides, and the low price of leather, but prospects for the coming year are most encouraging. The allied trade of boots and shoes shows very similar results for the year.

Railway Construction—The past year certainly was, and the present holds out the prospect of being emphatically the era of railway construction. The Grand Trunk Pacific between Prince Rupert and Moncton is likely to occupy a considerable time, while it cannot be overlooked that most of the other railways in the country have been occupied with extensions, much greater than the public have any idea of. For example, the Canadian Pacific Railway at the end of June had over 700 miles under construction in different sections of the country, and the Canadian Northern was also engaged in increasing its mileage in Quebec and the western provinces.

The vast importance of the improvement of the agricultural products of the country must be an excuse for introducing a subject occupying a great deal of attention in other countries as well as here, and closely bound up with the prosperity of the country, and, of course, of this and other banking institutions. When we reflect that the annual value of the products of the soil of Canada must exceed four hundred millions of dollars, any percentage in increase in quantity or improvement in quality of our crops becomes of enormous importance. For example, if by selection of the seed or by hybridizing, with the light thrown on this subject by Mendel's discovery, the wheat plant can be made to increase its yield or shorten the period of ripening, even by days, it might mean the difference in the Northwest of saving or losing a large percentage of the crop.

In the magnificent instalation of Sir Wm. Macdonald at St. Anne's, which, after all, is only the continuation and culmination of his work in the same direction all over the Dominion, this question of improvement in the grain plant and in the fertilizing of the soil has been a subject of careful research and experiment, and no doubt will continue to be so.

Dr. Robertson is sanguine enough to state that within five years past an increase of more than 25 per cent. has been obtained over large areas in Canada, on the average yield per acre of wheat, barley and oats, by improvement in the quality of the seed sown. It is not too much to hope that this improvement will continue as fresh discoveries are made and their application extended, and that the research and experimental department of the Macdonald and other colleges will prove the most important institutions in the country.

I beg to move: "That the report of the Directors now read be adopted and printed for distribution among the shareholders." If any shareholder has any questions to ask, we shall be pleased to answer them.

THE VICE-PRESIDENT.

The Vice-President then spoke as follows:

Since I last had the pleasure of meeting you and giving an account of my stewardship, we have passed through a very momentous financial year. For several months our American neighbors were not, practically, on a specie basis, and though in Canada we considered that we were in a fairly sound condition, we were somewhat in the position of a man living in a fireproof house with his neighbor's residence ablaze. He believes himself safe, but is natur-

ally nervous as to the result. I said, in a fairly sound condition, for though our state was satisfactory enough for normal times, the country's great prosperity had brought about an abnormal demand for money. We were overtrading on inadequate capital; everyone from the Government to the individual was spending too much and living too extravagantly. Canada's financial resources were strained to the utmost, and when in addition, there came a crisis in the United States, and extraordinary conditions elsewhere (witness a 7 per cent. Bank of England rate), we certainly had grounds for uneasiness, and good reason for putting on the brakes, financially, in rather an emergent manner. Fortunately, some of us had begun to do so before the crisis arrived. The general result of all this disturbance has been beneficial, and what I said last year; that we would eventually reach a better and a sounder basis, is coming to pass. Largely as the result of a harvest of exceptionally high quality, which is realizing excellent prices, Canada to-day is in a good commercial position, and can look to the future with renewed hope and satisfaction. Not that we are in a condition to start a boom; but if our people will continue the conservative policy which is at present animating their conduct of business, we will emerge stronger and better in every way.

Reference to the record of commercial failures which, during the past year, have increased from $10,000,000, the average of recent years, to $16,000,000, brings home the reality of the dangers which have threatened our industrial welfare. These are large figures, but considering the strain and stress of the times, the great expansion in business, and the heavy stocks carried last autumn, we may reasonably consider the commercial community to have weathered the storm fairly well, and I think it may be claimed that the banks did their share in carrying them through a season of trouble.

During the year we have had three bank failures—the Sovereign Bank of Canada, La Banque de St. Jean, and the Banque de St. Hyacinthe. It is hardly necessary to state that in no case have the noteholders suffered, and it is worthy of notice that since the circulation came more directly under the supervision of the Canadian Bankers' Association, there has been no failure of a bank which has disclosed any tampering with its circulation, either by over-issue or otherwise.

Through the assistance of a number of the banks, the Sovereign Bank is being liquidated without loss to its depositors. This was a case of "modern" banking, where unusual methods were adopted to attract deposits, and depositors can hardly be blamed if in the future they look askance at any bank which adopts catchpenny means of soliciting the savings of the people. They will certainly be justified in considering such devices signs of weakness on the part of the institution employing them.

The two other banks which I mentioned were small affairs, whose failures affected only the communities they served, but to the credit of those communities be it said that they behaved with admirable self-control, under trying circumstances. In each case the difficulty was too serious to warrant outside banking assistance. Whilst, however, the failure of the St. Jean institution was consequent upon mismanagement, the responsibility for which the criminal courts have been called upon to fix, that of the Banque de St. Hyacinthe shows how bad business, contracted originally by over-ambitious management, because an ever-increasing incubus, which must infallibly prove the downfall of a small and localized concern.

In July last, a brief Act of Parliament amended the Bank Act to the extent of enabling banks during the usual season of moving the crops (1st October to 31st January), to issue additional notes to the amount of 15 per cent. of each bank's combined capital and reserve.

Although desirable as a precaution against any sudden shortage of currency, such as our neighbors sometimes suffer from, very little use has yet been made of the privilege by the banks. This season, at least, it was not a necessary facility, as shown by the fact that, at the close of October, the balance of notes of chartered banks available for circulation exceeded $19,000,000; this, too, notwithstanding an usually heavy crop, which had to be moved in a limited period.

The explanation is, no doubt, that the increased number of branch banks in the country has become an important factor in assisting the crop movement, giving the farmer quick payment for his grain and aiding the prompt deposit of its proceeds. Thus circulation is returned to the banks with little delay, enabling them to reissue notes and taking them out of the pockets of the farmers, where, in former years, they became locked up.

The prominent feature of the present situation as contrasted with that of a year ago is the world-wide plethora of money The contrast is rendered greater by the fact that the late stringency was intensified by senseless hoarding, not only by individuals, but, in some cases, by banks. Such hoarding aggravated that want of confidence by which it was begotten, and rendered the crisis more acute. When, after the turn of the year, the normal financial loosening took place, the hoarded funds came out and swelled the supply of available cash. This soon became of unusual volume, owing to an enforced general liquidation and a desire to place business on a basis more commensurate with the capital employed.

When Europe untied the purse strings once more, she facilitated the liquidation of government and municipal advances at home by the flotation of loans in foreign countries. Thus it has come to pass that our deposits have increased $17,000,000, while our loans, other than call, have decreased $10,000,000, making our present percentage of immediately available assets 57 per cent., as against 43 per cent. a year ago. Containing such features, the financial statement laid before you shows an exceptionally strong position—stronger, indeed, than is necessary. Unfortunately, it is not a money-making position, as the rates ruling in the London and New York markets, where we are obliged to carry a large portion of our reserves, are unusually low, and I am afraid we cannot look forward to very good profits during the coming year. But, after all, lean years will come, and, as history repeats itself, it proves, in its application to banking at least, that conservative methods are the only ones which can safely be employed alike in times of prosperity and leanness, to build, in fair weather, a structure which will not be shaken by the inevitable storm.

The Vice-President having seconded the motion, Mr. Roswell C. Fisher referred to the asset of $600,000 for bank premises at Montreal and branches. "Last year we were told no reason was seen for altering the statement. I think there is one, as the shareholders do not know in the slightest degree the value of the premises, and, therefore, cannot criticise the expenditure. If we knew approximately how much was being spent in additions to bank premises all over this country, we would probably be in a position to criticise. We might also say if statements are not correct in one case, how are we to know that the others are not equally incorrect?"

The Vice-President—"The new board coming in will take the matter into consideration, and see if they will alter the formal statement. I think that, if an error at all, it is an error on the right side, and if all the Bank's assets were valued in the same way as its real estate, the Shareholders should be very well satisfied as to its position.

The motion for the adoption of the directors' report was then put and was carried unanimously.

Mr. B. A. Boas remarked: "Before moving the resolution I hold in my hand, I have a few words to say, and I have no doubt all the shareholders will join with me in congratulating our Vice-President on the great honor which has been shown him by His Majesty the King. We all trust he will live for many years to enjoy the distinction and to be the guiding spirit of this Bank. I now move:

"That the thanks of the meeting be presented to the President, the Vice-President and Directors for their attention to the interests of the Bank."

This was seconded by Mr. Henry Dobell, and unanimously concurred in, after which Mr. Charles R. Hosmer moved: "That the thanks of the meeting be given to the General Manager, the Assistant General Manager, the Inspec-

tors, the Managers and other officers of the Bank for their services during the past year."

This was seconded by Sir Thomas Shaughnessy, and was unanimously agreed to.

The Vice-President, in returning thanks, said: "With reference to Mr. Boas' kind remarks, I do not look upon the honor given me by His Majesty as an honor to me personally, but because of the position I occupy—I was chief executive officer of this Bank and also President of the Bankers' Association—it is an honor to the Bank of Montreal and to the Canadian Bankers' Association."

Mr. W. R. Miller moved: "That the ballot now open for the election of Directors be kept open until 2 o'clock, unless fifteen minutes elapse without a vote being cast, when it shall be closed, and until that time, and for that purpose only, this meeting be continued."

This was seconded by Mr. James Tasker, and was carried unanimously.

THE DIRECTORS.

The ballot resulted in the election of the following directors:

R. B. ANGUS.
SIR EDWARD CLOUSTON, BART.,
HON. SIR GEORGE DRUMMOND, K.C.M.G., C.V.O.
E. B. GREENSHIELDS,
CHARLES R. HOSMER,
SIR WILLIAM C. MACDONALD,
HON. ROBERT MACKAY,
DAVID MORRICE,
ALEXANDER T. PATERSON,
JAMES ROSS,
SIR THOMAS G. SHAUGHNESSY, K.C.V.O.,
THE RIGHT HON. LORD STRATHCONA AND MOUNT ROYAL, G.C.M.G., G.C.V.O.

The Honorary President, the President and the Vice-President will, in the ordinary course of business, be elected at to-day's meeting of the Directors.

BARRIE CORRESPONDENCE.

December 8.—Saturday's market was a record breaker, owing to the fine sleighing and the Christmas shopping being at hand. New laid eggs are almost an impossibility and what few were offering were sold at 35c a dozen. A remarkable thing occurred that we seldom see at this time of year, that is the large number of held eggs that were offering and sold at twenty-five cents a dozen. Butter, which is being sold in all the surrounding districts at two and three cents lower, still remains at 25c a pound, and we don't expect to see that price advance, as the supply is now ahead of the demand. Turkeys, dressed, brought a good price according to the outside markets, as high as 13½c being paid by the buyers, while 12½c was the general price. Chickens, crate fed, sold at 12c; ordinary plump at 10c, and hens at 7c. Ducks were 12½c a pound and very scarce at that. Geese were in abundance and sold from 8c to 10c lb.

The peddler nuisance, which seems to be the topic of the business men just now, is as bad in our county as in any other, and upon calling upon various business men of this town your correspondent finds they all denounce the peddler and agree that a high license should be imposed on them so as to rid the country of them. The local council only last summer raised the license from $10 to $50, and should by the efforts of the Retail Merchants' Association raise it again this or early next year to $200 anyway.

W. J. Lennox, of Ivy, is issuing circulars this week announcing that he will, after Jan. 1st, 1909, conduct his business on a strictly cash system and asks his customers to assist him in his efforts. We wish him every success.

Last Saturday at noon the main street in our town was completely blocked by the loads of grain waiting to be unloaded at S. Calwell's and Brown & Co.'s storages. Never in one day has so much grain been handled for at least ten years.

This week has seen some heavy buying in holiday fruits by some of the merchants, principally in oranges, as practically all fruits in this line will have to be in stock by the first or middle of next week. The large sizes in navels this year are very scarce and high and the prices paid in large lots will range from $3.15 to $3.25, while the smaller sizes are being bought at even money. Mexicans are being bought heavily on account of their fine color and they make a good "cheap" orange. One merchant reports having bought them this year in a large quantity at $2 a box for assorted sizes.

QUALITY THAT TALKS—ATTRACTS—SELLS

The way to get the people coming to your store and passing by the man 'round the corner, is to sell

FARMER BRAND
CANNED FRUITS AND VEGETABLES

Every can is a splendid advertisement for the man who sells it. The reason we are able to produce goods of uniformly high quality is the fact that all our stock is grown upon our own 3,000 acres of the finest garden land. That's the basis of quality — good raw material. Then, look at our Canning Factory! Positively, it is modern and sanitary in every particular; and the people who operate it are clean and highly skilled in their trade.

Farmers' Canning Co., Limited, BLOOMFIELD Ontario

PURE SOLUBLE COCOA

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., ½-lb. and ¼-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.
H. & A. B. LAMBE, Hamilton.
C. A. PARKER, 10, Albert Street, Ottawa.
CHAS. DUNCAN, P.O. Box 22, Winnipeg.
MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.
A. E. CURREN, 54, Bedford Row, Halifax.

GEORGE PAYNE & CO., Ltd.,

Wholesale Tea, Cocoa and Coffee Merchants,

LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

Christmas Gift 12 Times a Year

By sending your friends A YEAR'S SUBSCRIPTION TO

Busy Man's Magazine

You are really sending a gift every month. Its monthly arrival will be a 'constant reminder.' Its usefulness will not pass away with the season. Each succeeding issue means a greater appreciation on the part of the recipient because each number will be read with increasing interest.

Its stimulating and inspiring articles make Busy Man's a most appropriate gift from employer to employee.

A beautiful Xmas Card, stating it is at your request the magazine is being sent, will be mailed along with a copy of the Xmas number, to any address so as to reach it on Christmas day. Fill out the enclosed form and mail it to us.

The Busy Man's Magazine,
10 Front Street East, Toronto.

_____ *1908*

Kindly forward the Busy Man's Magazine regularly, commencing with Xmas number, for one year to _____

Address _____

Enclosed is Two Dollars to pay for same.

Name _____

Address _____

YOUR CUSTOMERS WANT

foods that you can absolutely guarantee. There is both safety and good profit for the grocer in selling

HEINZ

57 VARIETIES
Pure Food Products

(The kind that contain no preservatives)

because he can unhesitatingly recommend them to his best trade. They stand every test of the Pure Food Laws and are guaranteed to suit. Money back to your customer if they ever fail to please.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

It Is Time—

you got in that order for Christmas goods. Send it in now and ensure choice stock for your Holiday Trade.

STAR BRAND SUGAR CURED HAMS
Smoked or already Cooked.

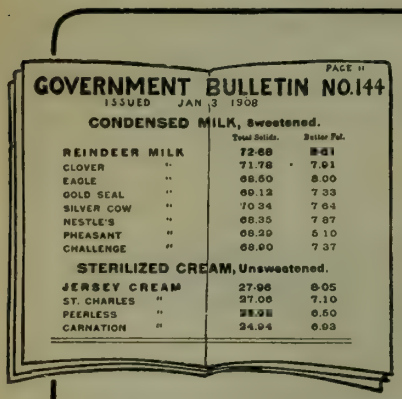
THE FINEST BREAKFAST BACON
on the market—**FEARMAN'S STAR BRAND.**

PURE LARD
in 1-lb., 3-lb., 5-lb., 10-lb., 20-lb. and 60-lb. pails.

OLD ENGLAND MINCE MEAT
in 6-lb., 12-lb., 28-lb. and 70-lb. pails.

Carefully selected and all made under Dominion Government supervision.

F. W. Fearman Co.
LIMITED
Hamilton, Ont.


GOVERNMENT BULLETIN NO. 144
ISSUED JAN 3 1908
CONDENSED MILK, Sweetened.

	Total Solids.	Butter Fat.
REINDEER MILK	72.68	8.61
CLOVER "	71.76	7.61
EAGLE "	68.60	8.00
GOLD SEAL "	69.12	7.33
SILVER COW "	70.34	7.64
NESTLE'S "	68.35	7.87
PHEASANT "	68.29	5.10
CHALLENGE "	68.90	7.37
STERILIZED CREAM, Unsweetened.		
JERSEY CREAM	27.96	8.05
ST. CHARLES "	27.06	7.10
PEERLESS "	28.98	6.50
CARNATION "	24.94	6.93

The Government Endorses Superior Quality of the Truro Brands

Reindeer Condensed Milk
is 7½ per cent. richer, and

Jersey Sterilized Cream
is 13 per cent. richer than the best of all the other brands of Milk and Cream sold in Canada.

The Truro Condensed Milk Co., Ltd
Truro, N. S.

Butter
Eggs
Cheese
Poultry
(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO.
LIMITED
70-72 Front Street East
Toronto - Ont.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, Dec. 10, 1908.

The cheese market is firm and under good demand locally, but is without any business from England. Buyers are speculating on the possibilities of the future, and are resting after a season which has been rather interesting. While the production has been far from excessive, and export trade has not been remarkable as regards size, the market has developed many novel and unexpected features, all of which have contributed to the interest displayed in it. It is stated in some quarters that British buyers are beginning to renew their interest in this market, but so far this phase of the situation has not developed any considerable dimensions. This is a period of adjustment generally, as the cows are changing from grass to hay, and products show the change in their taste. Total receipts for the season since May 1 have been 1,893,631 boxes, as against 2,048,372 boxes for the corresponding period of last year. Locally Westerns are quoted at 12¼c and 12½c, and Easterns at 11¾c to 12c.

The butter market was slightly more inactive at the beginning of the week, but has firmed up latterly. Stocks are not excessive and this fact, together with the increasing demand, will in all probability keep the market strong for some time. There has been some business done with western points, this stock, however, had been ordered previously to go forward later. Locally the demand for the finest lines is exceedingly good. Quotations are 27c in round lots and 27½ to 28c in a jobbing way.

THE PROVISION SITUATION

Toronto, Dec. 11, 1908.

The provision trade is in a peculiar position. One large packer made the remark this week, "The local trade is bad and the English market is rotten." Hogs are 75c to $1 a hundred higher here, and the English prices for bacon 49 to 50 shillings, where they were from 53 to 55 shillings at the same time last year. The heavy run of hogs still continues, but the shipments to England are only to hold the trade, and the balance is stored for later shipment. The Danish and American markets are somewhat disturbing the calculations of our large packers. Denmark is rapidly increasing its output, and is also producing a quality of bacon that seems to please the Englishman better than the Canadian product, and for which he is willing to pay a better price. The enormous hog receipts in Chicago are also remarkable, and are puzzling the packers. Seventy-eight thousand hogs were received last week, and the entire receipts since November 1st exceed last year's supply by a million and a half. They take notice of the fact, however, that hogs are somewhat lighter in weight, which may mean that farmers are running them off earlier on account of the high price of corn. If this is the case, it will naturally follow that the receipts will later decrease and in the end settle down to normal conditions.

PROVISION MARKETS

MONTREAL.

PROVISIONS—The market is, if anything, a shade quieter this week. Prices remain at the same level as last quoted, with the exception of pure lard in tierces, 50-lb. boxes, and tubs, which is a trifle higher.

Heavy Canada short cut mess pork, in bbls.	25 00	25 50
Selected heavy Canada short cut clear boneless pork	25 00	25 50
Heavy Canada short cut clear pork	23 50	24 00
Very heavy clear pork	25 50	26 00
Plate beef, 100-lb. bbls		08 00
" 200 "		15 50
" 300 "		23 00
Pure Lard—		
Tierces, 375 lbs		0 13½
Boxes, 50 lbs., grained		0 13½
Tubs, 50 lbs., "		0 13½
Pails, wood, 20 lbs., parchment lined		0 13½
Tin pails, 20 lbs., gross		13½
Cases, tins, 10 lbs. each		0 13½
" " 5 "		0 13½
" " 3 "		0 14
Compound Lard—		
Tierces, 375 lbs		0 08½
Parchment lined boxes, 50 lbs		0 08½
Tubs, 50 lbs		0 8½
Wood pails, 20 lbs. net		0 09
Tin pails, in cases	0 08½	0 09½

BUTTER—Owing to decreasing receipts this market is very firm, and quotations remain as reported last week.

Fresh Creamery, solids, lb		0 28
" " prints, lb		0 28½
Dairy, tubs, lb	0 20	0 22
Fresh large roll	0 22	0 23

CHEESE—Receipts of cheese are keeping up better than was expected. Export business is very small, which is not unusual for this period of the year. Prices continue firm under good demand.

Large	0 12½	0 13
Twins	0 12½	0 13
Old		0 15

EGGS—Colder weather, which has greatly reduced the receipts, combined with increasing demand, tends to keep this market very firm. No. 2's, however, are in good supply and easier in price.

New laids	0 30	0 40
Selected cold storage		0 26
No. 1 Candled		0 23
No. 2 Eggs		0 17½

HONEY—A general quietness reigns in this market and prices are unchanged.

White clover comb honey	0 13	0 14
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 10	0 11

POULTRY—Prices are generally firm, owing to the increased demand to fill holiday orders. Dealers expect that prices will go higher in view of the heavy demand which is beginning. Dealers here are paying from 9c to 12c for chickens; 11c for young ducks, and 13c to 14c for turkeys.

Spring chickens, per lb	0 09	0 12
Hens per lb	0 09	0 09½
Young ducks, per lb	0 10	0 11
Turkeys, per lb	0 13	0 14
Geese, dressed	0 08	0 09

TORONTO.

PROVISIONS—The local demand, as reported last week, still continues to be very inactive, and although there is very little change in the prices, there is more push required to effect sales, and this is frequently met by a slight reduction. Lard is about ½c a lb. lower.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb		0 14½
Roll bacon, per lb	0 10½	0 11
Light hams, per lb		0 13½
Medium hams, per lb		0 13½
Large hams, per lb		0 12½
Shoulder hams, per lb		0 10
Backs, plain, per lb		0 16
" pea meal		0 16½
Heavy mess pork, per bbl		20 00
Short cut, per bbl		22 50
Lard, tierces, per lb	0 11½	0 12
" tubs "		0 12½
" pails "		0 13
" compounds, per lb		0 8½
Dressed hogs		9 00

BUTTER—The butter market on the whole is weaker, but prices are still about the same, although the stock is somewhat increasing. The English market is too low to offer any inducement for export, and therefore the supply is quite sufficient to meet the demand.

	per lb.	
Creamery prints	0 29	0 30
Creamery solids	0 28	0 28
Farmers' separator butter	0 26	0 27
Dairy prints, choice	0 25	0 26
" " ordinary	0 19	0 21
" tubs, choice	0 22	0 22½

CHEESE—With the exception of a few lines of late make, which are inferior goods, the prices are well sustained, without any change this week.

Cheese, large, prime		0 13½
" twins	0 13½	0 14

EGGS—The egg trade is somewhat firmer, owing to good demand from the Northwest, where several cars have already been shipped, and orders for more are on hand. On the whole the egg trade is very satisfactory, and the held stock is in good condition.

Strictly new laid, per doz	0 35	0 40
Select cold storage	0 27	0 28
Cold storage	0 24	0 25
Limed	0 23	0 24

HONEY—Very little honey is moving at this time of the year. Dealers are pretty well supplied and it will receive very little attention until after the holidays. Prices are unchanged.

60-lb. tins	0 09	0 10
Smaller sizes, tins and bottles	0 10½	0 12
Comb, doz	1 50	2 50

POULTRY—The poultry market is firmer, and the birds, as a rule, are in better condition. Although quite sufficient to meet the present demand, the arrivals are not heavy. Farmers are holding them back for the holiday trade.

To the Grocery Trade of Canada

Gentlemen,—

"GET A MOVE ON"

Add

Mason's Number One Sauce

to your stock. Its use "makes eating a pleasure and life worth living."

A 3-dozen case of ½ pints Mason's Number One Sauce will cost you $4.95 and sells at $7.20. That'll do, won't it ?

ALL JOBBERS

THE MASON, MILLER COMPANY
Toronto, Canada

Agents Wanted Throughout the Dominion

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON
CARGILL, ONTARIO.

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS
126 Adelaide Street E., Toronto

We Want Butter !

Dairy Tubs, Creamery Solids

We will buy f.o.b. your station, in large or small quantities.

Write or phone us with best quotations.

Rutherford, Marshall & Co.
Wholesale Produce Merchants.
TORONTO.

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.
39 Bonsecours Market, - Montreal

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.

USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

All round, prices are a cent higher than last week.

Spring chickens, per lb, live	0 09	0 11
Spring chicken, dressed	0 11	0 13
Hens, per lb., live	0 06	0 07
Hens, per lb., dressed	0 08	0 10
Young ducks, per lb., live	0 09	0 10
Ducks, per lb., dressed	0 11	0 12
Turkeys, per lb, dressed	0 13	0 14
Geese, per lb., dressed	0 08	0 09

WINNIPEG.

BUTTER—There has been no change in the local market. For No. 1 dairy the produce houses are paying 22c f.o.b. Winnipeg, for No. 2 19c, and for No. 3 17c.

EGGS—Buying price is still 25c f.o.b. Winnipeg for candled eggs.

CHEESE—There is very little Manitoba cheese on the market, but what there is is quoted at 13¾c per lb. Ontario is selling at 14½c to 14¾c per lb.

POULTRY—Buying prices f.o.b. Winnipeg are as follows:

Chicken, per lb	0 12
Fowl, per lb	0 09
Turkeys, per lb	0 15
Ducks	0 11
Geese	0 11

GROCERY TRADE CHANGES

Notes From All Sections of Canada Telling of the Opening of New Stores, Sales, Assignments, Dissolutions and Discontinuance of Business.

Ontario.

Wm. Kaeding, grocer, Windsor, has assigned.

L. Roberts, baker and grocer, Barrie, has assigned.

L. A. Cummings, grocer, Chatham, has assigned.

E. R. Almas, grocer, of Hamilton, has sold his business.

J. L. Reaume, general store, Kearney, has assigned to R. Tew.

August Lentz, grocer, of Hamilton, has sold out to L. G. Perry.

Wm. Kaeding, grocer, of Windsor, has assigned to Gaspard Pacaud.

Louis Ravelle, general store, Grand Bend, was burned out recently.

E. Raines & Co., grocers, Toronto, have been succeeded by H. Abram.

Ross & Michael, general store, North Bay, have assigned to R. Richardson.

John H. Cranston, grocer, of Merrickville, has assigned to Albert E. Baker.

J. A. Cunningham, general merchant, Maynooth, has assigned to J. C. De Rocher.

W. D. Beatty, general merchant, Horning's Mills, has assigned to John T. Ferguson.

The premises of Poole & Co., grocers and crockery dealers, Woodstock, Ont., were damaged by fire last week.

Western Canada.

McKillop & Menzies, general merchants Oakburn, Man., are dissolving.

W. H. McGregor, confectioner, Grand View, Man., has sold to John Banning.

S. Pearlman, general storekeeper, of Portage la Prairie, has sold his McGregor branch to E. E. Turner.

Quebec.

Robillard & Co., grocers, Ville Emard, have registered.

J. P. Belanger, general merchant, of St. Thuribe, has assigned.

Elzear Depelteau, general merchant, St. John's, has assigned.

D. Tousignant, grocer, St. Pierre Les Becquets, has compromised.

S. A. Collette, grocer, Montreal, has assigned to Alex Desmarteau.

Bell & Co., general merchants, Cowansville, have compromised.

Joseph Belisle, general merchant, Bonaventure River, has assigned.

The assets of J. T. Sequin, grocer, Montreal, are advertised for sale.

The assets of T. Pare, general merchant, Tring Junction, have been sold.

The business of Albert Thorpe, confectioner, Montreal, is advertised for sale.

Joseph Gervais, general merchant, St. Canute, has assigned to Vincent Lamarre.

Charles Gaouette, general merchant, Kingsbury, has assigned. The assets will be sold.

FIRE IN BRANTFORD WHOLESALE HOUSE.

Geo. Watt & Sons Suffer Loss From Damage by Water—The Blaze a Small One.

On Friday morning, Dec. 4, fire broke out shortly after eight o'clock in the wholesale grocery house of Geo. Watt & Son, at the corner of Dalhousie and King Streets, Brantford. The previous afternoon, it is said, an oil can leaked in the office near where were placed some brooms and boxes. On opening in the morning, James O. Dowd, seeing the mark on the floor from the oil, struck a match to investigate. As he did so the top of the match flew into the oil. At once the flames sprang up and fire commenced to work its way up the partition. There was a lot of smoke and the fire would have been a bad one had it not been for the prompt arrival of the city fire department. A stream of water was turned on the blaze and in short order the fire was extinguished. The warehouse was heavily stocked with Christmas groceries and damage from water will reach $1,000.

Holly Wreaths -- Christmas

Joseph Brown & Sons' Ad. SEE IT ? PAGE 71

The makers of **"Gillett's Goods"** started business over 50 years ago in a modest way. To-day they operate the largest factory of its kind in the British Empire, and their goods are sold all over the world. Only good goods, upright dealing and continued improvement could have obtained such a result.

Magic Baking Powder.
Gillett's Cream Tartar.
Gillett's Perfumed Lye.
Royal Yeast Cakes.

Good Goods with a Reputation.

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

ESTABLISHED 1852.

☛ **Merchants should recommend food products that are produced in CLEAN factories.**

There will be a good demand this year for

Clark's Corned Beef

We are advertising it largely and it is such great value that you may confidently order a good supply. Don't forget our other lines all tried and proved!

Clark's Pork and Beans
Clark's Ox Tongue
Clark's Veal Loaf
Clark's Mince Meat
Clark's Sliced Beef

WM. CLARK

Manufacturer

MONTREAL

BOVRIL, LTD., are purveyors to H.M. King Edward VII, to H.M. the King of Spain and to H.M. the King of the Belgians.

Two Thirds

of the

BOVRIL

we make is used in the kitchen and the grocers sell it. Are you getting your share of the trade? Just a word of reminder to your customers will increase your sales.

All kinds of Gravies, Soups and Roasts are improved in flavor and made more nourishing by the addition of a little Bovril.

Take a bottle home to YOUR wife.

BOVRIL Ltd.

27 St. Peter St. **MONTREAL**

The Name

Cowan's

on Chocolate Confections stands for clean, honest manufacture—absolute purity—wholesomeness—and above all, captivating flavor.

Maple Buds,
Chocolate Cream Bars,
Milk Chocolate Medallions,
Nut Milk Chocolate

and many others

The Cowan Co., Ltd.

Toronto, Canada

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice **Lozenges**

NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

There's a good deal in a name—particularly when that name is

Mott's

Applied to CHOCOLATE the names

"Diamond" and "Elite"

signify the best and purest. The profit to you is a good one—the benefit to the consumer is great and lasting.

Every Jobber Can Supply You

John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Keep Korn Kinks Handy!

No use putting your Korn Kinks on the top shelf unless you like climbing up and down all day for exercise. Keep your

KORN KINKS

within easy reach. You make a good profit without trouble when you sell **Korn Kinks** as **we create the trade** and you supply the demand.

THE H-O MILLS

HAMILTON, - - ONTARIO

THE FLOUR AND CEREAL MARKETS

Rolled Oats Declined 15 to 20 Cents in Ontario—Steady in Quebec—Flour Firming Up With Good Overseas Demand.

A small decline on oatmeal in Quebec markets last week is followed by a drop of 15c to 20c on Ontario markets this week. The decline is reported to be the result of price-cutting among the manufacturers, and while the situation at present is reported as fairly easy, the decline is not expected to be permanent. The continuation of cold weather is expected to firm the market up somewhat.

The flour market is firmer, both in Ontario and Quebec, and while no advance has as yet occurred it is rather difficult to estimate what may happen. The firmer feeling is reported as resulting from speculation by Winnipeg and Chicago buyers. Millers generally are fairly busy with local demand good. Export inquiry continues active, though prices offered do not seem to be particularly attractive to millers here, and not a great deal seems to be going forward.

MONTREAL.

FLOUR—Inquiries still arrive from England and South Africa, but prices offered do not make this trade very profitable. Locally trade is improving, which is due to more activity in demand at country points. Prices are unchanged.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household	6 00
Glenora	5 50
Manitoba spring wheat patents	6 00
" strong bakers	5 50
Five Roses	6 00
Harvest Queen	5 50

ROLLED OATS—The market is dull and featureless, with no change in quotations.

Fine oatmeal, bags	2 95
Standard oatmeal, bags	2 95
Granulated " "	2 95
Golddust cornmeal, 98-lb bag	2 25 2 50
White cornmeal	2 00 2 05
Rolled oats bags	2 40
" bbls	5 5

FEED—Demand for both shorts and bran is good, but the amount available is not large, hence the tendency for firmness in prices. Mouillie, both milled and straight grained, is in good demand. Other lines are the same as last reported.

Ontario bran	21 50 22 00
Ontario shorts	25 00
Manitoba shorts	24 00
" bran	21 00
Mouillie, milled	25 00 27 00
" straight grained	30 00 32 00
Feed flour	1 50 1 60

TORONTO.

FLOUR—While no advance has taken place as yet, the market is very strong, a much firmer feeling having developed during the week. This is said to be due to the operations of speculators on the Winnipeg and Chicago markets. The close of navigation is causing a little falling off in demand from lake points, but this is off-set by new business from the lumber camp trade. Millers are kept fairly busy, though local demand is not quite so active.

Manitoba Wheat.

90 per cent. patents	5 40
80 " "	5 10
Strong bakers	4 80 4 90

Winter Wheat.

Straight roller	4 20 4 30
Patents	4 50
Blended	4 70

CEREALS—A general easier feeling and some price-cutting accounts for a decline of 15c to 20c on rolled oats during the week. This, it is expected, is only temporary, but is effective pretty generally throughout Ontario. Manufacturers are running easily, but strong competition developed with the result mentioned above. Local business is only fair, though retailers' stocks must be fairly light.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 50
Oatmeal, standard and granulated, in bags 98 lbs	2 75

MAY COME TO CANADA.

It is reported that the Postum Cereal Company, of Battle Creek, Michigan, may establish a Canadian branch in Sarnia. It is a well-known fact that for several months the Postum Company have been desirous of locating a branch factory in Canada, to take care of and protect its Canadian business. The officials refuse to discuss the matter, however, but the fact that they have several times investigated Canadian towns with this idea in view, substantiates the report.

JUST SENSE.

All conscientious typewriting addressers of envelopes would be stricken with remorse if they only knew how much their evil habit of writing the name of the State on the same line with the name of the post office is costing the Government in money and the mail assorting force in labor.—Cleveland Plain Dealer.

This is common sense talk on a very practical matter of everyday life. One does not need to call in psychology or physiology to recognize the need of setting apart town and State so that the trained eye of the mail sorter can catch the key word or abbreviation and propel the letter into the proper pigeonhole. Run town and State together and there follows waste of time and effort—infinitesimal in each case but costly in the great aggregations of a day's mail.—New York Herald.

Possibly over fifty per cent. of the stenographers in Canada already adhere to this plan, but it would facilitate the mail sorters' duties very materially if the custom of writing the name of the town and Province on two lines were generally adopted by Canadian firms. Furthermore, the capitalization of the name of the town makes it even more distinct. All business colleges not adhering to this method should follow it when teaching their pupils how to address envelopes.

L. O. Desautels, general merchant, St. Jean Baptiste de Rouville, has assigned.

A meeting of the creditors of Harvey Langevin, grocer, Montreal, will be held on Dec. 11th.

OYSTER TIME

Means bigger sales of Soda Biscuits. Consequently grocers should be more particular than ever at this season in the selection of the right kind of crackers. You cannot do better than specialize on

Mooney's Perfection Cream Sodas

because they undoubtedly are the freshest and crispest soda biscuits on the market. More! They keep their delicious crispness down to the last cracker in the package.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

GRAIN and HAY

We are buyers:

If you have a car of Wheat, Oats or in fact any grain to sell by the carload, write us. Cash and Cash only. Reference: Duns or Standard Bank.

CUMMINGS MILLS
WILLIAM R. CUMMINGS
Proprietor
Cummings Bridge, Ottawa

We also sell feed of all descriptions.

MAESTRANI

GENUINE

SWISS MILK CHOCOLATE

¶ Unequalled for delicious flavor.

¶ Low prices but highest quality obtainable.

¶ Samples and prices FREE. Write to-day.

¶ Sales quick and steady. Excellent profits.

¶ **Particularly seasonable just now for your Xmas trade.**

Send in a trial order at once.

If you get **MAESTRANI** you get absolutely the best **genuine Swiss Milk Chocolate on the market.**

It is the Acme of Perfection!

SCHLESINGER BROS. & CO.

16 PLACE ROYALE, SOLE CANADIAN AGENTS - MONTREAL

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT

Manufacturer

Sales Agent: L. FONTANEL, 187 Commissioners St., Montreal

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas

Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

EPPS'S

GRATEFUL AND COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

NUTRITIOUS AND ECONOMICAL **COCOA**

Freight is no more on full strength
MAPLE SYRUP
containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.
Canada Maple Exchange, Limited, Montreal
TRADE MARK.
Smalls

Holly Wreaths -- Christmas

Joseph Brown & Sons' Ad. SEE IT? PAGE 71

TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES.

Satisfaction Guaranteed. Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

COX'S INSTANT POWDERED GELATINE

A PURE Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs Cox under the control of their scientific staff.

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX Ltd Gorgie Mills EDINBURGH

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

BIG SEASON IN HOCKEY LEAGUE.

Toronto Wholesale Grocers Will Have a Six-Team Schedule and Lots of Fun This Winter.

There'll be something doing in the Toronto Wholesale Grocers' Hockey League this season all right if the enthusiastic organization meeting held in the offices of R. S. McIndoe on Monday evening of th's week is any evidence. Towards the close of the season last year the interest in the league became very intense and this interest bids fair to be carried on and to grow the present season.

The meeting, which, by the way, was the 4th annual, was attended by representatives of practically all the Toronto wholesale grocery houses, as follows :— T. Kinnear & Co., T. H. Kinnear and C. Rennie ; Warren Bros., Otto Lang ; Eby, Blain & Co., Harold Meath and W. Roull ; Davidson-Hay, S. Wylie and L. Atkins ; H. P. Eckhardt, B. R. Brown; Jas. Lumbers Co., "Wes" Lumbers and F. Pyne ; Grocery Brokers, P. F. Millman, Geo. Hortop and T. C. Webber ; C. S. Morrow, vice-president, and A. S. May, secretary-treasurer.

How enthusiastic the meeting was may be imagined from the fact that it lasted two hours and a half.

One of the important items, of course, was the election of officers, which went in the following way : Hon. president, R. S. McIndoe ; Hon. vice-president, Thomas Kinnear ; president, W. G. Lumbers ; vice-president, C. S. Morrow ; secretary-treasurer, A. S. May, 54 Wellington Street East ; patrons, H. P. Eckhardt, Col. Jno. I. Davidson, Hugh Blain, W. A. Warren, W. H. Millman, F. W. Humphrey, J. Scott, James Lumbers. C. S. Morrow and Gordon Humphrey were appointed official referees.

A new departure was made this year in arranging that each wholesale house shall enter a team of its own. This will provide six teams instead of three under the grouped system of last year.

The teams, with their colors are ; H. P. Eckhardt & Co., black sweaters and red trimmings ; Eby-Blain, black sweaters with yellow trimmings ; T. Kinnear & Co., dark blue sweaters ; Jas. Lumbers Co., white sweaters with blue trimmings ; Brokers I., white sweaters with red and green trimmings ; Brokers II., red sweaters with white trimmings.

The league has exhibited commendable enterprise in securing the new Excelsior covered rink for games three nights a week. This will give excellent opportunity for spectators, and will assure satisfactory ice. 'Varsity ice has also been secured three nights a week for practice.

Undoubtedly the fight for the Tillson trophy will this season be a stiff one.

The result of last season's play is handed out by Secretary May as follows :

	Won	Lost	Goals for	Goals Agst.
T. Kinnear & Co. ..	3	1	28	8
Jas. Lumbers Co ..	2	2	13	16
Grocery Brokers ..	1	3	10	23

The league, during its three years of existence, has done a great deal to foster acquaintance and good fellowship among the various members of the Toronto wholesale houses, and as such deserves every support.

TRADE NOTES.

F. X. Lamontagne, La Tuque, is offering to compromise.

J. A. Rousseau, general merchant, Plessisville, has compromised.

A. Du Tremblay, general merchant, Roberval, is offering to compromise.

W. A. Lebelle, general merchant, Laverlochere, has assigned to Vincent Lamarre.

POT and PEARL

FOR CLOSE QUOTATIONS WRITE

JOHN MacKAY Caledonia Mills **BOWMANVILLE, ONT.**

BARLEY and FEED

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.

Agents :
GREEN & CO.,
25 Front St. E. Toronto
W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

Canada's Standard For Years

White Moss Cocoanut

You know it from experience.

The Canadian Cocoanut Co., Montreal

Just the Finest Goods for Christmas

CARR & CO.'S BISCUITS

You can always sell the best goods at this season of the year. If you have not handled CARR & CO.'S fine lines now is your time to get your customers to try. It will *pay* them and you.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn,	Montreal and Toronto,	Eastern Provinces
Hamblin & Brereton,	Winnipeg,	Lakes to the Rockies
The Standard Brokerage Co., Ltd.,	Vancouver, B.C.,	British Columbia

HOLLY

Have two cars of well berried stock. Price is right. Do not put off ordering your holiday fruits, etc., too late. Stock is now alright.

Oranges, Lemons, Grape Fruit, Dates, Figs, Nuts, &c.

Our first car CALIFORNIA CELERY is now here and selling well. Let us have your order.

McWILLIAM Mc. AND E. EVERIST

25-27 CHURCH ST. - TORONTO

"Golden Flower"

REDLANDS NAVELS

the very highest class

CHRISTMAS ORANGE

ask

McWILLIAM & EVERIST, Toronto

Lemons

ST. NICHOLAS

and

HOME GUARD

are waxy

J. J. McCabe

Agent

32 Church Street, Toronto

FRUITS, VEGETABLES AND FISH

Christmas Demand Brightening the Fruit Markets — Vegetables Held More Firmly and Potatoes Expected to Advance — Good Business in Frozen and Salted Fish.

MONTREAL.

GREEN FRUITS—Valencia oranges are cheaper, being quoted at $3.25 to $3.75 per case. The price of California navels has been fully maintained. Delaware holly is quoted this week at $4.25 per case, and evergreen wreathing at $1.75 per bale. Nova Scotia cranberries are weaker, selling for $7.50 in barrels. Cape Cods have not changed. Locally trade is fair and other lines have not presented any new features.

Christmas Decorations—		
Evergreen wreathing, bale		1 75
Delaware holly		4 25
Almeira, extra fancy		6 50
" extra choice		5 50
" fancy		6 00
California navels, 96, 126, 150 size		3 40
" " 176, 200, 216, 250 size		3 25
Floridas, 126, 15 , 176 200		3 25
Mexican oranges, 176, 200, 216, 250 size		2 40
Valencia 420 size		3 75
Valencias 714 size		4 25
Grape fruit		4 25
Lemons, choice, 300 size		3 00
Bananas	1 50	1 75
Pears, boxes		3 50
Pineapples, extra fancy, 24 size		5 00
" 30 size		4 50
Cranberries, early blacks, bbl		12 00
Nova Scotias, early blacks, bbl	7 50	8 00
Apples, Fameuse, XXX, bbl		5 50
" " XX, "	3 50	3 75
" Golden Jennetings XX	2 25	2 50
Spies, XXX		5 50
Baldwins, Greenings, Russetts, XXX		4 25
" " " Spies, XX	3 25	3 75

VEGETABLES—Quite a number of advances are noted this week, among which are, sweet potatoes, which are selling at $1.75 per basket. Cauliflowers, $3 dozen. Parsley is firmer. Celery is quoted by the crate at $5 to $6.50. Lettuce is higher now, selling at $1, and cabbage is ruling at $1.50. Other lines are unchanged. Locally business is fair.

Oyster plant, doz		0 60
Artichokes, bag		1 00
Leeks, bunch	0 10	0 15
Parsnips, bag		0 60
Sweet Potatoes, basket		1 75
Marrows, dozen	1 00	1 50
Cauliflowers, dozen		3 00
Parsley, per doz. bunches	0 30	0 75
Sage, per doz		0 60
Savory, per doz		0 50
Celery, crate	5 00	6 00
Water cress, large bunches, per doz		0 70
Spinach, box		0 50
Green peppers, doz		0 75
Beets, bag		0 60
Carrots, bag		0 60
Spanish onions, large crates	3 25	3 50
Lettuce, per doz		1 00
Radishes, doz		0 60
Horse radish, per lb		0 15
Cabbage, bbls		1 50
Montreal potatoes, bag	0 75	0 95
Green Mountains	0 60	0 90
New Brunswick potatoes		0 90
Onions, large bag		1 25
Red onions, barrel		3 00
Turnips, bag		0 65
Pumpkins, doz		1 50
Squash, doz		1 50
Brussels sprouts		0 15

FISH—Haddock is somewhat scarce and the price is slightly firmer, being quoted at 4½ to 5c this week. All lines of fish are selling well, having gotten well into the Advent season. Bloaters are plentiful. There is an extra good demand for pickled and salted lines. Labrador herrings and new green cod are selling exceptionally well.

Fresh and Frozen Fish.

Qualla salmon	0 07½	0 08
B.C. salmon, frozen	0 08½	0 09
Haddock, per lb	0 04½	0 05
Fresh halibut	0 08½	0 09
Mackerel, "		0 10
Dore, "	0 07½	0 08
Steak cod	0 05	0 05½
Frozen Grass Pike	0 06	0 06½
Whitefish, lb	0 06½	0 07
Lake trout		0 09
Sea trout, lb		0 10
Flounders, lb		0 10
American live lobsters		0 24
Bullheads (dressed)		0 10
New Smelts		0 10
Sea herring, per 100	1 70	1 80
Tomcods, bbl		2 25
Smoked—		
Haddies (exp) 15 lb. bxs., per lb		0 06½
Bloaters, per box, large, Yarmouth		1 00
Smoked herring, per box		0 16
Kippered herring, ½ box		1 00
Prepared—		
Skinless cod, new, 100 lb. cases		5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box		1 80
Dry cod, in bundles 112 lb., per pound		0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0 06
Boneless cod, 20-lb. boxes		0 08
Boneless cod, 20-lb. boxes		0 09
Boneless fish, 20 lb. bxs , 2 lb. blocks		0 05
Boneless fish, 25 lb. bxs., loose		0 04½
Pure cod, in crates, 1 and 2 lb. bricks		0 05
Salted and Pickled—		
No. 1 Labrador herring, brls		5 50
" " " ½ brls		3 25
Oysters, bulk, per gallon		1 30
Standards, bulk		1 40
" quart tins, sealed		0 40
Paper pails, per 100 qt. size		1 50
Boiled lobsters, lb		0 18
Live "		0 15
Standards, 4 gals		6 80
Selects "		7 60

TORONTO.

GREEN FRUITS—The fruit market is active and firmer, especially apples and oranges. Northern Spies, which at present have the preference above all other varieties, are bringing as high as $5.50 a barrel. The extra good quality of navel oranges, together with the scarcity of well-ripened fruit for the time of the year is causing a sharp advance of fruit to arrive for Christmas. So far the receipts of navels are about 25 per cent. less than was expected. While the navels are the favorite fruit and most in demand, there are on the market many other varieties which for present use are quite equal to them if not preferable. Mexicans, Floridas, Cubans, Porto Ricans and Jamaicas are all about the same price. A car of excellent Jamaicas has just arrived. These are all shipped in barrels containing about 30 dozen, and while not so well assorted as the others, for quality and flavor they may be considered as good, if not better, than any at present on the market. Very few Valencia oranges come to Toronto. Several cars of fine Royal grape fruit are among the latest arrivals. One of these cars contains a novelty never seen on this market before which is 15 barrels of pink flesh grape fruit. These are said to be the first grown of this variety and are likely to be picked up very quickly. Cape Cod cranberries are also held more firmly being a dollar per barrel higher.

Grapes, Almeria, keg	5 25	7 00
Apples, Spies	4 00	5 50
" Kings	3 00	3 50
" Greenings	2 25	3 00
Oranges Jamaicas, bbl	4 00	4 50
" " boxes, new	2 25	2 50
" Mexican, boxes, new	2 25	2 50
" Florida, boxes, new	2 25	2 50
" Navels	3 00	3 50
California navels	3 00	3 50
Lemons, Messina	3 00	3 25
" California, box	4 25	4 50
Bananas, Jamaicas, firsts	1 60	1 85
" Jamaica eights	1 00	1 25
" jumbos	1 50	2 25

Cranberries, Cape Cod bbl		16 00
" " crate		5 00
" Nova Scotia, bbl		8 00
" Ontario, cases		2 50
Citrons, doz		0 75
Grape Fruit, Florida, box	3 50	4 00
Pineapples, Florida, crate	3 50	4 00

VEGETABLES—There is no change in price of potatoes. The arrivals during the mild weather were very heavy and large quantities are in stock. Cold weather always causes an advance owing to the expense of protecting them from frost, and therefore a slight rise may be expected. Other lines are unchanged.

Beets, Canadian, bag	0 45	0 50
Potatoes, Ontario, per bag	0 70	0 75
" New Brunswick, per bag	0 80	0 85
" sweet, barrel	3 50	4 00
" " hamper		1 75
Onions, Spanish, per 50 lb. crate		1 35
" Canadian, dried, bag	0 80	0 90
" Valencia, extra, cases	3 00	3 50
Carrots, new, per bag	0 35	0 45
Cabbage, Canadian, per doz	0 50	0 60
Squash, basket doz	0 50	0 75
Cauliflower doz	0 75	1 25
Celery native doz	0 25	0 40
Pumpkins, dozen	0 50	0 65
Turnips	0 30	0 35

FISH—The fish men are busy. Cold weather put life into the frozen fish trade, almost the only kind of stock in hand. Ciscoes are selling as low as 50c a basket. This is owing to an over supply during the mild weather. Some of these, however, are not in first-class condition and have to be sold at a loss.

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07
Herring, medium, per lb	0 05½	0 06
Whitefish	0 10	0 11
Cod, frozen	0 08	0 09
Trout, fresh, per lb	0 10	0 11
Halibut	0 09	0 10
Haddock, frozen		0 07
Sea salmon, Silverside	0 10	0 12
Pike	0 05½	0 07
Pickerel, yellow	0 08½	0 09
Soft shell crabs, doz		4 00
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 15-lb. box		1 30
" Labrador, keg		3 00
Mackerel, each	0 18	0 20
Smelts, per pound No. 1		0 10
" " No. 2		0 12
Oysters, Long Island		1 60
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Ciscoes, basket	0 50	1 00
Finnan Haddie, smoked, 15-lb. package		0 08
Boneless cod, quail on toast		0 06
" " imperial		0 05
" " steak		0 06½
Shredded cod, doz		0 90
Acadia cod, crate		2 40
" tablets, box		1 60
Bloaters		1 25
Qualla		0 09
Catfish, dressed		0 10

CORRECT REPORTS FROM THE WEST.

Frank O. Creed, of the F. F. Dalley Co., Hamilton, has just returned from an extended trip to the coast. During a call at the Grocer office, Mr. Creed spoke enthusiastically of the business outlook in the West and said that his business was largely increased over last year. "I can vouch for the information sent in by your special Western correspondent," said Mr. Creed, "for I found on reading The Grocer every week that it gave a pretty thorough resume of the conditions I found as I traveled through the

Louis Erichsen, of Wm. Erichsen & Son, manufacturers' agents, Vancouver, is in Toronto this week calling on the grocery trade. Mr. Erichsen has just returned from an extended trip to Great Britain and Europe, where he was successful in picking up several new agencies.

Holly Wreaths -- Christmas

Joseph Brown & Sons' Ad. SEE IT? PAGE 71

FRUIT for XMAS

Our Navels are conceded by all to be the finest leaving Toronto this season. ***Every Orange*** Ripe and ***Fine Color.***

Holly, Holly Wreaths, Wreathing, Pineapples, Tomatoes, Bananas, Cucumbers and other delicacies.

FULL STOCKS ***PROMPT SHIPMENTS***

WHITE & CO., Limited

TORONTO and HAMILTON

"THE SIGNAL"

of victory is flying o'er the brands of California Oranges packed by the Stewart Fruit Co. Quality has merited it. Ask for the Navels bearing The Signal. Your now customers will bring more.

District Agent, - - W. B. Stringer

Fresh Arrivals ***This Week***

CAR NEW CALIFORNIA LEMONS

Squirrel Brand. Smooth as silk. Bright, waxy fruit

FLORIDA and MEXICAN ORANGES

FANCY MALAGA GRAPES

OUR FIRST CAR CALIFORNIA NAVEL ORANGES

Due to arrive Saturday, 14th

Send us your orders. Price and quality always right.

HUGH WALKER & SON

GUELPH, ONT.

FLORIDA ORANGES, $2.50 per box ***PORTO RICO ORANGES, $2.40 per box***
MEXICAN ORANGES, $2.25 " ***CALIFORNIA NAVELS, $3.25 to $3.50 "***

We have also full lines of Grape Fruit, Lemons, Malaga Grapes, and other seasonable goods, at attractive prices.

THE DAWSON COMMISSION CO., TORONTO

Our outlet for Poultry, Butter and Eggs is the best.

Get particulars of our new "Beacon Brand" Sanitary method of shipping oysters in sealed tins—used but once. The one and only solution to the question of unwatered—solid meat measure oysters.

The F. T. James Co., Limited

Fish and Oyster Distributors

Church and Colborne Streets, - - - - TORONTO

ESTABLISHED HALF A CENTURY

SEND US YOUR POULTRY!

We are paying:

Turkeys, lb. 13½c.
Chickens, lb. 13c.
Geese, lb. 09c.
Ducks, lb. 12½c.

(f.o.b. Montreal)

Prompt remittance. ***Ship at once.***

O'Connor's Fish Market

St. Antoine Market

(Between the 2 Depots)

MONTREAL.

Frozen Lake Fish

for prompt shipment

GET OUR PRICES

THE CANADIAN FISH & TRANS. CO. LIMITED

Wholesale Fresh, Salt and Frozen Fish

BLIND RIVER, Ontario

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The Maclean Publishing Co., Limited

MONTREAL TORONTO WINNIPEG

SOME FISH TALK

READ WHAT WE SAY; *THEN ORDER*

NEW HADDIES, 6 1-2c per lb.

Choice, fresh cured stock, in 15-lb. boxes, arriving daily from our curing houses. A really attractive line at this Advent season and "a good buy" at the price.

LARGE FROZEN SEA HERRING, $1.70 per 100 Fish

Another line that makes fine eating. And how does the price suit? Less than 1¾c per fish. Make your own quotation to the housewife. Good profit!

"SEALSHIPT" OYSTERS

These we are proud to offer you. They are the new kind, put up in airtight sealed carriers. No ice or water; all solid meats, and the real oyster flavor.

All other lines Fish and Oysters at low prices. *Get our New Price List, just out.*

4 LONG DISTANCE TELEPHONES.

LEONARD BROS.,

20, 22, 24 and 26 YOUVILLE SQUARE,
MONTREAL
P.O. Box 639

Branches:
MONTREAL,
ST. JOHN, N.B.,
GRAND RIVER,
GASPE.

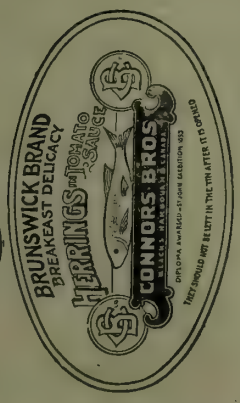
"THE LARGEST FISH WAREHOUSE IN CANADA"

Repeated orders tell the quality of the

Famous

"Brunswick Brand"

Sardines



Connors Bros., Limited

Black's Harbor, N.B.

Montreal Agents: Leonard Bros.

A Pure Food

"Sealshipt" Oysters are guaranteed perfectly pure. No preservative is ever used or needed because "Sealshipt" Oysters are packed in airtight sealed cans with ice around the can—not touching the oysters.

"Sealshipt" Oysters

build trade for dealers who handle them. They are so much more delicious in flavor, so much firmer, fresher and more appetizing than any oysters you ever had before that once your customers have tasted them no others will ever satisfy.

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

If handle "Sealshipts" we help you sell them—by booklets, newspaper advertising, etc. "Sealshipt" Agents are getting the Oyster business.

National Oyster Carrier Co.

South Norwalk **Connecticut**

MAKING MONEY IN A BAD YEAR

Manager of Chicago Packing House Tells How Advantage Was Taken of Low Prices Early in the Year to Make Big Profits Later— Canadian Hogs Superior to United States Product.

T. J. Connors, general manager of Armour & Co., Chicago, who by the way is a Canadian and was at one time a resident of Toronto, was in the city last week renewing acquaintances. In conversation with the Canadian Grocer Mr. Connors spoke on various matters affecting trade in the United States and Canada.

"You people in Canada have hardly any idea of the depressing effect the recent monetary stringency had on trade in the United States," he said. "The big concerns which had money were all right, but the growing concerns and the men who of necessity had to obtain loans to continue their business were all but crushed out of existence and those who reached out after trade on any but conservative lines were sent to the wall. Armour & Co. weathered the storm all right because they had plenty of money, and this passing year roiled up a larger surplus than ever before. A year of depression is good for the man who has money, but bad for him who has little or none. Of course this is from the selfish standpoint. Last January Armour & Co. bought and packed 600,000 hogs. We found that the farmer as well as the tradesman was turning everything he could possibly let go into money, so we bought everything offering, and the price at which we bought them, four cents, was a great deal lower than we could buy now. We simply stocked the product, knowing there would be an advance later on. And this has come. The same thing was done with cattle, and we bought at a price lower than prevailed during the summer."

Summer a Beef Season.

Asked as to the cause of high meat prices last summer, Mr. Connors stated that beef prices are always higher in summer than in winter. "While more meat is eaten during cold weather than in the warmer months," said Mr. Connors, "yet there is more beef consumed during summer than at any other season of the year. No person cares for pork and fat meat during summer, and with the exception of some breakfast lines, very little pork product, comparatively, is disposed of. The great demand for beef during the summer makes a raid on supply with a consequent advance in price. To-day beef prices are lower, because with the advent of colder weather other lines are being asked for. Next summer prices will be up again. At present beef is at 7¾ cents for the best grades, and by March next the price is expected to be 9 cents.

Superior Canadian Hogs.

Questioned regarding the hog situation, Mr. Connors said, "Well, we are paying 5¾ cents, and getting plenty of them. In Canada I believe the packers are paying 6 cents and over. Your hogs are a little better than United States porkers on account of the feed the farmers give them. They have a firmer and drier flesh, while the U.S. pig is oily because he is fed on corn. There are not sufficient hogs here, however, to keep a big packing-house going.

The Cattle Quarantine.

"The recent cattle quarantine is a good thing, and it is pleasing to see that both the Canadian and U.S. Governments are co-operating in trying to stamp out the disease. Dressed meats, however, should not be included. This meat bears the approval of the inspectors, is placed in refrigerator cars, and sealed while being shipped. Just now the meat is going to Europe via Portland because of the closing of New York and Baltimore ports.

"Some person has said that 'trade follows the flag.' This is not so—at least not to the man who wishes to make his business a money-maker. This continual crying-out because somebody else is getting business is poor policy. Some concerns, when they find they are losing their hold on a market immediately begin to cut prices. Armour & Co. never do that. Just as soon as a market proves a loser the company discontinues selling there and places its goods elsewhere. It has been found better to keep goods in stock and in storage rather than cut to get sales. We let the other fellow do that and sooner or later there will be one competitor less.

Features of British Markets.

"Certain lines of Canadian pork products have a good sale in England. The British consumer demands quality and is willing to pay the price. Undoubtedly Irish pork products are the best in the world, but not all pork that is sold as such in England comes from Ireland. The Danes are coming to the front in this respect and are sending first-class goods to the British markets. They are proving the greatest competitors of Canadians. The Danes' proximity to England is a distinct advantage in this and enables him to follow the markets more closely than the Canadian packer possibly could. In this way he knows when to kill and when not to send his products over.

"Canadian Wiltshire and Cumberland cuts have a ready sale in England," continued Mr. Connors, "and as these cuts take from Canada a great many backs and hams, there is a chance for the Chicago packers to come to Canada with backs, which are in demand for consumption. The duty, however, precludes doing any extensive business and it is only when a line proves profitable that Armour & Co. at least push business to the sale point."

A WIDEAWAKE CONSCIENCE.

From Warsaw, Ind., comes something entirely new in the way of a conscience of the old-fashioned type in the first-class working order. In these days of pure food agitation it is refreshing to hear that a prominent grocer of that town has caused to be inserted in various newspapers in that vicinity the following announcement:

"I want to make restitution and beg pardon of the people through the newspapers. When I was in the butcher business in Akron I mixed tallow with lard and sold it to my customers. I ask all of these people to forgive me of the offense, and if there are any who are not satisfied with just forgiving me, if they will send me a statement of the amount that they think they were wronged, honestly between God and man, I will make all wrongs right.—Journal of Commerce.

W. G. CRAIG & CO. LOSE BY FIRE.

Kingston Wholesale Grocer's Stock Burned in Disastrous Conflagration on Sunday.

W. G. Craig & Co., wholesale grocers, of Kingston, suffered serious loss in a fire early on Sunday morning, Dec. 6, which completely destroyed the fine building at the corner of Princess and Ontario Streets, occupied by the Wormwith Piano Company and the W. G. Craig Co.

The fire started in the varnish room of the piano factory about 2 a.m., and in spite of a fire wall rapidly spread to the premises occupied by the wholesale house and destroyed practically all the stock.

W. G. Craig & Co.'s loss is said to be about $30,000. Of this $28,000 was stock, and this was covered with $26,000 insurance. Over $1,000 tea was saved, many chests being carried out during the progress of the fire. According to local reports the direct loss on stock and office will not be exceedingly heavy, though the fact that the stock is destroyed at this season of the year is particularly unfortunate. It is understood that business will be renewed at once in other premises.

A VISITOR FROM JAMAICA.

Wm. F. Barry, Kingston, Jamaica, is in Montreal at present in the interests of his fruit business. Mr. Barry contemplates opening an office in Montreal in the near future for the more satisfactory transaction of his large and growing trade. He says the City of Kingston is being rapidly rebuilt and will be better than ever before, architecturally, as a result of the earthquake.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Holly Wreaths for Xmas

We Have It

A Profit Winner for You!

Beautiful green wreaths of Holly with fine red berries.

Every family uses them for decorating.

The grocer is the man they ask for it.
Be ready to supply your customers.

Do not let your competitor beat you.
Fine profit. Great seller next two weeks.

Send a trial order, and you will give us a repeat for New Year's.

Prompt shipment. Satisfaction guaranteed

Price: $1.50 Per Dozen

Going quickly. Order before we are sold out. Wire us.

Also Can Supply You

with Xmas Wants in all Fruits and Nuts.

All Kinds Oranges **Fancy Almeria Grapes**
New Messina Lemons **New Walnuts**
Almonds and Pecans **New Golden Dates**

and

FINEST BANANAS THE YEAR ROUND. **ALWAYS OUR LEADER.**

Prices Right. Satisfaction. Our Style Pleases.

DON'T FORGET THE HOLLY

Joseph Brown & Sons, - Montreal

THE GROCER'S ENCYCLOPEDIA

Where the Supply of Cranberries on Canadian Markets Come From—How They Are Cultivated and Handled—In Great Demand at the Holiday Season.

CRANBERRIES — This familiar product finds in Canada a growing demand from year to year. They are cultivated in carieties in the New England States, in Nova Scotia, and grow wild in certain districts of northern Ontario. Cranberries, which bloom in the north, are picked by the Indians or settlers and no regular attempt has been made to market them, except in isolated cases. The cranberry, in order to enjoy a ready sale, must be as carefully attended to as any other product entering so largely into daily consumption.

There are several varieties of cranberries, such as Early Reds, Late Reds, Early Blacks, Bachelor, Centennial, Jersey, Early Howes, Late Howes and other specimens. The harvest is generally begun early in September, and continues until the middle of October, so that dealers in Canada are practically sure of a supply from the beginning of September until nearly the end of February the following year. The berries are raised on swampy, wet ground, and by the fourth year a good crop is generally assured.

The price of cranberries depends wholly on the supply. If the early harvest is a meagre one the figure is advanced, and if the late yield is liberal the price is inclined to drop. They are grown in New England States, particularly in Massachusetts, New Jersey, Cape Cod, and also in Wisconsin. The Nova Scotia berry is also cultivated to a fairly large extent, but they are not nearly as widely known, neither are they nearly as popular with the public, as the New England specimens. As to the harvest, it may be stated that the yield is on an average one barrel to the square rod, and the average picker can pick six bushels a day.

Cranberries will keep much better and longer in cool weather than in warm, but under no circumstances must they become frost-bitten. The secret of keeping them is to have them at an even temperature, neither too hot nor too cold. One crop of each variety is gathered each year. The opening price for the early varieties was about $9 per barrel, and now the late varieties are going at $15. The Nova Scotia berries generally sell from $1.50 to $2 less per barrel. The reason they are not in the same demand as the New England berries is that, generally speaking, they are not so dark in color in some instances and have not the flavor, the appearance nor tang of thr more widely known New England brands.

All cranberries before being sent out from Cape Cod are carefully assorted as to color, size and quality. In Nova Scotia the same care is not observed and, of course, it cannot be reasonably expected that they can be marketed to such good advantage.

The darker, firmer and more like the rich, ripe cherry the cranberry is, the wider its demand. Cranberries are not merely delicious as a side dish with fowl, particularly with the toothsome turkey, but also when preserved by the good housewife, either as a jelly or a sauce. In some instances cranberries are canned by factories, but not frequently. Cranberry jelly is, however, always a welcome morsel, particularly at Christmas and Thanksgiving periods. The demand for cranberries is so great that there are more sold in one day during Yuletide than in a week at other times.

Some of the points to be considered in the cultivation of cranberries is to select the place that will escape frost; a low piece of ground is the place generally chosen, although in some instances high ground, if surrounded with hills and high trees, is equally as good. In Nova Scotia cranberries require peat covered with sand. It is best to have the peat only a few inches thick, as it then requires only about four or five inches of sand.

Dealers have to guard particularly against the berries turning soft, as in case they do they are not marketable and prove a dead loss.

A Nove Scotia dealer writes in part: "I have a machine to winnow the berries with and then they run into a barrel. I then use sieves fifteen feet long and two feet wide, sitting on benches two feet high. The berries are put into the sieves and hand-picked. The dirt and little berries drop through the sieve to the floor, I then put the good berries into barrels holding two bushels and three pecks and ship them in small lots. It pays best to sell at once while the berries are in good condition. One great cause of berries spoiling is that they sweat in the barrel. The cause of sweating is that they get cold in the barrel during a cold spell of weather, and then the weather suddenly changes. The berries being cold, the warm weather condenses the moisture in the air, and the berries get wet. The secret is to keep the berries at an even temperature, either cold or hot."

To Avoid The Financial Crisis, Handle

SHAMROCK

BIG PLUG

SMOKING TOBACCO

It will pay you a goo ofit
Besides building you a trade

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

SMOKERS' ARTICLES

Merchants wanting finest and best articles for smokers for the Christmas and New Years holidays should call and see my stock, or wait for my travellers' calls before placing their orders—Satisfaction guaranteed.

JOS. COTE
IMPORTER AND WHOLESALE
TOBACCO DEALER
Office & Store, 186-188 St. Paul St. Phone 1272
Branch - 179 St. Joseph St. Phone 2097
QUEBEC

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade

They Pay!

Ask the Man Who Has One!

Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont.
F. E. MUTTON, Canadian Manager

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case

Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

Are You Keeping Your Tobacco Stock Up-to-Date?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

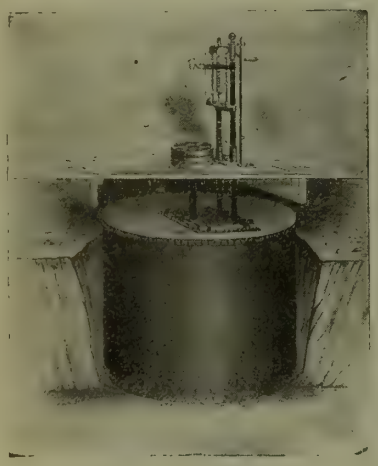
THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it well mean ***LARGER BUSINESS—BETTER SERVICE—REDUCED EXPESE*** and ***LARGELY INCREASED PROFITS.***

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:
Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of Modern Store Fixtures
Berlin, Ontario



Cut 6—Under the Floor Outfit

Turn Your Losses into Profits

Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 5046. Write to-day.

S. F. Bowser & Co., Ltd.

66-68 Fraser Ave., - - TORONTO

If you have an old Bowser and want a new one, write for our liberal exchange offer.

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.

The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

We make a specialty of
COUNTER CHECK BOOKS
for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.
We manufacture
SHIPPING TAGS
The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion, 1 year.....	$30 00
"	"	6 months...	17 00
"	"	3 months...	10 00
50	"	1 year.....	17 00
"	"	6 months...	10 00
25	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

MISCELLANEOUS.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

NATIONAL AID—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge treet and Wilton Avenue, Toronto, Ont

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Pay Street, Room 116, Toronto, Canada.

MISCELLANEOUS.

BETTER, CHEAPER, SAFER LIGHTING. — The Pitner System of Gasoline Lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner Systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MACLEAN PUBLISHING CO., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

WANTED.

GROCERY traveller wanted for Ontario who can take sideline on commission. Box 235, CANADIAN GROCER, Toronto.

TRAVELLERS—Counter check books make a good side line. Pocket sample; liberal commission. Box 221, CANADIAN GROCER. [1]

WANTED in every town and village, a representative to take charge of the circulation of our various publications: — Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

FOR SALE.

FOR SALE in Ontario—General store with grain and coal warehouse in connection. Retail business. This year will be over $25,000. Situated in small village in good locality. No opposition. Box 238, GROCER, Toronto.

FOR SALE—Well established retail grocery, feed and seed business in town of 10,000. Turnover last year $70,000. Will lease or sell property. Satisfactory reasons for selling. Address Box 232, CANADIAN GROCER, Toronto.

FOR SALE—Grocery, flour and feed. About $1800; annual turnover $11,000. Best manufacturing town east of Toronto. Box 236, CANADIAN GROCER, Toronto. (91)

GENERAL Store and Boarding House, opposite C.P.R. depot. Stock worth about $1500; yearly sales $6000 to $7000. The best reasons for selling out. All further particulars on application. Address P.O. Box 130, Coulter, Man. [51]

SITUATIONS WANTED.

RAILROAD secretary and steno., with many years experience in general manager's office, would like position as corresponding secretary in commercial line. 15 years in present position. Box 239, CANADIAN GROCER.

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

Men Who Sell Things

By WALTER D. MOODY

Business Manager of Chicago Ass'n. of Commerce.

This "Salesman's Blue Book," written for Manufacturers, Merchants, Employers, and all Sellers of Goods, gives the author's Observations and Experiences of over 20 years as Travelling Salesman, European Buyer, Sales Manager and Employer. It shows "HOW TO INCREASE THE EFFICIENCY OF YOUR SELLING SERVICE" and "HOW TO INCREASE YOUR BUSINESS." Adopting these up-to-date suggestions means MONEY FOR YOU. Three of the 22 subjects are: The Order Taker, Right Kind of Salesman, Letters to the Trade.

295 pp. Net $1.00. By Mail $1.10.

TECHNICAL BOOKS

10 Front St. East, Toronto

REFRIGERATORS
FOR BUTCHERS AND GROCERS
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Lea's

The Pickle with the home-made flavor

Turkey and Lea's Pickles make the Christmas Dinner complete. Have you secured your Pickle for your Christmas Trade? Do so before it is too cold to ship.

Packed by

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

WESTERN REPRESENTATIVES: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb tins 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	8 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 55
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
½ "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 70
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Brooms

		Per doz.
Nelson's—		
Pansy		$3 65
Good Luck	35	3 25
"	30	2 85
"	25	2 35
Bamboo A		3 85
" B		3 65
" C		3 40
" D		3 10
" E		2 95

Cereals

H-O. COMPANY ROCHESTER, N.Y.

	Per case.		Per case.
Force, 36s	$4 50	Gusto, 36s	$4 85
Korn-Kinks 36's	1.45	H-O. oatmeal, 24,	3 10
Presto, 36s	3.40	Buckwheat, 36s	3.50
Pancake, 36s	3.50	Corn Starch, 36s	2.50
Tapioca, 36s	2.85	Farina, 24s	1.70
Hominy, 36s	2.50		

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

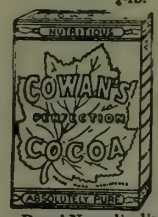
Chocolates and Cocoas.

Cocoa— THE COWAN CO., LIMITED

Perfection 1-lb. tins per doz.	$4 80
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—	
Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30
Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" ¼'s " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 3½
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	4 doz. to case	per doz.,	$ .90
¼ "	4 " "	"	2.40
½ "	2 " "	"	4.75
1 "	1 " "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz	0 90
Prepared cocoa, ¼'s	0 28
Prepared ½'s	0 28

Mott's breakfast cocoa, 10c ize	90 per dz.
" breakfast cocoa, ½s	0 38
" " ¼s	0 38
" No. 1 chocolate, ½s	0 32
" Navy ½s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes.	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes.	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes.	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins.	0 47
Soluble cocoa (hot or cold soda 1-lb. tins.	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box.	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
¼ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails Pails.	and 10, 25 and 50 lb. Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18		0 16
Special Shred	0 17		0 15
Ribbon	0 19		0 17
Macaroon	0 17		0 15
Desiccated	0 16		

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40 0 30

JAMES TURNER & CO. Per lb

Mocca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

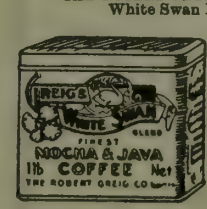
PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles,	4 doz, per doz		1 75
10 "	4 " "		3 00
Rep. quarts,	1 " "		6 50
Imp.	1 " "		9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —Imperial

Large size jars, per doz.	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Peanut Butter.

IMPERIAL CHEESE CO., LTD.

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases,	25 cartons	$3.50 each
Small "	50 "	3.60 "
Assorted, cases,	26 small, 12 large	3.55 "

Net 30 days.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montrea $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

'Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	" 1	"	3 00
"	4 "	" 1	"	4 50
"	20 "	" ½	"	4 75
"	20 "	" 1	"	9 00

THOMAS J. LIPTON

Prices on application.

Infants' Food.

Robinson's patent barley		½-lb. tins	$1 25
" "		1-lb. tins	2 25
" "	groats	½-lb. tins	1 25
" "		1-lb. tins	2 25

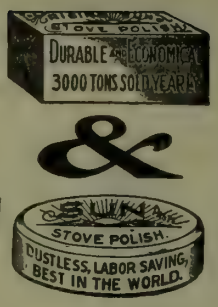
Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	19 00

Discounts on application.

RISING SUN STOVE POLISH IN CAKES



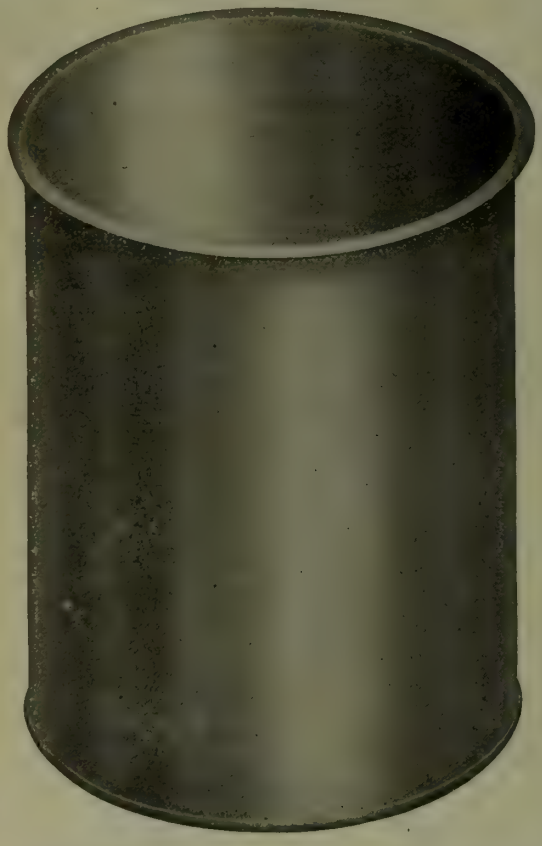
SUN & PASTE STOVE POLISH IN TINS

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

MORSE BROS., Props. - Canton, Mass., U.S.A.



Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato,** not the **Tomato** to the size of the **Opening.**

Pack **Whole Tomatoes,** not Crushed Fruit.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Mar. Ams Patents

MOLASSINE MEAL

Keeps Horses and Cattle in good health, prevents and cures Coughs, Colds, Diarrhoea, and other complaints. Prevents and eradicates Worms.

Particulars and Prices from

ANDREW WATSON

91 Youville Square - - MONTREAL

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

Sell These And Make Money

"SIMPLY DELICIOUS"
IS THE VERDICT INVARIABLY GIVEN

Agents: Rose & Laflamme, Limited
Montreal and Toronto

Table Raisins
from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva
Malaga, Spain

Agents:—
ROSE & LAFLAMME Limited
Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Pure Jams—1-lb. glass jars (16-oz. jam) 2 doz. in case.....per doz.	$1 80

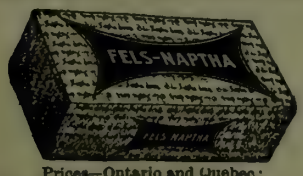
Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases.....	5 25
Five cases, or over.....	5 15

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price
'Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 09½	
½-bbls. 0 09½	
Tubs, 60 lbs. 0 09½	
20-lb. Pails. 2 00	
20-lb. tins.. 1 90	
Cases 3-lb.. 0 10½	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (25 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks.....	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated)

GILLETT'S PERFUMED. Per case

1 case of 4 dozen.....	$3 60
3 cases of 4 dozen.....	3 50
5 cases or more.....	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb.	glass	jars.
Pineapple	"	1 "	"
Green Fig	"	1 "	"
Green Fig and Ginger	"	1 "	"
Lemon	"	1 "	"
Grape Fruit	"	1 "	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Shredded"—	
1-lb. glass, doz.....	1 90
2-lb. "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethey's condensed, per gross net .. $12 00
per case of 3 doz. net 3 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk....	4.70
Good Luck....	4.30

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	1-lb. tins.....per doz.	$1	40
"	½-lb. tins ..... "	2	50
	1-lb. tins ..... "	5	00
Durham 4-lb. jar.....per jar.		0	75
" 1-lb. jar..... "		0	25
F. D	½-lb. tins.....per doz.	0	85
	1-lb. tins..... "	1	65

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	3 50
" ½-pts. 24's.....	25

Sauces.

PATERSON'S WORCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....		0	90
Pint " 3 doz....		1	75

THOMAS J. LIPTON
Prices on application.

Soda.

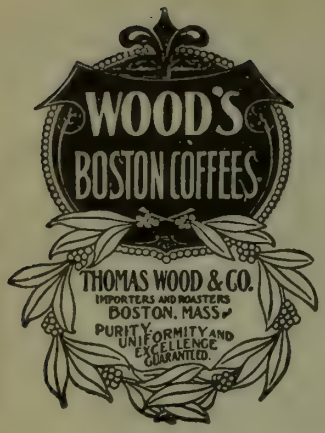
COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $

MAGIC BRAND. Per case

No. 1, cases, 50 1-lb. packages.....		$	3 75
No. 2, " 120 ½-lb. "			3 75
No. 3, " {90 1-lb. " {60 ½-lb. " }.....			3 75
No. 5 Magic soda—cases 100—10-oz. pkgs.			
1 case			2 85
5 cases.....			13 75

STRIKING FEATURES



PURITY appeals to all classes of consumers.

UNIFORMITY holds the patron to his favorite brand, so that your trade is not fluctuating, but permanent, with possibilities for increase always before you.

SUPERIORITY lends its powerful influence to the other claims, and

WOOD'S COFFEES

are known far and wide as the ideal goods for the millions.

They are not "here to-day, there to-morrow" products, but are like faithful allies, and hold up the Grocer's hands in extending trade.

Canadian Factory and Salesrooms:

No 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Magpie soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	13 00
Straw hat polish	"	18 50

3 doz. to box..... $3 45

6 doz. to box $6 90

30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. cartons	
No. 1 " " 8-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	
4 lb. lumps	0 8½

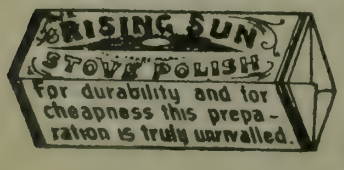
BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 7½
Kegs, 100 lb.	0 07½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.
pkges, cases 5 doz., per case.. 4 75

Stove Polish.

	Per gross.
Rising Sun, 5-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 5-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
5 gallons	4 50

Syrup

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
Kegs, 150 lbs.	0 03¾ "
2-gal. pails 25 lbs.	1 25 each
3 " 38½ lbs.	1 75 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ per lb.
Kegs, 150 lbs.	0 03¾ "
2-gal. pails 25 lb.	1 25 each
" 38½ lbs.	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Tea

THE "SALADA" TEA CO.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, 1's	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East, Toronto.

Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ½'s, ¼'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ¼'s and 1's	0 44	0 60
Gold " Afternoon blend, ¼'s and 1's	0 50	0 70

Blue Label, 1's	0 20	0
Blue Label, ½'s	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, 1's and ½'s	0 55	0 80
Embossed, 1's and ½'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

Canisters			
Gold Tins, 5's	35c. 1.75	50c. 2.50	
Gold Tins, 3's	35c. 1.05	50c. 1.50	
Gold Tins, 1's	36c. each	50c. each	
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.	
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1.00 lb.	
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb	

MELAGAMA TEA.

MINTO BROS., 55 Front St. East

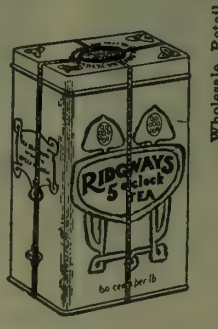
	Wholesale	Retail.
Black, green, mixed, ½s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c		0 23
Green Label, " 40c		0 30
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		55

RIDGWAYS.
London, Vancouver, Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H M S, 1's and ½'s	0 75	1 00
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.		

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15 00
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C., Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

THIRTY EIGHT DAY EXCURSION CRUISE

Every twelfth day a "P & B" steamer leaves Halifax for Bermuda, the British West Indies and Demerara, and no finer sea trip exists. The round trip takes thirty eight days and the cost is small. Better write for illustrated booklet.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

$10,959.99 Collected!

That's the amount we've collected for clients during the past year—our first year in business. In May, 1907, we handled 140 new claims. In April, 1908, we handled 425 new claims. No wonder our clients are satisfied. They have the proof of our collecting ability.

Let Us Cure Your Slow Collections

The Beardwood Agency

313 New York Life Building

MONTREAL

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.

Patras, . Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:

J. L. Watt & Scott - Toronto

Watt, Scott & Goodacre, - Montreal

The Condensed Ads. in The Canadian Grocer bring results. Try one.

VERRET, STEWART & CO.
LIMITED

Wholesale
Dealers in
SALT

MONTREAL

To Our Grocer Friends:

The average housewife is becoming more fastidious each day in her ideas of what sanitary precautions should be adopted in handling a food product. Undoubtedly, you have already realized this.

Have you ever considered this regarding Mince Meat.

Why not handle a dust-proof-sanitary-wrapped package like **Wethey's Condensed Mince Meat?**

All jobbers. 3 doz. to a case.

J. H. WETHEY, LIMITED
ST. CATHARINES

Empire Brand

Spices All kinds
Icing Sugar A special price
Nuts, Dates, Figs
And all Christmas Goods

READY FOR PROMPT SHIPMENT. We offer you a Bargain in
DAVIES' MEATS --- 1 lb. Corn Beef and 2 lb. Corn Beef

SEE OUR TRAVELERS. WRITE OR PHONE US

4 Free Phones
USE FREELY

GEO. E. BRISTOL & CO.

Hamilton, - - - - Ontario

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, DECEMBER 18, 1908. NO. 51

Leaves no room for Criticism.

Keen's Oxford Blue

is so pure in its constituents
that it does its work perfectly.
That is all your customers want.

For sale by all jobbers.

FRANK MAGOR & CO., 403 St Paul Street, **MONTREAL**

Agents for the Dominion of Canada

It is positively the most nourishing and healthful table food for general family use—

"Crown" Brand Table Syrup

the most perfect corn syrup possible to be made—
Clear, pure, rich, golden, nourishing and delicious flavor.

Put up in most saleable shape for family use.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. **Works, Cardinal, Ont.** **164 St. James St., Montreal**

MACONOCHIES'

Pickles, Sauces, Jams, Marmalade, Canned Fish, Etc.

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GENERAL AGENTS FOR CANADA AND UNITED STATES:

MacLaren Imperial Cheese Co., Limited

HEAD OFFICE: TORONTO

Raisin Perfection :

Seedless
Not
Seeded

GRIFFIN'S SEEDLESS RAISINS

Seedless
Not
Seeded

A
Distinct
Fancy Variety of

ABSOLUTELY SEEDLESS RAISINS

Cured in the sun without use of lye, sulphur, or any deleterious matter.

Most highly flavored, most wholesome, cleanest

Packed only by

Griffin and Skelley Company

"Canned by Griffin"

Until you break the shell of a nut you are wholly in the dark as to the quality of the meat therein. A fair exterior often covers an unsatisfactory interior. Quality depends largely upon reputation—you've got to be guided by that. Be guided, then (if seeking highest quality in Canned Fruits), by these three words, "Canned by Griffin," and you'll be absolutely safe.

Griffin's Canned Fruits

Purity is a paramount quality of Cox's Gelatine and the maintaining of that purity is the unalterable purpose of the makers. The Standard is fixed—it does not deviate a hair's breadth from year to year.

COX'S

THE PURE GELATINE

COX'S

As sugar is sugar and tea is tea, so Gelatine is "Cox's" the world over. By it all other brands are judged.
It is always the same pure Gelatine.

Arthur P. Tippet & Co.
GENERAL AGENTS
MONTREAL

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

G. WALLACE WEESE
Manufacturer's Representative
Grocers' and Confectioners' Supplies, Storage and Distribution attended to.
Am open to accept one or two more clients, established connections.
Offices: Myles' Fireproof Storage Warehouse
HAMILTON, CANADA. Correspondence Solicited

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers,
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036 - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

ON SPOT
RAISINS, CHEESE, BEANS
EVAPORATED APPLES
AT LOWEST PRICES

W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

TORONTO.

SWIFT'S "SILVER LEAF" LARD
Car now on track.
Our prices are right.

Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

DOMINION STORAGE & FORWARDING CO., LTD.,
43 Colborne Street, TORONTO
Consignments stored at lowest rates in city. All facilities for handling and shipping goods.
TELEPHONE MAIN 5661

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Manufacturers' Agents
and
Importers
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MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Don Storage & Cartage Co. Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

WINNIPEG

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

(Continued on page 4).

If there is anything
You want in a hurry for

XMAS TRADE

Write, Wire or 'Phone Us
at our Expense

All orders shipped same day as received

EBY-BLAIN, LIMITED

Wholesale Grocers, TORONTO

HESITATION

Has been the Downfall of Many a Good Business Man. The One who can grasp a Situation immediately, usually comes out on top

What About Your Grasping a Chance of This Kind ?

25c BLUE RIBBON TEA	1s	at 20c
	½s	at 21c
30c " " "	1s and ½s	at 24c
35c " " "	1s and ½s	at 25c
40c " " "	1s, ½s, ¼s and ⅛s	at 30c
50c " " "	1s and ½s	at 35c
60c " " "	1s and ½s	at 42c
80c " " "	½s and ¼s	at 55c
$1.00 " " "	½s and ¼s	at 70c

Packed in black, mixed and green. We will ship you ANY grade you wish at the above prices, NET 30 DAYS, delivered your railway station. Compare our prices with other package teas.

The Blue Ribbon Tea Co., Limited

266 ST. PAUL STREET - - - - - - - - MONTREAL

Manufacturers' Agents—Continued.

Telephone 6434
Cable Address:
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A. B. C. 5th and Armsby's Latest

W. H. Escott

Wholesale Grocery Broker
and Manufacturers' Agent

Office and Warehouse
141 Bannatyne Ave.
Winnipeg - - Canada

ESTABLISHED 1887

Carman Brokerage Co.

Wholesale Grocery Brokers
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
141 Bannatyne Ave. WINNIPEG, MAN.

GEO. ADAM & CO.

Wholesale Grocery Brokers
and Manufacturers' Agents.
430½ Main St. - - Winnipeg
Established 14 years. Correspondence solicited

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880
Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

VANCOUVER

F. G. EVANS & CO.

Grocery Brokers and
Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

TEA;

Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
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10. Tea Culture, a Probable American Industry.

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Capital and Surplus, $1,500,000. Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

— OFFICES IN CANADA —

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.

Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL

ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

BASKETS

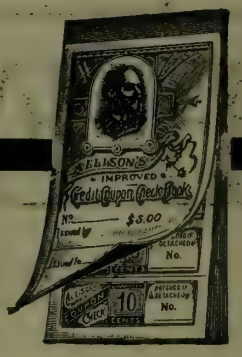
You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,

OAKVILLE, ONT.



CREDIT customers make less trouble than anyone else where

Allison Coupon Books

are used. Reduce expenses, eliminate losses, prevent misunderstandings—paying for themselves many times over.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in front of the book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere

MANUFACTURED BY **ALLISON COUPON CO.**

INDIANAPOLIS, IND.

1908-1909

We take this opportunity of extending to you the Season's Greetings. We sincerely hope that you will have a very prosperous Xmas trade, and that in the New Year your business will be still more satisfactory.

This last year has been an anxious one for most of us, and the profit side of our ledgers may not be altogether satisfactory, yet we have much to be grateful for, and the coming year, from all indications, should be a good one for all of us. As someone has said, "We Canadians have toiled hard until we have reached the top of the toboggan slide, and now nothing can hold us back."

We are entering the New Year with a determination to supply you with the very best Canned Goods at reasonable prices, and we hope your New Year's resolution will be to handle only the very best, viz., Canadian Canners' Brands.

Yours respectfully,

CANADIAN CANNERS, Ltd.

Clean Methods

mean a whole lot in the manufacture of canned goods. If a sloppy plant is kept and sloppy employes used, the result is generally a sloppy, flavorless product. We are very careful to avoid sloppiness in the manufacture of

Old Homestead Brand
Canned Fruits and Vegetables

Our methods are strictly clean and up-to-date. Our employes are cleanly people of great skill. Our stock is the subject of expert selection—only the highest grade of fruits and vegetables that can be obtained being used in Old Homestead Brand. The result is, clean, sound goods of a fine, full, natural flavor.

Your Jobber Can Supply You.

The Old Homestead Canning Co.

Picton, - - Ontario

Get After the Peddler

Reach out after the tea trade he is getting—the trade that rightfully belongs to you. But how is this to be done? Only by educating your customers to purchase goods the peddler cannot buy. You can never hope to win back the peddler's tea trade by selling bulk teas. The peddler sells that.

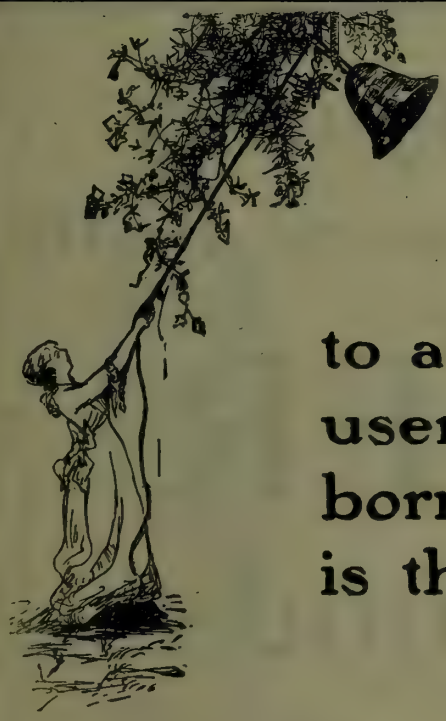
Concentrate your energy and selling force on pushing a tea of supreme quality—well advertised and having an enormous sale—a tea the peddler cannot buy. Such a tea is

"SALADA"

The most profitable tea for a grocer to handle. For seventeen years it has maintained its prestige as the highest grade tea. A constantly increasing demand shows its great value to every grocer as a sure trade-winner. With "SALADA" you serve the public well, and the peddler can't take your trade.

Prove it Yourself, Mr. Grocer

CANADIAN OFFICES - - - - - TORONTO OR MONTREAL



A Merry Xmas

to all our customers and users of Chase & Sanborn's high grade Coffees is the sincere wish of

Chase & Sanborn

Montreal

E.D.S. Brand
Jams and Jellies

Guaranteed Absolutely Pure

Unequalled in Flavor

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

Unequalled in Quality
and a Producer of Permanent Profit

QUAKER
Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, - ONT.

Your Customers are Not Getting Much Enjoyment Out of 25c. Tea

30c. Red Rose Tea is cheaper than any 25c. tea—cheaper because it has much finer flavor, more strength, will make more cups of tea to the pound.

Any 25c. tea you can sell has only a coarse weedy flavor, a flavor you do not like yourself and you would never drink it unless you could not get anything else. Your customers are just the same as you.

Sell them a pound of 30c. Red Rose and you will see that they will very soon come back asking for "more of the same tea," and will say nothing about the small difference in price.

You would like to have more tea business; you would like to do the biggest tea trade in your section of the country.

You can do it by selling good tea, and you will find that your customers will say "Red Rose Tea is good tea" and will tell their friends that they buy it from you.

You can make a bigger business than you have ever had if you start right in now with the new year and push Red Rose Tea. Will you do so?

BRANCHES—
3 Wellington East, Toronto
315 William St., Winnipeg

T. H. ESTABROOKS
ST. JOHN, N B.

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents:

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
HAMILTON MORTON CO., 1 Wellington St. E., Toronto
W. H. AHRENS, 396 Victoria St., Winnipeg
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., LIMITED

Purveyors to H.M. the King, Mayfair Works, Vauxhall,
LONDON - ENG.

A Merry Xmas to All

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

To Our
Many
Friends
We
Wish

A Merry Christmas
And a Very
Happy and Prosperous
New Year

Mathewson's Sons
WHOLESALE GROCERS
202 McGILL STREET, - MONTREAL
Proprietors QUAKER SALMON

Imperial Evaporated Cream

As perfect a product as modern science can produce.

Made in the finest dairying district in Canada, by experts working in a modern plant.

Sure to Please Your Most Exacting Customers.

Order a trial shipment.

The Canadian Condensing Co.
CHESTERVILLE, ONT.

GENERAL SALES AGENTS :—S. H. Ewing & Sons, MONTREAL

WHY CARRY IN STOCK

Canada First Evaporated Cream ?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED. NO DEAD STOCK.

Manufactured by

AYLMER CONDENSED MILK CO., Limited
AYLMER, - ONTARIO

Mr. Grocer— Read This— It's For You

Nothing ever sold by Grocers can approach the KAISER WAX PAD AND IRON CLEANER IN MERIT. Every housekeeper with common sense knows a good thing when she sees it—she is very ambitious to excel in her Laundry work—with the KAISER WAX PAD AND IRON CLEANER a long felt want is supplied. It sells easily. By taking up an agency you can work up a steady and increasing business, as WHERE THE KAISER WAX PAD AND IRON CLEANER IS ONCE USED it is ALWAYS USED. Housekeepers are mad after it and will thank you for supplying them with this great labor saving discovery. REDUCES IRONING TIME BY HALF.

Save Your Elbow Grease

PATENT APPLIED FOR

The Kaiser Wax Pad AND IRON CLEANER

The Cleaner that Cleans Well.
The Wax Pad that Waxes Well.

REQUIRES BUT HALF THE TIME TO DO AN IRONING.

Every Housekeeper dreads ironing day, especially so, when she has a lot of Shirt-Waists, Mens Shirts, Collars Cuffs, etc. to Iron; She always wants to obtain a high gloss finish equal to First Class Laundries, and after hard work by the use of Common Wax, a lot of rubbing and Polishing utterly fails.

The Kaiser Iron Cleaner & Wax Pad will clean and smooth the rough and rusty places that have accumulated since the last time they were used By rubbing the hot Iron quickly over the corrugated surface you remove immediately starch or rust. You will be delighted when you try the Iron to see how smoothly it slips over the linen and the result will be no difference from first class laundry work. When the wax is entirely exhausted in the outer 2 Layers on both sides, remove it—and you still will have 2 Layers left.

WHY YOU SHOULD USE IT.

The cost to use it is almost nothing.
The Iron does not adhere to the fabric.
It imparts a splendid perfume to the clothes.
It saves a great deal of hard work in Ironing.
It gives an excellent lustre to the Linen or Muslin.
The Clothes will remain clean and neat much longer.
It gives the Clothes a much better finish than by any other method.
It makes the Iron pass smoothly over the surface and does not leave any black streaks or spots.

Every Housekeeper that cares to do *Good Work* should have one. *We claim* there is nothing on the market is *its equal* to the KAISER IRON CLEANER & WAX PAD, for *quickness, convenience, satisfactory work or economy.*

Advertise Your Business!!!

In each gross you will find 500 descriptive circulars like the above, leaving space for you to stamp your name and address on. These circulars will pull you in the customers for the KAISER WAX PAD AND IRON CLEANER and at the same time ADVERTISE YOUR BUSINESS. We want to convince you of the virtues of KAISER WAX PAD AND IRON CLEANER. Send your order to your Jobber or to our nearest Agents or direct. We will see that you get supplied. We know that you will never regret having secured an agency.

Manufactured by

The Ancker-Thiem Co.

CHICAGO, U.S.A.

WANTED — Agents throughout Canada in unrepresented distributing centers.

Canadian Agents :

Richards & Brown, Winnipeg, Man.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.

"RUSH" ORDERS

Let us look after your "Rush" Xmas orders. Mail orders, or orders wired or phoned (at our expense) will have our usual prompt and careful attention.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

Brooke Bond's Packet Teas.

You know your trade. You know what your customers expect to pay. You know the kind of tea they insist on having. Knowing these things, are you sure you are getting for them better tea for their money than they can get elsewhere in your town?

Stocking our Packet Teas will enable you to do this, for, thanks to our system and business methods, we can offer you better tea than you can get elsewhere for the same money.

For samples apply to

Messrs. Hamblin & Brereton,

Corner of Notre Dame and Victoria Streets,

WINNIPEG, MANITOBA.

Fruit Jars
Jar Rings
Butter Tubs
Butter Paper
Brooms, Brushes
Baskets

Walter Woods & Co.

Hamilton and Winnipeg

A perfect system leaves a good impression which means more business.

THE LOBLAW CREDIT SYSTEM

Cuts your bookkeeping in half.

The less writing you do in bookkeeping, the less chance to make mistakes.

WRITE OR PHONE TO

THE CARTER-CRUME COMPANY, LIMITED

TORONTO and MONTREAL

Business is Booming in the West

Are you getting your share, Mr. Manufacturer, of the active and profitable business in the West? Are you satisfactorily represented? We can handle one or two more lines.

Correspondence invited

R. B. Wiseman & Co.

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

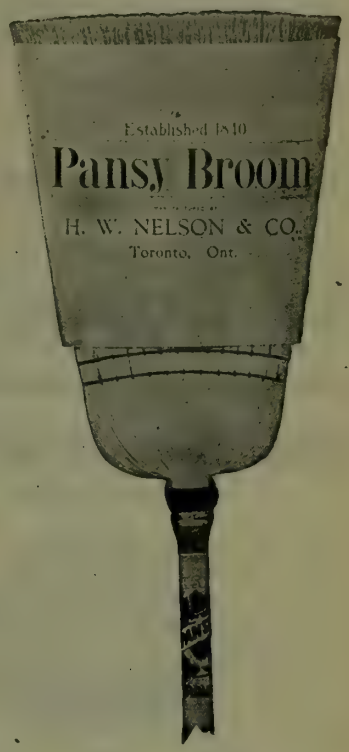
Manufacturers' Agents and Brokers

We make a specialty of distributing cars for Eastern Manufacturers. Consign to us and we will distribute the goods among your customers.

ESTABLISHED A.D. 1840

A Good Thing Gets Known

A few of the articles you sell are so good that your customers talk about their goodness to their neighbors, thus enhancing your reputation. One of these favored grocer-boosting articles is the



Pansy Broom

The broom in the individual wrapper.

It is made from the finest broom corn grown, by the best skilled workmen in Canada. We can supply you with other brooms, too, but our best offer is the Pansy. It beats everything on the market.

H. W. Nelson & Co., Ltd.

T O R O N T O

Making the Customers Come Back

That's just what

"Pride of Niagara Falls" Brand Canned Goods

have been doing this Season

They'll keep on doing it. It's all owing to the quality and methods employed in the most modern and sanitary factory in Canada. We have on hand

Select Hand Packed Tomatoes
Refugee Wax Beans

These are not cheap goods but THE BEST. Can be obtained through the following agents:

Eby-Blain, Limited, Toronto. **Frank L. Benedict & Co., Montreal.**

F. H. Wiley, Winnipeg, Western Agent.

Order Ewing's Herbs!

They possess that ever present quality which ensures steady sales. No matter what your requirements in herbs we can supply you.

How is your stock of

Sage, Savory, Thyme, Mint, Marjoram?

Talk to Our Travellers or Write Us.

S. H. EWING & SONS 98 King St., Montreal
Also at Toronto

"Salad, Edible and Cooking Oils"

WINTER PRESSED

"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

FRUIT CANS
All sizes—All kinds.

SYRUP CANS
For products of Maple, Corn and Cane.

MILK CANS
For Sweetened Milk and Evaporated Cream.

MEAT CANS
Bevelled, Round and Square.

BISCUIT TINS
of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE **Norton Manufacturing Co.**
HAMILTON

That all our customers may enjoy

A MERRY CHRISTMAS

AND

A HAPPY NEW YEAR

is the wish of

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

Merry Christmas
to You!

May your Christmas, Mr. Grocer in the Eastern Townships, (and all over Canada for that), dawn a happy day finishing off a prosperous year's business.

We make our greeting apply chiefly to E. T. grocers, because **we know them,** are in business **to serve them loyally and well.** We have done this in the past and will continue to do so.

May 1909 Eclipse the Success of 1908
For us Both

T. A. Bourque & Co., Reg.

Wholesale Grocers and Proprietors Duchess Brand Goods

Sherbrooke, Que.

Walter Baker & Co.'s
Cocoas and Chocolates

In single box lots we will supply at the following prices:

Baker's Cocoa, ¼s - - - - -	**35½c. per lb.**
" " ½s - - - -	**35½c.** "
Premium No. 1 Chocolate, ¼s -	**32½c.** "
" " " ½s -	**32½c.** "
Webb's Cocoa, ¼s - - - - -	**29½c.** "

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

WAGSTAFFE'S

Fine old English

Plum Puddings

and

Mince Meat

Are the best.

Your money returned if not satisfied.

Ask your wholesale grocer for them.

WAGSTAFFE, LTD.

Pure Fruit Preservers

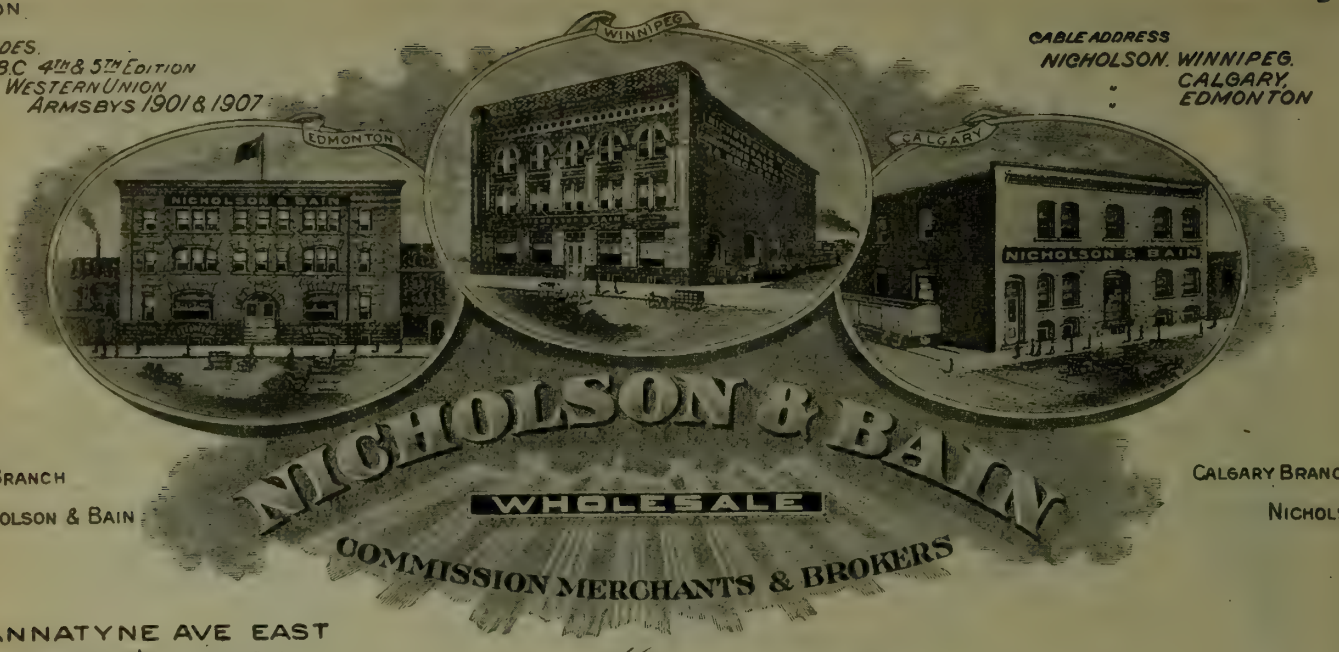
HAMILTON

E NICHOLSON

D H BAIN

CODES.
A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON



EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

Herewith please find Acreage and estimated yield in the Provinces of **Manitoba, Saskatchewan** and **Alberta:—**

WHEAT.	Acreage.	Estimated Yield per Acre	Total
Manitoba	2,710,000	15 bushels	40,650,000 bushels
Saskatchewan	3,170,000	18½ "	58,645,000 "
Alberta	410,000	21 "	8,610,000 "
Total			107,905,000 "
	Total acreage in the three provinces.	**Estimated Yield per acre**	
Oats	2,660,000 acres	34 bushels	90,440,000 bushels
Barley	860,000 "	21 "	18,060,000 "
Or a total in the three Cereals of			216,405,000 bushels

September wheat is quoted at Fort William at 98c. per bushel, October 95¼c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **$100,000,000.**

We are brokers and Commission Merchants exclusively. Can we not handle your goods in the Great West? Yours truly,

NICHOLSON & BAIN

CALGARY WINNIPEG EDMONTON

Storage for all classes of Merchandise, also cars distributed at Winnipeg, Calgary and Edmonton.

TO THE TRADE:

Have You Seen the Latest and Most Striking Evidence of the

Increasing American Demand

for

CEYLON TEA

READ THIS

EXPORTED TO AMERICA

Jan. 1st, to Oct. 31st, 1907

Black, 7,053,900 lbs.
Green, 1,918,600 lbs.

Jan. 1st, to Oct. 31st, 1908

Black, 8,296,500 lbs.
Green, 2,912,100 lbs.

An Increase in Direct Shipments

of 24.92%

And in a Year of Trade Depression, Too!

WORKINGMEN

Desire to pay no fancy prices for a common, every day necessity such as a hand cleaner. That's why they all demand

Gilmour's 10c Hand Cleaner

which possesses all the qualities of the higher priced lines, and which is packed in full sized tins particularly popular with the hard-working man.

Ask Your Wholesaler's Traveller—Or Write Us.

The Gilmour Company, Montreal

604-6-8 Papineau Ave.

"THE GENUINE HAND CLEANER IN THE ORIGINAL YELLOW TIN"

Ridgways Tea

is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

SUBSCRIPTION CANVASSER WANTED

To solicit subscriptions in Toronto for one of our publications.

A retired merchant or one who has had experience as a salesman preferred.

As high as $1,500 a year will be paid to a first class man.

THE MACLEAN PUBLISHING CO., LIMITED

THICK, SWOLLEN GLANDS

that make a horse Wheeze, Roar, have Thick Wind, or Choke-down, can be removed with

ABSORBINE

or any Bunch or Swelling. **No blister, no hair gone,** and horse kept at work. $2.00 per bottle, delivered. **Book 3 D free.**

ABSORBINE, JR., for mankind, $1.00, delivered. Reduces Goitre, Tumors, Wens, Varicose Veins, Ulcers, Hydrocele, Varicocele. Book free. Made only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.

LYMAN, SONS & CO., Montreal, Canadian Agents.

Tartan

BRAND

You Want Goods in a Hurry?

WE HAVE EVERYTHING

PHONE 596 at our expense.

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers, - HAMILTON, ONT.

"Keep up with the Twins"

"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

BORDEN'S BRANDS

The two best known and acknowledged leaders in Condensed Milk and Evaporated Cream, are

"EAGLE BRAND" CONDENSED MILK and **"PEERLESS BRAND" EVAPORATED CREAM**

Unsweetened

It is good business policy to sell what is known as good and right—

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Vancouver and Victoria, B.C

SUGAR

When next purchasing supplies of Granulated Sugar ask for

Redpath

The purest and best—To be had in original packages—

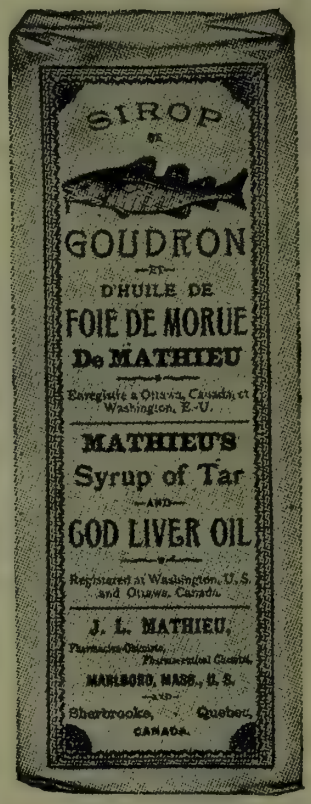
Barrels of about 300 lbs. and Bags of 100, 50, and 20 lbs.

The

Canada Sugar Refining Co.,

Limited

MONTREAL



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsaleable stock. No time and trouble spent in persuading people to have it.

Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nervine Powder is another good seller. Both are necessities in your business.

Mail that order to-day.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

Do You Want Ottawa Business?

Certainly, you do! It's well worth going after. To properly look after customers here you must have a stock right on the spot. We will store it for you, safely and economically. Ask us how.

A 1 Railway Connections. **Advantageous Insurance.**

Every Modern Convenience.

WE ARE THE WAREHOUSE PEOPLE!

The Dominion Warehousing Co., Limited

J. R. Routh, Manager **52 Nicholas St., OTTAWA**

The Real Live Selling Line

is what you want. H.P. Sauce is what you are looking for. It has all the necessary qualifications for a leading line. It is extensively advertised, and sells freely. Customers are delighted with it. It is the Sauce of the 20th Century. Write our agents for samples and prices. Try it on your own table and you will see why it has caught on.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Limited, Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Limited, St. John's, N.F.

Midland Vinegar Co., Ltd, Birmingham and London, England

Christmas is rapidly drawing near. Our stock of

LYTLE'S MINCE MEAT

is equal to every demand. No grocer should let his stock of this necessity run out and thus lose sales.

Order from your jobber or direct.

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

JAMES DOME BLACK LEAD

GIVES A GOOD, BRIGHT, LASTING SHINE.

THE BEST STOVE POLISH ON THE MARKET

NO DUST

W. G. A. LAMBE & CO., Canadian Agents

TRADE MARK
KEYSTONE
BRAND
REGISTERED

Klondike
Jubilee
Sterling

These three names have for years stood for ***high quality*** in ***Brooms.***

They are now put up with polished maple handles and are unequalled for value.

Manufactured by

STEVENS-HEPNER CO.
Limited

Port Elgin, Ontario, Canada

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

TODHUNTER'S COFFEE BLENDS GOOD ON MERIT

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER, MITCHELL & Co. COFFEE IMPORTERS, TORONTO

J. W. Windsor
Montreal

: : : Maker of Canada's Famous : : :
Balmoral Scotch Marmalade

wishes each and every Canadian grocer a

Merry Christmas

and trusts that all will enjoy their dinner that day the more for having on the table a pot of the marmalade they have sold in such quantity in 1908.

"SNAP"
the world's best
Hand Cleaner

One tin is equal to three times the quantity of soap. It will instantly free the hands from every trace of paint, dirt, grease or grime of any kind whatever. It will not injure the skin; but will leave it clean, soft and white. There's an excellent profit in "Snap"—none better in the trade. Ask your jobber to send you a trial case of

"SNAP"—The Original Hand Cleaner

Made by

The Snap Company Limited
Montreal, - Canada

BLACK KNIGHT STOVE POLISH

Makes stove polishing a clean and easy matter. You may guarantee Black Knight to be the most satisfactory stove polish on the market. There's an excellent profit attached to every sale.

Ask Your Jobber for Black Knight Stove Polish

The F. F. DALLEY CO., Limited

HAMILTON, CANADA BUFFALO, N.Y. U.S.A.

HOLIDAY BUYERS DEMAND HIGH-CLASS COCOANUT

Our 15 or 20 lb. pail.

WHITE DOVE

will satisfy them because it is the best on the market, being purest, consistently highest quality, and known to be dependable from long experience.

If your stock is low, replenish at once.

Agents :
Geo. A. Stone, Vancouver, B.C.
Scott, Bathgate & Co., Winnipeg, Man.
Frank M. Hannum, Ottawa, Ont.
C. E. Macmichael, St. John, N.B.
J. W. Gorham & Co., Halifax, N.S.

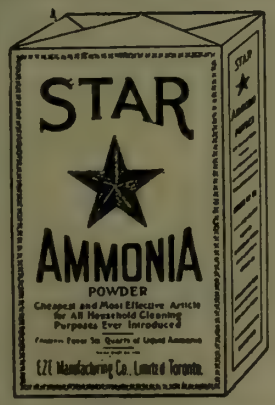
MANUFACTURED BY

A Practical Package.

Packed in 5-lb. Tins, 12 to case
" 10-lb. " 6 "

W. P. DOWNEY

24 and 26 St. Peter Street, - - MONTREAL


STAR
AMMONIA
POWDER
Cheapest and Most Effective Article for All Household Cleaning Purposes Ever Introduced
E.T. Manufacturing Co., Limited Toronto.

Star Ammonia

Is perfection of production in a neat and attractive package.

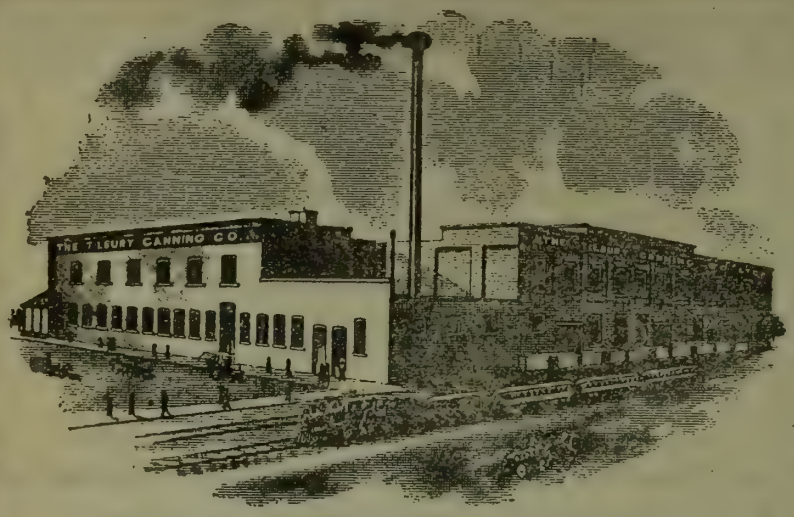
IT SELLS.

Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

Lea's

The Pickle with the home-made flavor

Turkey and Lea's Pickles make the Christmas Dinner complete. Have you secured your Pickle for your Christmas Trade? Do so before it is too cold to ship.

Packed by

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

WESTERN REPRESENTATIVES: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

'CAMP'
COFFEE
The Brightest Star
in the Coffee-Essence World!
Retailers who stock 'Camp' Coffee are in for a busy time and a paying one! 'Camp' this season is going to boom. Strong and constant advertising coupled with the best article of its kind on the market, explains why.
Replenish your stock—quick—before the rush comes!
'CAMP'
COFFEE
Sold by all wholesalers, everywhere
PROPRIETORS: R. PATERSON & SONS, COFFEE SPECIALISTS, GLASGOW

MERRY XMAS

To our many customers throughout the Dominion we wish a most happy Christmas.

We trust that the past year has been a good one for you from a business standpoint, and that 1909 will be even more satisfactory in every respect.

Our many lines have helped you do a good year's business in 1908 because of their unvarying excellence, and we trust we may continue to be of similar assistance to you in future years.

Sugars & Canners
Montreal LIMITED

A Record **66 Years in Business**

1842——1908

To Our Customers and Many Friends

We Wish

A MERRY CHRISTMAS

AND

MOST PROSPEROUS NEW YEAR

May Our Relations be as Cordial as in the Past

L. CHAPUT, FILS & CIE, Montreal, Canada

WHOLESALE GROCERS

Importers of Teas, Coffees, Wines and Liquors.

ESTABLISHED OVER 200 YEARS

CHAMPION'S

LONDON, ENGLAND

IS THE BEST VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.

ONTARIO AGENTS : The Lind Brokerage Co., 23 Scott St., Toronto
Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal
W. H. Escott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS — WRITE OUR AGENTS FOR PARTICULARS

"WHITE SWAN GOODS ARE GOOD GOODS"

—ALWAYS—

CEREALS, SPICES, COFFEES, ETC.

WHITE SWAN SPICE AND CEREALS LIMITED

(SUCCESSORS TO THE ROBERT GREIG CO. LIMITED)

TORONTO

HOW TO FREE HIGH HALLS OF DUST-WEBS

THE

Ideal Duster

Solves the Polished-Floor Proposition

The dust problem is constant—like dish-washing—the drudgery of it is split in two with the IDEAL. It appeals to more people as a mechanically correct and necessary device than our Mop, the SELF WRINGER, ever did and we venture the statement that you have for nearly 20 years found our products free from complaints, owing to perfect construction. You can therefore sell as you buy—in perfect confidence. We solicit trial orders through the jobbers.

If you have not received advertising matter with your goods drop a card to us.

Tarbox Bros., Mfrs. Toronto, Ont.

BRITISH DEPOT: 2 Hope Chambers, Liverpool

THE McGREGOR PAPER BAG HOLDER.

THE GROCER'S GREATEST CONVENIENCE

McGREGOR PATENT

PAPER BAG HOLDER

HAVE YOU SEEN IT? WRITE

175 Borden St., - Toronto

Allredie Plum Pudding

Mr. Grocer, this **is not** only a Christmas Plum Pudding, but, being light and digestible, will appeal to everyone at all seasons.

Allredie Plum Pudding is put up in powdered form, a radical departure from old style, containing all the necessary ingredients naturally used in the homes of your customers.

Allredie Plum Pudding saves the housewife all the trouble of cleaning fruit and getting her pudding ready—a good talking point, use it—It will make sales for you.

Let your jobber send you a sample case. If he does not carry send to us and we will advise you where you can buy it.

ALLREADY PURE FOOD CO.

of Canada Limited

BRIDGEWATER - - NOVA SCOTIA

Agents :—A. H. BRITTAIN & CO., Montreal. THE LIND BROKERAGE CO., Toronto. W. H. ESCOTT, Winnipeg.
W. A. SIMONDS, St. John, N.B. B. R. HOLEMAN, Charlottetown, P.E.I.

Ask For Wine

and specify

Marsala Wine

It is the finest after dinner beverage in the land. If you don't believe us send for a **free sample** and **convince yourself.**

Your customers will appreciate your calling their attention to this famous brand.

$7 a case and up

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent **Phone Main 2731**

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES

(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP

(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis. - - Quebec.	W. H. Escott, - - - Winnipeg.
C. DeCarteret, - - Kingston.	R. B. Bedlington & Co., - Calgary
Jas. N. McIntosh, - - Ottawa	Tees & Pearse, - Edmonton.
Geo. Musson & Co., - Toronto.	Wilson & McIntosh, - Vancouver
J. W. Bickle & Greening, - Hamilton.	C. Leonard Grant, - P. E. Island
G. H. Gillespie, - - London	

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

ONE MORE YEAR CLOSES

In a few more days 1908 will be of the past, but before it goes there will be celebrated a feast of gladness—a day of rest.

We take this opportunity of wishing you

A Merry Christmas

May your cares be forgotten for the NONCE and pleasures reign.

It is our sincere hope that the past year has been as successful for you as it has been for us, and that 1909 may be for you

A Happy and Prosperous New Year

Should we continue to be favored with your patronage—as we hope to—we can assure you of that same attention to your slightest commands which has characterized our dealings and made for pleasant and cordial relations in the past.

LAPORTE, MARTIN & CO.,

LIMITED

Wholesale Grocers and Wine Merchants - - **Montreal**

A Merry Xmas

To our hundreds of customers throughout the Dominion we extend the heartiest greetings of the season. May your Christmas be the happy finale to a most successful year.

During 1908 we have made new friends in all parts of Canada. We have served them well and will continue to do so in the New Year.

Such service as reputation, a large and competent staff, and strict attention to business ensures is given to our customers year in and year out.

A continuance of your patronage is requested.

Hudon, Hebert & Co., Ltd.

Wholesale Grocers and Wine Merchants

MONTREAL

The most liberally managed firm in Canada.

Special Prices

to reduce stock before stock-taking.
It will pay to wait for our men,
they have full particulars.

James Turner & Co., Limited

Hamilton, Ontario

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This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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Advertising As An Investment

It Must Not Be Considered as an Expense, but Rather as a Commodity—It is the Salesman's Greatest Ally — How to Keep Business Good After the Holiday Rush—Some Suggestions and Criticism.

Written specially for the Canadian Grocer by W. F. Raiph.

E. O. McCormick, of the Harriman lines, in an address to the fruit growers of Southern California recently said: "You must recognize advertising as a commodity. It is imperatively necessary that you get this truth fixed firmly in your minds before you can hope to give it that broad consideration which its importance demands. Get away at once and forever from the idea that it is an expense. It is not an expense, it is a commodity; just as necessary a commodity in the selling of oranges, as business is conducted to-day, as are the oranges themselves.

"I do not mean by this assertion that you cannot go on selling oranges forever without any advertising; but one of the purposes of this convention is to see if means can be devised which will increase the consumption of oranges and thereby increase the sales of the product.

"There is no mystery or magic about advertising—that is to say, no more mystery than attaches to doing any other thing well. It is not an experiment. Propery done it is simply good salesmanship. It does simultaneously in a thousand or a million places what an individual can do only in one place at a time.

The Salesman's Ally.

"Paradoxically it not only does not supersede the salesman, but is his greatest ally. The better the advertising, the better the ally. It is the advance agent of the salesman. It predisposes the dealers and the public, and clears the route of the salesman of many of its thorns. Good salesmanship is the ability to induce people to buy your things equally with, or in place of, the stuff others sell."

Mr. McCormick has touched the spot. He has named the quality which separates a good retail advertisement from a poor one. People will always buy groceries—they must—whether the grocers advertise or not; but the aim of advertising is to increase the consumption of groceries. Every ad should be full of suggestion. Your aim is to get the people to buy more than they intend to. Very few customers go out of even the most ordinary of grocery stores without being asked, "Now, is there anything else?" In the more progressive stores this inquiry takes the form of a suggestion of something else. The writer went into a grocery and butcher store the other day for the sole purpose of buying a pound of butter. But when he came out he was carrying, besides the butter, a roast of pork, a pound of cheese and some canned soup. Suggestion did the trick. The man behind the counter of that store was a genuine Salesman with a capital "S." He was chock full of suggestion.

Now, every grocer who is progressive enough to read this paper knows the value of suggestion as applied by the man behind the counter. But what a lot of grocers have yet to realize is the value of suggestion as applied by the man behind the counter when he sits down to write an ad.

Delicious English Confectionery

PURE AND WHOLESOME.

Fresh supplies again to hand from Messrs. Clarke, Nicholl & Coombes, London, Eng., of Turkish Delight, Barley Sugar, Peppermints, Ginger, Pineapple, etc., etc., etc.

BARLEY SUGAR.

This is a specialty we sell in very large quantities—only 15c bottle.
Sold all over the city at 25c. Also:—

Butter Scotch Drops	20c Bottle.
Mixed Fruit Drops	20c Bottle.
Satin Pralines	20c Bottle.
Genuine Malt Drops	20c Bottle.
Assorted Chocolate Pralines	20c Bottle.

SCOTCH PEPPERMINTS.

Very convenient to have a few of these in your vest pocket when down town; they are extra strong. Only 60c per large bottle.

TURKISH DELIGHT.

We have now a good supply of delicious Turkish Delight in 1-lb. wooden drums. Price, only 25c per drum.

CRYSTALIZED GINGER
—And—
PINEAPPLE SQUARES.

packed in fancy 1-lb. cardboard boxes, at 50c per box.

See the display of these choice English Confectionery in our show window.

New Zealand Rabbit

30c PER TIN.

Have you tried any of the delicious Rabbit we get from New Zealand?

IT EATS LIKE CHICKEN.

It is tender and juicy, and you can hardly tell it from Chicken, and less than half the price.
We are selling the large cans at 30c each, or $3.25 per dozen.

Choice Baldwin Apples

IN BUSHEL BOXES.

We are offering a very choice lot of selected Baldwin winter-keeping Apples, put up in bushel boxes.

ALL HAND PICKED.

We are often asked for a package of this size from people who do not care to take a whole barrel.
This lot has been exceptionally well packed and is free from specks and not bruised, as you generally find in barrels.
Price, only $2.00 per box, delivered free to any part of the city.

FRASER, VIGER & CO., LIMITED.
ITALIAN WAREHOUSE, Established 1956
FRASER'S BUILDING, 207, 209 & 211 St. James St., Montreal

A WELL-WRITTEN GROCERY AD FROM MONTREAL.

Suggestive advertising is pretty largely practised by all kinds of retail merchants during the holiday season. This is the case more especially with those dealing in the goods more readily adapted for Christmas gifts. But when the holiday rush is over, merchants are almost too ready to accept a "dull season" as an accomplished fact. Live, suggestive advertising, carried on all the time, in holiday season and out of it, is a great business stimulant. After the Christmas season there is, of course, bound to be a little slump; but the right kind of advertising will greatly lessen it.

The Calgary Grocery Co.
1209a First Street West
Phone 1218
Special Prices for Wednesday and Thursday Cash Sales
GRAPES—Finest Ontario grapes, in 8-qt. baskets, per basket.... 50c
2 baskets for 95c
TOMATOES — Green tomatoes, in 50-lb cases; per case.....$1.50
Half case 75c
PLUMS—Green plums for preserving. A few cases only. Per case $1.00
SUGAR—B. C. granulated sugar, in 20-lb sacks. Per sack.....$1.15
RAYMOND SUGAR—In 20-lb sack $1.10
CEREALS—Toasted Corn Flakes, Flakes. Malta-Vita and Puffed Rice. Regular 15c package. Special, 3 packages for..... 25c
CORN MEAL — Yellow Corn Meal, in 10-lb sacks. Regular 45c sack, for 35c
ROLLED OATS—Red Star Rolled Oats, in 8-lb sacks. Regular 40c per sack, for 35c
Or 2 sacks for 65c
COCOA—Cowan's Cocoa. Regular 15c tin; 2 for 25c
SOAP—Weir's Buttermilk Toilet Soap, in boxes of three cakes. Regular 25c box, for 20c
Or 2 boxes for 35c
PORK AND BEANS—In tomato sauce or plain. Regular 15c tin. Special, per tin 10c
MAPLE SYRUP—The Diamond brand maple syrup, in quart tins —regular 40c tin for 30c
In half gallon tins, regular 75c, for 60c
FLOUR—Five Roses flour, in 98-lb sacks, per sack $3.35
Half sacks $1.70
Quarter sacks 85c
SHREDDED COCOANUT—Regular 40 lb. for..... 25c
JAM — Crosse and Blackwell's household jam in 7-lb tins. Regular $1.25 tin, for 90c
AYLMER JAM—In 7-lb tins. Regular 75c. for..... 65c
RAISINS—Sultana seedless raisins. Regular 15c lb. at 2 lbs.... 25c

A WELL-ARRANGED AD FROM CALGARY.

Keep It Up.

There is a good deal of sound sense in the following extract from an exchange:

"The duller the times the more you require advertising. There may be some possible excuse for a business man letting up a bit in his advertising when "The world moves along like a song." When sales come without effort and he has difficulty in meeting persistent demand—although even then we regard present advertising as a most tangible future asset. But surely it is mighty poor judgment for one to sit by and twiddle his thumbs in sorrow and dismally refuse to make any sort of advertising effort when times are troublesome. The wise oarsman going up stream increases his efforts in proportion to the strength of the current against him. The sensible business man should do the same. To stop advertising because there is a suggestion of business depression is like ceasing to court a pretty girl when a rival appears in sight. Really that is the time you should put in your best licks.

"If you let a bit of a financial flurry that's past bind your advertising wings you are not only proclaiming yourself a "quitter," but are leaving the field wide open for the other fellow. And when there is a tightening up of times it simply means that the business will be distributed where the most intelligent and enthusiastic effort is made to secure it.

"Advertising is not a luxury. It is not a decoration—not the "trimmings." It is the underlying motive power, the real wheel-mover of business, and when you allow this motive power to slacken you let your business machinery run down.

"In a battle a good soldier never runs before the firing begins and then he always stands his ground. It is small wonder that a number of business men at the first glimpse of the hovering hard times cloud, drop off their advertising, are now complaining of the serious financial condition of the country. It seems a platitude to say that the time when things are slackest is the time for you to buckle to and do your hardest hustling, but it is a fact that needs to be iterated and reiterated to the Canadian business man, who in the most buoyant and prosperous times, frequently allowed himself to become awed by the shadow of a slump.

"You have got to believe in the ultimate success of your business no matter what the times are, and you have got to keep every force working to bring about the desired condition.

"It's the grit of the cinder path that makes the foot race all the more fleet. It's the element of resistance that makes the business game worth the playing. You don't win 'hands down,' but with your muscles working.

"Supposing things are dull, get busy and make them better. In this fight every business man has his part to perform. Do your part to bring about good times and the law of average will distribute them so you will get your share."

Some Hints and Criticism.

That's a good piece of suggestive advertising of Fraser, Viger & Co.'s re-

Hello! Hello!
"Is that Diprose's store? We have heard about your own make Mincemeat and want to try it. It's 10 cents per lb., isn't it? Well, send me two or three pounds, and also some of those Cranberries you advertise at 10 cents per quart and, yes, send me another pound of White House Coffee and Diprose Special Tea. That 40c blend is the nicest tea I ever tasted. I'll order my Christmas fruits from you when I come down town Saturday."
JOHN DIPROSE
Dundas and Ridout Sts., Phone 886—Dundas and Wellington Sts., Phone 2262—Richmond and Hyman Sts., Phone 1291.

A NOVEL AND STRIING AD FROM LONDON.

produced with this article, headed, "Delicious English Confectionery." Take particular notice of the suggestions under

the heads of "Scotch Peppermints" and "New Zealand Rabbit." The latter is particularly good; and its safe betting that it induced people to try that particular dainty. This ad, however, lacks a good arrangement, and its strength is accordingly impaired. The ad is not as neat in appearance as it deserves to be.

The Calgary Grocery Co. ad is good, too—particularly so in appearance. Its systematic neatness is very attractive and there is an absence of superfluous reading matter that strengthens it. In this ad the suggestive quality is covered by the special price.

John Diprose, the London grocer, submits an ad that gets at the point in rather a different manner to that taken by the writer of the Calgary ad. For general purposes, the Calgary ad style is conceded the best. All the same, the man who can produce an occasional novel advertisement such as that written by Mr. Diprose is bound to make an impression. The ad is certainly suggestive. It is more; it is persuasive. The woman who is hesitating between buying mincemeat ready-made and making it herself is liable to send for some of the Diprose brand without more ado. Of course, the test of any ad is its ability to sell goods; and the occasional use of the style submitted by Mr. Diprose by a regular advertiser is quite likely to accomplish that end. To be effective an ad must attract, interest and persuade. This ad is attractive—the picture makes it so. It is interesting, because the imaginary telephone conversation is brightly written and gets to the point quickly. It is persuasive because it suggests easy action on the part of the reader. Thus, possessing the qualities of a good advertisement, this kind of ad should sell the goods if not used too frequently.

A Grocer at the Winter Fair

Points of Interest to the Trade in the Provincial Exhibition at Guelph Last Week—The Seed and Poultry Departments the Most Attractive, Though Others Give Information to Discuss With Customers—Some of the Meetings of the Week.

Specially written for The Canadian Grocer by a local merchant.

Guelph, Dec. 14.—The annual Winter Fair, held here last week from Tuesday to Saturday, Dec. 8 to 12, was larger and better than any former effort in the way of a Provincial Winter Fair here or anywhere is the opinion of the officers and exhibitors. A grocer on entering the Machinery Hall where gasoline engines, hay lifters, etc., are displayed is at once struck with the handy devices for doing a great deal to assist the farmer with his work. The latest washing machines, wringers, cream separators, sewing machines, are in evidence, and, last, is a potato sprayer and also a potato planter. These seem new ideas and drew the attention of the crowd of city people as well as the farmers. A grocer can spend a full day investigating and getting the benefit of the teaching at this Exhibition. Each cream separator that your customers buy is adding its part to the betterment of the grocer, and a grocer ought to be able to decide which is the best from his own knowledge gleaned at these fairs and from the information he receives from his farmer customers who have the different kinds. It is simply wonderful to note the interest a farmer will take in a grocer when he finds out the grocer is interested in him, his farm and his machinery for the advancement of his farm. One little feature of the machinery section of the Fair that was of interest to everybody was a miniature teter and slide just like we all used to use when we were children. Even the grocers with their little chaps were experimenting on it.

The Seed Department.

After a pleasant chat with the grocer, who is taking tickets at the door, we move along inside. Immediately on entering the lower floor this year a grocer is interested, as right on the ground floor is the seed department, alongside the famous fat cattle, including all of the many different varieties. The seed department is one of the grocers' hobbies, and takes a long time to be fully investigated. We feel fortunate in getting a chance to have a look at the different varieties of seeds before the judges have made their decision. You have often seen a bunch of grocers out at a horse race picking a winner, but for good, clean, educational excitement, watch them all pick out a winner in the different grades of clover and timothy, and have to wait a whole day before finding out which carries off the prize, and also note the different times they will sneak back and have another look to make sure. This year the oats are by far the largest display, there being about eighty different samples of two bushels each. There are twenty-five different samples of wheat, about one hundred of corn, over a hundred of potatoes of different kinds, and these are a very interesting study for a grocer. Last year, with thirty-five varieties it was quite attractive, but this year with so many and of such quality, you feel it is beyond you to select the best, but, at the same time, you can learn a lot from the gentleman in charge, who, besides being an expert judge, will tell you the best variety for the different soils. "Buy your seed corn on the cob and avoid uncertainty," is one dealer's sign, and as there are so many samples and we know so little about them we decide he knows best, which is a very easy way out of it.

The new kinds of potatoes, such as the "Devil's Favorite" and "Earner's Comers," put us in mind of some of the names that are manufactured by seedsmen when they sell five or six different kinds of early brands out of the one bin, or the grocer who can sell 30c, 40c and 50c vinegar out of the one barrel.

Two mammoth green squash attract a good deal of attention in this department, one weighing 259 and the other 229 pounds. These were used in a local window for a guessing contest before being brought here. It would be too bad to leave this department without special mention of 100 samples of small seeds shown for exhibition purposes by the O.A.C. seed department. These samples are put up in little glass bottles, labeled and described, and are an interesting study. The different varieties of wheat and oats in sheaf give a very finishing touch to one of the finest exhibitions of seed grains ever displayed here.

Some Fine Dressed Poultry.

We move on to the dressed poultry department and here we have on good authority, the greatest in numbers, the best in quality, and the finest displayed lot of dressed poultry ever seen in Ontario. No bad stuff among it is the word. A grocer is more and more convinced from his own standpoint of the great educational features by the wonderful improvement in the method of displaying the fowl this year. The colored papers the fowl are displayed on and the extra roses and sashes of ribbon with which they are decorated is really an evidence of the fact that touching up helps to win the prizes.

Some Heavy Eggs.

Another feature of interest to grocers was the display of eggs. Please spell with a capital at the present price. The special feature about this was the fact that the prize was awarded for those which weighed the most. The question of selling eggs by the dozen or by the pound has been a debatable question between grocers and farmers for years. This may lead to something better for the grocer.

The Cattle and Sheep.

The cattle this year show a very gratifying increase in number, being about 20 ahead of last year. The Grades are particularly strong. Here the Galloways, with their long black shining coats and the dark red Devons, all sleek and fat, and in the best of condition, are a fine sight, and of interest to all classes of people. The sheep are exhibited upstairs

and are among the most interesting to visitors of the whole show. Who is not interested in the meek animals who stand so silently in their pens, and the different breeds of long and short wool. To those who can tell the merits of the animals, such an exhibit of fine stock, probably the finest ever under one roof, this is an interest study.

The Bacon Hog.

The exhibit of hogs is about on a par with last year, and the animals show a great deal of care and attention. There are about two hundred and fifty entries in the different breeds. The bacon hog is the one the grocer is interested in, and I do not remember now whether it is a Tamworth, Berkshire, or what, but it was a pig, anyhow, I think.

The showing of live poultry upstairs is the largest in the history of the winter fair. There was some talk of the foot and mouth disease from over the border interfering with this department, but this was not evident, as the showing is away ahead of any previous year. Local men have carried off their share of the prizes, in some cases getting three out of four prizes, especially in the bantam classes. Turkeys, geese, ducks and pigeons are all well exhibited, and there is also a good showing of fancy canary birds, and each different exhibitor tells you the kind he has is the best for all purposes.

In dressed beef carcasses the entries are greatly increased, as is also the case in hog block tests. A skip into the testing room of the dairy department amply repaid one. Some of the milch cows were thin looking, but seem to be great milkers. It is almost impossible to give any idea on paper of the immense exposition and it has really got to be seen to be appreciated.

Some Interesting Meetings.

The winter fair would perhaps not be such a success but for the fact of the annual sessions of the Experimental Union of Ontario, which is meeting at the O.A.C. At its first session Prof. C. A. Zavitz, of the O.A.C., outlined some of the co-operative experiments in potatoes. Among other things he said the value of the potato crop in Ontario this year is estimated at $12,000,000. There are over 90 varieties grown. He claims that this should not be so, that fewer varieties would be better. The average of the experiments this year place the Empire State and the Dempsys as the two best varieties of late potatoes. The Early Puritan and the Early Eureka stand at the top of the early varieties. Carter's Invicta is the most popular turnip.

The crowds on Wednesday and Thursday were the largest in the history of the fair. The Women's Institute meeting on Wednesday was another feature of the week.

Another important meeting of interest to grocers was the Ontario Millers' Association, which was held in the chemical classroom at the O.A.C., and showed that much practical good has resulted from experiments in the flour-testing plant installed last year. You will probably remember how the different samples of wheat were tested at this meeting a year ago. Well this year again Prof. Harcourt was the speaker, and reported the results of his many experiments during the year in testing the different standards and blends of flour for break-making purposes. During the year that the milling and baking outfit at the college has been operating many kinds of flour from all sections of the country have been tested for baking qualities. It has proven pretty conclusively that the official grading of wheat represents fairly their value as baking flours. Prof. Harcourt has discovered a great difference in the quality of the old and new flour and of flour made from old and new wheat for baking purposes. He has also been able to produce bread from some blends of Manitoba and Ontario flour which practically equal the bread from pure Manitoba. Although it seems that much information has already been gained, especially by millers who have had the opportunity of having their flours tested against any other flour they desired, and thus have been able to calculate the exact value of the wheats they were handling from the standpoint of the value of the flour made from them for bread-making purposes, the work is just in its beginning and many new problems of very great importance are presenting themselves. The value of wheat cut at different dates of maturity for bread-baking purposes, the relative nutritive value pound for pound of bread made from Ontario flour to that made from Manitoba, and the relative value of blended flours of different percentages are some of the problems which presented themselves and upon which Prof. Harcourt will work next year.

These are some of the main points as far as the grocer is concerned, and so ends another winter fair, which has so far outshone the others as to make us wonder where it will all end.

WAS A TORONTO GROCER IN THE 60'S.

Robert Reford, of Robert Reford & Co., Montreal, who recently donated the sum of $50,000 to McGill University, began his business life in Toronto as a jobbing and retail grocer.

Bearing on Mr. Reford's early career, Henry Swan, of Swan Bros., grocers, Toronto, has some interesting reminiscences to relate. "So far as I can recollect," he said, "Robert Reford first went into business for himself as a jobbing and retail grocer, as we called them in those days, at the corner of West Market and Colborne Streets, under the name of Robert Reford & Co. That was about 1860. He afterwards took in Richard Dunbar into partnership, who was his next door competitor. Then in 1864 he went into the wholesale business as Reford and Dillon, on Wellington Street East, near Yonge Street, Robert Dunbar continuing the retail business. After a time the firm moved to Montreal where the business was continued under the same name until about 1867, when Mr. Reford retired to found the present steamship and forwarding agency of Robert Reford & Co., Montreal."

"Yes," Mr. Swan continued, "Robert Reford was one of the finest men I ever met. He was genial and kind-hearted and was in all respects a thorough gentleman. His personality was unusually attractive. The farmers for miles around used to go direct to Reford's when they came to town, and the saying was, and I know it to be true, that if you once became a customer of Reford's store you continued to deal there regularly. I think I can safely say that Mr. Reford was at that time one of the best liked grocers in the city."

"Oh yes," Mr. Swan continued, "of all the business that came to Toronto Robert Reford used to get more than a goodly share. I'm glad to know, and there are others, too, who will be pleased to hear of Mr. Reford's success and his characteristic kindness now that large wealth has come to him."

ORGANIZING THE HOCKEY TEAMS.

Interest in the Toronto Wholesale Grocers' Hockey League is growing daily, and prospects for the best season in its history are very bright. Two of the teams were organized during the week and the schedule is in course of preparation.

The officers of H. P. Eckhardt & Co.'s team are as follows: Hon. president, H. P. Eckhardt; Hon. vice-presidents, S. H. P. Mackenzie, C. F. Richardson; president, H. D. Eckhardt; manager, G. Wilkinson; secretary-treasurer, J. O. Elton; committee, J. McEwen, H. J. Middleton.

Eby-Blain's team have also elected their officers, as follows: President, J. F. Eby; vice-president, W. P. Eby; secretary-treasurer, W. R. Bond, captain. H. Millath.

HAS MADE SUCCESS IN THE WEST.

W. R. Megaw, accompanied by his son, W. E. Megaw, both of Vernon, B. C., was in Toronto this week. Mr. Megaw is a general merchant who went out west some 30 years ago, from what is now Auburn, Ont. He has built up a large and prosperous business in his town. He carries groceries, hardware, dry goods, millinery and boots and shoes. His store is 120x48 feet and a building 30 feet wide is to be erected across the back, making the full depth 78 feet. Nearby his store he has a warehouse in which he carries agricultural implements and carriages, while in this line of business he has recently opened a branch in Vancouver.

W. E. Megaw, the son, has charge of the advertising for the firm, which amounts to about $200 a month.

The Megaw firm subscribe for four of the MacLean publications, viz., Canadian Grocer, Hardware and Metal, Dry Goods Review and Busy Man's Magazine.

A NEW SWEEPING PREPARATION.

One of the newest things on the market of interest to grocers is a preparation to facilitate sweeping, known as "Nomordust." The preparation is in the form of a coarse powder to be sprinkled on the floor or carpet and used with the broom or brush. It is said to obviate dust and to save mopping and dusting. Being antiseptic, it kills germs and moths, and will purify the atmosphere of the rooms where it is used. A handful of the powder is said to be enough for several rooms, and it can be used repeatedly. The product is put up conveniently in tin cans and is sold by the "Nomordust" Co., 600 Crown Life Building, Toronto.

HINTS TO BUYERS.

Jos. Cote, importer and wholesale tobacconist, Quebec, recommends to dealers in the Dominion the "Germinal Manilia" cigars, which should be given a trial order.—Advt.

THE CANADIAN GROCER

Established - - - - - - 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - *President*

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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Telephone Main 7324
W. H. Seyler, Manager

WINNIPEG - - 511 Union Bank Bldg
Telephone 3726
F. R. Munro

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1737 Haro St.

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PARIS - Agence Havas, 8 Place de la Bourse

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Orell Fussli & Co

Subscription, Canada and United States, $2.00
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THE CUSTOMERS' GIFT QUESTION.

The holiday season is with us again, and with it bobs up the perennial question as to whether grocers should make presents to their customers.

The question is a very discussable one, and yet from wide inquiry it seems that the custom is to some extent falling into disuse and business is coming down to a more strictly business basis.

It is a very nice thing for a grocer to give at the Christmas season, to a particularly good and loyal customer, a remembrance to show his appreciation of their patronage. And yet is it the best business? The question becomes largely one of where to draw the line and this practice of giving gifts to certain customers seems rather dangerous from the fact that some of those not remembered are almost certain to hear of the other cases and become offended.

On the other hand, there are the grocers, thousands of them, who give out calendars at Christmas time, usually in a more or less indiscriminate way. While this practice is perhaps more justifiable from the fact that the calendar bears advertising matter which can be counted on for at least some benefit, in practically every case the same amount of money expended in timely advertising in the local newspaper would have brought immeasurably better results.

The profits in the grocery business today are too small to allow of giving gifts to customers. Give good reliable goods and good service, and let the public know what you have to offer, and there will be no need to bribe them to continue their custom.

ARE BUTTER PRICES AT THE TOP?

Perhaps through force of habit the grocers assume that at this time of the year butter must advance in price, and are quite ready to pay more without knowing the reason why they should do so. Last year hay was very scarce, selling at from $20 to $23 a ton, and this year it is selling for $10 to $12, or about $10 a ton cheaper. Besides the hay crop being very good, corn also was a very heavy crop, so that the farmer must have plenty of feed for the cows, and with the high price for butter, will naturally feed better and produce more. Whether there is more butter held in stock or not is difficult to learn, but the English markets are not offering any inducements for export, and, therefore, there is only the home demand to be supplied. When the price of butter reaches from 30c to 35c a lb., it becomes too dear for many people to use, and, in consequence, the consumption will fall off. With the abundance of feed to keep up the supply it may be expected that butter has at least reached its highest mark, if it will not drop a little, which is more than likely.

CONTESTS AROUSING WIDE INTEREST.

"Several of the Christmas windows in the stores in town are intended for The Grocer's contest." So said one of our correspondents this week. "There is a good deal of interest evident in The Grocer's Christmas contests," wrote another. Letters are coming in from all parts of Canada with similar expressions of interest, and at this stage it looks as if this year's contest, in point of numbers, at least, would surpass last year's by a long margin. During this week and next, of course, practically every grocer will have one or more special Christmas windows, and the photographing will be done. It may seem somewhat of a nuisance to bother with photographs of windows when rushed with Christmas business, but the inspiration to the grocer or clerk of having his work compared with others, should, even beyond the prizes offered, be enough to induce entrance in the competition. Quite a number who submitted photographs last year have already signified their intention of entering again and the contest promises to be close.

The advertising competition, conducted on somewhat similar lines, already has a number of entries. Every grocer who does any newspaper advertising should be represented in this. All that is necessary is to clip one of your advertisements of Christmas groceries or crockery from your local newspaper and forward it to the editor of The Canadian Grocer before December 31. Even though you do not win the prize, the criticism of your ad by our specialists, who are thoroughly versed in what real business-bringing advertising is, should be worth dollars to you.

REMEMBER THE CLERKS.

There is no better way for an employer to show his appreciation of faithful employes, or going even further, to secure loyal service from his help, than to remember them with a gift at the holiday season. This seems rather far-reaching, but it is nevertheless, true. Hundreds of the largest employers of labor follow this principle, and the fact that the practice is repeated from year to year is an evidence of its soundness.

In no case is this more applicable than between the grocer and his clerk. A reasonable gift at the holiday season will indicate not only an employer's interest in the clerk, but will, if given in the right way, provide a friendly feeling which is worth many dollars in the conduct of the season.

While such a gift should be useful it need not be valuable As several correspondents have suggested during the past couple of weeks, a year's subscription to The Canadian Grocer would fill the bill admirably for a gift of this kind. It would be a constant reminder of the giver's interest, and not only that, but it would undoubtedly educate the clerk until he was of increasingly greater service. The investment would be an exceedingly promising one. Why not try it?

LOTS OF CHRISTMAS ORANGES.

While it was feared that we would have a limited quantity of California navel oranges for Christmas, the latest reports would indicate that the demand will be met with a superior article. This year one picking took place earlier than last, with the supposition that another picking would be ready for the Christmas trade. Owing to the warm weather the fruit ripened very slowly, but kept on growing. The weather lately being very favorable the fruit has ripened rapidly, and although later than was expected, they will in all probability reach the markets in time for our Christmas trade, and the quality will be excellent.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

December 17, 1908.

POINTERS—

Provisions—Declined.
Butter—Steady.
Cheese—Firm.
Eggs—Firm.
Vegetables—Advanced slightly.
Beans—Steady.
Sugar—Undertone weaker.

A quiet but steady trade is reported in wholesale circles. The colder and more seasonable weather has had a good effect upon business generally. Most dealers, however, are agreed that there will be a slight falling off in the volume of business this year, as compared with last. This, however, will not be as large as some have expected. Many retailers who were not prepared for an excessive demand are finding themselves short, so at the last moment are hastening to make good their deficiencies in stock. Prices have not shown many alterations during the week. Provisions have responded to a weaker feeling in England. Canned goods are selling well, especially fish, which is in extra good demand. Evaporated apples are firm and scarce. Peppers are strong. Coffee is selling with its usual steadiness. Syrups and molasses are in better demand this week. Sugar is displaying an easier undertone just at present. Teas are slightly more active this week. Honey, cheese, butter and eggs, are firm, and in good demand. Maple products continue uninteresting. Fruits are selling well, also fish. Vegetables are not in as good demand as might be expected at this time of the year. Flour, feed and rolled oats are rather slow. Rolled oats has slumped in price during the week. but this fact does not seem to have brightened up the market much.

SUGAR—The undertone of the market is easy. This condition it is expected will prevail for some time. Locally, there is a good demand from manufacturers of confectionery and general trade is fair.

Granulated, bbls	$4 50
" ½-bbls	4 65
" bags	4 45
" Imperial	4 20
" Beaver	4 20
Paris lump, boxes, 100 lbs	5 35
" 50 lbs	5 45
" 25 lbs	5 65
Extra ground, bbls	4 90
" " 50-lb. boxes	5 10
" " 25-lb. boxes	5 30
Powdered, bbls	4 70
" 50-lb. boxes	4 90
Phoenix	4 25
Bright coffee	4 20
No. 3 yellow	4 10
No. 2 "	4 60
No. 1 " bbls	4 10
No. 1 " bags	4 05

SYRUPS AND MOLASSES—Molasses is in better demand this week and prices have been fully maintained at the recent advance. Syrups are selling well, owing to the close proximity of Christmas. No changes in quotations have taken place during the week.

Barbadoes, in puncheons	0 40
" in barrels	0 42½
" in half-barrels	0 43½
" fancy	0 42
" extra fancy	0 44
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03½
" ¼-bbls	0 03½
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—Absolutely featureless is all that can be said of this market.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 06 0 07
Pure syrup, 8½lb. tin	0 60 0 65

DRIED FRUITS—In dried fruits the situation has not changed much during the week. Dates are firm, owing to small available supplies. Malaga raisins, clusters and bunches are in good demand. There is a fairly active demand for figs. Other lines remain as last reported.

Figs—	
Bag figs	0 03½ 0 05
Tapnets	0 03½ 0 05
Elemes	0 08 0 14
Dates—	
Hallowees, per lb	0 05½ 0 06½
Sairs, per lb	0 05
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" " ½-box	0 75
" Royal Buckingham Clusters," ½-boxes	1 30
" boxes	4 75
"Excelsior Windsor Clusters"	5 75
" ¼'s	1 60
Australian raisins	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 10 0 11
Choice seeded, 1-lb. pkgs	0 09 0 10
Loose muscatels 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 12 0 15
Peaches, "	0 11 0 15
Pears, "	0 13 0 14

Prunes—	per lb.	
Prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 09	0 10
" " " 50-60s	0 08½	0 10
" " " 60-70s	0 08	0 10
" " " 90-100s		0 07
Currants, fine filiatras	0 06½	0 07½
" Patras	0 08	0 08½
" Vostizzas	0 09	0 09½

TEA—A fair demand for Japans is noted. Ceylons are firm and primary market is advancing. Other lines are meeting with only an indifferent sale. No changes in prices are noted.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 30
Medium	0 22 0 23
Good common	0 21 0 22
Common	0 19 0 21
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 19 0 20
Pekoe Souchongs	0 19 0 20
India—Pekoe Souchongs	0 17½ 0 18½
Ceylon greens—Young Hysons	0 19 0 25
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEE—A healthy demand for coffee continues in all lines, with unchanged quotations.

Mocha	0 18½ 0 25
Rio. No. 7	0 09 0 11
Santos	0 13 0 15

RICE AND TAPIOCA — Quietness reigns supreme in the rice market. Primary and local conditions are alike in this respect. Tapioca is slightly more active, and reports from primary markets seem to indicate no possibility of a decline in the near future at least.

Rice, grade B, bags 250 pounds	3 15
" " " 100 "	3 15
" " " 50 "	3 25
" " pockets 25 pounds	3 30
" " ½ pockets, 12½ pounds	3 40
" grade c.c., 250 pounds	3 05
" " 100 "	3 15
" " 50 "	3 15
" " pockets 25 pounds	3 15
" " ½ pockets, 12½ pounds	3 25
Tapioca, medium pearl	0 05

SPICES—Peppers are strong in the primary markets, and prices locally are expected to advance before long. Nearly all lines are in good demand.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 18	0 27
Ginger, whole	0 18	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

BEANS AND PEAS—A quieter tone prevails in the bean market this week, but prices continue firm, in fact, the minimum price has advanced slightly.

Ontario, pickers	1 68 1 70
Peas, boiling	1 35 1 40

EVAPORATED APPLES—A strong tone is prevalent. Prices have firmed up a half-cent in some quarters. Demand is good when the rather small stocks available are taken into consideration.

Evaporated apples, new	0 07½ 0 08

CANNED GOODS.

MONTREAL.—Canned fish seems to be the centre of attraction, which is owing to the season being favorable to its consumption. Fruits and vegetables are also in good demand. Meats continue to be less in demand than other lines, although demand has improved during the week.

TORONTO.—There is considerable activity in vegetables, this line selling surprisingly well, considering the time of the year. Larger consumption in consequence of cheaper prices and the fact that grocers have been buying for immediate needs, rather than for future, seem to be factors in this. Fruits and fish are not at all active.

FRUITS.

	per doz. Group 1.	Per doz. Group 2.
Apples, 3's standard	$1.00	$ .95
" 3's preserved	1.45	1.40
" gals. standard	2.55	2.50
" gals. preserved	4.00	3.95
Blueberries, 2's standard	1.20	1.15
" 2's preserved	1.70	1.65
" gals. standard	5.05	5.00
Cherries, red, pitted, 2's	1.95	1.90
" red, not pitted, 2's	1.55	1.50
" red, not pitted, gals	6.50	
" red, pitted, gals	8.00	
" black, pitted, 2's	1.95	1.90
" black, not pitted, 2's	1.55	1.50

" white, pitted, 2's	2.05	2.00
" white, not pitted, 2's	1.65	1.60
Grapes, white, Niagara, 2's, psvd.	1.45	1.40
" white, Niagara, gals, std.	3.55	3.50
Lawtonberries, 2's, heavy syrup ...	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.55	7.50
VEGETABLES.		
Corn, 2's	.90	.85
Corn on Cob, gals		4.50
Peas, No. 1 extra fine, sifted, 1's...	1.12½	1.07½
" No. 4 standards, 2's	.82½	.77½
" No. 3 Early June, 2's	.87½	.82½
" No. 2 Sweet Wrinkle, 2's ...	.97½	.92½
" No. 1 extra fine, sifted, 2's..	1.42½	1.37½
" No. 4, gals	3.77½	3.72½
Tomatoes, 2's	90	.85
" 3's	1.00	.95
" gals	3.30	3.25

ONTARIO MARKETS.

POINTERS—

Sugar—Steady.
Table Raisins—Scarce.
Nuts—Selling well, stocks light.
Spices—Firmer.
Teas—Ceylons, advancing.
Collections—Fair.

Toronto, Dec. 17, 1908.

Business is reported somewhat brighter in the wholesale markets this week, and a cheery spirit seems to pervade the whole trade. While it might be expected that the greater part of the Christmas business would have been done, nearly all the travelers are still on their ground and orders are coming in quite freely. The retail trade has also brightened up noticeably during the week, something which was quite desirable. Indeed, the whole trade seems to be experiencing good Christmas business.

SUGAR—The local market is steady with no prospects of any immediate change. More sugar is being sold, however, than a month ago. European beet markets have been easing off, but reports received this week indicate a strong feeling.

TEAS—Prices continue to creep upward. A cable received by a local broker this week noted a further advance on all grades Ceylons and Indians. High grade Ceylons are held at abnormal prices.

COFFEE—Local dealers report business very active, with no change in prices.

DRIED FRUITS—Demand is quite active, particularly in lines for special Christmas business. Sales have been so good, in some lines, that wholesalers' stocks, rather lighter this year than usual, have been reduced to practically nothing. This applies particularly to table raisins, of which there are none to be had in Toronto. Stocks of figs and dates are also rather low, though large enough to supply the demand. Prices are unchanged:

	Per lb.
Prunes—	
40-50's, 25-lb. boxes	0 08½
50-60's, " "	0 08½
60-70's, " "	0 08½
60-70's, 50-lb. boxes	0 08½
80-90 " "	0 07½
90-100, " "	0 07
Apricots—	
Choice, 25-lb boxes	0 12½
Fancy, " "	0 14
Candied and Drained Peels—	
Lemon ..... 0 09 0 11 Citron	0 17 0 20
Orange 0 10½ 0 12	
Figs—	
Elemes, per lb	0 08 0 12
Tapnets, "	0 03½ 0 4
Bag Figs	0 03½ 0 04½
Currants—	
Fine Filiatras .... 0 06½ 0 07 Vostizzas	0 09 0 09½
Patras ..... " 08 0 08½	
Uncleaned, ½c less.	
Raisins—	
Sultana	0 07½ 0 13
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias, new crop	0 05 0 06
Seeded, 1-lb packets, fancy	0 09½ 0 10
" 16 oz. packets, choice	0 .9½
" 12 oz. " "	0 08
Dates—	
Hallowees ..... 0 06½ 0 06½ Fards choicest	0 08 0 08½
Sairs .... 0 05 .... " choice	0 07½

NUTS—Stocks held locally are very light and a shortage is felt in some houses. Demand continues good, with prices as follows:

Almonds, Formigetta	0 12½
" Tarragona	0 13
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
Filberts	0 10 0 12
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 10 0 12

SPICES—Business is reported very good in all lines, with a firmer tendency in all lines in primary markets. This is particularly so in regard to peppers and nutmegs. Local prices are unchanged.

EVAPORATED APPLES—This line is held a little firmer this week, though little business is passing.

Evaporated apples	0 07½

WINDING UP ONTARIO SUGAR CO.

Order Granted by Justice Falconbridge This Week—Company May be Re-organized.

The Ontario Sugar Company, Berlin, Ont., which has passed through many difficulties since 1901, and has had numerous ups and downs, is being wound up by the courts, an order to that effect having been granted in Toronto on Tuesday by Chief Justice Falconbridge. J. A. McAndrew is referee, and J. H. Cockburn interim liquidator.

The managing director James Fowler admits insolvency. He says that the company was incorporated on September 6th, 1901, with an authorized capital stock of $1,000,000, divided into 10,000 shares. Of this amount 4,000 shares are issued and said to be fully paid.

Petitioner Fowler says that $750 salary is due him as managing director, that he has advanced $200 to the company, besides paying wages exceeding $300, and that the company has been sued by twelve or thirteen creditors.

Jacob Kaufman, of Berlin, one of the directors, says in an affidavit, that he holds 110 paid-up shares of the par value of $11,000, and also $7,000 in bonds as security for a debt of the same amount. Mr. Kaufman goes on in his affidavit to say: "The company's assets have been bonded to the amount of $200,000, which bonds are now worth only 66 cents on the dollar. The capital stock is impaired to a greater extent than 25 per cent, thereof, and the lost capital will not be likely restored within one year, if at all. The company is deeply indebted to creditors for supplies during the past two years, especially for coal and sugar beets. Many of the farmers who grew sugar beets during 1907 have not as yet been paid, and the company has been sued by many of them.

"Among the larger creditors is the Lake Erie Coal Company, to which the company is indebted in some $20,000. I am not aware of any assets which the company now possesses with which the claim can be paid.

On the other side, James Fowler, managing director, says that he will take measures to show his resentment of Mr. Kaufman's affidavit.

The company has been in deep water lately, owing partly to the fact that its building is worth $555,000, while its capital was only $401,634. The auditors have found, however, that the assets of $626,653 exceed the liabilities by approximately $24,000. While admitting the present insolvency of the company, Mr. Fowler thinks that the preponderance of assets over liabilities makes a favorable showing, and states that the company will be re-organized.

SAYS NO SCOTCH SUGARS COMING

A correspondent from Montreal who does not desire his name mentioned, writes as follows:

Editor Canadian Grocer.

In a paragraph in your issue of the 4th inst., you state that the reason given for the reduction of the second grade of sugar 'is generally attributed to the competition of Scotch sugars, which are said to be coming in somewhat largely at the present time and which are said to hold their own in price and quality with these second grades of local refined.'

"Anyone who is at all conversant with this business will know that no Scotch sugars have come in since the close of navigation, and we believe we are right in stating that the importation this year has been smaller than for some years past, for the simple reason that the Scotch refiners only secured a very small share of the British grown raw material.

"So far from holding their own with the Canadian sugars in price, it is practically impossible to import Scotch sugars at the present moment with winter freight, as the prices asked are above the parity at which local refined is offering. As regards the quality of Scotch sugars, they are considerably better than the second grades of local refined."

(The statement referred to was made as a result of information obtained in good faith from members of the trade who ought to be in a position to know whereof they speak. In justice to our correspondent, however, the facts as he presents them are published.—Editor.)

STARCH CO.'S ANNUAL MEETING.

A meeting of the Edwardsburg Starch Co. was held at the office of the company, No. 164 St. James Street, Montreal, on Tuesday morning, December 15th, at which the company's agents and representatives from all parts of Canada were present. In the evening a banquet was held in the Canada Club, Board of Trade building, which was a most pleasant social re-union of the company's officers and representatives.

L. Chaput & Fils, wholesale grocers, Montreal, have decided to close their place of business for Friday and Saturday of this week and the same days of the following week.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Dec. 15.—The grocery trade has certainly given a good account of itself in the recent civic election in Winnipeg, as no less than three of the newly-elected board of control are men who have been actively engaged in the retail grocery business. These are Controllers Cockburn, Harvey and Macarthur. All of these men have had considerable experience in civic matters, having served as aldermen in their various wards and all were returned by a very substantial vote. At the top of the poll for controllers, however, was R. D. Waugh, a real estate man, who has served the city long and faithfully on its parks board.

The mayoralty vote returned W. Sanford Evans at the head of the polls by over 1,500 votes. The whole civic campaign was fought out on straight lines of merit and personalities were carefully abstained from on both sides. It would be well if Provincial and Dominion elections could be conducted on the same lines. It is generally admitted that Winnipeg has made a very decided step forward in the general ability of its governing body. The new mayor and the majority of the aldermen and controllers are pledged to the immediate carrying out of the power scheme and at the same time to a careful maintenance of the city's credit, both at home and abroad by the judicious handling of finances.

A matter that is of immense interest to the building trade of the West, and more especially to that of Winnipeg, was the merger effected during the past week of a number of the smaller stone quarries into the Garson Quarry Company, Limited. The new organization will have a capital of $250,000, and it is expected that the output will be increased by about 300 per cent. The principal quarries are located at Tyndall, which is only 26 miles east of Winnipeg. At present the equipment of this quarry consists of three gangs of saws and one planer, and it is now proposed to increase this equipment by two double diamond saws, one single diamond, four planers, two lathes and pneumatic tools. Thus equipped this quarry will be the largest in Canada and one of the largest on the continent of America. The outlook for the requirements of building stone for next season are very bright, the list of public buildings already announced being the new Legislative buildings at Regina, reformatory at Portage la Prairie, court house at Brandon, public school at Regina, Collegiate Institute at Regina, another Collegiate at Moose Jaw, and still a third Collegiate at Prince Albert, and new post office buildings at Dauphin, Yorkton, Emerson and Edmonton; not to mention the completion of the union depot at Winnipeg. In addition to the quarry, this company will handle one of the largest lime plants in Canada. It has been pointed out by one interested in the trade in building stone that whereas the price of building stone has declined to a considerable extent since the original Garson's Limited came into being, the rate of wages for journeymen stonecutters has advanced from 50c to 60 per hour.

The warehouse commissioner during this week has made up his returns to elevators in the interior and also as to terminal elevators and this report shows that whereas the number of elevators in Manitoba has decreased some twelve in the year, and the number of warehouses by two, these decreases have been far more than offset by the enormous increase in elevator storage throughout Saskatchewan and Alberta. Saskatchewan shows an increase of 99 elevators and 6 warehouses, and Alberta an increase of 109 elevators and 8 warehouses.

The interior elevator's capacity of the Canadian West now stands as follows :

	1908. Bushels	1907. Bushels.
Manitoba, 678 elevators and 13 warehouses, capacity	20,558,500	20,983,500
Saskatchewan, 607 elevators, 14 warehouses, capacity	17,699,500	14,621,500
Alberta, 120 elevators, 14 warehouses, capacity	4,386,400	3,843,500
British Columbia, 3 elevators, capacity	168,000	276,000

This gives the Canadian West a total interior elevator capacity of 42,812,400, as against 39,724,000 bushels last year. Divided by railway lines, the C.P.R. has 949 elevators and 28 warehouses, with a total capacity of 29,810,900 bushels ; the C.N.R., 386 elevators and 12 warehouses, or a total capacity of 10,853,500 ; the G.N.R., 23 elevators, with a capacity of 550,000, and the Grand Trunk Pacific, 39 elevators, with a capacity of 1,184,000 bushels. Last year there was not a single elevator on the line of the G.T.P. The Alberta I. R. Co., in Alberta, has 11 elevators, with a capacity of 274,000.

At the head of the lakes the elevator capacity is divided as follows :

C.P.R., in 3 elevators at Fort William	7,777,700
Consolidated Elevator Co., at Fort William	1,000,000
Empire Elevator Co., at Fort William	1,750,000
Ogilvie Flour Mills Co., at Fort William	500,000
Davidson, Smith & Co., at Fort William	75,000
C.N.R., at Port Arthur	7,000,000
Kings, at Port Arthur	750,000
Total	20,153,700

In addition to these elevators the Lake of the Woods has two at Keewatin with a total capacity of 13,000 bushels, so that west of the Great Lakes to the Pacific coast there is a total storage capacity of 62,965,100 bushels, as against 58,482,700 bushels last year, an increase of 4,483,400 bushels. Where elevator capacity has decreased in Manitoba it has been occasioned by decreased demand at points in the older parts of the province and these buildings being taken down and removed to and rebuilt at points in Saskatchewan, where the demand was increasing.

The whole statement with regard to elevators shows a very satisfactory condition of affairs and especially is this the case along the new lines of road where it is evident an effort is being made to meet the requirements of trade. There is no blinking the fact, however, that capacity is not increasing in the ratio of production and this is very easily accounted for by the present unsettled state of the whole elevator question in the west. The clamor of the Grain Growers' Association for Government-owned interior elevators is making many companies shy of extending their lines until such time as this question is definitely settled one way or the other.

The poultry market is one that is attracting a good deal of attention at the present time as the Christmas supply is now practically all in stock in the big cold storage houses. It is quite safe to say that the Canadian West has this year bought over half a million pounds of turkeys alone from Ontario. One firm, Winnipeg's oldest and best known fish and poultry house, W. J. Guest & Co., received on Saturday, the 12th, the last of their annual shipments from Ontario, bringing their total purchases up to 280,000 pounds. They had wanted 300,000, but had not been able to get the additional car of the quality that suited their trade.

While this shows that the farmers of the West are not doing their duty in the line of poultry raising, it must not be supposed that no improvement has taken place. All the houses handling poultry in large quantities report that in the matter of chicken, particularly, Manitoba has made a long stride during the year and that the birds they are getting from Manitoba have no superiors and few equals, many hundreds of Plymouth Rocks being received that are as large as small turkeys and are well fed and toothsome. The larger houses are now having all their local poultry shipped to them alive and do the killing and dressing themselves. This tends to a much more uniform article to be placed on the market, and is also favored by the raiser of poultry, as out on the farms it is difficult to get help to do this work as it should be done. During September some of the larger houses here killed and dressed from 5,000 to 6,000 birds each and placed them in their storage. Each of these birds is wrapped in parchment paper and presents a most attractive appearance when placed on the market.

For the past ten days the weather has been very fine and very mild. The heavy cold snap at the first of December, which lasted less than a week, gave fur and clothing people a chance to unload and now the weather is simply ideal for Christmas shopping and the stores are thronged all day long.

Navigation closed officially Friday, the 11th, and during that short week over four and a half million bushels were loaded out of Fort William and Port Arthur of wheat along. Full particulars of the actual season's shipments will be available in a few days.—H.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, December 17, 1908.)

Christmas business has been good this year, sales being largely in excess of last year. General business is likewise showing a steady improvement, money is cir-

culating much more freely and the approach of the close of the year finds all branches of the trade optimistic as to the immediate future.

SUGAR—The sugar market is still very quiet and prices continue as follows:

Montreal and B.C. granulated, in bbls	5 10
" " in sacks	5 05
" yellow, in bbls	4 70
" " in sacks	4 65
Wallaceburg, in bbls	5 00
" in sacks	5 05
B.C. gunnies granulated, 5-18's to bale, per cwt	5 05
" " 5-2½'s " "	5 05
" hard pressed lump, 25's, per cwt	6 25
" " " half bbls., per cwt	6 60
" icing	5 90
bar sugar	5 70
Icing sugar in bbls	5 70
" " in boxes	5 90
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls	6 05
" " in ½-bbls	6 05
" " in 100-lb cases	6 05

SYRUPS AND MOLASSES—There is a good demand for corn syrups, but other lines are moving slowly. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	2 95
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" " 5 " 1 "	3 60
" " 10 " ½ "	3 30
" " 20 " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

MAPLE PRODUCTS — Selling very slowly. Prices continue as below:

Sugar, 25 lb. boxes, ⅛s. and ¼s	3 00
Syrup gallons ⅛ doz. to case	5 65
" ¼ " 1 doz. to case,	6 15
" ½ " 2 doz. to case "	6 55

ROLLED OATS—Prices continue as before.

Rolled oats, 80 lb sacks, per 80 lbs	2 30
" 40 " " 80	2 36
" 20 " " 80	2 40
" 8 " " 80	2 70

CORNMEAL—The local market is steady at the following slightly reduced prices:

Cornmeal, per sack	2 35
" per ½ sack	1 20
" per bale (10, 10's)	2 65

BEANS—The market is weak. Hand-picked are quoted at $2.10 to $2.15 per bushel and the three-pound picker at $2 per bushel.

POT AND PEARL BARLEY—Pot barley is quoted at $2.55 per sack, pearl barley at $3.75 per sack and $1.95 per half sack.

FOREIGN DRIED FRUITS — The market is firm, nearly every item on the California list showing a tendency to advance. We quote:

Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 90
" extra dessert, "	3 85
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" Connoisseur clusters, boxes (5½ lbs)	0 85
Trenor's Valencia raisins, f.o.s, per case, 28's	2 05
" " " 14's	1 00
" " selects " 28's	2 25
" " " 14's	1 15
" " layers " 28's	2 35
" " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0 07
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 08
" 4 " " "	0 08½
Prunes 90-100 per lb	0 05½
" 80-90 "	0 06½
" 70-80 "	0 06½
" 60-70 "	0 07½
" 50-60 "	0 07½
" 40-50 "	0 08½
" 30-40 "	0 08½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 08½
Peaches, per lb	0 08½
Apricots, standard, per lb	0 10½
" choice, per lb	0 11½
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

RICE AND TAPIOCA—There is only the ordinary staple demand at present, and the market is without any features of special interest. Japan rice is quoted at 4¼c per lb, Patna at 4¼c, Rangoon at 3¾c. Tapioca 5c pur lb.

EVAPORATED APPLES—As noted last week, the local price has been advanced to 8½c per lb., owing to the advance in the Eastern market.

HONEY—Supplies are hard to obtain. Prices are quoted as follows:

Honey, 2½ lb. tins, in case 24	8 75
" 5 " 12	8 50

SPANISH ONIONS—New stock is quoted at $1.15 per crate.

NUTS—

Shelled Walnuts, in boxes, per lb	0 27
" " small lots, per lb	0 29
" Almonds, in boxes, per lb	0 27
" " small lots, per lb	0 29

CANNED GOODS—

FRUITS.

	Group No. 1	Groups No. 2 & 3
	Group No. 1	Groups Nos. 2-3
Apples—3's standard, per case	$2.44	$2.34
" Gallons, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	4.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie, unpeeled, gallons	2.42½	2.40
" pie, peeled, gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe l.s. 2's		2.78
" Globe l.s. 3's		4.14
Plums—Damson l.s. 2's	2.28	2.18
" Lombard l.s. 2's	2.28	2.18
" Green Gage l.s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red, gallons	3.80	3.77½
" black 2's	4.18	4.08
" black, gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards, 2's	1.88	1.55
Early June, 2's	1.98	1.65
Sweet Wrinkle, 2's	2.18	1.85
Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes, 2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " "	1 90
" 3 " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Corned beef " 2's per doz	2 70
" " 1's "	1 50
Roast beef	
" 1's, per doz	1 50
" 2's. "	2 70
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunchtongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 90
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

BELLEVILLE CORRESPONDENCE.

December 15.—The grocers of this city, both wholesale and retail, all report an exceedingly bright outlook for a splendid Christmas trade. They say December so far has been in excess of last year's trade, owing to the fact that sleighing began much earlier this year than last, also to the fact that work has been plentiful, there being few idle men in this city. The local market has been well attended. If there is one thing the citizens of this city are proud of, it is their market, and it is always pointed to with pride. It is doubtful if there is another city of the same size in Canada that can boast of as fine a market as this city, a fact which can be attested by all who have ever visited it. Perhaps the prices are no lower than the other places, but the quality cannot be beaten. Here are the average prices for the last couple of weeks and which will probably remain in force for some time: Fresh butter, 28c to 30c; strictly fresh eggs, 28c to 32c; packed eggs, 25c to 27c; turkeys, $1.25 to $2; geese, 90c to $1.25; chickens, 12c per lb.; potatoes, 75c to 80c per bag.

At a meeting of the retail merchants of Deseronto, recently, a resolution was unanimously passed repudiating all connection with the Wholesale Grocers' Guild, which has been in the limelight recently, and calling upon both the Provincial and Dominion Governments to enforce the provisions of the Criminal Code against all combines and monopolies in Canada.

Miss Sheppard, of Toronto, was here this month demonstrating at William T. Patterson's store the lines of Cowan's cocoas and chocolates. She won many friends here, both for her employers and herself. She reported business here very satisfactory.

Among the recent callers on the trade here were: Mr. McDonald, of Thomas Bros.; St. Thomas; John Hodge, White Swan Mills, Toronto; Mr. Shield, Quaker Oats Co., Peterboro; Mr. Henderson, H. & H. Nelson; Mr. Curtis, Comfort Soap, Toronto; James T. Venables, Pollack Bros., Montreal.

TRADE NOTES.

John Avery, who for years conducted a fish business in Lancaster, N.B., passed away last week, as a result of paralysis.

Harold Barrett, who for many years conducted a milling business in Port Hope, passed away in that town after a lingering illness, on December 14.

The Chelsea Trading Co., with a capital of $40,000, has been formed to take over the Bank Street branch of Bate & Co.'s liquor business, Ottawa.

News of the Canadian Grocery Trade

Western Canada Notes

Winnipeg is Enjoying Good Christmas Business and Stores Are Showing Pleasing Holiday Display—Shipments of Jap Oranges to Vancouver.

WINNIPEG.

December 14.—Cold weather has given a big impetus to all classes of retail business in Winnipeg. Perhaps the grocer has not benefitted as much as the clothier, but the change in temperature has helped a great deal, and the city grocery stores are busy.

Christmas trade is good this year, much better than it was a year ago. Twelve months ago the outlook for business in Winnipeg was very discouraging, people were spending very carefully in the holiday season, and the local retailers did not cater for holiday trade as if they expected to get it. This year all that has changed, money is more plentiful, holiday trade is bound to be good, and the retailers are doing what they can to make it better.

The Hudson's Bay Co. store has had some splendid grocery windows lately which must have given that department a boost. The W. H. Stone Grocery Co., E. B. Nixon, A. Hendry and A. R. Christie have also been devoting special attention to their holiday windows. The Stone store is attractively decorated with holly this week and has been doing a rushing business.

Business has been better since the turmoil of the civic elections is over. It is true that a civic election is never the disturbing influence that a parliamentary election is, but the disturbance before the 8th was quite enough to satisfy the ordinary dealer who wants to attend to business.

During the month of December the retailers are allowed by the city by-law to keep open until 10 o'clock. The grocers very sensibly keep their stores closed after 6 o'clock until very close to the end of the holiday rush.

VANCOUVER.

December 12.—Japanese oranges, which are now on the market, are coming in limited quantities this year, but the quality is much better than last year. It has been stated that the crop in Japan has been practically a failure. The demand on the coast is good, not only here but in the interior. They are jobbing at 65c, and retailing at 75c, but with another shipment it is expected the price to the consumer will be down to about 50c or 60c by Christmas.

A new line of fancy confectionery for the holiday trade has been placed by Kelly, Douglas & Co., the manufacturers being Roach, Tisdale & Co., of Minneapolis. These are fancy gelatine goods marchmallow combination, etc., something a little out of the ordinary. They are attractive for the season.

Butter and eggs are very firm, the latter selling, for strictly fresh, as high as 65c. The high cost of feeding seems to be a principal factor in bringing the price up so high at this time of year, the demand also counting, as large quantities are needed for the Christmas cooking.

The 125 members of the Co-Operative Society of New Westminster have subscribed over $2,400, and it is expected to increase this amount before the end of the year. A location for the store has been decided upon in the Cunningham block, and it will be opened soon after the first of January. The officials of the company are: J. Campbell, president; T. Turnbull, vice-president; W. Brown, treasurer; W. Dodd, secretary.; executive, John Archibald, R. G. Patterson, A. F. Hale, R. Hampton and John Roscoe. These officers are looking after the details in connection with the starting of the store.

Complaint is made of the business methods of the Japanese handlers of rice, it having been stated that they sell to any and all customers, wholesale, retail or any other, and moreover, sell it in the same package, instead of according to sample. Some grocers have wondered why they could not meet the selling price of rice handled by a competitor, until it was discovered that the cheaper man was selling the product handled by the Japanese. One reason why it was cheaper was that it was not so well cleaned, but this fact does not seem to weigh particularly with the buyer, who notes the difference of a cent or two per pound. The Japanese are also accused of receiving overweight from their houses in Japan. While they might pay for this on agreement, a saving of $48 per hundred-ton shipment is made. It is stated that the ostensible 50-pound sacks received by the Japs contain about 54 pounds, the freight rate being $5 per ton, with 50c for wharfage and 50c for cartage. On the other hand, the white dealer complains that he receives underweight if anything, which increases his freight rates in proportion. These are tricks of trade which are difficult to overcome.

The cigarmakers of New Westminster have elected the following officers: President, Wm. Scott; vice-president, Geo. Bacon; recording correspondent and financial secretary, H. Knudsen; finance committee, Fred Thorn, Joe Hatter and A. Miller; executive, F. Clark, George Micelage, Fred Thorn; treasurer, I. R. Lawrence; delegate to trades and labor council, George Bacon, H. Knudsen and William Scott.

The death took place in Vernon, B.C., last Saturday, of Charles E. Mellish, traveler for Wm. Braid & Co., coffees and spices, of this city. He took very ill with typhoid fever, and the news of his death came very much as a surprise to his many friendsl He leaves a wife and one child. The funeral took place here on Tuesday, being conducted by the United Commercial Travelers. The pallbearers were G. H. Hewitt, R. J. Scott, H. M. Burritt, W. W. Buck, E. Gerster and C. P.. Egan. Among the many and beautiful floral tributes was a crescent and sickle from the Vernon Retail Grocers' Association.

The shipment of fish, such as herring and dog fish, to Japan is steadily growing, the Japanese themselves being principally engaged in the business. A shipment of about 1,000 boxes of herring, weighing about four to the ton, is being made. One of the members of the company superintending the shipment, stated that the prospects of the business were excellent, and that his firm, as well as others, were preparing to embark on a more extensive scale as soon as monetary conditions in the Orient improve.

The Southern Okanagan Canning Co., which is composed of people of Penticton, B.C., has decided to put in a plant capable of producing 10,000 cans daily. Thirty more shares, at par value of $100, will be placed on the market, and these will be taken by present shareholders.

A meeting of the directors of the Fru t and Produce Exchange of British Columbia was held at Revelstoke last week, those present being: James Johnston, Nelson; C. S. Hancock, G. Salt, G. R. Lawes, Enderby; E. V. Beeston, Nelson; C. A. Cordy, Summerland; J. L. Vicary, Peachland; A. E. Meighan, Kamloops; C. Ericson, Malakwa; H. Puckle, Victoria; J. Wilson, Vernon; R. Robertson, Vancouver, W. B. Robertson, L. M. Hagar, Revelstoke. The reports showed that the shipments of fruit and produce fall below the amount estimated, due chiefly to the fact that growers were shipping individually and not through the exchange. It was decided to re-organize on new lines whereby the local branches shall be under contract for their estimates to the head office, and the growers to their respective exchanges. It is hoped that by this means the better financing of the business may be done. It was also decided that the plans put forward shall be discussed by the various local exchanges, reports to be submitted to the general meeting to be held in Revelstoke on February 1st and 2nd, 1909. An important step taken was that of having one of the head office staff located on the prairies during the heavy shipping season to look after the interests of the growers. The question of express and fruit rates will be discussed at the February meeting. The year's shipments were 171 car shipments of fruit and produce; 793 cases rhubarb; 14,628 cases strawberries; 1,607 cases raspberries; 1,585 cases blackberries; 9,248 cases plums; 14,874 cases apples; 1,237 cases pears; 69 cases quinces; 27 cases apricots; 853 cases crab apples; 55 cases berries; 9,375 cases peaches; 3,569 lbs. gooseberries; 7,992 lbs. currants; 33,983 lbs. cherries; 15 cars mixed vegetables; 83 cars hay; 21 cars potatoes; 1 car canned goods. Other small shipments were also made.

Quebec and the Maritime Provinces

Good Prospects for Holiday Business in Nova Scotia—Half a Million in New Brunswick Potatoes—Good Supplies of Poultry in Montreal.

HALIFAX.

December 14—The prospects for a large Christmas trade this year are excellent. Prices are fairly reasonable in most lines, and a large amount of goods are being turned over. Many of the retail grocers report largely increased sales of Scotch granulated sugar and Austrian granulated sugar. This is now sold generally at 4c per pound, and at this price is quite attractive to the consumer. The sales of dried fruit promise to be heavy. Butter and eggs are unchanged since last report.

E. E. McNutt, of Truro, who for many years carried on a successful grocery business on Prince Street, Truro, but for the past three years has been giving his attention to other interests, has decided to open business again at the old stand. Mr. McNutt is now stocking up with high-class groceries, and will be all ready for the Christmas trade.

In response to a demand made by the Yarmouth Board of Trade, Secretary Kelly has been notified by Superintendent Barclay, of the Halifax and Southwestern Railway, that special trains will be put on the road between Shelburne and Yarmouth during the Christmas season. This will be of great benefit to the merchants of Yarmouth.

The exports from Labrador during the season of 1908 were valued at $821,178.77. During the season 288,831 quintals of codfish were exported, about the same quantity as last year, but there was a large decrease in the price. In 1907 the value of this fish was $1,013,227, while this year only $779.858.40 was received.

There is a good demand locally for first-class apples. No. 1 winter fruit is selling at $3 ; No. 2 at $2 and No. 3 at $1.50. Nearly all the cheap varieties of apples are cleaned up.

An interesting case was decided in the city civil court last week. Andrew Hubby, a grocer, bought three dozen eggs in the green market and paid $1.20 for them on a guarantee that they were fresh laid eggs. They did not turn out to be as guaranteed and Hubby brought action against the woman who sold him the eggs. The defendant claimed that she did not sell the eggs as fresh-laid. When the case was called the plaintiff did not appear and judgment was given for the defendant with costs.

The warehouse occupied by R. W. Cooper, confectioner, of Glace Bay, C. B., was badly gutted by fire last week. The fire was caused by the upsetting of a lamp. A large stock of confectionery and fruit for the Christmas trade had just been imported and his loss will be about $1,000.

ST. JOHN.

December 14.—The wholesale grocers report that business continues exceptionally good. A lot of heavy goods are being sold, as well as the usual sorting-up orders for Christmas. There were no changes in quotations during the past week. The retailers also report trade very satisfactory. Special attention is being given to window displays now and all indicate the near approach of the holiday season.

J. E. Porter & Sons' general store at Ondover, Victoria County, was totally destroyed by fire on December 8. The firm had $4,000 insurance on their building and stock, but the loss will be much more than that.

The executive of the St. John Exhibition Association has selected September 6 (Labor Day) for the opening of the 1909 Exhibition. Should St. John receive the Dominion grant, as expected, this will be the date for the opening of the Dominion Fair.

Application has been made to the Provincial Government for the incorporation of Dearborn & Co. The object is to take over the business in St. John now carried on by Fred. R. Dearborn under the name of Dearborn & Co., as wholesale grocers and manufacturers of baking powders, coffees, spices and flavoring extracts, and to exercise in connection therewith all the privileges and rights incidental to such a business. The capital stock of the company is to be $75,000 divided into 750 shares of $100 each. The names of the applicants are Frederick R. Dearborn, Mrs. Minnie H. Dearborn, Mrs. Louise C. Dearborn, Harry N. Dearborn and Clarence H. Ferguson. Frederick R. Dearborn, Minnie H. Dearborn and Clarence H. Ferguson are the provisional directors of the company.

P. E. Island has exported a great deal of potatoes this season. Among the shipments last week were 24,000 bushels via schooner to Norfolk, Va., 16,000 bushels in two vessels for New York, and 6,000 bushels for Boston. Several other schooners also took large cargoes of the tubers to Boston, Sydney, C.B., and St. John's, Newfoundland.

The total output of the lobster fishery for Prince Edward Island this year is estimated at about 50,000 cases, and the average price was $16 a case. Oyster fishing yielded about 10,000 bushels, ranging from $3 to $9 per barrel.

A Hartland correspondent writing about the potato situation, says: "Prices for produce are about the same as last year, but in many cases are double what they were ten years ago. At that time there was no potato market, while the potato shipments of this year will total more than half a million dollars. By far most of the potatoes go to Quebec and Ontario points, although many carloads are shipped to St. John. Until three or four years ago there was no market for our potatoes in the Upper Provinces, as Michigan and New York stock could be imported there more cheaply than from here. In the last revision of the tariff, however, the duty on potatoes was increased by fifteen cents the barrel, which was just sufficient to shut out the American stock and create a demand for New Brunswick potatoes. The increase of duty was one of the greatest boons that has ever come to Carleton County farmers, and the measure was urged by our member, Frank B. Carvell, M.P., in spite of the fact that it met with much opposition. Last year's production of potatoes was so poor in this Province that Eastern potatoes got a very bad name in Quebec and Ontario, but by careful culling of the stock last spring and the unrivalled product of this season the New Brunswick potato has gained a name that means something. Few potatoes are now being shipped. There are many in the county yet to be sold, but the market everywhere seems dull. Dealers here are still buying and paying $1.10, which is just double the price of ten years ago, when there was no market whatever for them, except that occasionally a carload was bought in the spring and shipped to the American market."

Charles B. Adams, grocer, corner of Germain and St. James Street, is advertising his business for sale. He has gone to McAdam to manage the Royal Hotel, owned by the C.P.R. at that place.

MONTREAL.

December 15.—A. A. Woodman, of Woodman & McKee, Coaticooke, Que., was visiting the city for a few days last week. Mr. Woodman came here to see his wife, who is seriously ill at one of the city hospitals.

J. Hurteau, who recently bought the business of S. Robinson, Esplanade Avenue, Annex, is contemplating some small alterations to the inside of his store. A feature of this store, which is an admirable one, and which is a valuable asset to business, is the fact that in the rear of the grocery store is situated a modern butcher and provision shop. The latter business is conducted by A. Lesperance. When two stores of this nature, which are closely allied in trade, are placed together in this way, they are naturally advantageous to one another's trade.

Trade in poultry locally is in a good healthy state. The quantity of turkeys and fowl is said to be superior to that of 1907, and a good demand for most of the varieties in small and large lots has continued up to the present time. Roasting chickens of best quality have been somewhat scarce, and the supplies have not been sufficient to meet the growing demand. Prices generally have been lower this year than at the commencement of the holiday season during the previous year. Dealers express the opinion that there is likely to be a slight advance in the price of poultry within the next ten days. The cold weather has been favorable to the trade, and merchants are looking forward to a large business, in turkeys, especially, and there is good reason to believe that a heavy volume of trading will be done in the latter part of December and the first week of the new year.

W. S. Goodhugh, of W. S. Goodhugh & Co., left Tuesday for Halifax, from where he will sail on the steamer Sobo for the West Indies, where he goes on both pleasure and business.

Many of the grocery stores around the city have taken on their holiday ap-

pearance. Windows in many cases contain a profusion of evergreen decorations and Christmas trees, with various tempting articles displayed thereon are in evidence. Trade is reflecting in earnest the near approach of Christmas. Although the demand is a little delayed this year, many dealers state that they expect it will made up for the lost time, and are making preparations to meet the rush when it does come.

From Ontario Correspondents

Brantford Arranging a Trade Excursion Which Galt Merchants Object to — Guelph Had a Good Week During the Winter Fair—Stratford Welcomes the Pay Car.

BRANTFORD.

December 15.—A new factory has been opened by Mr. Smith, of Dundas Street, for manufacturing brushes and brooms. The bu lding is a new one and has been fitted up with the latest style of machinery used in the trade. The proprietor was formerly a broom manufacturer in this city. He is at present employing six hands, but after new year's expects that probably twenty-five hands in all will be taken on.

Brantford merchants have decided to experiment with the trade excursion idea, and have secured low rates on the two radial railroad systems which centre here. The excursions are to take place to-morrow and the points selected are Ancaster, Paris and Galt. The radials will give a five-cent return fare from Paris and Ancaster, and a 10-cent fare from Galt. These are very low prices and ought to draw large crowds. Special cars will be provided on both roads and the stores will be kept open until nine o'clock the evening of the excursion. Automobiles properly placarded will be sent through the country distributing bills and advertising the excursions in every possible way.

Christmas buying has at last commenced in earnest and merchants report a decided improvement over the previous week. The "calendar" fiends have started on their rounds, and after every ten to twenty-five-cent purchase the clerks look for the question, "I would like you to give me one of those lovely calendars of yours?" Most of the merchants are giving them out, although others have decided not to give any this year.

GUELPH.

December 15.—Last week was a great week for the grocery stores, and all kinds of business. The downtown stores did not do it all by any means, though All the grocers would like to see a winter fair oftener, but the fact is, just the same, that it really starts the ball rolling for the Christmas trade. The great crowds touched nearly every householder and the boarding houses and hotels feed so many that every store is bound to be interested. One noticeable feature this last two years has been that there is not the foolish buying ahead in anticipation of big things by people who cannot afford it, and then, when the crowds do not come to them, have to fall back on the grocer to wait for his money. This was so in the first years of the fair, and most grocers are glad to see the last of that kind of buying. The usual grist of travelers were in town, and, along with the grocers, could be seen shaking hands with the sons of toil. It was a great time and now we can settle down to the good old Christmas trade.

Oman's window display on Saturday was a dandy for this time of the year. They had all their purchases of prize fowl, with the different colored ribbons attached, and drew a large crowd of admirers. That was worth while getting a few high-priced fowl for. The display no doubt, paid for the expense.

The Christmas bells and decorations are being put up in the local grocery stores this week, and most stores are all lit up and the boys are busy getting ready for the great annual rush. How many entr es will we have from Guelph in the window dressing contest? There is a chance for you all.

Don't forget, Mr. Grocer, the Christmas box that you have had your mind on for the boys. They earn it these nights working overtime. See that they get it. If you are in doubt, a year's subscription to The Canadian Grocer only costs $2, and it lasts all year.

PERTH.

December 15.—Perth Poultry Fair was held last Thursday and Friday, and it brought a good crowd of people to town. Prices were: Turkeys, 14c to 16c; chickens, about 10c; geese, 8c and 9c. Although the amount of poultry bought did not total up to what it sometimes has, the people were here and business was consequently brisk.

Harry Murry, who opened a grocery and ice cream parlor here last summer, has assigned to C. J. Foy.

There are a number of well-dressed grocery windows at present. J. H. Mendels window this week is specially worthy of notice.

C. A. Farmer has admitted his son, Tom Farmer, as a partner, and the business will in future be carried on under the name of C. A. Farmer & Son.

Early December grocery business is, if anything, a little ahead of the same period last year.

ST. CATHARINES.

December 15.—That article on "The Talking Point" in last week's Grocer was right to the point. That is just what the retail grocer needs in nine cases out of ten—clerks and proprietors that can discover the talking points of their business. We have too many order takers now. If you neglected reading that article look it up now and see if you can catch the idea of "The Talking Point" as applied to your business.

H. Henry has joined the rank of grocers using the daily newspaper as the medium to attract trade. While this is an entirely new departure for Mr. Henry, results will, no doubt, give him ample proof that judicious advertising pays.

Frank Wilson, the Queen St. grocer, has an elaborate display of Christmas stockings and decorations. Strings of these run from columns in the centre of the store to the shelving and are arranged rather artistically. The selling powers of the window displays would have been largely increased by the liberal use of price tickets.

The American Bazaar has a large display of Christmas fruits and the various ingredients used in preparing Christmas pastry. In this window neat price tickets have been used to advantage.

Bradley & Son have one window devoted to fruits, etc., and one to candy. This firm makes a speciality of medium-priced candies for Christmas. The displays are timely—good use is made of price tickets and they report a larger Christmas business this year than last.

E. O. Rawson, Humberstone, who purchased the branch store of J. H. Stanley, Port Colborne, has assigned.

Christmas fruit moved in larger quantities during the past week. Some report business much better than last year, while others are not so cheerful.

McLean Brothers, the James St. grocers, have decorated their store for the holiday season, using paper decorations strung from the ceiling and large red bells. At present this firm has a window display of fancy biscuits. The display slopes from the front of the window gradually to the back. The ground work is of white goods. On this individual glass dishes are arranged, each containing a different variety of fancy biscuit. Tinsel decoration is placed around each display. The showing, while not elaborate, is neat.

W. A. Sherwood & Son have also a display of Christmas groceries using the left-hand window. The bareness of the side wall of the window is relieved by a background of white cheese cloth, on which rests an arch of holly. Within the ark red paper bells are arranged. The display consists of figs, raisins, currants, flavoring extracts, olives, etc.

Sherwood & Son have added a stock of furniture to that of groceries. This section of the business will be under the personal supervision of W. A. Sherwood, while George Sherwood, the junior partner, will devote his attention to the grocery section.

OTTAWA.

December 15.—At a meeting of the Ottawa Retail Merchants' Association on Wednesday, December 9, it was decided to ask the Legislature for important amendments to the present market regulations. A copy of suggested amendments to the present regulations had been drafted by A. E. Fripp, M.L.A., and in the main these were adopted. When they are brought up before the Legislature, Mr. Fripp will do his best to see that they go through. In a nutshell, the change sought is one to prevent peddlers.

hucksters and transient traders who are not taxpayers, doing business in the city unless they pay a substantial fee. The Peddlers' and Hucksters' By-laws mainly concern the grocers, and the Transient Traders' By-law affects dry goods men, jewelers and stationers. First, the portion relative to hucksters and peddlers was dealt with. The first clause suggested that when goods, contracted for are delivered to the city person buying, no fee be charged. The second would aim at making it illegal for peddlers and hucksters who sell fruit, garden produce, etc., from door to door in the city to simply evade paying an annual license fee by going to the market with their wagons first, and paying the regular small market fee of 10 cents. This is done quite regularly. This, of course, pertains to the hucksters who buy vegetables, fruit, etc., from others and then retail them. The man who raises his own produce has the right by law to sell it when and where he wishes, and there is no desire to interfere with him. The third clause provides that farmers and producers who go to the market, after paying the market fee there to the market inspector, may sell when they want to or go where they like after 10 o'clock in the morning, from November to May, and after 9 o'clock from May to November. The fourth suggested the passing of by-laws forbidding criers or runners selling wares on the streets by shouting them out. The rights of hawkers and peddlers were also discussed. It was suggested that a license fee should be charged when such hawkers or peddlers go round from door to door selling tea, dry goods, watches and carpets, having no place of business in the city and not on the assessment roll.

Legislation to prevent peanut and fruit vendors from selling on the streets will also be sought.

INGERSOLL.

December 15.—It is a very noticeable fact that at this season of the year many merchants jump into "printer's ink" who, only use it occasionally at other periods, and some not at all. The Christmas trade seems to possess possibilities which demand the greatest attention of merchants in general, but nevertheless it is singular that many who are so desirous of getting their share of the harvest do not attach the same importance to the value of advertising throughout the other months. After all is said and done, it is the steady, substantial trade that brings success, and if advertising is an important leverage, why can it not be used with the same results at other seasons of the year? While it is noticeable that many merchants are only advertising during the holiday season, it is also noticeable that the shrewd, up-to-date merchant doubles, and in some instances trebles, his advertising space at this season. He appreciates the value of advertising the year round, is in touch with the people of his community either by actual contact or the advertising medium, and as the opportunities widen he increases his advertising scope. An effective system of advertising has been adopted by a local grocery firm, which should prove a great convenience to the housewives of the community. It is in the form of a neatly-printed and altogether attractive price-list, suggestive of the requisites for the holiday season. It might properly be termed a "grocery catalogue," as practically all the articles in the store are enumerated, and particularly those for which there is an increased demand at this season. These have been sent through the mails to customers and others, and should prove of much assistance when preparations for the plum pudding and other Christmas delicacies are being made. Not only does this list assist the housewife in making her selections, but it also keeps her posted on the different prices. This is an important feature, as prices have fluctuated considerably of late and with a list of this kind before her the housewife is able to figure out to a cent the cost of her holiday cooking. This is enterprise which customers and the public in general appreciate and no doubt is profitable to the advertisers.

The attendance at the market has shown a steady increase during the past few weeks. On Saturday last all the available display space was occupied by the vendors and quite a number were unable to offer their produce to proper advantage. The attendance of purchasers was sufficiently large to keep prices steady and business booming. Dairy butter was plentiful at prices ranging from 28c to 30c per pound. Eggs were more numerous than usual and sold freely at 25c and 30c per dozen. Geese held chief place in the poultry department and sold at 10c and 11c per pound. Chickens brought 10c per pound, and turkey was none too plentiful at 14c and 15c per pound. Apples brought from 50c to 75c per bag according to quality. Potatoes were in good demand at from 60c to 75c per bag.

TORONTO.

December 16.—A deputation representing the Retail Merchants' Association and the Retail Grocers' Association waited on the Board of Control last Friday morning with a view to securing more just conditions in regard to the peddling nuisance. E. M. Trowern, secretary of the R.M.A., who headed the delegation, complained that many licenses were taken out for half a year only, from June to December, for $5, and that this was altogether too low a rate. On inquiry it was learned that this season 707 licenses had been issued, all of the half-year variety. Mayor Oliver expressed himself as in sympathy with the retail merchants, and as believing there were altogether too many peddlers in Toronto. After some discussion, however, the matter was dropped, to be taken up again at the first of the year. The deputation received the assurance that no licenses would be issued in the meantime, and that in all probability the fee would be raised next year.

A judgment which shows that the complaints which have come from England and Scotland regarding the packing of Canadian apples were well founded was handed out by Mr. Justice Riddell this week. The case was that of R. S. Long against P. L. and H. Williams & Co., Limited. The plaintiffs agreed to purchase from 30 to 35 barrels of apples from the defendants. They claimed damages for improper packing, and claimed that the fruit was inferior. They produced evidence from their customers in Glasgow, Scotland, to the effect that the fruit was bad when it arrived there. Mr. Justice Riddell gives judgment in their favor, and refers the amount to the Master in Ordinary.

The stubbornness of horses when they smell fire was once more demonstrated last Friday night, when two animals belonging to Ewing Bros., grocers, 199 Roncesvalles Avenue, refused to be led out of a burning barn at the rear of their premises. Every known device was used, but still the horses refused to leave their stalls. Luckily the fire was discovered before it had gained any headway, and was put out with a few pails of water.

The Dominion Co-Operative Association held a most successful and enjoyable social re-union in Broadway Hall last night. The gathering was under the auspices of the Ladies' Co-operative Guild. Mayor Oliver presided, and a fine musical programme was rendered. Addresses on the work of the association, which will shortly open a second store in Toronto, were given by Alex. Fraser, president; H. Macdonald, secretary, and others.

STRATFORD.

December 15.—Business in general has not been up to the mark, but since the arrival of the G.T.R. pay car on Monday it has taken on the old-time rush. Stratford always feels a decided depression in business for a week previous to the Grand Trunk pay. Prospects are bright for a good Xmas trade, and grocers here feel confident that this year's business will eclipse all other years.

There was no material change in the local market on Saturday. Produce of all seasonable variety appeared in the usual abundant supply, apples, potatoes and fowl being particularly plentiful. Eggs seemed more plentiful than a week ago, but still one or two vendors had the courage to ask 32c for their hen fruit.

The creameries report the butter business brightening up. The unsettled weather of the past month has been unfavorable for butter making. The manager of the local creamery states that they have a great increase in butter when the weather is steadily cold or warm, as the changeable temperature causes a decided unrest among the cattle, making a decrease of butter-fat in the milk.

C. McIlhargey, president of the Stratford Wholesale Grocery Co., is the busiest man in the city these days. He has the Mayor's chair in view, and if hard work wins, he should come out victorious.

The grocers of Stratford a few days ago had the pleasure of meeting James O'Hagen, The Canadian Grocer's traveling representative, and are anticipating a good report of Stratford and its grocers. The coming of The Canadian Grocer each week is eagerly looked for by both proprietor and clerk. The column called the "Grocers' Encyclopedia" is a store of information which is universally enjoyed, and several grocers have expressed a wish for a sequel to "Men Who Sell Things."

H. T. Barker's grocery has a fine Santa Claus window this week. A large red brick fireplace forms the chief feature of the display, with well-filled stock-

ings hanging above, while a little girl doll is anxiously looking for her stocking. In the front they have Xmas fruits, nuts, etc., tastily displayed, and many are the moments spent by the little folk before this window.

The Barnsdale Trading Co. have something new in the line of window display. Four wire netting tubes, about 4 feet high and 1 foot thick, filled with different kinds of nuts, occupy the four corners of the window, while on top of each tube a pyramid of oranges is arranged. The ground work of the window is formed of fancy candies.

McCully & Haugh are showing two well-dressed Xmas windows. The glass front of their windows being very high, they have formed a network ceiling of evergreens about halfway between the store floor and the roof of the windows. Grape fruit, oranges, Malaga grapes and candy canes are hanging from the evergreens. Xmas fruits, mixed candies, chocolates and nuts are well displayed, and each window is brilliantly lighted by numerous wax candles.

GALT.

December 15.—With the advent of good sleighing, business in Galt has taken on an added impetus. The stores have brightened up, the people are buying more freely, and more farmers take advantage of the sleighing to "slip" in and see the Christmas goods, and, in most cases, they buy a considerable quantity of groceries, dry goods and such like. The factories are working full time, there are very few unemployed, and the prospects for a prosperous and happy Christmas seem exceptionally bright at present. Of course, the poor are always with us, but their care is in capable hands. In this connection your correspondent witnessed a strange proceeding the other day. He was in Sloan's grocery store when a woman came in with an order from the Mayor for groceries to the extent of one dollar. She purchased small quantities of bread and butter, and larger quantities of jam and marmalade. Seventy-five cents had been expended of the charity money, and she requested that she be given a 25c box of candy for the remaining quarter. The clerk had some experience with such customers, and he sought the advice of the proprietor, who promptly informed the lady in question that charity orders did not include candy. Other grocers have the same experience, some of the recipients of charity asking for goods even more useless to a poor family.

John Sloan has a very pretty Christmas window. His large south window has been devoted to a display of Christmas goods. The walls of the window have been hung with green streamers, while large red bells are hung from the ceiling and about the walls. Christmas boxes of candy, stockings and other gifts complete the display.

The market on Saturday was exceptionally large. Large numbers of huge chrysanthemums were offered at 25 cents each. Butter was 30 cents and eggs 35 cents. Other prices remained unchanged. Collie pups were offered at $2 each, and all were sold.

A number of local grocers have laid in a stock of fancy boxes of candy for the Christmas trade. The Guelph correspondent makes a good suggestion when he advocates closing the stores for both Friday and Saturday. A number of Galt merchants are complaining that they will do no business on Saturday, and they might consider the suggestion. It would be a good thing for both the proprietors and the clerks.

Galt merchants are up in arms against their Brantford brethren. Whether business in the Telephone City is not brisk enough, or whether the merchants of the city are trying a new scheme, is not known, but an excursion has been arranged from Galt to Brantford on Wednesday next for a return fare of ten cents. It is not definitely known, but it is thought that the Brantford merchants are behind the scheme. As the regular fare is 90 cents, it will be easily seen that a large number of Galtonians will take in the trip over the Grand Valley Electric line. And it is safe to say that they will do considerable shopping.

CHATHAM.

Dec. 15.—Chatham grocers are now in the throes of a busy Christmas season, which gives promise of being one of the best in years. From all accounts people are buying quite a bit earlier than usual. They are also buying more liberally than they did last year, which is a good indication of returning prosperity.

An important business transfer took place last Monday, when N. A. McGeachy & Sons, City Dairy, acquired the milk business for some time past conducted by the Maple City Creamery. The transfer includes, not only the Creamery milk routes, but also concerns delivery wagons and bottles and its sources of milk supply. Henceforth, Mr. Lister, of the Creamery, will confine his attention to butter making. In an interview, W. A. McGeachy stated that, far from involving the oft-predicted increase in the price of milk to 7c a quart, the change will ensure Chatham 6c milk, at least for the present winter, owing to the fact that running expenses will be considerably reduced. Last winter the milkmen lost money on milk at 6c. Mr. McGeachy added that prior to the transfer he had contemplated establishing a butter factory, being encouraged by the success which had attended him in butter manufacturing on a small scale, but that the largely increased milk business would have the effect of keeping his hands pretty full.

The assets of Lorne A. Cummings, of the "Teddy Bear" grocery, who made an assignment some time ago, were last week sold at 42 cents on the dollar to Wm. Jenkins, of this city. Subsequently the business was taken over by Harry W. Jacques, who formerly carried on a grocery on Raleigh Street.

J. McHardy, of Merlin, has moved his stock of confectionery into his new store in the Oddfellows' Block. He is remodeling his old store into a dwelling house.

M. Macfarlane, Ridgetown, has opened a grocery in D. J. McLean's old stand, Main Street West.

Jas. Hillman has given up his position in E. Coulter's grocery at Wheatley, and has accepted a position in Merlin.

A Greenberg, a second-hand dealer, in Wallaceburg, has gone into the grocery business, opening a store opposite Taylor's grocery.

Last week Thos. Hicks, of Essex, disposed of his bakery and grocery to Charles Billing, of North Ridge. Mr. Billing, while continuing the grocery business, will pay particular attention to the bakery, and will retain A. H. Meston as baker.

The establishment of a cold storage station at Leamington is talked of. There are few places where it would serve so many ends. Besides the fruit during the summer season, butter, eggs, poultry and apples would keep a large section busy; while the fishermen need it badly. Local parties are interesting themselves in the scheme, and there is considerable likelihood that it will materialize, one gentleman having stated that he would put $10,000 into it.

The Essex canning factory has finished work on pumpkins, and from now on will be engaged on jams and catsups, keeping several hands employed all winter. The past year has been one of the best in the factory's history, the output being far in excess of any previous year.

The city Board of Trade made a progressive move last week, when, at a well-attended meeting, they decided to petition the Dominion Government for the dredging of the Thames to a depth of 16 feet. Plans for the work were prepared by the Government some years ago, but it was never carried out. The deepening of the river would have a beneficial effect on freight rates, both on incoming and outgoing shipments. A number of matters of local interest were discussed.

Ald. John Edmondson, the St. Clair Street butcher, and doyen of the council, is out for the mayoralty. His only opponent so far is Ald. W. H. Westman, of the hardware firm of Westman Bros., though there is quite a bit of talk of ex-Ald. Wm. Potter, the Queen Street grocer, who was defeated last year, coming out and making it a three-cornered fight. For the council, Ald. Harry A. Andrew, who is standing for re-election, is so far the only grocer aspirant, though Chairman John McCorvie, of John McCorvie & Son, is expected to enter the race for aldermanic honors.

Eggs on the local market are now up to 30c a dozen—a price practically unheard of before. Potatoes are reported plentiful, and can be had at from 75c to 90c on the market, though last Saturday as high as $1 was asked. Grocers offer the best quality at $1 a bag.

John W. Dyer, the St. Clair St. grocer, was last week honored by his fellow members of Thames Lodge, No. 101, S.O.E., by being elected to the W. President's chair. T. W. Smythe, treasurer, and R. I. Weaver, trustee, are other grocers on the list of S.O.E. officers.

"Tom Cats," in striking big capitals was the catchy feature of J. H. Kadwell's advertisement recently. The housewife, curious to know who advertised tomcats for sale, discovered, on closer examination, that the advertisement related to tomato catsup.

Travelers Discuss Society Business

Dominion Association Held Annual Meeting in Montreal on Saturday, Dec. 12—Maritime Travelers Met at Halifax on Friday, Dec. 11—Shall the Woman Be Admitted to Associations' Ranks?

Close upon 100 members of the Dominion Commercial Travelers' Association attended the annual meeting of that body held in Montreal in Fraser Hall last Saturday evening.

Retiring President Egan occupied the chair, while S. J. Mathewson, the vice-president and president-elect; Maxwell Murdock, treasurer; E. D. Marceau, Hon. J. D. Rolland, Ald. Robinson, J. S. N. Dougall, L. W. Anderson, A. L. Friedman, E. Duckett, James Robertson, E. E. Guilbert, A. J. Brown, and H. W. Wadsworth, the secretary, also occupied seats on the platform.

Several important questions were discussed, the chief among them being the proposal to establish a pension fund, which did not meet with much favor. Whether or not ladies should be admitted for membership also came in for some discussion.

Opening the meeting, President Egan stated that the year has been a most satisfactory one, a larger amount than ever having been added to the reserve fund. During the year 833 new members were enrolled. This, however, did not represent the total increase, as many members failed to renew. This made the net gain 101, and the present membership 6,194. The total amount received on revenue account was $74,798.08, of this amount $58,250 was represented by annual subscriptions and $16,345.58 interest on investments; $50,225 had been paid in mortuary benefits, against $63,250 last year. The working expenses amounted to $5,564.86; $32,000 had been invested in first mortgage real estate at 6 per cent. interest, and matured loans amounting to $56,500, bearing 5 and 5½ per cent. interest, had been renewed at 6 per cent. The net surplus for the year was $21,935.86, which, added to capital account, made a grand total of $315,732.14.

Mortuary claims were lighter than last year, being 56, against 62. The average age of those who died during the year was forty-seven years, their length of membership averaging sixteen and a half years. The trustees of the educational fund reported ten new pupils during the year, with five retired, leaving eleven at present receiving gratuitous education.

It was reported that the Government of Prince Edward Island had decided to abolish the tax on commercial travelers, which had been an obstruction to trade.

The committee appointed to consider the notices of motion re the mortuary benefit fund reported against their adoption. The receipts and expenditures accounts showed a credit balance of $13,-116.96.

R. C. Wilkins commented on the satisfactory nature of the report.

The president then read the list of members who died during the year. Following this the report of the trustees of the educational fund, showing an expenditure of $186.66, was read, the trustees applying for an appropriation of $150, as the balance in hand was only $64.53. On motion of Geo. Mann the amount was recommended.

The hospital fund report showed a balance of $240.94, and the chairman suggested that the amount be equally divided between the Grace Dart Home, the Hospital for Incurables, and the Western Hospital. A member suggesting that the hospitals should be asked to endow a cot in consideration of these payments, Mr. Marceau pointed out this could not be done for $80 each, but the first speaker held it could be got for $75. R. C. Wilkins said the permanent endowment of a cot would cost $2,000, and proposed the distribution of the amounts mentioned, leaving the hospitals to do as they pleased.

Speaking as one of the governors of the Western Hospital, S. J. Mathewson explained that it cost the hospital $1.25 per day to maintain patients, and he did not see that the proposed donation would enable the hospital to do anything in the way of enlarging the building. Mr. Gardner moved that the General Hospital be substituted for the Western, whereupon the chairman explained that $2,000 had been given to the General Hospital two years ago, and after Ald. Robinson had expressed his opinion that the money could not be used to any better purpose than that proposed, the motion was carried.

Ed. Duckett's motion regarding the establishment of a pension fund was then made. He explained his reasons for requesting that a committee be appointed to study the means of creating a pension fund, and that $500 be devoted to secure actuarial opinion on the mortuary liabilities. Messrs. Marceau and Mathewson dissented, the latter remarking that if anyone wanted a pension the Government of the country would grant it if they could pass a medical examination. Every cent of the surplus was needed for the mortuary fund. A few were in favor of the motion, and on a vote being taken it was defeated.

Then Major J. T. McBride's motion—proposed in his absence through illness—that by-law article III, section 3, be amended to make the qualification for active members "he or she," instead of "he." There was considerable discussion on this question, participated in by Messrs. Woods, Marceau, Murdock, Mann, Lefebvre and others. The motion was put and lost.

S. Woods again brought forward the suggestion that an actuary be appointed to provide an estimate of the mortuary liabilities. R. C. Wilkins and S. J. Mathewson could not see the necessity for this, the former stating that they had $300,000 assets to meet their liabilities, the actual amount of which no one could definitely tell, since they had liabilities to every member's widow and family. So long, however, as they could present satisfactory reports as they were now doing, that was all that was necessary. Mr. Woods persisted in his contention. Mr. Mathewson then rose, and said that the association knew perfectly well its nominal liabilities from the lists in its possession. The association was run on a business-like basis. Finally a show of hands to indicate feeling was called for, and the motion was unanimously defeated.

A letter was received from C. Petrie, calling attention to a paragraph in the newspapers to the effect that Quebec City would move for the adoption of a by-law to tax commercial travelers and others $200 before they were at liberty to take orders or sell goods. The chairman explained that article 50, chapter 15 of the Quebec Legislature held that: No municipal corporation shall levy any tax upon any commercial traveler, taking orders or selling goods, wares or merchandise by sample, catalogue or price list, or require any such person to procure a license from such municipal corporation, notwithstanding any disposition to the contrary in any statute.

Whether commission received by travelers should be considered salary was one of the last matters brought before the meeting. This question was considered important enough to be brought before the board, and E. D. Marceau, as a member of the Chambre de Commerce, said he would be willing to bring the question before that body. He understood it had already been brought up at a meeting of the Board of Trade.

Mr. Egan then thanked the members for their loyalty to him during the past year, and expressed the honor he felt in having held the office of president. He then announced the election by acclamation for the coming year of S. J. Mathewson as president; J. Bevans Giles as vice-president, and Maxwell Murdock as treasurer. Out of 2,305 votes cast for directors, the following secured election: Messrs. F. N. Picard, H. M. Levine, L. Decelles, A. J. Brown and C. D. O'Brien. These gentlemen will act concurrently with the other five directors making up the board.

President-elect S. J. Mathewson then took the chair amid applause. He made a neat little speech, stating his appreciation of the honor shown him, and requesting a continuance, during his turn of office, of the loyalty shown by the members during 1908.

Mutual Benefit Meeting.

On Friday evening the annual meeting of the Dominion Travelers' Mutual Benefit Society took place. The membership is now 1,378, 139 new members having been added during the year. A social evening was passed after the business on hand was disposed of. Songs and recitations were pleasingly rendered by Charles Gurd, J. Bevans Giles and R. C. Wilkins. E. C. Levine gave an exhibition of legerdemain and performed some amusing card tricks.

The annual dinner of the Dominion association will be held next Monday evening, Dec. 21. The committee are work-

ing actively and promise one of the best functions yet held, which means a good deal. The programme is being well looked after and is said to contain some novel features which will be particularly attractive. The following will be the chief speakers: Charles Marcil, prospective Speaker of the House of Commons; Prof. Stephen Leacock, of McGill University; Hon. Charles Murphy, Henri Bourassa, and Senator L. J. Forget. A complete and bright account of the dinner will be given in The Canadian Grocer next week.

MARITIME TRAVELERS ADMIT LADIES

At Annual Meeting Held at Halifax Last Week—Changes in Mortuary Benefit Scheme.

Halifax, N.S., Dec. 14.—The annual meeting of the Maritime Commercial Travelers' Association was held here on Wednesday, Dec. 9.

One of the novel features of the meeting was a resolution to the effect that hereafter ladies would be admitted to the privileges of the association.

The secretary reported the membership as 869, as compared with 816 a year ago.

In the election of officers, R. A. March, St. John, was chosen president, and the vice-presidents for New Brunswick are: R. J. Humphrey, St. John; A. E. Massie, Fredericton; J. E. Petrie, and J. Pope Barnes, St. John.

Vice-presidents for Nova Scotia—Chas. Blackie, D. R. Rutherford, A. Milne Fraser, D. Hockin, Halifax.

Directors—H. E. Pyke, William Tapp, C. T. Hermann, together with R. H. McCulloch, J. B. Douglas and P. T. Strong.

The report showed that of the 869 members, 499 are registered at Halifax, and 370 at St. John, (N.B.)

Four members entitled to mortuary benefits, died during the year, H. M. Doane, Archibald McLean, Bernard Quinan and Capt. Thomas Douglas, the last named being a past president of the association.

Seventeen accident and sickness claims were presented by members during the year, aggregating $476.76, all of which were settled promptly by the Canada Accident Assurance Company.

A report on the mortuary benefit fund of the association, made by T. Bradshaw, insurance actuary, has been under consideration by the board of management during the year. As a result of their deliberations and in conformity with the recommendations of the report referred to, it is deemed expedient that measures should be adopted for strengthening the reserve funds of the association. To this end it is proposed that the $1,000 accident insurance heretofore provided to members at the expense of the association, should be discontinued at the close of the present year, and that a modified scale of mortuary benefits shall be adopted for members joining the association from after Jan. 1, 1909. The directors have arranged with the Canada Accident Assurance Company to continue the special rates for accident insurance to members of the association who may desire such protection.

The audited statements of the secretary and the cashier show an increase in the funds of $4,858 for the year, and that the total reserve now amounts to $47,716.

The meeting unanimously decided to abolish the accident insurance privilege. It was also decided to extend the time in which members shall qualify for the maximum benefit from thirteen years to twenty-four years. This refers only to new members and will go into effect at the beginning of the year.

The association will hold a banquet at the Royal Hotel, St. John, on Thursday, Dec. 17.

C. T. A. BANQUET.

The annual banquet of the Commercial Travelers' Association of Canada, to be held on Wednesday evening, Dec. 23, at McConkey's, Toronto, promises to be one of the brightest and most entertaining of similar functions yet held. The committee have been scurrying round since their appointment making arrangements for a dinner and programme that would appeal to everyone, and their efforts promise to be well rewarded.

Among the brighter lights on the toast list are Hon. Geo. P. Graham and Hon. W. J. Hanna, W. K. George, Hugh Blain and S. R. Wickett. This, with a number of speeches from members of the association, assures the excellence of this department of the programme. The musical end is also being well looked after, and a couple of novel features are being introduced which will add to the interest. The official programme will be as follows:

The King.
National Anthem.
Recitation .....Lieut.-Col. Stoneman
Toast—"Canada" .....The President
"The Maple Leaf."
Quartette—"Georgina" ..... Selected
Toast—"The Dominion Parliament"
.....J. H. Wildfong
Response .....Hon. G. P. Graham
Comic Song—Selected ...Harry Bennett
Toast—"The Ontario Legislature"
.....W. J. Micks
Response.....Hon W. J. Hanna
Ledgerdemain, etc.....F. E. arn
Toast—"Manufacturing Interests"
.....E. Fielding
Response.....W. K. George
Comic Song.....G. McLeod
Toast—"Wholesale Mercantile
Interests".....Chas. Kyle
Response.....Hugh Blain
Toast—"Sister Associations".....
.....S. Sterling
Response .....S. R. Wickett

Next week's issue of The Canadian Grocer will contain a bright and complete report of the dinner, which should be of interest to retailers as well as to the travelers themselves.

MONTREAL EXCHANGE MEETING.

The annual meeting of the Montreal Wholesale Grocers' Exchange will take place in Montreal to-day, Friday, Dec. 18.

LONDON CORRESPONDENCE.

December 15.—Except for filling sorting-up orders, local wholesalers are doing very little just now. Travelers will be in about the middle of next week and then stock-taking will proceed. There is no changes in prices for staples and Christmas goods. Haddies are scarce, owing to storms on the Atlantic coast, and prices are half a cent higher.

Slight improvement is noted in retail trade, and if the sleighing stays with us there will be busy times in London stores from now until Christmas.

The regular meeting of the Retail Grocers' Association was held in Sherwood Hall last Tuesday evening. First Vice-President, John Diprose was in the chair in the unavoidable absence of President Shaw. The meeting was well attended. A committee was appointed to look into several grievances. A strong resolution was passed, condemning Sir Wm. C. Macdonald for not allowing a larger margin of profit to the retailer on his tobaccoes. If the retailer would ask 11c per plug, instead of 10c, it would kill the sale of it. Vice-president, J. Diprose, ex-President Harry Ranahan, Treasurer E. J. Ryan and C. W. Summer were named a deputation to wait on a local miller, in regard to selling flour at retail. President Shaw and Vice-President Diprose, who waited on some price-cutters in the east last week, reported that they could fix the matters all O.K., but for one grocer, who is not a member of the association. He has a store for sale and he is trying to work up a trade by selling some lines at cost. Another deputation was appointed to wait on one of the local biscuit houses in regard to selling one retail grocer goods at one-half cent per pound lower than other retailers.

A new wholesale crockery firm has been organized in London, and will open business in the Green-Swift building at the beginning of the year.

During the last forty days the Grand Trunk Railway has sent out of this city 87 cold storage cars, the large majority of which were filled with turkeys for the western markets, valued at upwards of a quarter of a million dollars. Turkeys will be dear in the West this year, as shippers have to pay on an average two cents a pound on all the birds they ship. The freight charges on a carload of turkeys shipped to Vancouver a few days ago amounted to $1,200. For several weeks to come large shipments west will be of daily occurrence, and it is estimated that Middlesex turkey raisers along will send out over a million dollars' worth of the birds.

Apple shippers complain of a rot which has attacked their fruit, and dealers say they have the greatest difficulty in keeping them from spoiling. Barrels of apples which appear to be first-class when put into cellars, almost immediately develop symptoms of decay. Good apples were never so high-priced as they are this season.

Higher prices are predicted by egg dealers for the output of the next few weeks. This is in part due to the fact that the stocks held by dealers are not as large as usual at this season. In the United States prices are even higher than they are here.

Mathon Bros. & Co., general merchants, Ville Marie, are asking an extension of time.

GOODS OF ESTABLISHED REPUTATION

sell faster than the unknown kind. Nowadays everybody wants foods that bear the guarantee of a good name.

HEINZ

57 VARIETIES
Pure Food Products

(The kind that contain no preservatives)

make new customers and hold the old ones because they are known to be pure, clean-made and of the highest quality. Always sold under the double guarantee to comply with every food law and to satisfy all tastes. Money back to your customer if they fail to please.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

It Is Time—

you got in that order for Christmas goods. Send it in now and ensure choice stock for your Holiday Trade.

STAR BRAND SUGAR CURED HAMS
Smoked or already Cooked.

THE FINEST BREAKFAST BACON
on the market—**FEARMAN'S STAR BRAND.**

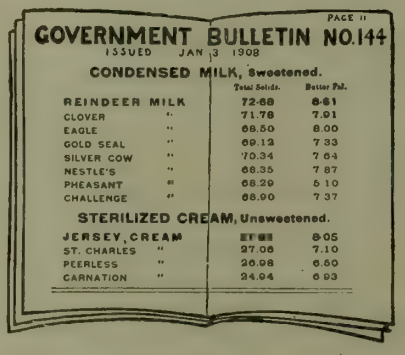
PURE LARD
in 1-lb., 3-lb., 5-lb., 10-lb., 20-lb. and 60-lb. pails.

OLD ENGLAND MINCE MEAT
in 6-lb., 12-lb., 28-lb. and 70-lb. pails.

Carefully selected and all made under Dominion Government supervision.

F. W. Fearman Co.
LIMITED
Hamilton, Ont.

The strongest evidence of merit is a Government endorsement of quality



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GOVERNMENT BULLETIN NO. 144
ISSUED JAN 13 1908

CONDENSED MILK, Sweetened.

	Total Solids.	Butter Fat.
REINDEER MILK	72.68	8.61
CLOVER "	71.78	7.91
EAGLE "	68.50	8.00
GOLD SEAL "	69.13	7.33
SILVER COW "	70.34	7.64
NESTLE'S "	68.35	7.87
PHEASANT "	68.20	5.10
CHALLENGE "	68.90	7.37

STERILIZED CREAM, Unsweetened.

JERSEY CREAM	[illegible]	9.05
ST. CHARLES "	27.06	7.10
PEERLESS "	26.98	6.50
CARNATION "	24.94	6.93

Reindeer Milk is 7½ per cent. and Jersey Cream is 13 per cent.

richer than any other brand listed in the Government Bulletin.

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Butter
Eggs
Cheese
Poultry
(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO.
LIMITED
70-72 Front Street East
Toronto - Ont.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, Dec. 16, 1908.

The usual quietness which is noticeable in the cheese trade at this time of the year is not, perhaps, so pronounced this year. A few orders for export are being filled. English buyers are finding that there is not as much cheese left over from the close of navigation as there was last year. Cable inquiries are arriving for the lower grades, but these cannot be filled, owing to scarcity. Total receipts since May 1 are 1,896,335 boxes, against 2,050,410 boxes for the corresponding period of last year.

The local market is steady, with Westerns quoted at 12¼c to 12½c, and Easterns at 11¾c to 12c.

The butter situation is not very interesting at the present moment. Dealers are complaining about the poor quality and the high prices which they have to pay for this stock.

The objectionable feature of this butter is the fact that much of it possesses a strong stable flavor, which is due to carelessness of farmers in allowing the milk to stand too long in stables, before it is removed to the cellars or pantries. Locally, the demand for high grade stock continues good. It is thought that stocks are not larger than will be required between now and spring time. Considerable stock is said to be held here for the account of Western houses. Receipts of butter for the season have been 402,523 packages, against 399,973 packages for the same period of last year. The local market is steady at 26½c to 27c.

THE PROVISION SITUATION

Toronto, Dec. 17, 1908.

The farmers seem to have the control of the markets pretty much in their own hands. If the prices suit them, they will sell their hogs, but if not they will simply hold their stuff until the prices advance, which occurs, too, if buyers want their goods. This is particularly so with the hog product. A few weeks past the run of hogs, at prices from 75c to $1 a hundred higher than last year, was unusually heavy. With the English market supplied by the Danes, Irish and Americans, from 2 to 3 shillings lower than last year the packers made a slight drop. As soon as this reached the ears of the farmers their hogs were granted a longer lease of life, and the packers, in order to get them, have only one thing to do. Some years ago when farmers had to meet the interest on their mortgages, they had to sell at any price, but now they are independent, and practically boss the situation. The prices offered this week is $6 off cars for selects, grading a little lower for less desirable quality.

PROVISION MARKETS

MONTREAL.

PROVISIONS—A decline in the foreign markets has led to a weaker feeling in the local market, which has eased off somewhat. Nearly all lines have been depressed slightly. Trade locally is only fair.

Heavy Canada short cut mess pork, in bbls	22 50	23 00
Selected heavy Canada short cut clear boneless pork	22 50	23 00
Heavy Canada short cut clear pork	22 00	22 50
Very heavy clear pork	25 50	26 00
Plate beef 100-lb bbls		7 75
" 200 "		15 00
" 300 "		22 00
Pure Lard—		
Tierces, 375 lbs		0 12½
Boxes, 50 lbs., grained		0 12¾
Tubs, 50 lbs., "		0 12¾
Pails, wood, 20 lbs., parchment lined		0 12¾
Tin pails, 20 lbs., gross		" 12½
Cases, tins, 10 lbs. each		0 12½
" " 5 "		0 12¾
" " 3 "		0 13
Compound Lard—		
Tierces, 375 lbs		0 08½
Parchment lined boxes, 50 lbs		0 08¾
Tubs, 50 lbs		0 8¾
Wood pails, 20 lbs. net		0 09¼
Tin pails, in cases	0 09½	0 09½

BUTTER — Locally the market is steady, and demand is increasing with the approach of Christmas.

Fresh Creamery, solids, l		0 28
" " pri ts, lb		0 28½
Dairy, tubs, lb	0 20	0 22
Fresh large roll	0 22	0 23

CHEESE—Cheese remains firm under a fair demand. Export business is small. Prices are the same.

Large	0 12¾	0 13
Twins	0 12¾	0 13
Old		0 15

EGGS—Eggs continue in good demand and prices show signs of an easier feeling, due to the warmer weather, which will stimulate the production. This condition, however, is only transitory, and it is thought prices will continue to rule high.

New laids	0 34	0 36
Selected cold storage		0 26
No. 1 Candled		0 23
No. 2 Eggs		0 17½

HONEY—The honey market is steady, under a slightly better demand. Quotations are unchanged.

White clover comb honey	0 13	0 14
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 10	0 11

POULTRY—Demand for poultry is on the increase, as the holiday trade has commenced. Prices are firm and an advance all around would be no surprise.

Spring chickens, per lb	0 09	0 12
Hens per lb	0 09	0 09
Young ducks, per lb	0 10	0 11
Turkeys, per lb	0 13	0 14
Geese, dressed	0 08	0 09

TORONTO.

PROVISIONS—The principal feature of the provision market this week is the sudden dropping off of the hog supply. This was, however, not unexpected, as it is always the case after an unusually heavy run. Cured meats are not much in demand, fresh meats, and particularly poultry, take their place. Prices on the whole are unchanged.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb		0 14½
Roll bacon, per lb	0 10½	0 11
Light hams, per lb	0 13½	0 15
Medium hams, per lb		0 13½
Large hams, per lb		0 12½
Shoulder hams, per lb	0 10	0 12
Backs, plain, per lb		0 16
" pea meal		0 16½
Heavy mess pork, per bbl		20 00
Short cut, per bbl		22 50
Lard, tierces, per lb	0 11½	0 12
" tubs "		0 12½
" pails "		0 13
" compounds, per lb		0 8½
Dressed hogs	8 25	8 75

BUTTER—There is no change in the butter market this week. The prices for good qualities are maintained, but the poorer grades can be bought for less, in order to keep them from accumulating. There is still too much poor butter made.

Creamery prints	0 29	0 30
Creamery solids	0 28	0 28
Farmers' separator butter	0 26	0 27
Dairy prints, choice	0 25	0 26
" " ordinary	0 19	0 21
" tubs, choice	0 22	0 22½
Large rolls	0 23	0 25

CHEESE—There is no visible change in cheese, and not much changing hands.

Cheese, large, prime		0 13½
" twins	0 13½	0 14

POULTRY — When the enormous quantity of fowl it requires to supply the demand of a large city is taken into consideration, especially just before Christmas, dealers naturally have to make their calculations on what is in sight, and compare it with other years. So far the receipts are small, and it is feared that farmers will again make the mistake of holding their stock until within a few days of Christmas, and then the usual slump will take place. One firm's receipts during three days before Thanksgiving were 27 tons, and they expect 50 tons will be their requirements for Christmas. The stock that is coming in is in good condition. Farmers have no doubt been learning the folly of sending skeletons instead of fowl, and are finding out that it pays to feed and prepare their poultry to meet the wants of the buying public.

Spring chickens, per lb, live	0 09	0 11
Spring chicken, dressed	0 11	0 13
Hens, per lb., live	0 06	0 07
Hens, per lb., dressed	0 08	0 10
Young ducks, per lb., live	0 09	0 10
Ducks per lb., dressed	0 11	0 12
Turkeys, per lb., dressed	0 13	0 14
Geese, per lb., dressed	0 08	0 09

HONEY—Honey is about 1c higher this week, but in the rush for holiday trade it receives very little attention. There is considerable honey on the shelves of grocers which would scarcely stand inspection, and should be properly labelled.

60-lb. tins	0 11	0 11½
Smaller sizes, tins and bottles	0 0½	0 12
Comb, doz	1 50	2 50

EGGS—The egg market continues firm, and the stock on hand, both in cold storage and in pickle, is not supposed to be more than will be required, unless the winter will be exceptionally open and mild, which might start the hens from

their winter rest to produce an early supply.

Strictly new laid, per doz	0 35	0 40
Select cold storage	0 27	0 28
Cold storage	0 24	0 25
Limed	0 23	0 24

WINNIPEG.

BUTTER—Dairy butter is in fairly good supply, country points reporting surprisingly large offerings for the season of the year. For No. 1 tubs or bricks the produce houses are offering 22c per lb., f.o.b. Winnipeg; for No. 2, 17c to 18c per lb., and for No. 3, 15c to 16c per lb.

EGGS—Supplies are very scanty and produce houses are offering high prices for new laid eggs. Shipments are being brought in from Ontario to supplement the local supply. Produce houses are paying 30c and higher per dozen for new laid eggs.

CHEESE—Manitoba cheese is very scarce. Ontario is selling at 14½c to 14¾c per lb.

POULTRY—Buying prices f.o.b. Winnipeg are as follows:

Chicken, per lb	0 12
Fowl, per lb	0 08
Turkeys, per lb	0 18
Ducks	0 11
Geese	0 11

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON

CARGILL, ONTARIO.

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS

128 Adelaide Street E., Toronto

We Want Butter!

Dairy Tubs, Creamery Solids

We will buy f.o.b. your station, in large or small quantities.

Write or phone us with best quotations.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

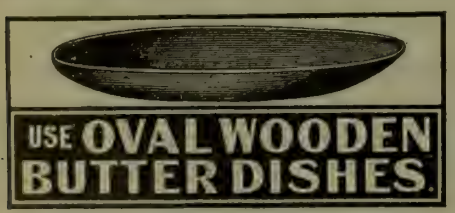
Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.

39 Bonsecours Market, - Montreal

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.



USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

GROCERY TRADE CHANGES

Notes From All Sections of Canada Telling of the Opening of New Stores, Sales, Assignments, Dissolutions and Discontinuance of Business

Ontario.

G. Roscoe, grocer, Toronto, has sold to B. Bonskill.

J. S. Rosser, grocer, London, has sold to T. J. Flood.

C. M. Hughes, general merchant, Newmarket, has assigned.

I. H. Jones, general merchant, Dexter, has sold to C. D. Parker.

E. Mundy, grocer, of Hamilton, has sold to W. W. Carruthers.

M. McFarlane, Ridgetown, has embarked in the grocery business.

James Storey, grocer, Toronto, has been succeeded by W. E. Phillips.

J. H. Jacques, general merchant, Edwards, has assigned to W. A. Cole.

The effects of H. G. Stout, grocer, Hamilton, will be sold by auction.

Budd, Lawson & Co., grocers, Barrie, have dissolved, Mr. Budd continuing.

Mrs. Wright & Son, grocers, Toronto, have been succeeded by F. J. Walpole.

The premises of John Allen, baker and confectioner, Keewatin, were burned out.

W. J. Cain, general merchant, Port Lambton, is advertising his business for sale.

W. F. Kaupp, baker and confectioner, Sarnia, is advertising his business for sale.

Erastus Duffy, general merchant, Brigden, has been succeeded by F. E. Seeley.

Henry Murray, grocer, of Perth, has assigned and a meeting of creditors will be held on 22nd inst.

Cryderman & Frost, grocers, Toronto, have dissolved partnership, J. A. Cryderman continuing under his own name.

Hambly & Graham, grocers and dry goods merchants, Fort William West, have sold out their grocery business to J. Thompson.

Maritime Provinces.

C. D. Girouard has opened a new grocery store in Moncton.

McKenzie & Gillis, Glace Bay, N.S., grocers, have dissolved.

Boggs Bros., grocers, Kentville, N.S., have sold out to L. M. Boggs.

J. E. Porter & Son, general merchants, Andover, N.B., have suffered a loss by fire.

Burchell & Gillis, general merchants, Dominion No. 6, N.S., have dissolved partnership.

Quebec.

E. Poitras, general merchant, Methot's Mills, has registered.

J. P. Belanger, general merchant, St. Thuribe, has assigned.

S. A. Collette, grocer, Montreal, is offering to compromise.

J. E. Arsenault, general merchant, St. Celestin, has assigned.

F. X. Lamontague, general merchant, La Tuque, has assigned.

W. J. Asstels, general merchant, New Carlisle, has compromised.

The assets of H. Langevin, grocer, Montreal, have been sold.

Audet & Tremblay, general merchants, Black Lake, have assigned.

Wm. Therien, general merchant, Ste. Anne des Monts, has assigned.

Roberts & Co., grocers, Montreal, are offering fifty cents on the dollar.

L. C. Drolet, general merchant, Compton, has assigned to J. P. Roger.

Douyle & Jackson, wholesale teas, Montreal, have suspended payment.

John Slevin, general merchant, of La Petite Riviere St. Francois, has assigned.

Alphonse Hemond, general merchant, Mount Louis, has assigned to V. E. Paradis.

A. Jacobs & Fils, general merchants, St. Tite, have assigned. The assets will be sold on Dec. 28.

Western Canada.

A. P. Daien, grocer, Winnipeg, has assigned to C. H. Newton.

Templer & Hickman, grocers, North Vancouver, have dissolved.

The Duck Lake Co-operative Association, Duck Lake, Sask., has dissolved.

W. J. Moffat, general merchant, Edrans, has sold to Marvin Bros., Berton.

George Jones, grocer, Saskatoon, has disposed of his business to M. Hamilton.

E. J. Clayton, general merchant, Marysville, B.C., are opening a branch at Moyie.

Watson & Davis, general merchants, of Brechlin, have assigned to Charles Richards.

J. N. Stinson, general merchant, Brandon, has been succeeded by A. A. Dodderidge.

D. G. Horn, baker and confectioner, Red Deer, Alta., is advertising his business for sale.

A. A. Barber, general merchant, Nokomis, Sask., has sold to the Nokomis Mercantile Co.

E. Kelly, of the Alvinston Canning Co., Alvinston, Ont., was a caller at the Toronto offices of The Grocer last week. Mr. Kelly's headquarters are at Winnipeg and he looks after the company's business in Manitoba, Alberta and Saskatchewan. He reports most satisfactory business this season, the only complaint being that he could have disposed of more goods than his company put up. Business prospects are improving and Mr. Kelly looks for a good year in 1909.

A Good Storekeeper

studies his stock and sells only those goods he knows will please his customers, leaving the inexperienced dealer to experiment with the various "just as good" brands and imitations of standard articles.

MAGIC BAKING POWDER

is the kind that pleases the people.

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

ESTABLISHED 1852.

☞ Merchants should recommend food-products that are produced in **clean** factories.

SELLING IS MADE EASY

when a customer wants a particular article and asks for it by **name.**

A grocer never loses a customer by selling him **what he asks for.**

The fact is he never asks for anything in which he has not confidence.

That is why **CLARK'S MEATS** are business builders.

They are **asked for** so often that the grocer **knows** he can recommend them with confidence.

All lines are being advertised fully.

WM. CLARK

Manufacturer

MONTREAL

Olives

are soaring skyward. Those Canadian grocers who were fortunate enough to stock

Rowat's Olives

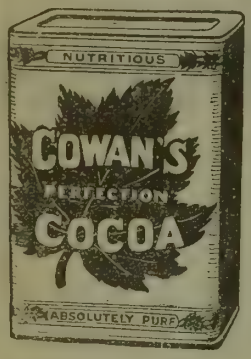
last season have reasons for congratulation, both on account of buying the **best brands** and pack, but also that their present stock is worth fully fifty per cent. more.

ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal
HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet
VANCOUVER—Jarvis & Co.

Cowan's

Cocoa and Chocolate

—are superior in flavor
—are absolutely pure
—are liberally advertised to the public
—are selling fast



They have the largest sale in Canada.

Indispensable to every first-class grocery store.

The Cowan Co., Ltd.

Toronto, Canada

By Royal Letters Patent

Nelson's Gelatine

Opaque, Brilliant, Isinglass, Leaf, and Powdered

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice Lozenges

NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Despite the high price of raw material

Mott's

"Diamond" and "Elite" Brands of

Chocolate

will be the same in quality as during the past 30 years.

—Your trade knows that they are Canada's Best Chocolate lines.

John P. Mott & Co.,

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

A Leading British line well-known and largely advertised

DR TIBBLES' Vi-Cocoa

THE WORLD RENOWNED FOOD BEVERAGE

The Public Say:

"THERE IS MERIT IN IT."

The Trade Say:

"THERE IS MONEY IN IT."

Write for Sub-Agency to:—

AGENT FOR MONTREAL:
J. WALTER SNOWDON
413 St. Paul Street
Montreal

ONTARIO AGENTS:
GREEN & CO.
25 Front St. E:, Toronto

W. H. ESCOTT, 141 Bannatyne Avenue East, WINNIPEG

SAMPLE CASES NOW READY FOR DELIVERY

THE FLOUR AND CEREAL MARKETS

Ontario Flour Advanced 20 Cents on Strong Feeling — Cereals Unsteady, but Promise to Advance Shortly.

An advance of 20 cents on flour in Ontario is about the only change noted in these markets this week. This was the result of the strong conditions in the trade and the good business, both at home and export, which has been done all season. Millers have been busy, but have been holding the price. Some reports say, because of competition at various points. The advance was not at all a surprise.

There appears to be abundance of inquiry these days for Canadian flour from England, Scotland, South Africa and other points. Prices offered are fair, but millers have been able to dispose of their output to good advantage locally and not a great deal of attention has as yet been paid to this overseas demand.

The market for rolled oats is rather unsteady. Local demand is rather better this week, and retailers seem to be buying a little more heavily, but the market is not at all strong, even after the recent declines. The fact that a large quantity of oats is going to the United States at present should, however, prove a factor of steadiness and lend considerable strength to the situation. The oats held across the border are said to be of poor quality this year, and there is consequently a strong demand for Canadian grain, which is in excellent condition. During the past few days upwards of 1,000,000 bushels of Canadian oats are said to have been sent to buyers in the United States, and if this exportation keeps on it promises to have a materially firming effect on the market here.

MONTREAL.

FLOUR—Inquiries from England and South Africa continue to arrive, but nothing of any consequence has resulted. Trade in country is improving slowly. Stocks are very much on the low side. Prices rule firm and unchanged.

Winter wheat patents		5 60
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 00
Glenora		5 50
Manitoba spring wheat patents		6 00
" strong bakers		5 50
Five Roses		6 05
Harvest Queen		5 50

ROLLED OATS—Hand-to-mouth trading only is all that can be said of this market now. Country trade may be a shade better, but trade is generally quiet.

Fine oatmeal, bags		2 72½
Standard oatmeal, bags		2 60
Granulated " "		2 60
Golddust cornmeal, 98-lb bags		2 10
White cornmeal	2 00	2 05
Rolled oats bags		2 31
" bbls		5 05

FEED—There is a good inquiry for both shorts and middlings, but supplies are somewhat limited. The bran situation has not been relieved by the small mills which have not yet begun to ship in any quantity. Prices have been fully maintained.

Ontario bran	21 50	22 00
Ontario shorts		25 00
Manitoba shorts		24 00
" bran		21 00
Moullie, milled	25 00	27 00
" straight grained	30 00	32 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—Prices took a jump of 20 cents during the week on a very strong market. The change was not unanticipated since millers have been holding off for some time. The general strong situation in wheat, and the excellent demand both at home and abroad, is keeping the market firm. Millers are, perhaps, a little less busy than during the past several weeks, but still have enough to keep them going well. There is considerable inquiry from Great Britain, but not a great deal of attention is being paid to it.

Prices now stand as follows:

Manitoba Wheat.

1st Patent	5 70	5 80
2nd Patent		5 40
Strong bakers		5 20

Winter Wheat.

Straight roller	4 20	4 30
Patents		4 8[illegible]
Blended		5 00

CEREALS—There has been no change since the decline last week, though the market is rather unsettled at present. Retailers are buying quite heavily, and this has built up local business somewhat. At present prices this, too, seems advisable, for with the abundance of oats going to the United States, the local markets seem destined to be firmer, shortly. Not much attention is being paid to export business.

Rolled wheat in barrels, 100 lbs		2 85
" oats in bags, per bag 90 lbs		2 50
Oatmeal, standard and granulated, in bags 98 lbs		2 75

TRAVELERS REMEMBERED.

The contents of the will of the late Caleb Chase, of Chase & Sanborn, now made public show one of the wisest and most comprehensive dispositions of a large estate. He was noted in his life for his numerous philanthropies and now "his works do follow him." The list of his public benefactions is an unusually long one, and it recongizes good service wherever it had come under his notice. Among his many benefactions are a large number of bequests in Canada, among which he generously remembered the Canadian salesmen, wives of deceased salesmen, and many others in a very generous manner. Though an active and thorough man of business, this distribution of a large portion of his means is an attestation of the time and thought that he had devoted to other interests than those of mere money-making.

Biscuit Baking

is not such an easy matter as you might think. First of all you've got to have the ingredients right. This requires both theoretical knowledge and practical experience. Next comes the baking; and here's where special skill is required. After the baking is done comes the packing, which must be very carefully attended to. The reason why

Mooney's Perfection Cream Sodas

are better than the ordinary kind is simply because in the mixing, baking and packing our skill is unequalled.

The Mooney Biscuit & Candy Company,
LIMITED

STRATFORD, - CANADA

GRAIN and HAY

We are buyers:

If you have a car of Wheat, Oats or in fact any grain to sell by the carload, write us. Cash and Cash only. Reference: Duns or Standard Bank.

CUMMINGS MILLS

WILLIAM R. CUMMINGS
Proprietor

Cummings Bridge, Ottawa

We also sell feed of all descriptions.

MAESTRANI

GENUINE

SWISS MILK CHOCOLATE

is known as the purest line offered the trade to-day. It is made in the finest Swiss dairying district, in a modern factory run by people who have made a study of the industry. Get FREE samples to-day. Will also send you prices.

It Will Help You in Your Xmas Trade.

SCHLESINGER BROS. & CO.

SOLE CANADIAN AGENTS

16 Place Royale, MONTREAL

You Can Sell More Jelly Powder

than usual if your stock is

Shirriff's Jelly Powders

We guarantee them to make pure, sparkling, full flavored Jelly.

IMPERIAL EXTRACT COMPANY

18-22 CHURCH STREET, - TORONTO, CANADA

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT

Manufacturer

Sales Agent: L. FONTANEL, 187 Commissioners St., Montreal

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas

Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

Freight is no more on full strength

MAPLE SYRUP

containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.

Canada Maple Exchange, Limited, Montreal

A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00

EASY TERMS.

Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

COX'S INSTANT POWDERED GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs. COX who themselves both MANUFACTURE and PACK their brand under scientific supervision.

Canadian Agents:

C.E. Colson & Son, Montreal

D. Masson & Co., "

A. P. Tippet & Co., "

J. & G. COX Ltd

Gorgie Mills EDINBURGH

ST. THOMAS AND ITS GROCERS

Many Cake Departments Yield Regular Profit of Twenty Per Cent. — Bakers Supply Stock at Their Own Risk—In Business Since 1880.

St. Thomas, Dec. 14.—This is one of those few happily-situated centres which did not feel to a very appreciable extent the wave of trade depression which rolled over the whole continent during the past year. To say that the depression was not at all felt would be untrue, for some of the industries did curtail output in common with manufacturing concerns elsewhere. But St. Thomas first of all is a railway centre, and when work fell slack in one direction the workers were able to find employment elsewhere. Three United States railways make the city a base of operations and there is a consequent air about the city and its inhabitants which smacks of l fe across the border. The cattle quarantine is at present working some harm by reducing the number of freight trains passing through, and so cutting down the train crews.

A 30-Day Town.

In common parlance, St. Thomas is a "30-day town"—one of those places where the workers are paid but once a month—and in consequence a great proportion of the business is done on a credit basis. Grocers, as well as other merchants, are compelled to give credit if they wish to see their business grow. Compelled, though, is hardly the word. The merchants believe they must give credit to make a success of their business, and certainly the grocer who first adopts the "strictly cash" system in St. Thomas will be a Daniel indeed. This is not impossible, however, a great many of the grocers say, if only the trade would come together; decide to do a cash business, and live to the rules laid down. Of course, it is probably more difficult to inaugurate such a system in a place like St. Thomas than it would be in a centre less dependent on railways, whose employes are paid but once a month. However, the local Retail Merchants' Association has two grocers among its officers—W. J. Stewart, vice-president, and L. O. Pearson, secretary—and they should be in a position to express the feeling of the trade.

Prompt Order Deliveries.

Like Brantford and some other centres in Western Ontario, calling for orders is a feature of the grocery trade in St. Thomas. Paul Egan and L. O. Pearson do quite a lot of this work for their respective businesses, and they state a large proportion of their sales are made by this means. The orders are taken early in the morning and telephoned in, so that they are filled and delivered before the dinner hour. This quickness in filling orders is commendable and very few towns can compare with St. Thomas in giving such prompt service.

Long Terms in Business.

The fact that the grocers of St. Thomas are sound business men is proven by the length of time in which a great proportion of them have been in business. Egan Bros. has two stores as long ago as 1880, and Jas. Munn, Miss Drinkwater, W. E. Ross, Butler Bros., Reeks & Co., and Angus McKenzie have been in business a couple of decades. W. D. Boyce, too, might be put in the old-time class. All of these conduct their businesses on up-to-date methods, and have first-class establishments.

Many Cake Departments.

Probably the strongest side line feature of the St. Thomas grocery trade is the cake department conducted by almost every grocer in the city. Unlike some few other places where this line is given some prominence, the St. Thomas grocer is obliged to take no chances—indeed has been asked to take none—but reaps a profit on all sales. Some of the bakers of the city push their cakes through the grocery trade. The bakers put in a glass case at their own expense, fill it with various kinds of cakes, which are changed, if necessary, once, and in some cases, twice a day. In this manner the goods are always fresh. The grocer buys the first lot and what cakes are left over from day to day the baker takes away, refreshing and replenishing the stock. In this way the grocer pays only for what he sells, the baker taking the risks. Though the actual cash profit is not great, still when a fair business is done in that line a return of 20 per cent. is assured. The grocer buys fruit cakes and seed cakes at 8c a lb.; jelly rolls, layer cakes and other fancy lines at 8c each, and a great variety of the smaller lines of cakes at 8c per doz. These are sold at 10c a pound; 10c each, and 10c a dozen, as the case may be, netting 2c profit on each sale. This is not a great profit, of course, but when a number of sales are made, it means something, and 20 per cent. is better than some staple grocery lines pay.

The grocers in other centres of western Ontario, notably London and Stratford, also have added cake departments, though some of them are not in as good a position as the St. Thomas grocers, owing to their having to buy the cakes outright, and these are not always exchanged when they become stale.

Cakes Attract Other Business.

Another point which has a bearing on this subject is that cakes attract custom to the grocery store, and where attention is paid to this line other goods handled by the grocers often figure on the sales slip. Jno. A. McCance devotes one whole window all the time to the display of cakes made specially for him by a baker who occupies the rear of his business prenises, and he finds that it pays handsomely—in fact, it is one of the best paying lines he handles. Cakes have their seasons, of course, but Mr. McCance's experience is that they are worth while carrying the year round.

McCance's store is one of the finest in western Ontario. It was recently renovated at a cost of about $3,000, and it lends itself admirably to the display of cakes and groceries.

SLIGHTLY MIXED.

A good joke is going the rounds on a well-known Toronto drummer. The grip man in the case was up a little too late in Oshawa the other night when a rear-end collision occurred on the C.P.R. just east of Pontypool. This tore up the C. P.R. track in such shape that they were obliged to run their Peterboro train around via the G.T.R. track. Mr. Drummer stepped from the Oshawa car on the G.T.R. platform, just as the C. P. R. train pulled in, and with one wild look around, he exclaimed, "Boys, no more for your Uncle Dudley. This finishes it. I thought I was in Oshawa."

J. H. Lehmann, who for some years represented H. P. Eckhart & Co., Toronto, in western Ontario, is in Chicago this week in the interests of the Borden Co., manufacturers of special machinery. While it is quite a change from groceries to Machinery, Mr. Lehmann is one of those versatile salesman who can sell anything.

The Success-Key

to profitable-sales is careful buying; nor does that mean cheap buying, always; it means getting the best goods for your patrons.

Take soaps; Fels-Naptha is the best quick-working, labor-saving, time-saving article yet produced.

You cannot do better than keep your customers well supplied with **Fels-Naptha** Soap.

FELS & CO.
PHILADELPHIA

A CANADIAN CONDENSED MILK FACTORY

Description of the Plant and Facilities of the Aylmer Condensed Milk Company at Aylmer, Ontario—An Ideal Location and Close Inspection Assure a Pure Product.

Of all food products there is none so important as milk, particularly since it has been demonstrated that diseases such as tuberculosis, foot and mouth disease, are very common among cows, even on the most carefully-conducted dairy farms. It is particularly interesting to know how the Aylmer Condensed Milk Company, of Aylmer, Ontario, have fought impure milk. This company was organized in the fall of 1907. In fifteen weeks from the day the first sod was broken their modern, sanitary factory was in full operation. It seems that no point that would improve the quality of their product was overlooked when the factory was being situated.

The district surrounding Aylmer is noted for the fine corn raised and the beautiful pasture land in that vicinity. The factory of the company is situated on the northern outskirts of the town directly on the line of the Grand Trunk and Wabash Railways. They have enough land under their control to prevent any industry building up near them that might manufacture products with disagreeable odors. Their water supply is the very best, coming from flowing wells some five miles from the factory which water is stored in a large cement reservoir in the front of the building.

A Sanitary Factory.

The factory itself is of a cement block and pressed brick construction, which has been built on the most sanitary plans. No building could possibly be kept cleaner than this factory. The power used is manufactured by a gas producer. The gas produced is used for heating soldering irons and for the operation of the engine.

The milk from which their products are manufactured is produced on dairies under their constant supervision. The company have inspectors whose constant duty is to inspect the different dairies and at regular intervals examine the cows to see that they are in a healthy condition. They require the farmers to keep their barns and milk houses thoroughly whitewashed. These inspectors also see that all milking utensils are kept scrupulously clean and thoroughly aired. In addition to this the company supplies each dairyman with an approved aerator and cooler. No milk is accepted at the factory that does not arrive there at a temperature of 60 degrees Fahrenheit or below.

On arriving at the factory the milk is carefully inspected to see that it is free as possible from impurities, shows a high percentage of butter fat and solids and is in as near perfect condition as possible. All dairymen's cans are thoroughly washed and sterilized before being returned to the dairymen.

After passing through the receiving room this milk passes into the condensing room where it is greatly reduced in consistency by evaporation in vacuuo with the most modern machinery. Many people in the past have been opposed to the use of unsweetened evaporated cream or sweetened condensed milk, but this prejudice would all be overcome could people really see the great care that is exercised in the manufacture of these products.

The evaporated cream, after passing through the condensing room goes to the filling department, where it is automatically put into the cans, each can containing the same quantity. It next passes through a sterilizing process where all disease germs are destroyed and the milk rendered more digestible than fresh milk or cream, because the casein is softened. After passing through the sterilizing process the cream is held from some thirty to sixty days to insure it being in perfect condition before going on the market. The sweetened condensed milk is handled very similarly, except that it is preserved by the addition of pure granulated sugar.

Factory of the Aylmer Condensed Milk Company at Aylmer, Ontario.

While this company have only been in operation eleven months, during that period they have turned out an enormous quantity of goods, manufacturing over a carload a day. Their brands of Canada First Evaporated Cream unsweetened and Canada First Condensed Milk sweetened, have very rapidly made a place for themselves. Their finest package is Canada First Evaporated Cream, large size, which is put up in a sanitary can, sealed without solder or acid, and has proved a very popular seller. This brand is largely used in coffee, and is adaptable for all purposes for which milk is used. Owing to the extreme care that is exercised in the selection of the fresh milk and in the manufacture of evaporated cream, it is perfectly safe and highly recommended by physicians for infant feeding.

In addition to the two brands mentioned the company have recently put on the market a small 14 oz. can of sweetened milk, which is known as "Beaver Brand," and is put up in a sanitary can.

By the company's selection of district they are in a position to handle all business entrusted to their care promptly, as the fresh milk supply is unlimited and the conditions for the production of pure milk unsurpassed.

The general manager of the company, H. W. Knight, has had twelve years' experience in the manufacture of sweetened and unsweetened condensed milk, having been employed in other of the best factories in Canada. He is thoroughly conversant with the details of the industry and this itself is a good deal of an assurance of the good quality of the product.

A CURIOUS COOK BOOK.

A cook book printed in Chinese has just been issued by E. W. Gillett Co., Toronto. Its object is to encourage the use of Magic Baking Powder and other goods used for domestic purposes, which are manufactured by them. It will, no doubt, appeal to Chinese cooks for its usefulness, as well as its attractiveness. The front page is a lattice of red and white with a fierce yellow dragon coiled about the title of the book. There are sixty pages in the book, sixty pages of incomprehensible turkey tracks to us, which are said to include recipes for everything from oatmeal gruel to peppermint drops.

CHRISTMAS GIFTS OF TEA.

Colombo Will Present Samples of Its Product to United States Sailors.

Despatches from Colombo, Ceylon, this week announce that preparations are being made to receive the United States fleet, which was expected to arrive on December 14, and to stay till December 20. An interesting feature of the reception will be the presentation of a package of tea to each member of the fleet, five pounds to each officer and a pound to each man.

PURE SOLUBLE COCOA

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., ½-lb. and ¼-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.
H. & A. B. LAMBE, Hamilton.
C. A. PARKER, 10, Albert Street, Ottawa.
CHAS. DUNCAN, P.O. Box 22, Winnipeg.
MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.
A. E. CURREN, 54, Bedford Row, Halifax.

GEORGE PAYNE & CO., Ltd.,

Wholesale Tea, Cocoa and Coffee Merchants,

LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.

Agents:
GREEN & CO.,
25 Front St. E. Toronto
W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

Never Yet Beaten!

White Moss Cocoanut

The kind your customers want.

The Canadian Cocoanut Co., Montreal

SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENCES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request

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Toronto	R. S. McIndoe	54 Wellington St. E.
Montreal	J. M. Brayley	55 St. Paul St.
Winnipeg	E. W. Ashley	123 Bannatyne Ave. E.
St. John	H. S. Daly	
Vancouver	J. F. Mowat & Co.	

Wishing You
All a
Merry Christmas
and
Happy and
Prosperous
New Year

25-27 CHURCH ST. - TORONTO

Christmas
Greetings
To All

but more particularly
to the buyers of

GOLDEN FLOWER
ST. NICHOLAS
HOME GUARD
CHASE & CO.'S
BRANDS

J. J. McCabe
Agent
32 Church Street, Toronto

FRUITS, VEGETABLES AND FISH

Good Demand for Oranges and Christmas Fruits—Potatoes Are Unchanged—Mild Weather Rather Hard on Fish Business.

MONTREAL.

GREEN FRUITS—All grades of oranges are in active demand at the present time, with quotations unchanged. Pineapples ae selling at $3.50 to $3.75 per crate for both 24 and 30 size. Early black cranberries are off the market here. Winter apples are selling at $4.50 per barrel, other lines remain the same. Trade is reported good, the Christmas demand having imparted its usual impetus to the market.

Christmas Decorations—		
Evergreen wreathing, bale	1 75	2 00
Delaware holly		4 25
" wreaths, per doz		1 50
Almeira, extra fancy		6 50
" extra choice		5 50
" fancy		6 00
California navels, 96, 126, 150 size		3 40
" " 176, 200, 216, 250 size		3 25
Floridas, 126, 150, 176, 200		3 25
Mexican oranges, 176, 200, 216, 250 size		2 40
Valencia " 420 size		3 50
Valencias 714 size		4 25
Grape fruit		4 25
Lemons, choice, 300 size		3 00
Bananas crated	1 50	1 75
Pears, boxes		3 50
Pineapples, extra fancy, 24 size	3 50	3 75
" " 30 size	3 50	3 75
Cranberries, Nova Scotias early blacks, bbl	8 00	9 00
Apples, Fameuse, XXX bbl		5 50
" XX, "	3 50	3 75
" winter		4 50
Spies, XXX		5 50
Baldwins, Greenings, Russetts, XXX		4 25
" " Spies, XX	3 25	3 75

VEGETABLES—Sweet potatoes are quoted at a higher figure this week, the price now ruling at $2.25. Celery is strong at $6 per crate. Water cress is a shade weaker, now selling at 60c to 65c. Carrots have advanced to 75c a bag. Brussels sprouts are now quoted at $1 per dozen. Other lines have not changed during the week. Business generally is only fair.

Oyster plant doz		0 60
Artichokes bag		1 00
Leeks, bunch	0 10	0 15
Parsnips, bag		0 60
Sweet Potatoes, basket		2 25
Marrows, dozen	1 00	1 50
Cauliflowers, dozen		3 00
Parsley, per doz. bunches	0 30	0 75
Sage, per doz		0 60
Savory, per doz		0 50
Celery, crate		6 00
Water cress, large bunches, per doz	0 60	0 65
Spinach, box		0 50
Green peppers, doz		0 75
Beets bag		0 00
Carrots, bag		0 75
Spanish onions, large cased		3 00
Lettuce, per doz		1 85
Radishes, doz		0 60
Horse radish, per lb		0 15
Cabbage, bb's		1 50
Montreal potatoes, bag	0 75	0 95
Green Mountains		0 90
New Brunswick potatoes		0 90
Onions large bag		1 25
Red onions, barrel		3 00
Turnips, bag		0 65
Pumpkins, doz		1 50
Squash, doz		1 50
Brusse's sprouts doz		1 00

FISH—Haddock and cod are scarce and prices for these lines remain firm. Salted and pickled lines are meeting with a good sale, in fact, all lines are now in good demand. Prices remain as last quoted.

Fresh and Frozen Fish.

Qualla salmon	0 07½	0 08
B.C salmon, frozen	0 08½	0 09
Haddock, per lb	0 04½	0 05
Fresh halibut	0 08½	0 09
Mackerel, "		0 10
Dore, "	0 07½	0 08
Steak cod	0 05	0 05½
Frozen Grass Pike	0 06	0 06½
Whitefish, lb	0 06½	0 07
Lake trout		0 09
Sea trout, lb		0 10
Flounders, lb		0 10
American live lobsters		0 24
Bullheads (dressed)		0 10
New Smelts		0 10
Sea herring, per 100	1 70	1 80
Tomcods, bbl		2 25
Smoked—		
Haddies (exp) 15 lb. bxs., per lb		0 06½
Bloaters, per box, large, Yarmouth		1 00
Smoked herring, per box		0 16
Kippered herring, ½ box		1 00
Prepared—		
Skinless cod, new 100 lb. cases		5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box		1 80
Dry cod, in bundles 112 lb., per pound		0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0 06
Boneless cod, 20-lb. boxes		0 08
Boneless cod, 20-lb. boxes		0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks		0 05
Boneless fish, 25 lb. bxs., loose		0 04½
Pure cod, in crates, 1 and 2 lb. bricks		0 05
Salted and Pickled—		
No. 1 Labrador herring, brls		5 50
" " ½ brls		3 25
Oysters, bulk, per gallon		1 30
Standards, bulk		1 40
" quart tins, sealed		0 40
Paper pails, per 100 qt. size		1 50
Boiled lobsters, lb		0 18
Live "		0 15
Standards, 4 gals		6 80
Selects "		7 00

TORONTO.

GREEN FRUITS—The market this week is somewhat unsettled, although there are very few changes in prices. Being so near the holidays, there is a good deal of uneasiness as to expected arrivals to meet the usual demand for Christmas. The only line, however, which seems to be short is the California navel oranges, which, consequently, are very firm. One of the dealers who seemed to have a peep beyond the vision of the others, made the statement that the demand for navels will be fully supplied with stock now on the way. Apples, especially Spies, are higher, and are now selling for $5 to $6 per barrel. All other varieties for $2.50 to $4.

Grapes, Almeria, keg	6 00	7 00
Apples, Spies	5 00	6 00
" Kings	3 00	3 50
" Greenings	2 25	3 00
Oranges Jamaicas, bbl	4 00	4 50
" " boxes, new	2 25	2 50
" Mexican, boxes, new	2 25	2 50
" Florida, boxes, new	2 25	2 50
" Valencias	3 75	4 75
California navels	3 25	3 75
Lemons, Messina	3 00	3 25
" California, box	4 00	4 25
Bananas Jamaicas, firsts	1 50	1 85
" Jamaica eights	1 00	1 25
Cranberries, Cape Cod bbl		16 00
" " crate		5 00
" Nova Scotia, bbl		8 00
" Ontario, cases		2 50
Citrons, doz		0 75
Grape Fruit, Florida, box	3 50	4 00
Pineapples, Florida, crate	3 50	4 00

VEGETABLES—Owing to favorable weather, potatoes are still arriving and are accumulating, and prices are unchanged. Several cars of Canadian-grown cabbage are being unloaded and sold at $25 a ton, or $1.50 a barrel. Last year cabbage was imported from the States and was bought there at $7 to $8 a ton, but this year they are from $35 to $40 in New York.

Beets, Canadian, bag	0 45	0 50
Potatoes, Ontario, per bag	0 70	0 75
" sweet barrel	3 50	4 00
" " hamper		1 75
Onions, Spanish, per 50 lb crate		1 15
" Canadian, dried, bag	0 80	0 90
Carrots, new per bag	0 35	0 45
Cabbage, per ton		25 00
" " barrel	1 50	1 75

Squash, basket doz	0 50	0 75
Cauliflower doz	0 75	1 25
Celery native, doz	0 25	0 40
Pumpkins, dozen	0 50	0 65
Turnips	0 30	0 35

FISH—The fish men are not pleased with this mild weather. Practically all the stock now handled is frozen, which is held in refrigerators, and sells best when delivered in hard, dry, frozen condition. There is very little change in prices.

Perch, large, per lb	0 06	0 07
Herring, medium, per lb	0 05½	0 06
Whitefish	0 10	0 11
Cod	0 08	0 09
Halibut	0 09	0 10
Haddock, frozen		0 07
Sea salmon, Silverside	0 10	0 12
Pike	0 05½	0 07
Pickerel, yellow	0 08½	0 09
Soft shell crabs, doz		4 00
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 15-lb. box		1 30
" Labrador, keg		3 00
Mackerel, each	0 18	0 20
Smelts, per pound No. 1	0 09	0 10
" " extra	0 11	0 12
Oysters, Long Island		1 60
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Ciscoes, basket	0 50	1 00
Finnan Haddie, smoked, 15-lb. package		0 08
Boneless cod, quail on toast		0 06
" " imperial		0 05
" " steak		0 06½
Shredded cod, doz		0 90
Acadia cod, crate		2 40
" tablets, box		1 60
Bloaters		1 25
Qualla		0 09
Catfish, dressed		0 10

NEW BUILDINGS FOR VICTORIA FIRMS.

Wilson Bros., Wholesale Grocers, and B. Wilson Company, Cold Storage, Erecting Fine New Premises.

Buildings having a floor space of 81,000 feet have been commenced on Herald Street, Victoria, B.C., for the B. Wilson Company, cold storage, and Wilson Bros., wholesale grocers. The buildings are close to the new E. & N. Railway terminals and a switch line will be run into the basements.

The buildings planned far Wilson Bros. comprises six storeys and basement, the whole of which will be occupied by the firm for their business. Two elevators, one freight and one for passengers, will be installed.

The B. Wilson Company cold storage warehouse will cost $40,000, with refrigerating machinery, which, it is estimated, will cost $30,000. The premises will be used entirely for the cold storage business. The refrigerating and ice-making plant will make 20 tons of ice and refrigerate 65,000 cubic feet of cold storage at temperatures ranging from 10 below zero to 34 above. The ice storage room will be located alongside of the ice tank, and ice will be delivered to wagons by means of a pneumatic ice-lowering device. There is also an ice shoot so arranged for the quick icing of railroad cars so that perishable freight such as fruit, fish, etc., can be economically handled. The system adopted for refrigerating the cold rooms will be direct evaporation, using anhydrous ammonia as the refrigerating agent, through coils of 2-inch pipe, the temperature being controlled from the engine room, any desired temperature can be maintained. The freezer contains 1,800 feet of 1¼-inch pipe and can freeze five tons of fish every twelve hours. When in operation the plant will be the most modern on the Pacific coast.

The Last Word

FOR CHRISTMAS

Prompt shipments of a full line of

ORANGES, BANANAS, PINEAPPLES
GRAPE FRUIT, HOLLY, NUTS, FIGS
CRANBERRIES,
CELERY and other Early Vegetables

WHITE & CO., Limited

TORONTO

Phone Main 6565

A MERRY CHRISTMAS.

We drink to your prosperity, with Lemonade made from the Best Lemons—MESSINAS—and the BEST Messinas.

Ask the wholesale for these Brands:

"BICYCLE" "MAPLE LEAF" "STELLA" "ADELINA"

Canadian Agent, - - W. B. Stringer

Our Christmas Orders

are now about all filled.

We would be pleased to have your sorting up orders for **Oranges, Lemons, Bananas, Grapes, Cranberries, Nuts,** etc. Same will have our prompt attention.

Wishing all the Compliments of the Season.

HUGH WALKER & SON

GUELPH, ONT.

Let us have your shipments of **POULTRY** not later than Tuesday 22nd.

Also let us have your order for Oranges, etc., early as possible.

THE DAWSON COMMISSION CO., TORONTO

Our outlet for Poultry, Butter and Eggs is the best.

FISH FISH FISH

In the Rush of Xmas Trade do not overlook that this is Advent and the time to push the Fish Trade

BEACON BRAND OYSTERS

(Sold only in sealed tins, with ice packed around the outside)

Standard	$1.60 per gal.		(3-gal. tins)
"	1.65 "		(2-gal. tins)
Selects	1.95 "		(3-gal. tins)
"	2.00 "		(2-gal. tins)

Solid Meat—Imperial Measure

The F. T. James Co., Limited

Fish and Oyster Distributors

Church and Colborne Streets, - - - - TORONTO

ESTABLISHED HALF A CENTURY

Country Storekeepers!

Here is something to interest you

Solid Meat Oysters

$1.30 per Gallon

Try us with your Christmas order

O'Connor's Fish Market

St. Antoine Market

(Between the 2 Depots)

MONTREAL.

Frozen Lake Fish

for prompt shipment

GET OUR PRICES

THE CANADIAN FISH & TRANS. CO. LIMITED

Wholesale Fresh, Salt and Frozen Fish

BLIND RIVER, Ontario

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL TORONTO WINNIPEG

FISH and OYSTERS

Now at your call

LARGE FROZEN SEA HERRING

NEW PACK **BRIGHT LARGE FISH**

Also anything you require in

PIKE **HADDOCK** **HADDIES**
PICKEREL **WHITEFISH** **BLOATERS**
SALMON **SMELTS** **SKINLESS COD**
HALIBUT **COD** **BONELESS COD**

SEALSHIPT OYSTERS Standards and Selects

in sealed carriers containing 4 Imperial gallons.

SOLID MEATS **NO WATER ADDED** **NO ICE USED**

All kinds Fresh, Frozen, Salted, Pickled, Dried and Prepared Fish.

LARGE ASSORTMENT **QUALITY GUARANTEED** **LOW PRICES**

4 LONG DISTANCE TELEPHONES.

LEONARD BROS.,

20, 22, 24 and 26 YOUVILLE SQUARE,
MONTREAL
P.O. Box 639

Branches:
MONTREAL,
ST. JOHN, N.B.,
GRAND RIVER,
GASPE.

"THE LARGEST FISH WAREHOUSE IN CANADA"

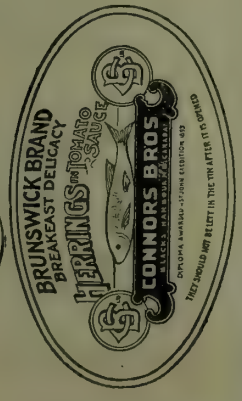
British Columbia Agents: DREXEL & CO., VANCOUVER and VICTORIA.

Repeated orders tell the quality of the

Famous

"Brunswick Brand"

Sardines



Connors Bros., Limited

Black's Harbor, N.B.

Montreal Agents: Leonard Bros.

Handled "Sealshipts" 2 Weeks 90% of the Oyster Trade Theirs

"You made a mistake when you told us we would have 75% of the oyster trade in our town if we put in "Sealshipt" Oysters," write Stiles Brothers, Mt. Pleasant, Iowa, "your estimate was too low. We already have fully 90% of the oyster trade and **we have only handled them two weeks.** We've sold 25 gallons this week which we think is very good as this is not good oyster weather—it is too warm."

"Sealshipt" Oysters

pay you a good profit and are the most satisfactory line to handle. They come in airtight cans—solid meats—with ice around the can but **not touching the oysters.** This keeps them fresh, firm, natural sized. The piquant "half shell" flavor is retained.

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

Write for an agency and **make more money** on your oyster business.

National Oyster Carrier Co.

South Norwalk **Connecticut**

AGENTS

Leonard Bros., Montreal.
Samuel Egan, Toronto.
R. M. Cline, Hamilton.
Steele Fruit Co., London.
W. J. Guest Fish Co. Ltd., Winnipeg.
Winnipeg Fish Co., Winnipeg.

SOME DON'TS FOR THE CLERK.

Don't fail to get address of customer when possible. Don't fail to memorize the ads. of your store. Don't let your interest lag. Don't hide from a poorly dressed customer. Don't converse with other clerks while serving trade. Don't forget that if you want promotion you must merit it. Don't forget that the more you know the more you are worth. Don't get angry if the other fellow gets a raise—just hustle. Don't fail to be honest with your employer and customers. Don't be a "knocker." Don't growl when asked to do a little extra work. Don't forget that a lot of small sales are as good as big ones. Don't think by watching the clock that the store will close any sooner. Don't fail to impress customers so they will ask for you next time. Don't lose patience with a hard customer. Don't forget to introduce some other article to customers besides that which they bought. Don't fail to try and make as many extra sales as possible.—St. Paul Trade.

THE TREATMENT OF EMPLOYES.

Your employes are not going to give you their best for your worst; their admiration and devotion and loyalty in return for your suspicion and meanness. If you scold and nag them, and look down upon them, you cannot expect them to admire you, to look up to you and love you. If you sow thistles and thorns among them, do not expect a harvest of roses and the sweet perfume of admiration and love in return.

Yet I know business men who never express appreciation of an employe's work, no matter how faithful or painstaking he may be. They say that if they show any appreciation it will not be long before the employes will think that they are as good as their employers; will get "swelled heads," and will become dissatisfied and discontented.

HOW'S BUSINESS?

"Business is poor," said the beggar.
Said the undertaker, "It's dead!"
"Falling off," said the riding school teacher.
The druggist, "Oh, vial," he said.

"It's all write with me," said the author;
"Picking up," said the man on the dump,
"My business is sound," quoth the bandsman;
Said the athlete, "I'm kept on the jump."

The bottler declared it was "corking!"
The parson, "It's good," answered he.
"I make both end meat," said the butcher;
The tailor replied, "It suits me."

—Philadelphia Inquirer.

PERSONAL NOTES.

Jas. B. Campbell, of the American Can Co., Montreal, is in Ontario this week, calling on the trade in Toronto and Hamilton.

W. H. Halford, of S. T. Nishimura & Co., Montreal, sailed from St. John on the Empress of Ireland on Friday, Dec. 11, for Liverpool, for the beginning of an extended holiday trip.: Mr. Halford has been paying pretty strict attention to business for some years, this being the first holiday in twelve. He is taking two months in Great Britain and Europe as a well-deserved rest.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.
Established 1860
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

RETAILERS

BUY

MEPHISTO BRAND

MEPHISTO AND PURITY BRANDS CANNED LOBSTER

All sized tins. Stock fully guaranteed. Ten years on the market. At all jobbers in Canada.

PACKED BY

FRED MAGEE

Port Elgin, N.B. & Pictou, N.S.

PURITY BRAND

Becoming indispensable to every grocery catering to critical people

"King Oscar" Brand Norwegian Sardines

These splendid fish have taken so well with the Canadian consumer that wise business policy dictates your handling them. They show you a good profit and bring customers back for more.

Ask your jobber or write us. We will tell you where you can buy them.

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON, ONT.

Holly Wreaths for Xmas

We Have It

A Profit Winner for You!

Beautiful green wreaths of Holly with fine red berries.

Every family uses them for decorating.

The grocer is the man they ask for it.

Be ready to supply your customers.

Do not let your competitor beat you.

Fine profit. Great seller next two weeks.

Send a trial order, and you will give us a repeat for New Year's.

Prompt shipment. Satisfaction guaranteed.

Price: $1.50 Per Dozen

Going quickly. Order before we are sold out. Wire us.

Also Can Supply You

with Xmas Wants in all Fruits and Nuts.

All Kinds Oranges **Fancy Almeria Grapes**

New Messina Lemons **New Walnuts**

Almonds and Pecans **New Golden Dates**

and

FINEST BANANAS THE YEAR ROUND. **ALWAYS OUR LEADER.**

Prices Right. Satisfaction. Our Style Pleases.

DON'T FORGET THE HOLLY

Joseph Brown & Sons, - Montreal

THE GROCER'S ENCYCLOPEDIA

Interesting Information Concerning Nutmegs—Grown in East and West Indies, Spice Islands and Brazil—Canada's Supply From Penang and the Banda Islands.

NUTMEGS.

The nutmeg is the aromatic kernel of the fruit of several species of myristica of the natural order of myristicaceae, which contains about forty species, all tropical fruits or shrubs, and natives of America, Asia and Madagascar. Nutmegs are now cultivated commercially in the East Indies, West Indies, Spice Islands and Brazil. They are used chiefly as a spice, but medically are a stimulant and carmanative. They possess narcotic properties and in large doses produce stupefaction and delirium. This phase of their use is of small interest to the grocer, however. What he desires to know is that nutmegs by expression yield a peculiar yellow fat, called oil of mace, and by distillation is obtained an almost colorless essential oil which has very fully the flavor of the nutmeg.

The species which furnishes the greater part of the nutmegs of commerce is Moschota, but the long nutmeg from the Banda Islands is now frequent in western markets.

The common nutmeg tree is about 25 feet in height, with oblong leaves. The fruit is of the size and appearance of a roundish pear, and is golden yellow in color when ripe. The fleshy part of the fruit is rather hard, and is of a peculiar consistency, resembling candied fruit. It is often preserved and eaten as a sweetmeat. Within the nut, enveloped in the curious yellow-red aril, is the mace, under which is a thin shining brown shell, slightly grooved by the pressure of the mace, and within which is the kernel or nutmeg.

Up to 1796 the Dutch, being the possessors of the Banda Islands, jealously prevented the nutmeg from being carried in a living state to any other place, but, during the contest and retention of the islands by the British, care was taken to spread the culture of this valuable spice, and plants were sent to Penang, India and other places where they are now successfully cultivates, and excellent nutmegs are produced in Jamaica, Trinidad, Brazil and other places already mentioned.

The nutmeg is very liable to the destructive attacks of a beetle, and it is a common practice to protect the nuts with a coating of lime before shipping them for export. The Dutch or Batavian nutmegs are nearly always limed, but those of Penang are not and are consequently of greater value. Great Britain is furnished by her own settlements with the greater portion of this spice, but some lots of Batavian nutmegs also come into the market. The quantity imported each year is about 300,000 pounds weight, worth about $350,000, while the United States imports the spice to the value of about $600,000 annually. In Canada during the last seven months about $82,000 pounds of nutmegs and mace were imported.

Other species of the myristica also yield nutmegs, which, though sometimes used, are of inferior quality. Among these are the clove nutmegs of Madagascar, the calabash nutmeg and others.

The nutmegs imported into Canada come principally from Penang and the Banda Islands, being superior in every way to the West Indies product. It is the fashion to have them limed in the United States, but in Canada they are never sold this way. A Toronto firm a few months ago had to resell one hundred cases in New York simply because the nuts were limed, and the importers knew there would be no demand for them here.

There is a growing market for nutmegs each year and around Christmas time the sales are much larger than at any other season. Wholesale grocers sell large quantities of ground nutmegs, but the product is usually sold in the form of the nut and the busy housewife grinds it up as she requires. It is said that while nutmegs were limed at first to ward off destructive insects, the liming was also found an excellent means of covering up any defect in the nut itself.

Once, in a certain state—Connecticut—a brilliant Yankee conceived the idea that it would be a brilliant and profitable venture to grind up broom-handles to such a fine degree that they would resemble ground nutmegs, and then put the powdered product on the market. The fraud was discovered and to this day Connecticut is nicknamed the "Wooden Nutmeg State."

Doyle & Jackson, wholesale teas, 586 St. Paul Street, Montreal, suspended payment last Thursday.

G. Wallace Weese, Hamilton, representing the Horton-Cate Mfg. Co., Detroit, was in Montreal this week in the interests of Royal salad dressing. Mr. Weese reports good business all along the line.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

McDOUGALL
Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scotland.
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Imported Cigars from Philippine Islands
Germinal { Pikaninny, 1/20, $37.50; Damas, 1/20, 55.00; 2a Cortado, 1/20, 55.00 (Philippine Shape)
25 varieties of Leaf Tobacco in ¼ and ½ lb. hands, packed in bales from 25 to 50 lbs., and from 10 to 35c. Prices sent on request. Terms, Net Cash.
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in Seven Shapes
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Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

NO ONE REMEMBERS YOUR FAILURES

The World Doesn't Condemn a Man for Failures so Long as He keeps on Trying—Confidence Gained by Falling Down and Getting up.

By Herbert Kaufman, in the Chicago Sunday Tribune.

So long as you won't acknowledge it, you haven't failed. Suppose one thing has gone wrong—make something else go right. This is such a busy world that we haven't time to recall unimportant things, and if you don't keep reminding us, we'll forget all about the incident. But if you walk around with the badge of despair in your face and reference to the past in your talk, how can we help remembering?

Your greatest trouble is your egotism. You over-estimate your status in the scheme of life. You imagine that your misfortunes are just as fresh in every one else's thoughts, but if you want the truth, we don't know that you're living except when you force us to realize that you're alive.

The world doesn't condemn you when you fail trying, so long as you don't fail crying. It does hate a quitter. You can still get everything you set out for if you set out with determination, but if you haven't enough confidence in yourself to feel that success is merely postponed, you surely can't hope that we will rate you higher than you estimate yourself.

Acrobats not only practice how to leap, but also how to fall. They've learned that they must miss the mark every now and then, and so they train themselves to miss without getting hurt. You, too, must expect to miss once in a while, and have enough manhood not to let it hurt you.

Getting Confidence by Hard Knocks.

The greatest achievements are almost invariably prefaced by temporary adversities. Men acquire a confidence by falling down and then getting up again.

Few of us have sufficient judgment to know at the outset of our careers the work for which we are best fitted. When we are misplaced the sooner we are displaced the better. We can't learn where we belong until we discover where we don't belong.

The supply of opportunity won't peter out—like the atmosphere, it is always with us, and ready for use twenty-four hours of every day.

There are more inventions unthought than perfected—more industries unplanned than established—more ideas undeveloped than matured.

We go to the ball game and watch Hagan fan out steadily for eight innings, but when the score is tied in the ninth and Hagan swats the ball into the middle of next week, do you suppose any one cares a hang what he did in the middle of the game? Each day means a fresh innings for you with a chance for a home run, but you can't make a hit unless you swing for it.

The worst part of cowardice is laziness. The man who constantly pities himself keeps his brain cells so crowded with useless regrets that he can't find room for creative ideas. The energy it takes to cry over spilt milk will fill new pitchers.

Everything Worth While is Hard.

Nothing really worth while is arrived at without some heartache and some backbreak. There are few miners who didn't wear blisters on their feet and endure all but starvation before they struck pay dirt.

The game of life can't be played by quailers. Its rules haven't changed since nature laid out her scheme of creation, with the underlying law of survival only for the fit.

A prize fight isn't a pretty thing, but it's a man's lesson. No matter how many knockdowns a pugilist gets, he hasn't lost so long as he isn't knocked out. If you want to see how your fellows judge you, watch them hiss the man who throws up the sponge while he had a chance. We all fail, even those of us whose careers have seemed to be unbroken successes, but we kept the secret tight locked in our own bosoms and managed to laugh to the world until we had it laughing with us instead of at us.

Are You Keeping Your Tobacco Stock Up-to-Date?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from Imported Leaf Exclusively

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it well mean ***LARGER BUSINESS—BETTER SERVICE—REDUCED EXPESE*** and ***LARGELY INCREASED PROFITS.***

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:
Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of Modern Store Fixtures
Berlin, Ontario

"ENTERPRISE"

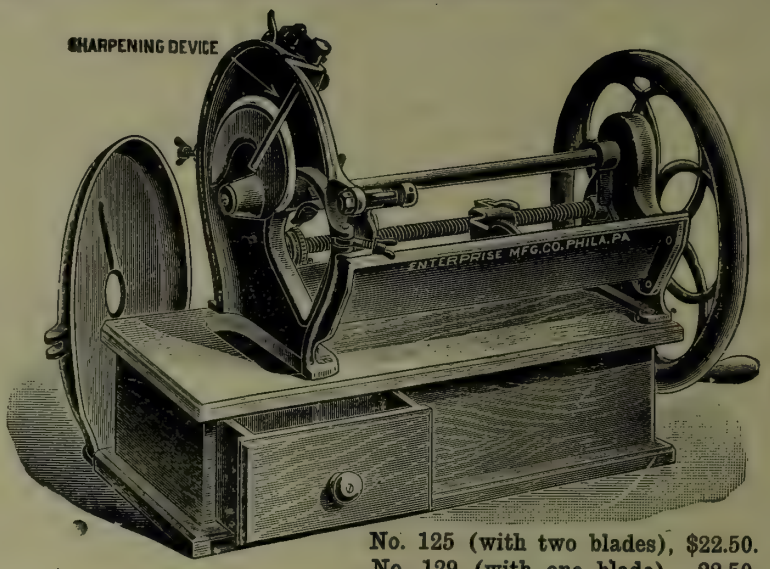
Grocers testify that when they install the

"ENTERPRISE"
Rotary Smoked Beef Shaver

sales of smoked beef showed a marked increase.

Of course they did.

The easier you make selling and buying—the better for business.



No. 125 (with two blades), $22.50.
No. 129 (with one blade), 22.50.

Observe the Sharpening Device, the drawer for storing sliced beef; note that the feed is readily regulated to cut from the thinness of tissue paper to 1-8 inch for the No. 125 and from 1-40 to 1-4 inch for the No. 129.

"Enterprise" Smoked Beef Shaver No. 23, Japanned, at $8.00; cuts evenly with a pendulum stroke.

Write for our latest catalogue of "Enterprise" goods for grocers.

The Enterprise Mfg Co., of Pa.
Philadelphia, U.S.A.

New York, 21 Murray Street — San Francisco, 438 Market Street

BUILDS BUSINESS

The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

We make a specialty of
COUNTER CHECK BOOKS
for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.
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SHIPPING TAGS
The Merchants' Counter Check Book Co., Ltd.
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Contractions count as one word, but five figures (as $1,000) are allowed as one word.

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25	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

MISCELLANEOUS.

AN EXTRA 1 PER CENT. PROFIT.—A National Cash Register will earn at least an extra one per cent. profit for any retail merchant. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto, Ont.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

MISCELLANEOUS.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of Gasoline Lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner Systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

WANTED.

TRAVELLERS—Counter check books make a good side line. Pocket sample; liberal commission. Box 221, CANADIAN GROCER. [1]

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

FOR SALE.

FOR SALE—Grocery, flour and feed. About $1800; annual turnover $11,000. Best manufacturing town east of Toronto. Box 236, CANADIAN GROCER, Toronto. (91)

GENERAL Store and Boarding House, opposite C.P.R. depot. Stock worth about $1500; yearly sales $6000 to $7000. The best reasons for selling out. All further particulars on application. Address P.O. Box 30, Coulter, Man. [51]

SITUATIONS WANTED.

GROCERY clerk, open for engagement, 10 years' experience. Would invest $500 in a going concern. Address Box 241, CANADIAN GROCER, Toronto.

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

AGENCIES WANTED.

CANNED FISH—A firm of general merchants and produce brokers in the eastern counties (England) desires to act as agents for a Canadian firm canning lobster and other kinds of fish. Box 248, THE CANADIAN GROCER, Toronto.

APPLES—A firm largely interested in the direct importation of Canadian apples in the north of England wishes to be referred to Canadian growers. Box 247, THE CANADIAN GROCER, Toronto.

CLOTHES PEGS—A firm of merchants and general importers are in the market to purchase supplies of clothes pegs and invite samples and prices for shipment into Manchester. Box 246, THE CANADIAN GROCER, Toronto.

SOUP CUBES—A London firm would like to do business in Canada in concentrated soup cubes. Box 253, THE CANADIAN GROCER, Toronto.

WOOD PAILS—An English firm of manufacturers is in the market to purchase supplies of wood pails suitable for holding from seven to twenty eight pounds of sweetmeats. Box 243, THE CANADIAN GROCER, Toronto.

PRODUCE AGENCIES—A produce broker and importer in the north of England, already representing Canadian interests, is open to consider other direct agencies for various lines of produce. Box 244, THE CANADIAN GROCER, Toronto.

SUGAR—A London firm producing caramel, invert sugar and other brewing materials, wishes to be placed in communication with Canadian importers. Box 252, THE CANADIAN GROCER, Toronto.

AGENTS—A Staffordshire firm of earthenware manufacturers wishes to get into communication with some reliable houses in Montreal and Toronto willing to act as indent agents or commission agents. Box 256, THE CANADIAN GROCER, Toronto.

BISCUITS AND BROWN BREAD—A Castrias (St. Lucia) dealer in provisions and foodstuffs wishes to make importations of biscuits and brown bread in barrels from Canada, and invites correspondence with Canadian dealers in these articles. Box 245, THE CANADIAN GROCER, Toronto.

Arctic Refrigerators

for Grocers and Butchers, The Coldest, Dryest and most up-to-date refrigerator on the market.

Western representatives, Ryan Bros., Winnipeg

Eastern representatives Wolf, Sayer & Heller, Montreal.

Write for Catalogue.

John Hillock & Co., Ltd.,

154 George St., Toronto

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N. S.

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JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA

Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.

Open Now. Closes on May 1.

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

WESTERN ASSURANCE COMPANY. ... Incorporated 1851

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Income for 1906, over 3,609,000

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British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

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BANNER, CANADA, ONTARIO and HICONE LAMP BURNERS

The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

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Capital Paid Up $1,000,000.00

Reserve Fund and Undivided Profits $1,241,532.26

Every Department of Banking conducted with satisfaction and absolute security.

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$1.00 or more opens an account. Interest allowed from date of deposit and compounded FOUR times a year. No delay in withdrawal.

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COTTON CLOTHES LINES

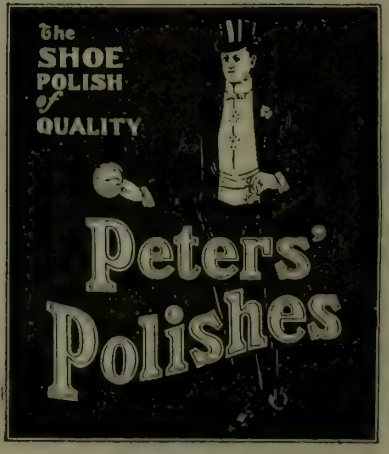
—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.



PETERS' POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St, West
Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
8-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
8-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz.	2 70
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Brooms

Nelson's—	Per doz.
Pansy	$3 65
Good Luck	3 25
"	2 85
"	2 35
Bamboo A	3 85
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals

H-O. COMPANY, ROCHESTER, N.Y.

	Per case.		Per case.
Force, 36s	$1 50	Gusto, 36s	$2 85
Korn-Kinks, 36s	1.45	H-O. oatmeal, 24s	3 10
Presto, 36s	3.40	Buckwheat, 36s	3.50
Pancake, 36s	3.50	Corn Starch, 36s	2.50
Tapioca, 36s	2.85	Farina, 24s	1.70
Hominy, 36s	2.50		

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

Cocoa— THE COWAN CO., LIMITED

Perfection 1-lb. tins per doz.	$4 80
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" "	0 15
London Pearl per lb.	0 22

pecial quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40

Sweet Chocolate—

Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb.	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30

Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. Maclaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz., $ .90
½ " " 4 " "	" 2.40
½ " " 2 " "	" 4.75
1 " " 1 " "	" 9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz. 0 90
Prepared cocoa, ½'s 0 28
Prepared ½'s 0 28

	90 per dz.
Mott's breakfast cocoa, 10c size	
" breakfast cocoa, ½s	0 38
" " ¼s	0 38
" No. 1 chocolate, ½s	0 32
" Navy " ½s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes.	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 28½
½ and ¼ b. "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails.	30 lb. Tins.	50 lb. Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18		0 16
Special Shred	0 17		0 15
Ribbon	0 19		0 17
Macaroon	0 17		0 15
Desiccated	0 16		0

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese—Imperial

Large size jars, per doz.	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Peanut Butter.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
small " 50 "	3 60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

THOMAS J. LIPTON

Prices on application.

Infants' Food.

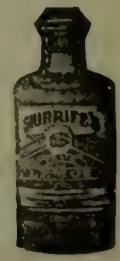
Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors)	doz.	1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.



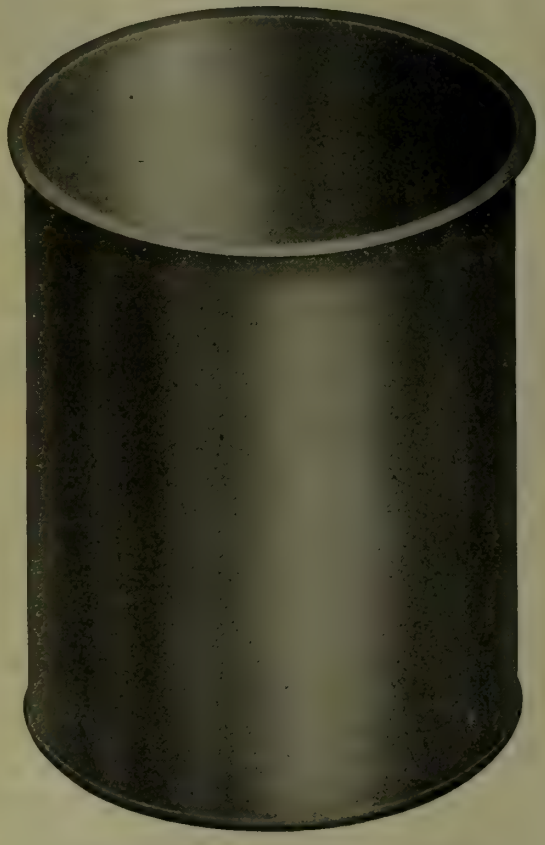
RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

NINE ACCIDENTS from inflammable stove polishes reported by daily papers during November. Two of them proved fatal after untold agonies suffered by the victims, and one resulted in horrible disfigurement of a housekeeper.

You can't afford to sell dangerous stove polish. Push ***RISING SUN*** Stove Polish in Cakes and ***SUN PASTE*** Stove Polish in Tins. They are absolutely safe in the hands of the user, and afford you a good margin of profit.

MORSE BROS., Props. - Canton, Mass., U.S.A.



Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato,** not the **Tomato** to the size of the **Opening.**

Pack **Whole Tomatoes,** not Crushed Fruit.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Max Ame Patents

ONE BAG OF

MOLASSINE MEAL

Will work wonders with a sick Horse. Try it and see for yourself.

I will ship a sample bag, freight paid, for $3.00, cash.

SOLE IMPORTER

ANDREW WATSON

91 Youville Square - - MONTREAL

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

ONE GLANCE

AT THESE BOTTLES OF DELICIOUS FRUITS

Always

MAKES YOUR CUSTOMERS

"Try Them"

AND THEY DON'T STOP THERE EITHER

ROSE & LAFLAMME, LIMITED
MONTREAL and TORONTO

Table Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

Agents:—

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails, "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails, "	0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 80

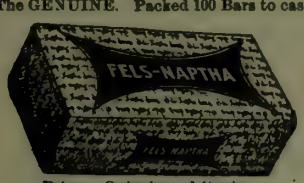
Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 25
Five cases, or over	5 15

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price

'Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½
½-bbls.	0 09½
Tubs, 60 lbs.	0 09½
20-lb. Pails.	2 00
20-lb. tins	1 90
Cases 3-lb.	0 10½
" 5-lb.	0 10⅝
" 10-lb.	0 10½

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	

Lye (Concentrated)

GILLETT'S PERFUMED. Per case

1 case of 1 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb.	glass	jars.
Pineapple	"	1 "	"
Green Fig	"	1 "	"
Green Fig and Ginger	"	1 "	"
Lemon	"	1 "	"
Grape Fruit	"	1 "	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails per lb.	0 07
Golden shred marmalade, 2 doz. case per doz.	1 75

SHERIFF BRAND

"Imperial Scotch"—			
1-lb. glass, doz.	1 55		
2-lb. " "	2 80		
4-lb. tins, "	4 65		
7-lb. " "	7 35		
"Shredded"—			
1-lb. glass, doz.	1 90		
2-lb. " "	3 10		
7-lb. tins, "	8 25		

THOMAS J. LIPTON
Prices on application

Mince Meat

Wethey's condensed, per gross net	$12 00
" per case of 3 doz. net	3 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.30

Mustard

COLMAN'S OR KEENS

D.S.F. ¼-lb. tins	per doz.	$	1 40
" ½-lb tins	"		2 50
" 1-lb. tins	"		5 00
Durham 4-lb. jar	per jar		0 75
" 1-lb. jar	"		0 25
F.D ¼-lb. tins	per doz.		0 85
" ½-lb. tins	"		1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva qts. 12's	$ 5 75
" p s 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.			0 90
pint " 3 doz			1 75

THOMAS J. LIPTON
Prices on application

Soda

COW BRAND

Case of 1-lb. containing 60 packages, per box, $3.00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb. and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

LITTLE HELPS or GREAT HELPS

"Every Little Helps"—Yes, it Does

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

But this generation moves very rapidly; more business can be done in an hour than in a day a few years ago.

However, many "little helps" a grocer may have, great helps are a necessity to establish and round out successful trade; and to the latter belong

WOOD'S COFFEES

—greatest helps for the beginner, greatest for the ripe trader.

"WOOD'S," as applied to Coffees, means the **best** of the world's products graded and classified.

Canadian Factory and Salesrooms:
No 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 80
" " black	"	15 80
Oriole soap	"	10 80
Gloriola soap	"	12 80
Straw hat polish	"	18 80

3 doz. to box	$3 45
6 doz. to box	$6 90

30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 1-lb. carton.	
No. 1 " " 3-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Cor	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	
4 lb. lumps	0 8½

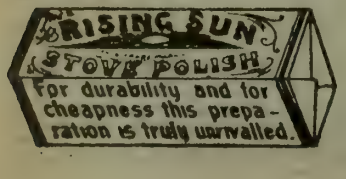
BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	6 06½
Barrels, 200 lb.	0 7½
Kegs " "	0 7½
Lily White Gloss—	
1-lb. fancy cartons, cases 50 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Oswego Starch—	
Boxes of 45 cartons, per case	
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.
pkges, cases 5 doz., per case.. 4 75

Stove Polish.

	Per gross.
Rising Sun, 5-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label—

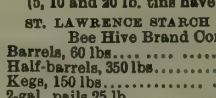
	Per case
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ per lb.
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Tea



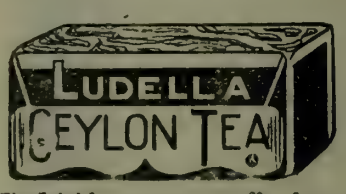
THE "SALADA" TEA CO.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA
Thomas J. Lipton
75 Front St. East, Toronto.

Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ½'s, ¼'s and 1's	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ¼'s and 1's	0 44	0 60
Gold " Afternoon blend, ¼'s and 1's	0 50	0 70



Blue Label, 1's	20	0 25
Blue Label, ½'s	0 21	0 30
Orange Label, 1's and ½'s	0 23	0 40
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb

MELAGAMA TEA.
MINTO BROS., 55 Front St. East

	Wholesale.	Retail.
Black, green, mixed, ⅛'s	0 70	1 00
" " ¼'s	0 55	0 80
" " ½	0 44	0 60
" " 1 lbs. & ½	0 40	0 60
" " ⅛	0 38	0 50
" " 1 lbs. & ½	0 35	0 50
" " 1 lbs., ½	0 30	0 40
" " ⅛	0 32	0 40
" " ½	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 20
" " ½-lb. " "		0 21
Blue Label, retail at 30c		0 23
Green Label. " 40c		0 30
Red Label. " 50c		0 35
Orange Label, " 60c		0 42
Gold Label. " 80c		95

RIDGWAYS.
London, Vancouver, Winnipeg and Ceylon.

	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H.M.S., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 8½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 8½s	0 51
" Pay Roll, 7½s	0 52
" Stag, 10 oz.	0 45
" Bobs, 6s, and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 12s	0 47
" Dixie, 7s	0 56

JOS COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-10	55 00

Cut tobaccos.

Petit Havana, ⅛, 1-12—1-6	0 40
Queenel, 1-4, 1-3	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

DWIGHT'S

BAKING SODA

We can add little to all that has been said about the absolute purity and superiority of

"Cow" Brand Baking Soda

When the consumers confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is THE BEST, and it is always in packages *only*.

CHURCH & DWIGHT

Manufacturers

MONTREAL

UNDER SUNNY SOUTHERN SKIES

Our new booklet under this title is out now and will be sent to anyone interested in a trip to the British West Indies from Halifax. A delightful thirty-eight day trip.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.

Patras, . Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:

J. L. Watt & Scott - Toronto

Watt, Scott & Goodacre, - Montreal

The Condensed Ads. in The Canadian Grocer bring results. Try one.

We will appreciate your dropping us a card when in want of

SALT

or any information about it!

VERRET, STEWART & CO.
LIMITED
MONTREAL

To Our Grocer Friends:

The average housewife is becoming more fastidious each day in her ideas of what sanitary precautions should be adopted in handling a food product. Undoubtedly, you have already realized this.

Have you ever considered this regarding Mince Meat.

Why not handle a dust-proof-sanitary-wrapped package like **Wethey's Condensed Mince Meat?**

All jobbers. 3 doz. to a case.

J. H. WETHEY, LIMITED
ST. CATHARINES

The Compliments of the Season and Prosperity to You.

Empire Brand

4 Free Phones
USE FREELY. If you can phone Hamilton we are glad to hear from you.

GEO. E. BRISTOL & CO.
Hamilton, - - - - Ontario

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, DECEMBER 25, 1908. NO. 52.

The Season's Greetings

Keen's Oxford Blue and Robinson's Patent Barley

Your friends in the past—your best friends in the future—

FRANK MAGOR & CO., 403 St Paul Street, MONTREAL

Agents for the Dominion of Canada

To all our friends and patrons
Jobbing and Retail
we extend the

Compliments of the Season

May the Coming Year 1909 be a Prosperous one for you.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

Sell The Goods That Satisfy

Win the confidence of your customers and you have the secret of success.

SURPRISE will please the Most Particular Customers

Don't overlook the fact that **Surprise Soap** "Makes Child's Play of Wash Day." No boiling or scalding clothes, or useless rubbing. Advise your customers to Follow Directions on Wrapper

The St. Croix Soap Manufacturing Company

Factory at ST. STEPHEN, N. B.

BRANCHES :— MONTREAL TORONTO WINNIPEG VANCOUVER WEST INDIES

An appreciation:

WE wish to cordially thank all readers of the "Grocer" for their liberal support of all articles advertised on this page, both on behalf of the manufacturers and ourselves.

Everything advertised on this page is the Best of its Kind, we neither advertise nor sell anything that we cannot, personally, vouch for and which we have proved.

It always pays to sell the best. Wishing all the readers every prosperity during the coming year.

Yours truly,

Arthur P. Tippet & Co.

A Merry Xmas and Prosperous New Year

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

G. WALLACE WEESE
Manufacturer's Representative
Grocers' and Confectioners' Supplies, Storage and Distribution attended to.
Am open to accept one or two more clients, established connections.
Offices: Myles' Fireproof Storage Warehouse
HAMILTON, CANADA. Correspondence Solicited

HALIFAX, N.S.

J. W GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J.T. ADAMSON & CO
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036 - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

ON SPOT
RAISINS, CHEESE, BEANS
EVAPORATED APPLES
AT LOWEST PRICES
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

W. G. A. LAMBE & CO
Toronto
Grocery Brokers and Agents.
Established 1885.

TORONTO.

SWIFT'S "SILVER LEAF" LARD
Car now on track.
Our prices are right.
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

DOMINION STORAGE & FORWARDING CO., LTD.,
43 Colborne Street, TORONTO
Consignments stored at lowest rates in city. All facilities for handling and shipping goods.
TELEPHONE MAIN 5661

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

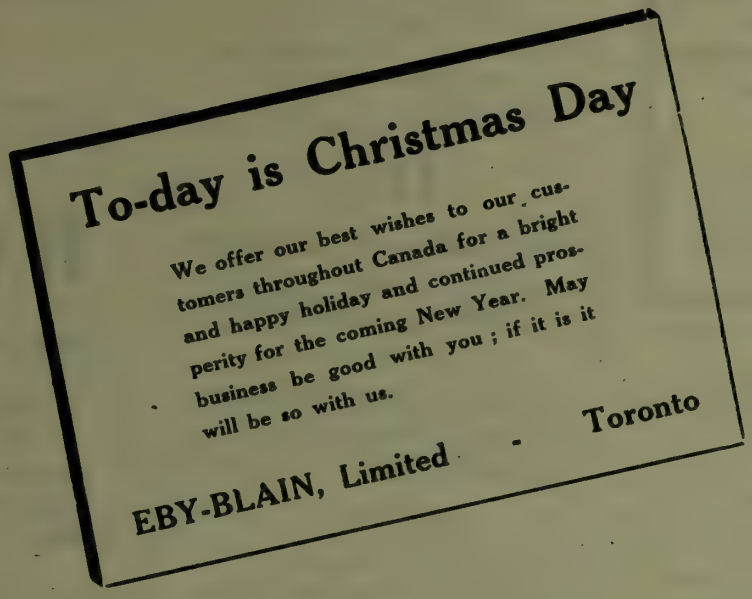
MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Don Storage & Cartage Co. Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

WINNIPEG

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

(Continued on page 4).


To-day is Christmas Day
We offer our best wishes to our customers throughout Canada for a bright and happy holiday and continued prosperity for the coming New Year. May business be good with you; if it is it will be so with us.
EBY-BLAIN, Limited - Toronto

To our Customers we extend the Heartiest of Good Wishes for Christmas and the New Year

The Blue Ribbon Tea Co.
LIMITED

A Merry Christmas and Happy and Prosperous New Year to our Many Customers throughout the Dominion

Ram Lal's Pure Tea Co.
LIMITED

Manufacturers' Agents—Continued.

W. H. Escott
141 Bannatyne Ave.
Winnipeg - - Canada
Wholesale Grocery Broker
Representing:
The Hills Brothers Company, New York
The Dominion Molasses Company Halifax, N. S.
Underdown and Crichton, London, England, Valencia and Denia, Spain
The White Swan Spice and Cocoanut Mills Toronto.

VANCOUVER
F. G. EVANS & CO.
Grocery Brokers and Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

ESTABLISHED 1887
Carman Brokerage Co.
Wholesale Grocery Brokers
WINNIPEG CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
141 Bannatyne Ave. WINNIPEG, MAN.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

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TEA;
Its History and Mystery
BY
JOSEPH M. WALSH
A Great Tea Expert
This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.
CONTENTS
1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.
Mailed to any address on receipt of
Price $2.00 Postpaid
12mo. Bound in Cloth.
TECHNICAL BOOK DEPARTMENT
The Maclean Publishing Co.,
10 Front St. East, - - TORONTO, CAN

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

ESTABLISHED 1849
BRADSTREET'S
Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.
THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.
Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices.
Correspondence Invited.
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OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.
THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

BASKETS
You can make money as well as oblige your customers if you handle our
Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.
We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.
The Oakville Basket Co.,
OAKVILLE, ONT.

Coffee, Its History, Classification and Description
By Joseph M. Walsh
This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,
Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.
This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of
$2.00
IT WILL PAY YOU TO SEND AT ONCE.
MACLEAN PUBLISHING COMPANY
Technical Book Department
10 Front St. East, - TORONTO

1908-1909

We take this opportunity of extending to you the Season's Greetings. We sincerely hope that you will have a very prosperous Xmas trade, and that in the New Year your business will be still more satisfactory.

This last year has been an anxious one for most of us, and the profit side of our ledgers may not be altogether satisfactory, yet we have much to be grateful for, and the coming year, from all indications, should be a good one for all of us. As someone has said, "We Canadians have toiled hard until we have reached the top of the toboggan slide, and now nothing can hold us back."

We are entering the New Year with a determination to supply you with the very best Canned Goods at reasonable prices, and we hope your New Year's resolution will be to handle only the very best, viz., Canadian Canners' Brands.

Yours respectfully,

CANADIAN CANNERS, Ltd.

Clean Methods

mean a whole lot in the manufacture of canned goods. If a sloppy plant is kept and sloppy employes used, the result is generally a sloppy, flavorless product. We are very careful to avoid sloppiness in the manufacture of

Old Homestead Brand
Canned Fruits and Vegetables

Our methods are strictly clean and up-to-date. Our employes are cleanly people of great skill. Our stock is the subject of expert selection—only the highest grade of fruits and vegetables that can be obtained being used in Old Homestead Brand. The result is, clean, sound goods of a fine, full, natural flavor.

Your Jobber Can Supply You.

The Old Homestead Canning Co.

Picton, - - Ontario

A Garden of Three Thousand Acres

A Canning Plant that has very few equals; and a force of clean, highly-skilled **CANADIAN** people are the reasons for the unquestioned high quality of

FARMER BRAND
CANNED FRUITS AND VEGETABLES

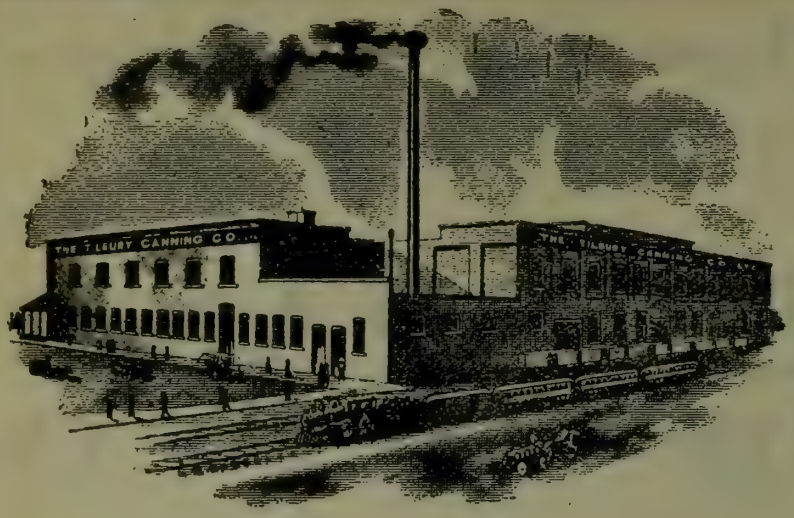
It will pay you to specialize on this brand. Remember, satisfaction brings in the money; and that's what you're after. We guarantee that FARMER BRAND will create and maintain satisfaction. Try it! Next time you order canned goods, specify FARMER BRAND.

Farmers' Canning Co., Limited, BLOOMFIELD Ontario

Unequalled in Quality
and a Producer of Permanent Profit

QUAKER
Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, - ONT.



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

Confidence begets Confidence

Every grocer selling "Salada" is a partner with us. As such we appreciate your co-operation—your interest—your confidence. Our success is your success—our enterprise your enterprise—our aim "to serve the public well" materializes in your benefit.

Despite a quiet year in every sphere of commercial life the sales of "Salada" continue to expand. Week after week the increasing confidence of the public and the trade is reflected in our rapidly growing sales. At this season business is usually quiet, nevertheless in Canada alone last week our sales were

14,233 pounds

more than in the corresponding week of 1907. This is only possible through the confidence thousands of grocers have in selling "Salada" to people who in turn not only have confidence in "Salada" but in the grocer selling it.

Wishing You a Merry Christmas.

The "Salada" Tea Co. - - - Toronto or Montreal

As Pure as Windsor Salt

$1.00 Sold $25 Worth of Groceries

It was a thirty-mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

Windsor Salt

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.

1908 was a splendid year for

BORDEN'S BRANDS

of Condensed Milk and Evaporated Cream. The trade of Canada found that quality, purity and cleanliness counted with their customers.

1909 will be a still better year for you if you stock and push

"EAGLE BRAND" CONDENSED MILK and **"PEERLESS BRAND" EVAPORATED CREAM**

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co, Winnipeg, Man. Shallcross, Macauley & Co., Vancouver and Victoria, B.C.

Unsweetened

ST. CHARLES CREAM

UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.

St. Charles Condensing Co.

INGERSOLL, - ONTARIO

CANADA

Imperial Evaporated Cream

UNIFORM QUALITY ASSURED

A steady supply of the finest milk from the surrounding country, which is Canada's most perfect dairying district, coupled with scientific procedure in a modern factory, ensures a uniform quality always.

This is a good selling argument to use

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

WHY CARRY IN STOCK

Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED. NO DEAD STOCK.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

Good Will in Packages

With the joyous rounding out of the old year we may all look to 1909 with larger hope, brighter prospects and a desire to make ourselves better citizens of a greater Canada.

To every merchant in Canada I wish, for 1909, a share in the renewed activity of trade, to every customer I express my thanks for their help in making 1908 a prosperous year for Red Rose Tea and to all I wish a Merry Christmas and a Glad New Year.

BRANCHES—
3 Wellington East, Toronto
315 William St., Winnipeg

T. H. ESTABROOKS
ST. JOHN, N B.

Begin the New Year Right
Sell White Dove Cocoanut

Our 15 or 20 lb. pail.

Success

on the whole in groceries depends upon the quality of individual lines. Assure your customers of the best in cocoanut by selling a brand scientifically prepared and guaranteed purest.

WHITE DOVE

Agents :
Geo. A. Stone, Vancouver, B.C.
Scott, Bathgate & Co., Winnipeg, Man.
Frank M. Hannum, Ottawa, Ont.
C. E. Macmichael, St. John, N.B.
J. W. Gorham & Co., Halifax, N.S.

MANUFACTURED BY

A Practical Package.
Packed in 5-lb. Tins, 12 to case
" 10-lb. " 6 "

W. P. DOWNEY
24 and 26 St. Peter Street, - - MONTREAL

We wish our many customers

A MERRY CHRISTMAS

AND A HAPPY NEW YEAR

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

Brooke Bond's Packet Teas.

You know your trade. You know what your customers expect to pay. You know the kind of tea they insist on having. Knowing these things, are you sure you are getting for them better tea for their money than they can get elsewhere in your town?

Stocking our Packet Teas will enable you to do this, for, thanks to our system and business methods, we can offer you better tea than you can get elsewhere for the same money.

For samples apply to

Messrs. Hamblin & Brereton,

Corner of Notre Dame and Victoria Streets,

WINNIPEG, MANITOBA.

Fruit Jars

Jar Rings

Butter Tubs

Butter Paper

Brooms, Brushes

Baskets

Walter Woods & Co.

Hamilton and Winnipeg

A perfect system leaves a good impression which means more business.

THE LOBLAW CREDIT SYSTEM

Cuts your bookkeeping in half.

The less writing you do in bookkeeping, the less chance to make mistakes.

WRITE OR PHONE TO

THE CARTER-CRUME COMPANY, LIMITED

TORONTO and MONTREAL

Business is Booming in the West

Are you getting your share, Mr. Manufacturer, of the active and profitable business in the West? Are you satisfactorily represented? We can handle one or two more lines.

Correspondence invited

R. B. Wiseman & Co.

123 Bannatyne Avenue East WINNIPEG, MAN.

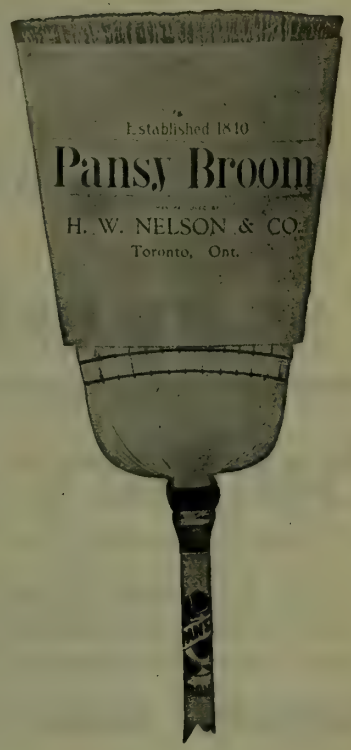
Manufacturers' Agents and Brokers

We make a specialty of distributing cars for Eastern Manufacturers. Consign to us and we will distribute the goods among your customers.

ESTABLISHED A.D. 1840

A Good Thing Gets Known

A few of the articles you sell are so good that your customers talk about their goodness to their neighbors, thus enhancing your reputation. One of these favored grocer-boosting articles is the



Pansy Broom

The broom in the individual wrapper.

It is made from the finest broom corn grown, by the best skilled workmen in Canada. We can supply you with other brooms, too, but our best offer is the Pansy. It beats everything on the market.

H. W. Nelson & Co., Ltd.

T O R O N T O

E. D. S. Brand Jams and Jellies

Guaranteed Absolutely Pure

Unequalled in Flavor

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

Order Ewing's Herbs!

They possess that ever present quality which ensures steady sales. No matter what your requirements in herbs we can supply you.

How is your stock of

Sage, Savory, Thyme, Mint, Marjoram?

Talk to Our Travellers or Write Us.

S. H. EWING & SONS 98 King St., Montreal
Also at Toronto

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits And Goods Of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO

FRUIT CANS
All sizes—All kinds.

SYRUP CANS
For products of Maple, Corn and Cane.

MILK CANS
For Sweetened Milk and Evaporated Cream.

MEAT CANS
Bevelled, Round and Square.

BISCUIT TINS
of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE
Norton Manufacturing Co.
HAMILTON

W. P. DOWNEY
(The "WHITE DOVE" Man)

Wishes to Each and Every Grocer

A Merry Christmas
and
A Happy New Year

BLACK JACK
WILL BRING NEW CUSTOMERS TO YOUR STORE

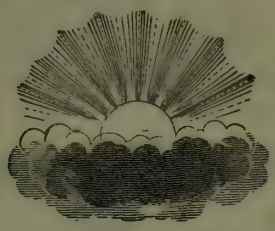
TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST., - - - MONTREAL

Mr. Grocer

If there is one canned fish a housewife likes for her table above all others, it is salmon—provided it is *the best.* Recognizing this, we decided to pack a line of the choicest fish procurable in the Fraser and Skeena rivers. This is how

Quaker Brand Salmon

originated. We are immensely proud of it and will absolutely guarantee it as the best on the market. This is the brand for you to stock to please your critical customers.

Talls, $2.00 Flats, $2.15

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

Walter Baker & Co.'s

Cocoas and Chocolates

In single box lots we will supply at the following prices:

Baker's Cocoa, ¼s - - - - -	35½c. per lb.
" " ½s - - - - -	35½c. "
Premium No. 1 Chocolate, ¼s -	32½c. "
" " " ½s -	32½c. "
Webb's Cocoa, ¼s - - - - -	29½c. "

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

WAGSTAFFE'S

Fine old English

Plum Puddings

and

Mince Meat

Are the best.

Your money returned if not satisfied.

Ask your wholesale grocer for them.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

Mr. Grocer— Read This— It's For You

Nothing ever sold by Grocers can approach the KAISER WAX PAD AND IRON CLEANER IN MERIT. Every housekeeper with common sense knows a good thing when she sees it—she is very ambitious to excel in her Laundry work—with the KAISER WAX PAD AND IRON CLEANER a long felt want is supplied. It sells easily. By taking up an agency you can work up a steady and increasing business, as WHERE THE KAISER WAX PAD AND IRON CLEANER IS ONCE USED it is ALWAYS USED. Housekeepers are mad after it and will thank you for supplying them with this great labor saving discovery. REDUCES IRONING TIME BY HALF.

Save Your Elbow Grease

PATENT APPLIED FOR

The Kaiser Wax Pad AND IRON CLEANER

The Cleaner that Cleans Well.
The Wax Pad that Waxes Well.

REQUIRES BUT HALF THE TIME TO DO AN IRONING.

Every Housekeeper dreads ironing day, especially so, when she has a lot of Shirt-Waists, Mens Shirts, Collars Cuffs, etc. to Iron; She always wants to obtain a high gloss finish equal to First Class Laundries, and after hard work by the use of Common Wax, a lot of rubbing and Polishing utterly fails.

The Kaiser Iron Cleaner & Wax Pad will clean and smooth the rough and rusty places that have accumulated since the last time they were used By rubbing the hot Iron quickly over the corrugated surface you remove immediately starch or rust. You will be delighted when you try the Iron to see how smoothly it slips over the linen and the result will be no difference from first class laundry work. When the wax is entirely exhausted in the outer 2 Layers on both sides, remove it—and you still will have 2 Layers left.

WHY YOU SHOULD USE IT.

The cost to use it is almost nothing.
The Iron does not adhere to the fabric.
It imparts a splendid perfume to the clothes.
It saves a great deal of hard work in Ironing.
It gives an excellent lustre to the Linen or Muslin.
The Clothes will remain clean and neat much longer.
It gives the Clothes a much better finish than by any other method.
It makes the Iron pass smoothly over the surface and does not leave any black streaks or spots.

Every Housekeeper that cares to do *Good Work* should have one. *We claim* there is nothing on the market is *its equal* to the KAISER IRON CLEANER & WAX PAD, for *quickness, convenience, satisfactory work or economy.*

Advertise Your Business ! ! !

In each gross you will find 500 descriptive circulars like the above, leaving space for you to stamp your name and address on. These circulars will pull you in the customers for the KAISER WAX PAD AND IRON CLEANER and at the same time ADVERTISE YOUR BUSINESS. We want to convince you of the virtues of KAISER WAX PAD AND IRON CLEANER. Send your order to your Jobber or to our nearest Agents or direct. We will see that you get supplied. We know that you will never regret having secured an agency.

Manufactured by

The Ancker-Thiem Co.

CHICAGO, U.S.A.

WANTED — Agents throughout Canada in unrepresented distributing centers.

Canadian Agents :

Richards & Brown, Winnipeg, Man.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.

TO THE TRADE:

Have You Seen the Latest and Most Striking Evidence of the

Increasing American Demand

for

CEYLON TEA

READ THIS

EXPORTED TO AMERICA

Jan. 1st, to Oct. 31st, 1907

Black, 7,053,900 lbs.
Green, 1,918,600 lbs.

Jan. 1st, to Oct. 31st, 1908

Black, 8,296,500 lbs.
Green, 2,912,100 lbs.

An Increase in Direct Shipments

of 24.92%

And in a Year of Trade Depression, Too!

Gilmour's 10c Hand Cleaner

Before we go any furthur we desire to impress upon you our popular price. GILMOUR'S HAND CLEANER can be sold at

10 cents

It is a perfect article. Enormous sales prove that.

Your wholesaler will supply you, or we will, with either 3 dozen or 6 dozen size cases.

The Gilmour Company, Montreal

604-6-8 Papineau Ave.

"THE GENUINE HAND CLEANER IN THE ORIGINAL YELLOW TIN"

Ridgways TEA

is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

IN THE LEAD

¶ Readers of Busy Man's tell us we are in the lead, that is in quality. They tell us so in the numerous letters received at this office. They back up their statements by their renewal orders.

¶ A leading American publisher rejoices in the fact that he receives renewal orders from fifty per cent. of his subscribers. Our circulation department has informed us that we have retained over eighty per cent. of our subscribers for 1908. What better proof of the value of Busy Man's?

¶ Busy Man's owes its success to being a wholesome, clean, bright magazine. It's the kind of publication that arouses your interest in the front page and keeps it up till the back cover is reached. It's the ideal magazine for every home—of interest to every member of the family. Every department of human interest is treated.

Subscription price $2.00 per year

January number now ready for mailing

Busy Man's Magazine

MONTREAL TORONTO WINNIPEG

You Can't Cut Out

A BOG SPAVIN, PUFF or THOROUGHPIN, but

ABSORBINE

will clean them off permanently, and you work the horse same time. **Does not blister** or remove the hair. Will tell you more if you write. $2.00 per bottle at d'lers or delly'd. **Book** 4Dfree.

ABSORBINE, JR., for mankind. $1 bottle. Reduces Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Allays pain quickly.

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.

LYMAN, SONS & CO., Montreal, Canadian Agents.

Tartan

BRAND

You Want Goods in a Hurry?

WE HAVE EVERYTHING

PHONE 596 at our expense.

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers, - HAMILTON, ONT.

A Leading British line well-known and largely advertised

DR. TIBBLES' Vi-Cocoa

THE WORLD RENOWNED FOOD BEVERAGE

The Public Say:

"THERE IS MERIT IN IT."

The Trade Say:

"THERE IS MONEY IN IT."

Write for Sub-Agency to:—

AGENT FOR MONTREAL:

J. WALTER SNOWDON
413 St. Paul Street
Montreal

ONTARIO AGENTS:

GREEN & CO.
25 Front St. E., Toronto

W. H. ESCOTT, 141 Bannatyne Avenue East, WINNIPEG

SAMPLE CASES NOW READY FOR DELIVERY

SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request

AGENTS

Toronto	R. S. McIndoe	54 Wellington St. E.
Montreal	J. M. Brayley	55 St. Paul St.
Winnipeg	E. W. Ashley	123 Bannatyne Ave. E.
St. John	H. S. Daly	
Vancouver	J. F. Mowat & Co.	

A Merry Christmas and A Happy New Year to All

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

SUGAR

When next purchasing supplies of Granulated Sugar ask for

Redpath

The purest and best—To be had in original packages—

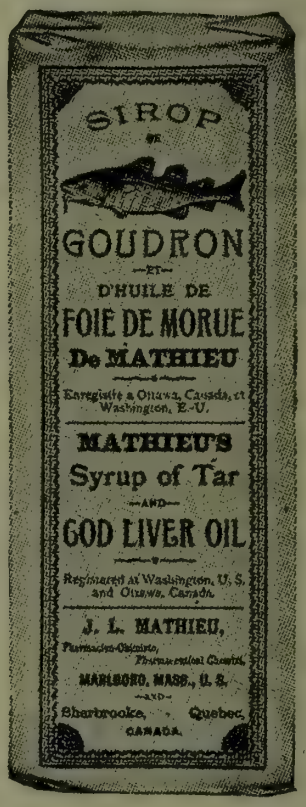
Barrels of about 300 lbs. and Bags of 100, 50, and 20 lbs.

The

Canada Sugar Refining Co.,

Limited

MONTREAL



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Reason No. 3

It is not a secret fake medicine

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs, Colds, Bronchitis, etc.

Mathieu's Nervine Powders—another simple family medicament—that is very good for headaches.

Just look over your stock and send us your order.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

Do You Want Ottawa Business?

Certainly, you do! It's well worth going after. To properly look after customers here you must have a stock right on the spot. We will store it for you, safely and economically. Ask us how.

A 1 Railway Connections. **Advantageous Insurance.**

Every Modern Convenience.

WE ARE THE WAREHOUSE PEOPLE!

The Dominion Warehousing Co., Limited

J. R. Routh, Manager **52 Nicholas St., OTTAWA**

THE PEOPLE NEED H. P.

Bright, "live," aggressive Canadian advertising will send the people to the stores for H.P. Sauce—England's most popular condiment. Stock melts like snow. The people are beginning to appreciate the world's best Sauce, so don't run short of H.P. Our advertising will send the customers: do your part; be ready to supply them, and a large and permanent trade is yours.

"Tasting" bottle with quotation (full ordinary size) on application to our Canadian Agents.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Limited, Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Limited, St. John's, N.F.

Midland Vinegar Co., Ltd., Birmingham and London, England

This is the season of the year when the demand for pickles is large. Don't make a mistake and not have a stock of

STERLING BRAND PICKLES

on your shelf. This Canadian-made pickle is a sure seller.

Order from your jobber or direct.

THE **T. A. LYTLE** CO. LTD.
Sterling Road, Toronto, Canada

If you would please exacting customers who demand highest quality marmalade obtainable fill their order with

Balmoral Scotch Marmalade

put up by experts who have made a study of the industry. Only the finest Seville bitter oranges and pure Canadian granulated sugar used.

J. W. WINDSOR
MONTREAL

STRONG AND STEADY SELLERS

SHIRRIFF'S FLAVORING EXTRACTS

Unquestionably the highest in strength and purity

IMPERIAL EXTRACT COMPANY
18-22 CHURCH STREET, - TORONTO, CANADA

MORE AND MORE

retail grocers of Canada are finding it to their advantage to handle the best class of Biscuits—That is why

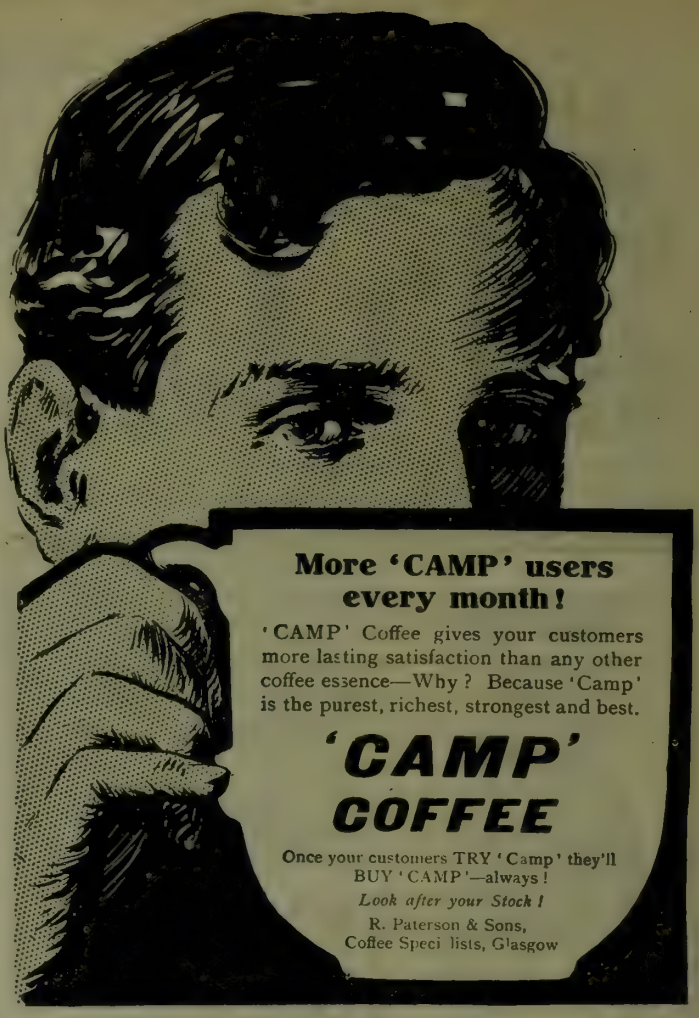
CARR & CO.'S

English biscuits are meeting with such success—Let the coming year encourage you to try them—Your trade will be pleased—the profit is yours.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn, Hamblin & Brereton, The Standard Brokerage Co., Ltd.,	Montreal and Toronto, Winnipeg, Vancouver, B.C.,	Eastern Provinces Lakes to the Rockies British Columbia



More 'CAMP' users every month!

'CAMP' Coffee gives your customers more lasting satisfaction than any other coffee essence—Why? Because 'Camp' is the purest, richest, strongest and best.

'CAMP' COFFEE

Once your customers TRY 'Camp' they'll BUY 'CAMP'—always!

Look after your Stock!

R. Paterson & Sons,
Coffee Specialists, Glasgow

At $7 A Case

and up
(Cost to you)

Marsala Wine

Makes one of the best sellers imaginable; to your customers a delightful after dinner beverage, takes the place of port and sherry—and so reasonable in price.

Have you tried it yourself? Send for free sample if not.

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent — Phone Main 2731

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis. - - Quebec.	W. H. Escott, - - - Winnipeg.
C. DeCarteret, - - Kingston.	R. G. Bedlington & Co., - Calgary
Jas. N. McIntosh, - - Ottawa	Tees & Pearse, - Edmonton.
Geo. Musson & Co., - Toronto.	Wilson & McIntosh, - Vancouver
J. W. Bickle & Greening, - Hamilton.	C. Leonard Grant, - P. E. Island
G. H. Gillespie, - - London	

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

ESTABLISHED OVER 200 YEARS

CHAMPION'S

LONDON, ENGLAND

IS THE BEST VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.

ONTARIO AGENTS : The Lind Brokerage Co., 23 Scott St., Toronto
Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal
W. H. Escott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS — WRITE OUR AGENTS FOR PARTICULARS

WE WISH

OUR CUSTOMERS and THE TRADE

—A—

MERRY CHRISTMAS

AND A PROSPEROUS NEW YEAR

"WHITE SWAN GOODS ARE GOOD GOODS—ALWAYS"

USE THEM FOR SATISFACTION DURING 1909

WHITE SWAN SPICES AND CEREALS Limited

TORONTO, - CANADA

HOW TO FREE HIGH HALLS OF DUST-WEBS

THE

Ideal Duster

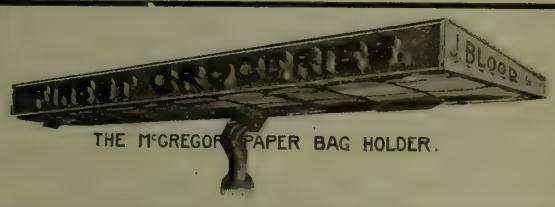
Solves the Polished-Floor Proposition

The dust problem is constant—like dish-washing—the drudgery of it is split in two with the IDEAL. It appeals to more people as a mechanically correct and necessary device than our Mop, the SELF WRINGER, ever did and we venture the statement that you have for nearly 20 years found our products free from complaints, owing to perfect construction. You can therefore sell as you buy—in perfect confidence. We solicit trial orders through the jobbers.

If you have not received advertising matter with your goods drop a card to us.

Tarbox Bros., Mfrs. Toronto, Ont.

BRITISH DEPOT: 2 Hope Chambers, Liverpool



THE McGREGOR PAPER BAG HOLDER.

THE GROCER'S GREATEST CONVENIENCE

McGREGOR PATENT

PAPER BAG HOLDER

HAVE YOU SEEN IT? WRITE

175 Borden St., - Toronto

SELL
LIPTON'S TEA

The Highest Standard of Quality
Packed Only in Air-tight Tins

AND ASSURE

in Your Tea Trade

A PROSPEROUS NEW YEAR

THOMAS J. LIPTON, - - Toronto

That 1909 may be for the grocers of Canada a most prosperous year abounding in good cheer and replete with commercial success, is the sincere wish of the undersigned, who take this opportunity of thanking the trade for their much appreciated patronage during 1908 and previous years.

ROSE & LAFLAMME
LIMITED

Montreal Toronto

HOLBROOK'S SAUCE

The travelling staff of Holbrooks Limited wish you

A Happy and Prosperous New Year

Representatives attached to our Canadian Branch :

H. MUSHAM	F. J. LEWIS	F. FORREST
J. V. SCRIVENER	J. C. A. PORTER	J. H. GILBERT
N. C. McLEAN	W. R. CAMERON	O. OTTO
G. R. LOGGIE	A. D. NORMAN	G. K. MARTIN
A. J. SMITH	A. KRESS	H. H. McKEE
W. HOLLANDS	G. W. CRYDERMAN	

Local Agents :

Quebec—J. B. RENAUD & CO.
Montreal—F. L. BENEDICT & CO.
Winnipeg—BRACK & KIRKLAND
Edmonton—A. MACDONALD CO.
Vancouver—KELLY, DOUGLAS & CO.
Victoria—WILSON BROS. & CO.
Calgary—CAMPBELL, WILSON & HORNE

Canadian and American Manager :

H. Gilbert Nobbs, 40 Scott St., Toronto

A TRIUMPH IN SUGAR REFINING

ST. LAWRENCE
CRYSTAL DIAMONDS

mark an important advance in the history of the Canadian Sugar refining industry.

CRYSTAL DIAMONDS are small tablets or blocks of brilliantly pure white crystal Sugar, each tablet being of uniform shape and size. They are supplied in 25 lb., 50 lb. and 100 lb. Boxes, Barrels and Half-Barrels. They may also be obtained in very attractive 5 lb. Cartons, 20 Cartons to the case.

Every Retail Grocer who wishes to maintain or work up a high class trade should keep **CRYSTAL DIAMONDS** in stock.

On account of their superior quality **CRYSTAL DIAMONDS** will readily command a higher price from the consumer than other hard sugars.

This high class article is now put on the market to usher in the New Year of 1909.

The St. Lawrence Sugar Refining Co., Ltd.

Montreal

Special Prices

to reduce stock before stock-taking.
It will pay to wait for our men,
they have full particulars.

James Turner & Co., Limited

Hamilton, Ontario

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The Canadian Grocer Extends to all its Readers The Heartiest Compliments of The Season

OUR CHRISTMAS STORY

"The Silent Partner"

A Tale for the Grocer and His Family—How One Boy's Ideas Were Developed and His Interest Awakened so That He Made a Success of His Father's Run-down Business.

Written specially for the Canadian Grocer by H. A. Somerville.

"I don't think I will ever be able to make a grocer of that darned boy of mine," remarked Joseph Stenton, sr., to a friend as they stood on the verandah of the Stenton store and watched the tail end of Joe Stenton's canoe disappear around a bend in the river.

The gentleman to whom this remark was directed, was an honest son of the soil, who bore more than a local reputation for wit and rustic philosophy.

"Well, Joe, you can't drive square pegs into round holes, I put that boy of mine onto a farm and in a little while the farm flopped over onto him," observed the farmer, as old man Stenton's gaze seemed fixed to the spot where the son's canoe had disappeared from view behind a clump of bushes. Suddenly, however, he turned, and retreated into the depths of the store, mumbling something about he guessed it wasn't any use to try any longer to do anything with the boy. Sorrow rather than anger was written on the old man's face. Observing this, the farmer followed him into the store and continued his dissertation on the doings of his own offspring.

"You know, Joe, I believe if I had kept that boy of mine with his nose to the grindstone on a farm, he would never have amounted to a picayune, but when I saw he would never be worth his salt at ploughing or anything else on a farm I said to him one day, 'Here's five hundred dollars. Let's see what you can do with it.' I knew he wouldn't spend it foolish like in any case. Well, he went away, and has been away nine years yesterday, and, Joe, you know what he is to-day. I tell you I am mighty proud of him. I might have known what he would have drifted into. He always liked to argue with me, and I tell you sometimes he used to give the old man some posers, and it used to kind of make me mad when he got the better of me. When any of the neighbors got to law-in' he used to know all the details of the case. Well, he went away to New York, and now he's a lawyer, and his fees in connection with a single case are often worth more than twice as much as the old farm.

"He has tried to get the old man to go down to New York, and live with him, but, you know, I don't think I would just fit into that life down there."

Old man Stenton listened while his friend told of the success of his son, and finally remarked that he thought Joe would do as he liked whether he wanted him to or not.

Giving the Boy a Show.

When the farmer departed he began to think over some of Joe's new-fangled ideas about making money in the grocery business, and the more he thought about them the more he thought perhaps they might be all right. He granted to himself, somewhat grudgingly, that he had not given the boy enough encouragement in some of his schemes, and then and there resolved to give him an opportunity if Joe advanced any new ideas.

Joseph Stenton, sr., was a highly-respected member of the community, and possessed of a considerable fortune. He was president of the electric lighting company, and a director of several other local financial institutions, but with all these interests, he confined his best efforts to the large grocery business which his father had left him some thirty years before. It was averred by some of his literary daughters that one of the Stenton forbears had passengered to America first saloon on the now much-crowded Mayflower. This fond tradition was sufficient to reveal in the family a glint of the blue stocking. Always decently shrewd in business, he did not bear the reputation of a mean man. He was a good father and generous to a fault, with his family, which consisted of an invalid wife, one son and three daughters. There had always been more or less mystery connected with Mrs. Stenton, who, up to the time an incurable malady had confined her to the house, or since, had never been in any sense an obtrusive woman, always preferring to limit her activity to her own home, and the charming conventional gardens which surrounded the old colonial house, which were cared for under her direction. In those spasmodic eruptions of gossip, which seem to be inseparable to life in small villages, there was a pretty story told concerning her marriage to Mr. Stenton. She was the daughter of an Italian consul in a neighboring city and had married her husband under rather romantic circumstances. Everyone was sure of one point and that was the fact that she was a foreigner. Everyone was also agreed that she possessed a charming personality to which her foreign birth lent a piquant flavor.

The daughters were Stentons every

inch, with the exception of their eyes, in the rich depths of which there seemed to linger some of the fire of old Italy. Joe, the boy, was an almost exact replica of her, possessed as he was of all the natural grace and delicacy of his mother. This was the case in everything but his stature, and in this respect he was like the Stentons. Whatever his sisters could play on the piano, Joe could play just a little better, often to their discomfiture.

Not a Ready Grocer.

There is no use saying that Stenton, sr., was not proud of this, because he was, but at the same time he regretted the fact that Joe could not weigh a pound of tea without giving away a half ounce or more. When he remonstrated with him about it, Joe would reply that he had better keep tea done up in packages, but the old man's prejudice against new-fangled ideas was too strong to follow the boy's lead. The father was conscious that the trade of the town was slipping from his grasp. Those two Sanderson chaps, who had lately started business, had their names printed on every fence rail for miles about, and the old gentleman was beginning to feel this competition, and resented it. He felt that he had a sort of hereditary right to sell groceries in that town, and all others were unlawful interlopers.

One day Joe tried to explain to his father that it was not because the Sandersons kept better goods, but because they advertised, but the old man argued that the quality which had always been synonymous with the very name Stenton was sufficiently strong to combat the influence of the others. Joe was quick to appreciate the fallacy of this contention, and told his father that if he was sure his goods were better than his competitors he should advertise them. He could make his advertisements strong, and then back them up with the goods, when the demand was created. Again, however, the father failed to see the force of Joe's logic.

About this time there were whisperings at the village sewing circle that Joe was not living as good a life as he ought to. A cousin of a friend of Mrs. Jones' sister, who resided in a neighboring city where Joe went frequently, had seen him lingering within a few blocks of the stage entrance of a theatre. Such rumors as these were gaining considerable currency in the town. There were, however, no very obvious signs of this wild dissipation on Joe.

The Beginning of Better Things.

About this time a college friend of his sisters arrived at the Stenton home. She was a tall, slight girl with a dark skin and could not at first sight, perhaps, be described as pretty.

There was about her, however, a certain indescribable something which fascinated all who came within range of her charms.

A wonderfully graceful carriage, and a rare development of her intellectual abilities were more than sufficient to compensate for her lack of physical charm. While she was at the Stenton home, the grocery store did not see much of Joe, as he was too busy prosecuting his acquaintance with his sisters' guest. In this he displayed all the vigor and warmth of his mother's race, and by the end of the month was her devoted admirer. In the long evenings which they spent on the river, she told him of her travels in Europe, of all the wonderful things which she had seen there, of the remote places she had sought out far from the itinerary of the average tourist. Perhaps it was Cettinje, in Montenegro, Raqusa, on the Dalmatian coast, or some place with a peculiar charm about it. As a story teller she was superb, and the objects of her descriptions lost nothing of their real value

"I don't think I will ever be able to make a grocer of that darned boy."

or interest. She drew for him a graphic picture of her early life in Louisiana, always accentuating the delightful little ays and customs of the Southern people. This continued until the eve of her departure.

That evening Joe thought her peculiarly charming, and he told her of his own ambitions, ambitions which had really come into being in the last few weeks. He felt strong and equal to anything, and resolutely determined to accomplish great things.

Awakening New Ideas.

The moon shed its radiance on the scene as they glided noiselessly over the waters, or drifted idly down with the current. As he contemplated the deep shadows, which the bushes cast on the water, and seemed to be penetrating in thought their indeterminable depths, she began to tell him something about himself, and the magnificent opportunities which he had. At first the possibilities of his father's business did not appear to him, but by the time they had reached the boathouse she had shown him how even the seemingly inconsequential things might be turned to good advantage.

The next morning she left for New York, from whence she sailed for Europe to study for a year. It was her intention to come back to America to secure a position as a teacher of languages.

During her stay at the Stenton home, the father had been an interested spectator to all that was happening, and at times he found his mind wandering back to a time when he felt capable of great deeds, as the steady gaze of a pair of Latin eyes met his. Those days were a long time ago, however, and he regarded them as perhaps a little out of harmony with his present conventional existence, but he had to confess to himself that he found an extra tenderness creeping into his behavior, when the heroine of this little affair of thirty years ago was near him.

The Plan Developing.

Joe went back to the store, and worked with renewed vigor, and for a time disassociated himself with the social gaiety of the town. Some of the sewing circle ladies said "he was mopin' after that lanky girl who had been visitin' his sisters." Such had every appearance of being a true diagnosis of his case, too. One day when he was sitting on a peck measure in the cellar sorting potatoes, the thought of all those quaint pictures which she had so picturesquely painted in words, of remote places in Europe, or somewhere else, where she had been, came back to him with a heightened color. He felt impelled toward the real, and then SHE was over there, but this latter thought, of course, was not his real motive, but rather that he should have an European trip to his credit, before settling down to business. At first this did not take very definite form, but as the days passed, it began to assume a definite desire, and finally he determined to tell his parents of his ambition.

Naturally as is generally the case with a boy, his mother was the first to be told of the idea, and his scheme was agreeably entertained in this quarter. When he broached the subject to his father, he was surprised at the readiness with which the old man fell in with his project, and was also more than surprised when he told him he would give him a thousand dollars to defray the expenses of the trip. Soon he found himself planning the outing. Suddenly a bright idea struck him. He would work his way across the Atlantic, and in this way save the money he would otherwise be obliged to spend on the passage.

The next day he fished out an old Atlas, which was hidden away in the corner of the office. As he peered over it his eye lit on Montreal, Canada, which

he recognized as a seaport town. By night he was thinking what a bright idea this was, as it would give him an opportunity of visiting Canada, and as he sailed down the St. Lawrence he would get a view of the historic old City of Quebec.

He had not yet told his people that he intended to "rough it" across the ocean. Again he was surprised by the complacency with which they received his announcement.

Beginning the Journey.

This was on a Thursday. On Friday night he left for Montreal, arriving in that city at noon Saturday. Saturday and Sunday were spent in sight-seeing. Monday morning he paid a visit to the harbor, and during his wanderings inspected a cattle boat.

To tell the absolute truth, it did not impress Joe very much, but he determined to adhere to his design at any cost, and take the bitter with the sweet, and then thought he, it would be one adventure, at least, to his credit. He "signed on" as a cattleman on a small boat bound for Avonmouth, which was to sail the following Wednesday at daybreak. This necessitated him going aboard the night before. Tuesday he spent watching the ship take her cargo, and cultivating some people whom he thought would be useful to him. During the day he received valuable information regarding his duties.

The boat cast off her hawsers next morning, and started down the St. Lawrence, standing almost on her beam ends. It took Joe some time to get his sea legs, and walking across the deck made him think of climbing a roof pitched at a dangerous angle, a pastime he had indulged in frequently in days gone by.

Experiences as a Cow Puncher.

The cattle foreman, who, by the way, was rather human, when compared with other members of the gang, selected Joe to attend the stock on the bridge deck. This in a way was a concession, as the possibility of having to "muck out" was most remote in this quarter. It had, nevertheless, its disadvantages, as he came under the eye of the captain, who thought all men were made of the same clay. This fact was impressed in a forcible manner in a short time. After having performed the duties assigned to him, he wandered "for'ard," passing in under the bridge.

The other cattlemen who had been busy arranging the stock in their places, had neglected to release a bullock from a most undignified position, into which he had gotten himself.

In some inexplicable way the animal had fallen between the two upper decks, so as to land on his haunches, and the narrowness of the passage prevented him from releasing himself. By this time the bullock had worked himself into a frenzy, and the task of extricating him from his awkward position was a problem for a more hardened "puncher" than Joe. As he was gazing at the bullock a sound from above greeted his ears which was more like a battery of Gatling guns than anything else he could think of. This sudden outbreak was occasioned by the fact that the captain had observed him engaged in the occupation of doing nothing. This was not a soothing sight, and with a flow of words which would have eclipsed the best efforts of a London bargee, he commanded Joe to extricate the bullock from his perilous position. This task, however, was of such proportions that within six hours of embarkation, serious thoughts of mutiny on the high seas presented themselves to his mind. Happily, however, at this moment, the foreman arrived, and immediately set about the task, with Joe's assistance. In this manner his first little difficulty with the skipper was passed over.

Worn out with the labors of the day, he early sought his bed, which was among the other punchers in the fo'castle.

To say the least of it, the place was not inviting, and he soon found out, much to his disgust, that it was inhabited by other animal organisms. He remained in his bunk until the others were asleep, and then quietly slipped out on the deck, determined to sit up the remainder of the night. Soon, though, the desire for sleep became so great that he was compelled to lie down on some bales of hay, which he arranged so that he would not roll off. In this way, he passed the nights, until the ship got beyond the Straits of Belle Isle, and then owing to the rolling of the boat, his bed became insecure and he was obliged to seek another place. He again explored the innermost depths of the fo'castle, but could not bring himself to sleep there. Then a bright idea struck him. He tied a couple of bullocks as far apart as possible, and threw himself upon the clean straw which he placed between them, and soon fell asleep, warmed by the heat of their bodies.

The Land of His Fathers.

After a slow and uneventful voyage of fourteen days, land was sighted. This, however, was not very satisfying as he could see dimly through the mist, the Fastnet off the south coast of Ireland. The next morning the coast of Devonshire began to come into view, and it was with feelings, which it would be difficult to analyze, that he beheld the green shores of this county stretching down to the water's edge. At last, he thought, this was the land of his ancestors spread out before his vision. Surreptitiously, perhaps, another thought crept into his meditations. No longer an ocean separated him from someone who was beginning to figure largely in his calculations.

It was announced that the ship was too late to catch the tide, so she was anchored in the roadstead, and next morning taken to her quay.

Joe lost no time at Avonmouth, but made his way to Bristol, and from there to London, where he intended to stay only a few days, reserving the pleasures of the great English metropolis for a time later on when, perhaps, he thought, he might have someone with him who would enjoy them as much as he. Arriving late at night at Euston Station he registered at the Euston Hotel, and next morning at an early hour commenced his wanderings about the greatest city on earth.

The Traveler in London.

Much as he enjoyed the jaunts to the British Museum, Westminster Abbey, the Houses of Parliament and the thousand and one other interesting points which he visited in the metropolis, he thought his cup of happiness would have been filled to overflowing if she had been with him. During the evening he was forced to confess to himself that he no longer was thinking of her in a vague, visionary way, but now this someone had taken a definite form, was real flesh and blood and, after all, these later reflections held a strange delight for him. The next day a typical London fog somewhat constricted his movements, and he found it necessary to make many inquiries. Being a boy of considerable observation, he was astonished by the courtesy which all his interrogations met with. He remembered what a boy who had been in the same boarding school with him had told him concerning the music halls of London and what he said of the Empire, and so that evening he determined to pay a visit to this music hall. Purchasing a five shilling seat, he was prepared to enjoy the programme, and he certainly thought it was quite equal to the glowing description, which his chum had given him. After the performance he thought the evening would not be well rounded off without an after theatre supper, so quietly following some young fellows who had expressed their intention of doing so in his hearing, he soon found himself in one of London's fashionable restaurants, the Trocadero. Being alone, he was shown to a small table in a corner, which afforded him an excellent outlook upon the gay scene. Here he was an unobserved observer of all that was transpiring. He began to congratulate himself on the ease with which he was fitting into this life, so unlike the staid existence which he led at home. He really thought he wore his evening clothes with the same grace and indifference these well bred Englishmen did, and then he thought and smiled at the thought how utterly incongruous all this was with the grocery store at home, but, be it said to his credit, he did not think disparagingly of it because he knew what it had led to in the past, and made his present position possible.

An Unexpected Meeting.

Engaged as he was in the entertaining occupation of allowing his thoughts to ramble along the lines of least resistance, his reflections were chiefly comparative. Of a sudden, however, this air of agreeable contemplation deserted his face, and a strange pallor came over it, while his eyes were riveted on an object across the brilliantly lighted room. The object of this scrutiny in a general way was a party of three, and in particular a young lady who was one of the party.

Was he mistaken? No, it was she, he knew without the faintest shadow of a doubt. He could not mistake that attitude, an attitude of unstudied deference and intense interest always manifested in the words of another. His thoughts took flight across the broad Atlantic to those days when she had displayed the same interest in some trifling innovation he had introduced into the store.

It reminded him of the eager attention she had shown when he taught her how to paddle a canoe, and he remembered with pleasure how easily she had learned to steer a boat over a straight course, without the usual serpentine variation of his other girl friends.

These memories of other days flooded his brain, as he gazed at her, sitting there, with the well-remembered look upon her face. He resented somewhat unreasonably perhaps, a certain Bohemianism in the appearance of her companions, one conjecture rapidly succeeded another as he watched the oddly assorted group, but just then his speculations were interrupted by their preparation for departure, and before he could decide on any definite plan they were at the door. Hastily summoning the waiter, he paid his bill, and left the restaurant with the intention of following them. He was too late, however, for when he reached the street all trace of them had disappeared.

He wandered aimlessly about for some time, then realizing the hour was late, he hailed a hansom and returned to his hotel.

Paris and Pleasure.

Some way he dreaded a chance meeting with her and decided to start next morning for Paris, the following Thursday being the day arranged, according to her last letter, for their meeting in that city. In the meantime he began the same systematic sight-seeing he had engaged in in London.

At last the day came and he found himself in the reception room of a better class pension on the Avenue Victor Hugo. She was exactly the same girl as when he had last seen her, he thought. He told her with animation of his experiences since landing at Avonmouth, also described minutely the voyage across in the capacity of cattle puncher. In this she was particularly interested. In relating his wanderings around London he failed, however, to mention anything concerning the episode at the Trocadero.

She told him of the progress she was making, and then as an afterthought she recalled the fact that she, too, had been in London recently, in fact, had only been back in Paris a few days. She had gone with a distinguished French master of languages and his wife as their guest. This dissipated all further conjectures relative to the subject, and Joe felt much relieved. Then he confessed that he had seen her in London. She scolded him for not making himself known, assuring him that he would have been delighted with the noted French savant and his charming wife. He did not tell her what he had thought while he sat watching with the deepest interest that little group across the restaurant.

After spending a few days in Paris, which were, he thought, the happiest in his life, he left for Berlin, from whence he would proceed to Vienna, then on to Switzerland and from there to Rome, visiting Nice and Monte Carlo on his way back to Paris. He agreed to write daily, which he felt was not in the least a harassing obligation to undertake. He remembered as he reviewed her advice to him that he was traveling to acquire practical knowledge as well as to satisfy his aesthetic leanings, and this fact he kept steadfastly before him.

Gathering Practical Information.

He observed the wonderful organization of the German countries and the intensity of the cultivation of the soil. Spending a few days in Berlin he proceeded to Vienna, and was struck by the beauty of the city. Each night minute descriptions of what he had seen were despatched to Paris. From Vienna he visited many smaller centres, and finally arrived in Berne, Switzerland.

Knowing previously of the wonderful economic development of this country, he was fully prepared to appreciate to its fullest degree the ostensible signs of this development. He investigated the stores, and became tolerably familiar with their methods of doing business. In these wanderings he confined his endeavors chiefly to grocery and provision stores and allied trades.

Having profited immensely by his experiences he set out for Italy, the home of his maternal ancestors. He experienced there a feeling something akin to going home. He regretted that his time would be short there, having already spent more than he had alloted in other countries.

Finally he journeyed to Paris, and found his friend awaiting his arrival. She had a long list of places which they were to visit together, and through the courtesy of a friend she had many letters of introduction to business men, in order that here, he might also see something of Parisian business methods, and also learn that underneath that apparent exterior of gaiety and frivolity which has made the French capital famous, the most sound commercial principles existed.

One day when they were wondering where else they could go, she suggested a little excursion to the delightful old seaport town of Havre. She knew a party of artists who were going, and they had invited her and her friends to join them. He was delighted with this fresh prospect. He found his new acquaintances all very agreeable, and their company thoroughly congenial.

A Moonlight Evening in Havre.

One evening finding themselves alone, they wandered down to the water front and sat down to enjoy the scenes incidental to a great port. The moon in its spasmodic attempts to make its presence obvious cast a glow over the water, which made him think of another night, when it seemed to have the same difficulties. Although the two scenes were vastly different, there was a something about the night and the water which dragged his memory back to the days now gone.

The fishing schooners and smacks, with a little headway under a light wind, were indeed ships that passed in the night. Now and then the black hull of some great steel leviathan came into view, and seemed strangely out of place with the more romantic craft of primitive times.

She seized upon this incident to illustrate what she was about to say to him. She pointed to one of the ocean liners making its way to its berth, and told him how it represented the spirit of the times, the sacrifice perhaps of the graceful lines of the old-fashioned sailing ships, but a representation of progress and advancement, and in reality greater comfort.

All of these remarks conveyed their intended purport to him. Again he resolved to be a success and what is more to make a success of his dad's grocery business in that little Connecticut town. It is true there was nothing very romantic about it, but he would make it typify progress and advancement, as that ship had done. So the time passed, and in a few days he was in mid-Atlantic again, this time, however, on a large liner as a saloon passenger.

Carrying Out the Resolutions.

Old man Stenton thought the thousand dollars he had given his son had not been spent in vain. In the sewing circle Mrs Jones said Joe was "Makin' the fur fly up at the grocery store." Additions soon had to be made to accommodate the increasing stock, regular order-taking days were established, soon three delivery teams were necessary to distribute his goods. All was changed at the old store and the old man "kind'er stood around and smiled to see Joe digging in" according to Mrs. Jones. The old shrewdness of his paternal ancestors had been awakened and added to these were the newest ideas which the world could show, combined with a certain innate originality.

When people wanted extra fine candy, which they knew was kept in a clean place, or anything similar, they began to go to Stenton's, and soon the entire volume of trade which had been alienated from his father by the Sandersons flowed back to its original channels.

A New Christmas Development.

As Christmas approached, the sewing circle began to wonder why Joe Stenton was having that little house with the pretty grounds all fixed up. When it was announced that he would be away for a week or ten days at Christmas time, Mrs. Jones with her usual fertile imagination, hit upon a solution.

"Why, Joe Stenton is going to marry that lanky, dreamy girl that wuz visitin' his sisters last summer."

If Mrs. Jones could have been in New Orleans the day following Christmas she would have seen an announcement in the daily papers, which ran something like this:

STENTON—LESUEUR.—On Dec. 24, at the Church o Notre Dame, Terrebonne, La., Miss Elise M. LeSueur, only daughter of the late Armand LeSueur, to Joseph Stearns Stenton, of Stentonville, Conn.

Through this event some institution of learning lost an efficient teacher of languages, but the grocery business gained a silent partner, who did her part in transforming a small country grocery into a wholesale institution, the ramifications of which extended far and wide, and also wrote on the roster of successful businesses one more name.

50th Anniversary---A Business Epoch

Edwardsburg Starch Company Celebrate a Half-Century of Business Progress at an Unique Dinner of Directors and Representatives in Montreal Last Week—An Excursion to the Works at Cardinal Brings Forth Interesting Local History—Presentation to the Sales Manager.

The industrial development of Canada has been the theme of many a writer and an important subject for discussion by our rulers during the past three decades. It is a subject that has affected and is still affecting, the general progress and prosperity of our country, and Canadians as a people are proud to point to the standing and reputation of their great industries irrespective of any political feelings as to the merits of the prevailing fiscal policy. The wonderful expansion of all our principal manufacturing concerns has made Canada a factor in many a market outside her borders, and in securing orders in competition with English, German and United States manufacturers has established for her a consideration not shown before Canadians awoke to their possibilities. The young giant of the

THE LATE W. T. BENSON,
Founder of the Canada Starch Works.

north has developed slowly but steadily and grandly.

A Canadian Business Pioneer.

In looking backward and turning the pages of the early commercial history of Canada of the last century one finds here and there the names of men whose energetic minds and hardy, fearless and undaunted natures struggled in an uphill fight for the recognition of their work, hard work, not only against the crude mechanical and scientific appliances of their day, but against the imported prejudices of incoming settlers and the proximity of powerful neighboring competition. Among such names stands that of the late W. T. Benson, founder of the Canada Starch Works at Edwardsburg, C.W., now Cardinal, Ont., in the year 1858, and after 1866 the property of the Edwardsburg Starch Company, Limited.

It was a fitting recognition of the services and work of Canada's first starch manufacturer that the 50th anniversary should be celebrated, and the president and managing director Geo. F. Benson, son of the founder, and the board of directors honored the memory of W. T. Benson and themselves in calling together the company's agents and selling representatives for Tuesday, December 15th, in the head office at 164 St. James St., Montreal.

An Unique Occasion.

The occasion was one that rarely falls to manufacturers and boards of directors in this comparatively young country. It was an event that portrayed the interest of every part of Canada as the products of the company are to-day household words throughout the Dominion. It was an event that could not help but inspire the president and board of directors as well as strengthen the interest and loyalty of the agents and selling representatives and make for still further progress and expansion. To readers of The Canadian Grocer and the grocery, confectionery and provision trades of Canada the event is of especial interest and a brief report of the proceedings of the anniversary will not be out of place.

The invitation card presented the list of the first board of directors of the company in 1866 and a glance over this will show the names of some of the leading manufacturers, merchant princes and financiers.

DIRECTORS (1866)

Walter Shanly, M.P.P., Pres.
John McLennan, Vice-Pres.
W. T. Benson, Man. Dir.
William Workman
Peter Redpath
George A. Drummond
George Moffatt
Sec.-Treas., John Thomson

DIRECTORS (1906)

Geo. F. Benson, Pres. and Man. Dir.
Wm. Strachan, Vice-Pres.
Charles R. Hosmer
Hon. Robert Mackay
Wm. R. Miller
George Hyde
Alfred P. Murray
Sec. Robt. Cunningham.
Treas.. Hugh McArthur.

In 1906 an amalgamation of the Edwardsburg Starch Co., Brantford Starch Works and the Imperial Starch Co., Prescott, resulted in the formation of the Canada Starch Company, Limited. The present board of directors of this company are: Geo. F. Benson Pres. and Man. Dir.; Chas. R. Hosmer, 1st Vice-Pres.; Lloyd Harris, M.P., 2nd Vice-Pres.; Joseph Ruddy, Sec.-Treas.; Hon. Robt. Mackay, Wm. R. Miller, Hon. J. R. Stratton, James J. Warren, W. B. Blackader.

The Business Meeting.

A business meeting of agents and selling representatives was held in the company's offices, Montreal, Tuesday, Dec. 15, at 11 a.m., at which the following were present:

AGENTS—Harold Oxley, Grant, Oxley & Co., Halifax; Col. E. T. Sturdee, St. John; D. Mitchell Robt. Mitchell & Co., Quebec; Wm. Forbes, Ottawa; F. A. Verey, Edwardsburg Starch Co., Toronto; E. Nicholson, Nicholson & Bain, Winnipeg, Calgary and Edmonton; D. Gavin, Martin & Robertson, Vancouver and Victoria.

THE ORIGINAL FACTORY AT CARDINAL

SPECIAL REPRESENTATIVES—G. P. Gallagher, St. John; J. T. Paul, Toronto; V. E. Roberts, Vancouver; W. A. Sadler, Montreal; D. T. Williamson, Brantford. Also G. F. Benson, president and managing director Edwardsburg Starch Co., Montreal; A. P. Murray, sales manager Edwardsburg Starch Co., Montreal; Jos. Ruddy, vice-president and managing director Brantford Starch Works, Brantford; Hugh McArthur, treasurer Edwardsburg Starch Co., Cardinal.

The directors' meeting was held at 3 p.m., Tuesday, when the present board were re-elected for the coming year.

The Anniversary Dinner.

The anniversary dinner was held in the Canada Club at 7.30 p.m. Tuesday and every director, selling agent and representative was present. Mr. Benson acted as chairman at the head table, while Jos. Ruddy vice-president and managing director of the Brantford Starch Works, and A. P. Murray, sales manager Edwardsburg Starch Co., occupied the vice-chairs. On either side of Mr. Benson were vice-president C. R. Hosmer, Senator Robt. Mackay, Lloyd Harris, M.P., president Brantford Starch Works; W. R. Miller, James J.

Warren and W. B. Blackader, Col. E. T. Sturdee and Harold Oxley.

The menu card was most artistically designed in blue and gold, presenting on the title page a picture of the plant in 1858 and on the back cover illustrations of the plants at Cardinal and Brantford. The menu itself was rich, rare and original and presented certain gastronomic features not usually found on such occasions.

MENU.

OYSTERS on the Shell
CREAM OF CORN
(Starch 58%, Gluten 12%)
ST. LAWRENCE RIVER DORE,
Anchovy Sauce
MUSHROOMS under Glass
BOILED TURKEY, Lobster Sauce
(Fed on Gluten Meal)
Cauliflower Riced Potatoes
(Digestible Fibre) (Starch 20%)
SORBET DE CARDINAL
(85% St. Lawrence Water)
BLANC MANGE Au Sirop
(Benson's Prepared Corn and Crown Brand Syrup)
CHEESE SOUFFLE, SALADE a l'Huile
(Corn Oil)
ICED PUDDING, hot maple syrup sauce
(Edwardsburg Beaver Brand Syrup)
FRUIT SWEETS
(Grape Sugar 10%) (Glucose 30%)
CAFE NOIR

The table card contained a half-tone cut of W. T. Benson and of the original yellow package of Benson's Prepared Corn.

Mr. Benson, after proposing the toast to "The King," thanked the directors, agents and representatives for their presence on this 50th anniversary and extended a hearty welcome. In a short address he gave a succinct sketch of the history of the Edwardsburg Starch Co. and admitted that since he had searched the records for a sketch of this kind he had learned a good deal more than he ever knew of the early struggles, trials and difficulties of the founder, his father, the late W. T. Benson. It was not a common thing to see a Canadian company celebrating its semi-centennial and in that respect was a matter for congratulation to the directors. He paid kindly tribute to the memory of the earlier directors and their faith in the future of the young company, instancing, the late Peter Redpath, Wm. Workman and Walter Shanly, as well as their present directors, Senator Robt. Mackay and Sir George A. Drummond.

Origin of Edwardsburg.

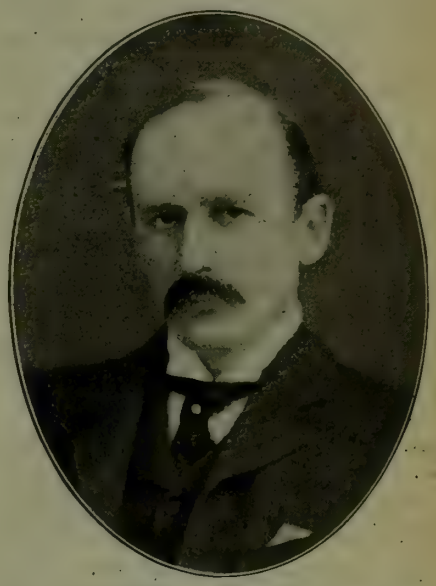
The origin of the name Edwardsburg as applied to the works was given by Mr. Benson as due to the fact that it was located in the township of Edwardsburg and that the railway station and post office were called Edwardsburg. The struggle (legal) in 1865 with an Old Country concern as to the right to the use of the words "Prepared Corn" was an interesting piece of news. A review of the prices ruling in 1866 and those at present prevailing was given and on the whole list there was practically very little difference, though the difference in the price of corn was rather to the advantage of the first stockholders. The position of the company and its prospects was a most favorable one and he looked for a still more satisfactory statement in the future.

Mr. Benson also referred to the improvements in the plant at Cardinal and the newer process installed by which it was expected that still better progress would be made in all departments. He complimented the selling staff on their work and felt that the present calling together of the staff, executive, etc., would give them all still more confidence in the future of the company.

A silent toast to the memory of W. T. Benson concluded Mr. Benson's address.

It may be mentioned here that as a chairman, Mr. Benson showed himself a master. His introductions of the various speakers were brief and tactful and reminiscently accompanied by witty points.

C. R. Hosmer, first vice-president spoke briefly and as a director expressed his confidence in the company's officials and management, and looked for greater success in the near future.



GEO. F. BENSON, President and Managing Director.

Lloyd Harris, M.P. for Brantford, president Brantford Starch Co., briefly expressed his thanks for the brief speech-example set him by the first vice-president, Mr. Hosmer, and for the pleasure it gave him to be present. He also referred to the rarity of such an event in Canada's industrial life as the celebration of a 50th anniversary. Mr. Harris paid a tribute to the pioneers of the country and hoped that their patriotic spirit would encourage every young Canadian to help develop Canada. He also put in a good word for the selling staff.

An Optimistic Outlook.

When Hon. Senator Robt. Mackay arose to speak Alex. Milne, of the Edwardsburg chemical staff, entered the hall playing the bagpipes. This honor was highly appreciated by the Senator and a pleasure to the guests. Senator Mackay's remarks were brief but cheerful and optimistic as to the future. An improvement in the times must bring improved conditions for the company and the Edwardsburg Starch Co. would secure its share of benefits.

J. J. Warren, Toronto, followed Senator Mackay and echoed the hope for increased prosperity for the company. He instanced the increasing confidence in the return of better trade conditions and expected that the Canada Starch Company would show that it would continue to be one of Canada's leading and most successful commercial enterprises. Mr. Warren laid stress on the value of the selling end of the business. He also

The Company's Present Works at Cardinal.

encouraged the idea of having the management and salesmen getting together more frequently as it would strengthen the latter in their work outside and also bring the former into closer touch with the ideas of their customers.

History of the Brantford Company.

Jos. Ruddy, vice-president and managing director, Brantford, congratulated Mr. Benson and the directors as well as the staff on the success of the Edwardsburg Starch Co.; was pleased to be present at their semi-centennial and hoped to be with them at their centennial feast. He gave a brief sketch of his own company, which would shortly also celebrate its semi-centennial, having been established in 1869 by Imlack & Morden, and re-organized in 1881 into the British American Starch Co. and later into the Brantford Starch Co. Mr. Ruddy has a happy manner and as an after-dinner speaker holds his hearers' attention closely. His stories are also good.

A. P. Murray, sales manager, followed Mr. Ruddy, addressing his remarks more particularly to the salesmen, encouraging them in their loyalty to the company and pointing out to them the great improvement in the quality of the company's products. The syrup, he said, now had no superior on this continent and will satisfy every customer. Optimistic as usual, Mr. Murray's remarks were full of the spirit of hope and advancement and were strong encouragement to the selling staff.

W. R. Miller, director, spoke on the value of the selling staff to the shareholders and directors and said that it was to their work that dividends were due. Geo. Hyde, another director, also echoed Mr. Miller's remarks on the selling staffs' work and considered that the bringing together of the working interests as on this occasion was a good thing and the idea should be encouraged. Mr. Plimsoll, auditor for 25 years for the company, expressed his thanks for the invitation but could not say anything but that his connection with the company's financial interests had always been satisfactory.

Dr. Edward Gudeman, Chicago, consulting chemist of the company, spoke felicitiously and hoped that he would be around to celebrate the next semi-centennial with both companies. He was going to try to make good anyway. Several short and witty stories with a moral to each were told by the Doctor, the theme of one being "It pays to advertise." Dr. Gudeman was honored by the singing of "The Star Spangled Banner" which he gratefully acknowledged.

Short speeches were also made by Mr. De Coriolius, chemist at Cardinal; Dr. Kaufman and Mr. Oxley, senior agent, Halifax; Col. E. T. Sturdee, St. John, N.B.; D. Gavin, Vancouver; W. Forbes, Ottawa; Alex. Milne and F. A. Verey, Toronto; J. A. Beaudry, of the R.M.A.; W. H. Seyler, business manager The Canadian Grocer, and others. The most enjoyable banquet was brought to a close at 12 o'clock.

Excursion to Cardinal.

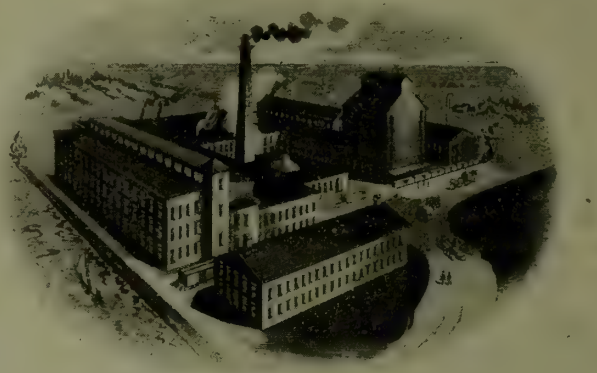
The next day, Wednesday, 16th, a special train carried the representatives and the directors who could arrange to attend, to the works at Cardinal, Ont. A thorough inspection was made of the large plant of the company, which certainly was interesting to those who had not had the pleasure of being there before. A comfortable lunch was arranged at the town hall in the village, where a number of speeches were made by the different superintendents as well as the reeve of the village, and some of the old inhabitants who recollected the inception of the company's business in 1858. There were also some remarks made by the employes who had been in the service of the company nearly 40 years. In this connection a good many remarks were made to the effect that it was a rare thing to find an industry in Canada which could go back 50 years. One of the old employes who has been on the pay roll for 48 years was unfortunately unable to be present owing to ill-health. The special train left Cardinal in the late afternoon, stopped at Cornwall where supper was arranged for, and arrived in Montreal, so that the representatives could enjoy themselves in the evening by going to the theatre, etc. There was also a theatre party tendered to the visiting representatives by the selling staff of the head office in Montreal.

Presentation to Mr. Murray.

The day following the return of the party from the visit to Cardinal, the various selling representatives of the company surprised the sales manager, A. P. Murray, by waiting upon him and presenting him with a loving cup inscribed with all their names as a token of their appreciation, thus bringing to a close a very interesting and enjoyable celebration. Mr. Murray was much taken by surprise and the significance to him was an appreciation of the strong backing up of the selling staff. The presentation was made by G. P. Gallagher, special Eastern representative, and Duff T. Williamson, of the Brantford Starch Co. Kindly words were also spoken by Vic. E. Roberts, Vancouver, W. Sadler, Montreal and other salesmen. It was a most fitting tribute to the work of the sales manager, and the traveling staff's memento will be a splendid companion to the gold chain and Maltese cross presented to Mr. Murray by the entire factory staff of his old company in Scotland before leaving for Canada.

A NEW COMMERCIAL MAP.

A valuable map of Western Canada has been issued by the Stovel Co., of Winnipeg. It is 25x80 inches in size and on it are mapped out all the railways traversing Western Canada from Port Arthur to Edmonton and Calgary, with the name of every station in its proper position. With the exception of the railway lines in colors and the names of the stations printed plainly in black letters the whole map is a blank. In this way the commercial routes of the West are most clearly displayed. The value of this map to Eastern business men doing business in the West is very great, and no business house should be without a copy.



The Brantford Starch Works at Brantford.

NORTHWEST TRAVELERS' ANNUAL MEETING.

New Club Building a Success—Election of New Officers.

The annual meeting of the Northwest Commercial Travelers' Club was held in the club rooms in Winnipeg on Saturday, Dec. 12. The financial report was very satisfactory, the new club building having proved a good success. A notice of motion was received favoring the admission of 200 associate members.

The following directors were elected for the year 1909: Geo. Wilson, D. J. Dyson, F. H. Nesbitt, F. J. C. Cox, J. A. McTaggart, E. L. Thomas, J. E. Holland, A. E. Wayte, T. E. Elliott, J. A. Hasley, A. R. Leonard, J. E. McRobie.

At a meeting of the directors held the following Monday, Dec. 14, the following officers were elected: President, Geo. Wilson; 1st Vice-President, D. J. Dyson; 2nd Vice-President, E. L. Thomas; Treasurer, F. J. C. Cox; Secretary, J. E. McRobie.

Dominion Travelers Dine in Montreal

Thirty-fourth Annual Banquet of Dominion Association Held on Monday Evening—Largest Attendance in Years, Including Many Guests of Distinction—Brilliant After-Dinner Speeches.

For the thirty-fourth time in their history the Dominion Commercial Travelers' Association held their annual banquet on Monday evening of this week in the Windsor Hotel, Montreal.

According to those who were in a position to judge, never before was there such a "feast of reason and flow of soul." The after-dinner speaking was of a particularly high order. Speeches were short, as a rule, many of them witty in the extreme, and all brimful of patriotism.

And the attendance was magnificent. Travelers were there representing every house of importance in Montreal, every trade, and many races and creeds. Extra tables had to be brought in to accommodate the 334 travelers present.

At the guests' table were seated gentlemen representing Canada's greatest political, commercial and professional interests, and every speaker had something interesting to say.

Samuel J. Mathewson, the new president, occupied the chair and took upon himself, at the request of his fellow-members, the duties of toastmaster for the evening, doing himself credit and helping considerably to keep the ball rolling.

On his right were seated Hon. Charles Murphy, Secretary of State; Hon. Charles Marcil, Speaker of the House of Commons; Hon. W. A. Weir, Provincial Treasurer, Quebec; Henri Bourassa, Ald. Robinson, Max Murdock, J. S. N. Dougall, C. A. Chouillou, President of the Chambre de Commerce Francaise; A. A. Roy, representing the Chambre de Commerce; W. H. Olive, Charles Gurd, Rev. Herbert Symonds.

To the left of the chairman were R. L. Borden, J. Bevan Giles, vice-president; Professor Stephen Leacock, of McGill; W. J. Egan, retiring president; Mayor Galbraith, of Westmount; Hon. J. D. Rolland, R. C. Wilkins, Thomas Henry.

Progress of Association.

After proposing the toast, "Our King," Mr. Mathewson made a very neat little speech sweet for its brevity, containing more humor than his friends thought he possessed, and full of facts. He referred to the strength of the Dominion Commercial Travelers' Association, its wonderful growth, and the good work it was accomplishing. He humorously characterized it as the oldest association on the face of the earth, justifying his statement by explaining that Noah was the first commercial traveler on record, having carried a larger line of samples than any man ever attempted before or since. At present over 6,200 men belonged to the association, and more were joining every week.

Vice-president J. Bevan Giles was called upon to propose the toast "Our Country," which he did in a very able manner, the audience singing "O Canada."

Hon. Charles Murphy, the new Secretary of State, was the first speaker called upon to reply, and he made a brilliant little speech. It was the first time he had spoken in Montreal since his appointment to his present position and he was listened to with considerable interest, especially as being the youngest member of the Cabinet.

He spoke of the high esteem in which Sir Wilfrid Laurier held travelers of the Dominion, and conveyed to the association the Premier's regrets for not being present, due entirely to the proximity of the opening of Parliament.

Travelers Count Always.

Speaking of the legislation in which he had been interested since assuming

S. J. MATHEWSON.
The New President.

Sam Mathewson, the new president, made a dignified chairman at the dinner. Sam has the dignity which usually goes with brains. He is famous for his liquid language, and his love of Montreal, his native city. Esperanto represents words he forgot to use in praising Montreal. He has revised the Japan tea business; improved the baking powder industry, and corrected the salmon fisheries; the words he has used in praising Montreal and boosting Japan teas, marshalled in columns of fours would go twice around chaos, and then have enough left over to keep Sir Wilfrid Laurier in speeches for four years.

His ancestors came from the Emerald Isle, and he inherited the wit of his race. He declared that the commercial men were the greatest society in the world. They were the oldest known. Noah was the oldest traveler, and he had the greatest line of samples. Adam had a monopoly on the clothing business and he would never have taken to the road had he not taken on a side line of apples.

Mr. Mathewson will make an ideal officer. He is wise. He wears kind of magic spectacles, through which he sees everything in his lines at once—on both sides of the street, and around the corner. He was for years a drummer. He has seen the soul of the machine, and preached the Apostleship of Empire. You cannot classify him except among God's own." Sam is the man that is. For him everyone seems to have a good word, and at the same time to have a deep amd abiding admiration. He believes in the Poor Feud laws.

BEVAN GILES.

The Association's Vice-president.

Bevan Giles, vice-president of the association, sat very close to R. L. Borden during the dinner, and afterwards proposed the toast to Canada. Everyone wondered how Bevan did so well, but it was the beverage he sells, no doubt. He is able to exhibit all the hall-marks of genius. He has lungs of many horse-power, though he is not of great stature. He has impulsive ears, and a sinewy expression. Language is his long suit, especially French dialect, and such is his fame and power as a reciter that on his approach the Kaiser flies to his cyclone cellar, Sir Wilfrid retreats to Arthabaskaville, the Pope turns loose his fiercest Roman bulls, strong men weep, and the Beer Trust throws up its hands.

Bevan is liked by all who know him, and can tell a good story in almost any dialect with much agreeableness. Bevan will be the next president. He is a splendid official.

office, he said that none had given him greater pleasure to promote than that which resulted in the selecting of a Monday for our national day of Thanksgiving, and the choosing of a Monday for election day. It was largely due to the consideration of the commercial travelers that such legislation had come to pass. The interests of the travelers were at all times before the members of Parliament. They were justly considered the most reliable barometers of public opinion, and could always be counted upon to predict with reasonable accuracy the result of anything which concerned the public from a horse race to an election. In the history of the commercial travelers was reflected the national development of Canada. In the old days, when travelers were few, and when they pursued their occupation at the peril of life and limb, the business of the country was small indeed. The wholesale business was confined almost entirely to Montreal, Quebec and Toronto, and any firm having an annual turnover of $50,000 was considered most wonderfully progressive. Two-year credits were the bane of the wholesaler's existence. In those days the West was but a hunting country, unknown and unappreciated, while the East did not concern itself with Central Canada any more than Ontario and Quebec interested themselves in the Maritimes. This was all of the past now, and much credit was due to the commercial traveler for the strong part he had played in bringing the business men of the different parts of Canada more closely together.

W. J. EGAN.

Retiring President, Member of Executive.

William Egan, known to his traveler and other friends as "Bill," is one of Mr. Dooley's own friends, and we "see be the pa-apers" that his stock of wisdom is still on draught. He does not like Westmount water. William was an ideal president, and his diplomacy showed profit for the association. Mr. Dooley defined the retiring president when he said how he knew so much, "Ye want to know what's goin' on, an ye want some wan to make up yere mind about it." William increased the membership of the association, and made the cash register work all right. He is not opposed to ladies, but women members were barred under his regime. Mr. Egan is an enthusiastic lover of horseback riding and outdoor sports generally. Ireland is the home of his ancestors, and the hand-organ will please play the air that endears him to our memory. William is a citizen, by divine right, of the Celestial City of Good Fellows.

Preaches Canadianism.

In the establishment of the Board of Railway Commissioners Parliament had done something which he thought was proving of much benefit to the business community. Another matter he referred to was the policy of the Government regarding immigration. Every encouragement was being given desirable immigrants. This was worthy of note, for every new immigrant meant a new consumer of Canadian goods, and to the traveler another opportunity for trade. Concluding, he stated that Canada was rapidly assuming the proportions of a great nation within a nation, and that only the strongest Canadianism would enable us to continue our upward progress, and to maintain the high position we were beginning to hold among the countries of the world.

R. L. Borden's Address.

R. L. Borden, leader of the Opposition, followed, addressing the gathering as "fellow travelers," saying that his work necessitated much traveling, and that he considered himself entitled to so address them. He was very glad to be able to get around the country so much and to meet the people residing in different sections of Canada. Only by knowing our fellow-countrymen could we truly appreciate them and work together with them to good purpose. The travelers were practically the only class, who, as a body, were closely in touch with brother Canadians. He reproached the travelers on one score only, and that was that they did not send as many of their number to Parliament as they should. None were better qualified to participate in the transaction of the affairs of the Dominion. However, he hoped that in the years to come he should see many faces in the House of Commons that he would recognize as commercial travelers.

Leacock's Fine Speech.

Professor Stephen Leacock, of McGill University, made one of the finest after-dinner speeches heard at a banquet of the association in years.

Full of wit, sound sense and indisputable facts, his remarks repeatedly called forth hearty applause.

In his opening words he said that he was speaking as a Canadian, born amid the beauties of an Ontario barnyard, and that the time was ripe for Canadians to display interest in more affairs than those purely domestic in character. It was wise and necessary for Canadians to consider their relations to the British Empire, and to the rest of the world. For years, he said, there had been a suspicion in the minds of Canadians that Canada did not fare well at the hands of Great Britain when diplomatic questions were brought up for discussion with the United States and other countries. He cited the Ashburton treaty as an instance. It had been felt that Canada was unjustly treated in this diplomatic encounter, but this was not at all the case.

To further dispel any such false impression he mentioned the good work of British diplomats in 1845, when they were firm in their decision not to grant the request of the United States when they wished to have the boundary line between their country and Canada extend north to Edmonton. By the firmness of the attitude they adopted then these diplomats had saved for Canada what is her Great West of to-day. Fur-

MAX MURDOCK,

The Association's Treasurer.

Max Murdock, the treasurer, past-president and general guide of the association for years, was a power at this banquet. Max is a business man by birth, a gentleman by practice and nature, and a commercial traveler by deliberate intention. He was here, there and everywhere at the dinner and yet he was never at all obtrusive. He was among the "boys," seeing that the waiters did their duty and that no man, even the press men, remained thirsty. His genius for organization was there all through, and he proposed the toast to the Province of Quebec, well, even though his voice was husky. Some one said: "Take a drink, Max," but Max does

not indulge at the wrong time. Personally, his prudence has saved the association dollars. Max is an antidote for pessimism, and Murdock is a dissipator of the blues. He is the drummer patron saint of slippers, punch and bachelor wood fires. He was lonesome in not toasting his favorite subject, "The Ladies." He is unmarried, and it is not true that he has a sweetheart in every port. He is at home everywhere. He knows pseudo science (whatever that is) and the occult, and has always made money, which is always reputable in Anglo-Saxon countries. You can't loose Max. He knows what the schooled traveler calls wild and wooly-knitted cardigan, or otherwise, in commerce, but his long suit is prudence, the hot, sudden, inflammatory, get-rich-quick prudence at first sight. His horse-sense has the Sovereign Bank and some Cobalt mine ventures looking like extinct volcanoes. At the Reform Club he says some political policies are anaemic and ladylike and never hesitated to say so. He does not prefer breakfast food to beef, nor chewing gum to conversation. A staunch, sterling officer who is looked upon as the watchdog of the association.

thermore, behind the pen and ink of the diplomat was power; and behind power was the iron and steel of the fighting man. British fighting force had always been behind Canada's treaties, supporting her interests and upholding her honor. To Great Britain Canada turns for protection of her large and growing foreign trade in which she has hundreds of millions of dollars and thousands of lives invested. So accustomed had Canadians become to watching the internal development of their great Dominion they were losing the power to look outside, to see that Canada is growing into young nationhood and therefore has an external aspect which must not be lost sight of.

He predicted a recurrence of the great world-struggle which seems to be the lot of the British Empire every century and stated that when the time came for citizens to stand shoulder to shoulder for the defence of the Empire, Canadians would be found in the foremost ranks.

Canada Aiding Empire.

Hon. Charles Marcil followed Prof. Leacock along somewhat similar lines at first. He mentioned the fact of his being of French blood but said he was a British subject by conviction, if not by descent.

Canada was aiding the Empire by her railway policy, making links which connected Great Britain with her eastern possessions. Referring to the trade policy of Canada he said that he was quite anxious to see trade relations be developed east and west and south, and with the Mother Country. A preference had been given Great Britain and concessions offered of which advantage had not been taken. It was now for the Old Country to make the next move.

Max. Murdock then proposed the toast, "Our Province," coupling with it the names of Hon. W. A. Weir and Henri Bourassa. Mr. Weir made a neat little speech, calling upon his hearers to pay attention to the affairs of the Province, not to devote their whole minds to the doings of the Dominion as a whole.

Bourassa Talks Patriotism.

Henri Bourassa was given a great reception when he arose, and made a most patriotic speech in English and afterwards in French. He called the French Canadians the most loyal of all British subjects. Narrow minded provincialism was fast dying out, he said, in Quebec as in the other Provinces, but this would not make Canadians forget that by making the individual Provinces great they were contributing to the greatness of the Dominion as a whole. He hoped that the travelers, who were constantly going from Province to Province, would ever retain a strong attachment to their own Quebec, which had been for years a shining example of racial and religious tolerance, illustrating the fact that in a Province where the majority was of another race and creed to the minority there was still room for all nationalities, all religions, and no place for narrowness of feeling, or bigotry.

F. N. PICARD,
A Member of the Executive.

Mr. Picard's business takes him into dry goods, but his appreciation of the other kind of goods was all right Monday night. He has a host of friends among the travelers, and his own special trade. He uses several languages and sometimes Scotch. He was busily engaged making a number of his fellow travelers happy Monday night, and, as a member of the executive, he will always be a force for good management. The "dead men" on his table, which were once filled with what was well-called the bottled smiles of the peasant girls of France, was "dry" goods all right. He told some of his traveler-friends to please not shoot the pianist as he was doing the best he could.

That he would make a fine president is said without prejudice.

He sells gloves for an important French glove concern, and is as smooth and silky in method as his gloves.

W. J. Egan proposed "Our City," mentioning also the city of Westmount. Ald. James Robinson responded for the city, and Mayor Galbraith, of Westmount, spoke for that municipality.

"Trade and Commerce" was the subject of a toast proposed by H. M. Levine, and responded to in an able manner by Farquhar Robertson, vice-president of the Board of Trade; A. A. Roy, of the Chambre de Commerce, and C. A. Chouillou, of the Chambre de Commerce Francaise.

F. N. Picard proposed "Transportation," to which Thomas Henry replied.

Toasts were proposed to "The Ladies" and "The Press," bringing the festivities to a close.

The dinner committee:—Maxwell Murdock (Convener), F. S. Cote, Louis Decelles, R. Dionne, J. F. L. Dubreuil, E. Duckett, W. J. Egan, A. L. Friedman, J. B. Giles, Ludger Gravel, E. E. Guilbault, D. M. Lefebvre, H. M. Levine, Geo. A. Mann, F. D. Marceau, S. J. Mathewson, Major J. T. McBride, John Paterson, F. N. Picard, Chas. Roberts, Ald. James Robinson, J. D. Shaw, H. W. Wadsworth (Secretary).

From the Sample Room.

It was notable as a gathering of young men. The old men seem not to be in the traveling business any more. There were a few, but generally speaking the average age of the gathering would not be over thirty-five. This speaks for the trend of modernism in business. There were no drunks there; no vulgarity; no interruptions of speeches, and no misbehaviour. Sam Mathewson said that as a society there had not been a suspension from it for the past ten years for any reason whatever. That's what the Yankee calls "going some."

The man who sang the Harry Lauder song made a hit. There was one line which was taken up by the travelers because it told where a fellow kissed a girl so often that he could taste her face for weeks. Think of it. Help!

George M. Mann, who is a member of the executive, is liked by all who know him. He took a great deal of trouble to make a wide circle of the rank and file happy by seeing that smokes were distributed freely, and in fact he did not wait for the flunkeys, but went around himself with the box and asked the "boys" to enjoy themselves.

The orchestra was hard to beat, and played airs that were familiar to the travelers. The average traveler does not want Massenet, and it was so sensible for them to play "The Stein Song" and "So Long Mary," etc., and "Forty-Five Minutes from Broadway." This is where judgment comes in, and the boys say it was the committee who arranged all this. Everybody was thankful that there were no sugar-stick recitations foisted on an unsuspecting public.

R. L. Borden was exceedingly felicitous. He quoted Mr. Chamberlain by saying: "Shall we begin the speeches now or let the people enjoy themselves a little longer." The Japs have their speeches first and the banquet afterwards. The dinner was graced by the presence of two well known Japanese business men of Montreal. They seemed to enjoy this part. Mr. Borden was roundly cheered when he claimed to be a commercial traveler, and said it had made him a better Canadian for having traveled. He said the travelers were preaching the sound gospel of a vigor-

ous Canadianism. They were the forces making for the unification of the races.

Prof. Leacock was very dry with humor at the outset, and made a hearty laugh by belittling himself as a professor who was accustomed to speaking to the gentler sex, and was one of those men who never drinks and does not know enough to take a cigar. This pleased the travelers. He made a fine speech that convinced the travelers and all the audience that he knew what to say and how to say it.

Mr. Murphy said there were twenty thousand travelers in Canada, and they were the barometers that reflected the state of public opinion from a horse race to an election. A body like that demanded attention from the Government. He said when he asked Sir Wilfrid about what functions he should attend, the Premier went down the list erasing this and that and finally came to the name of the Dominion Commercial Travelers' Association. "There," exclaimed Sir Wilfrid, "we cannot miss those men."

ROBERT C. WILKINS.
A Well-liked Man.

Robert C. Wilkins, than whom no one loves the Travelers' Association more, and who has always been prominent in its affairs, was as usual at the festive board. Wilkins and "Rooster" brand are known the country over for their goodness. The trade mark of his business is often quoted as among the most valuable in Canada. If "Bob" has any faults they are faults of a big heart. He is always the man with a smile, even if things do go "dead wrong." His friends are legion, and staunch ones, too. He was one of the busiest men with the glad hand and a tender pat on the shoulder.

The menu had some fine pictures of the Montreal harbor on the back and it was unfortunate that Major Stephens, the president of the Harbor Board, was not able to be present, so that some information might be given on improved transportation facilities. This was the thirty-fourth banquet, and certainly there have been some improvements during that period.

Bevan Giles said, "Certainly, the French and the English and the Scotch and the Irish travelers represent the brains of the world." A voice cried, "You left out the Swedes," and at any rate everyone laughed at the remark.

Egan, past-president; Mathewson, president; Galbraith, and Chas. Murphy made the Emerald Isle fairly prominent and it was good to hear Mr. Murphy tell the old story that the Englishman said if he was not English he would like to be Scotch, and the Scotchman said that if he were not Scotch he would prefer to be English. They then asked an Irishman what he would be if he were not Irish, and he said, "I'd be ashamed of meself."

It was really an Irish banquet. There was William Galbraith, "the foine man," who is Mayor of Westmount, who told us that the United States was bounded on the north by the Aurora Borealis, on the south by the Southern Cross, on the east by the Rising Sun, and on the west by the Day of Judgment. Mr. Galbraith gave the boys a fine selection from Hamlet, and no one but a man with remarkable personality could have held that audience of drummers after one in the a.m. There was an Irish imitator of the brogue who said that he was not a commercial traveler, but a man should be proud of his birthplace whether he was born there or not. The same man wrote with no intention to offend: "Tell me, tell me, tell me, please: 'Is Westmount a name or is it a disease?'"

The crowd was intensly British. When "Rule Britannia" was sung the whole gathering rose to its feet, and each time, at the chorus, sang it as if they all believed in it and meant it. When "God Save the King" was sung it was the best kind of mixed singing, and it seemed as if enthusiasm was in the air. Certainly, the dinner was the greatest in the history of the association. No matter who gets the credit, the whole body is a credit, and every participant deserves a share of praise.

Ald. James Robinson seems to remain one of the "boys." He told some good stories which illumined what would otherwise have been a dry toast, especially as everyone knows he has been raising trouble at the City Hall by his alert digging up of misgovernment. James or "Jim," as he is known, is a keen business man, and has made money. His judgment has always been useful to the society. There were a lot of boys asking for Pete Gauthier. Pete is his Ottawa man.

Charles Gurd, one of the greatest optimists that ever lived, was sitting beside Rev. Dr. Symonds, of Christ Church Cathedral. The presence of this clergyman looked well at a dinner of business men, where sometimes the more sober thought of the church is necessary to bring "Lest we forget" to memory. Dr. Symonds has been for years a great watcher of the commercial men, and it is quite possible that next Sunday we may have some sermons on the influence of one man upon another, or what is the fragrance of a flower. That was indeed a great row of capable men which reached from Tom Paton along the guests' table, somewhat in this fashion: Wm. Galbraith, W. J. Egan, Hon. J. D. Rolland, Bevan Giles, R. L. Borden, S. J. Mathewson, Hon. Charles Murphy, Hon. Charles Marcil, Hon. W. A. Weir. Then such men as Ald. Robinson, C. A. Chouillou, President of the Chambre de Commerce Francaise; J. S. N. Dougall, Dr. Symonds and Charles Gurd. Charles Gurd is easily the prince of jolliers, and has done a great deal for the D.C.T.

S. B. Townsend, the popular manufacturers' agent, had a merry table. He had the goods to make his people happy, and was one of the prominent figures all the time.

Fred. Mathewson has his eye on that bugler for the Vics.

Dan Byrne said the halibut was all right, but there wasn't enough of it.

C. D'ARCY O'BRIEN, MONTREAL.
One of the Hardwaremen Who are Active in Association Work.

During the evening there were several "drops!" in the glassware market. Of course, George Mann had nothing to do with the fluctuations—unless the "tips" he passed around were not correct.

Nobody told the story of the egg. Harry Richardson was waiting for it.

Alf. Hodge got out of that first round in easy fashion. Ditto for friend Kusanobu.

The musical programme was a good one.

"They don't make Granby Rubbers any longer; they're long enough already," was heard when Jim Robinson arose to speak.

H. M. Levine is one of the oldest younger members of the association, and has always evinced strong interest in its doings. He was right there with the goods in proposing the toast left to him.

Canadian Travelers' Meeting and Dinner

In Toronto on Wednesday—Scheme to Bring up Mortuary Benefits Finally Defeated—Membership Now 8,640—Splendid Speeches From Hon. Geo. P. Graham and Hon. W. J. Hanna, With Abundance of Good Fellowship Make Banquet a Striking Success.

The resolution, of which notice had been given by H. W. Hopwood, to bring the maximum mortuary benefit for the years 1904 and 1905 up to $1,000, made a storm centre out of the annual meeting of the Canadian Commercial Travel-

LEWIS A HOWARD,
The Retiring President.

ers' Association Wednesday afternoon in St. George's Hall, Toronto. Mr. Hopwood's argument was that, in all justice, the beneficiaries who died in the years mentioned were entitled to $1,000 instead of $750. The reduction made by the directors had, he held, been decided upon without due notice. It was estimated that it would require $20,000 to make good the difference.

Mr. Hopwood vigorously championed the resolution. The action of the directors in the year the reduction took place was he contended, in opposition to the expressed wishes of the members.

The Treasurer's View.

E. Fielding, treasurer of the Association, went fully into the matter from his viewpoint as an official. He pointed out that the total mortuary liability in 1904 was $3,757,770, while in 1908 it was $4,379,301. an increase of 16½ per cent. The total amount received from all members who died in the years referred to, or from their friends, was $20,210. The amount paid to their heirs was $68,437. There was a change of by-laws in 1887 and had these by-laws been in force from the inception of the Association, there were a number of those who died in 1904 and 1905 who would have been under an age discount because they were elderly men.

"If we apply these by-laws to their claims against this society," said Mr. Fielding, "there are 28 men, or their beneficiaries, rather, who received $5,850 more than they were entitled to under the $1,000 mortuary benefit. All of us now living are liable to assessment, provided there are not enough funds to pay on the $1,000 basis, or, in other words,

JOHN GIBSON,
President-elect.

would be penalized up to 75 per cent. of the actual mortuary benefit.

Loyalty to By-laws.

Thos. McQuillan urged the importance of loyalty to the by-laws of the Association. He pointed out that the directors had taken advice on their action and that the reduction had been entirely legal. His contention was that, in the event of the difference being paid, the same argument could be applied on the reduction of the benefit, some years ago, from $1,200 to $1,000.

Harry Bedlington, seconder of the resolution, urged the advisability of taking action which would enable the association to reimburse the beneficiaries concerned.

A. Finlayson, one of the oldest members of the Association stated that when the mortuary benefit was raised from $750 to $1,000 a few years ago it was not the proper basis on which to proceed, and he held that members supporting the present resolution were admitting, by their action, that such a course was wrong.

John Gibson, president-elect of the Association, was applauded when he rose to take part in the argument. He asserted that, in making the reduction complained of, the directors had not only acted on the by-laws before them, but had secured competent advice. He questioned whether 10 per cent. of the members present knew where they stood with regard to their mortuary benefit.

The Resolution Lost.

The question was discussed for upwards of two hours and, on being put to the meeting was lost. At times it was difficult to keep the debate free from personalities. On one occasion Mr. Hopwood rose to a point of order

ROBERT GEMMELL,

Of John Macdonald & Co., First Vice-President of the Association

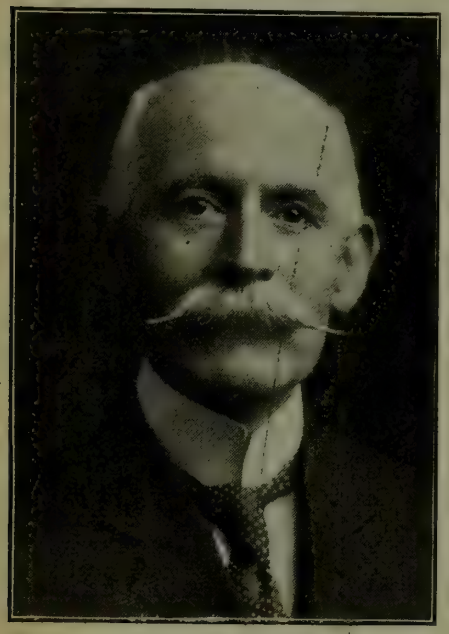
but was promptly called down. Questions of privilege and points of order were frequent and short lived. At the conclusion of the discussion, the meet-

ing broke up. No reference was made to the proposal to admit women travelers to membership.

There were about 200 members present at the meeting. The retiring president, L. A. Howard, occupied the chair, and president-elect, John Gibson, had a seat on the platform.

Report of Board of Directors.

The outstanding feature of the annual report for the past year of the Board of Directors, presented by James Sargent, secretary, was the fact that the sum of $32,780.77 had been carried



S. M. STERLING,

Of Thos. Ogilvie & Sons, Second Vice-President of the Association.

to permanent reserve notwithstanding the very heavy death rate, the amount paid for mortuary benefits being $60,422.50 with unadjusted claims amounting to $8,000. The general expenses of the year were $4,517.54 office expenses, $3,641.59 and building expenses, $2,504.03. There had been received from certificates, $86,570.50; net interest, $24381.28; rentals, $3,683.47: total receipts, $117,763.47. The permanent reserve now amounted to $616,201.22.

The total membership on Nov. 30 was 8,640, being an increase of 109.

The receipts of the relief fund amounted to $2,374.55. Twenty-five relief claims, amounting to $828,55 had been paid, leaving a balance of $1,546.

Further complaints had reached the board re hotel accommodation in local option districts, and a committee was appointed to interview the Ontario Government. The matter was receiving the careful attention of the Premier and Cabinet and the appointment of a special officer in the near future was expected.

The mortuary benefit for the year 1909 had been fixed at $1,000, in accordance with by-law.

The directors expressed the hope that Dominion and Ontario elections, as well as Thanksgiving Day, would henceforth be held on Mondays. This arrangement was preferred by travelers, and, so far had been well received by the public.

E. Fielding Returned as Treasurer.

The contest for the position of treasurer was between J. H. Kennedy and E. Fielding. The latter was returned by a large majority. The total number of ballots received was 1,943, of which 74 were spoiled. Following are the successful candidates and their votes :

Toronto Board—Treasurer, E. Fielding, 1,188 ; directors, J. W. Wildfong, 1,228, G. W. Moore 1,168, J. H. Lumbers 1,076, W. J. Micks 1,067, C. J. Tuthill 1,062, James G. Cane 997, Harry Ellis 955, W. H. Scott 919, A. C. Rogers 905.

Hamilton Board—1st vice-president, E. J. Fenwick, 864 ; directors, Arthur Hatch 1,023, W, H. Dean 1,006, E. O. Zimmerman 915, G. M. McGregor 877, H. G. Wright 853, C. C. Smye 768.

The president, John Gibson, and past-president, L. A. Howard, were appointed as representatives on the Industrial Exhibition board.

A suitable testimonial will be prepared for presentation to the retiring president.

The Retiring President's Address.

"Despite the panicky period and hard times in other countries, Canada has continued to progress during the present year," said Mr. Howard in his opening address. He made reference to the renewed activity in the Cobalt districts and without going into politics, expressed the opinion that a right and just policy was not being pursued regarding the mining interests in Ontario.

He regretted that nothing practical towards realization of the All-Red or All-British route had yet appeared.

"I am a firm believer in things Canadian and things British," declared Mr. Howard, and believe that this empire is quite large enough to be a kingdom unto itself." (Applause).

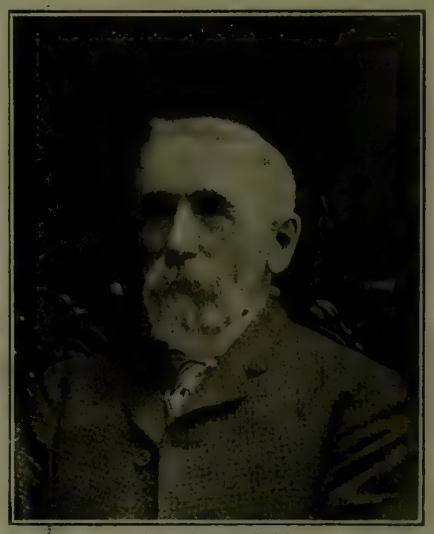
One feature of the year, regarded as one of the most gratifying, was the increase, amounting to $12,000,000, in

JAS. SARGANT,

The Society's Veteran Secretary.

trade between the United Kingdom and Canada, in spite of hard times. It did not appear, therefore, that Canada had been standing still during the financial stress of other people.

In reviewing Association history for the past year, Mr. Howard referred with pleasure to the very prosperous condition indicated by reports. All would be glad that the Government of Prince Edward Island had removed the tax on travelers. These petty inter-provincial taxes would lend no good influence to future prosperity. The City of Quebec had contemplated such a tax, but it was understood, had decided not to enforce it. The opening of agencies for the sale of traveling certificates had resulted in the addition of a great many new members. In the West very beneficial results were expected from this plan.



E. FIELDING,

Re-elected Treasurer.

The board took up the question of salaries, and after careful consideration of each case an increase was made. The office work had been well done and the staff highly complimented by the auditors.

Mr. Howard read a letter from the auditors with reference to the earnings of the accident insurance department, which had been carried to the permanent reserve fund. Beginning with the year 1891, the total salaries paid in 17 years were $32,050 ; average per year, $1,882; total accident insurance profit, $21,260. The difference between these two figures showed $10.790, or an average of $635 per annum. All revenue received from accident insurance at the present time goes to the Association.

Mr. Howard referred in terms of regret to the fact that the 1st vice-president of the Hamilton Board, Major J. H. Herring, was retiring, after thirty years' service.

The retiring president thanked the members of the board for the able assistance they had given him during his twelve years of service. It was with great regret, he said, that he severed his connection with the Association as president, and he expressed his appreciation of the kindness which had always been shown him.

THE BANQUET ON WEDNESDAY NIGHT.

The good fellowship and jollity of the holiday season is nowhere more apparent than it was at the annual banquet of the Canadian Commercial Travelers' Association at McConkey's, Toronto, on Wednesday evening, December 23rd. Every man present, and there

were about two hundred and twenty-five, rather a larger attendance than usual, was in the best of humor, ready to enjoy the humor and to profit by the instruction, though most of it was pretty well sandwiched, which the programme of the evening included. What a jolly lot of travelers they were, too, most of them just in from a year's good work, with the realization of brightening business and good Christmas orders to give a solid backing to the good feeling which is always uppermost at such a function.

The dinner was announced for 7.30, but just as usual "the boys" wandered in at any old time, and it was somewhat after eight when President Lewis Howard led the way to the tables.

The Guests of Honor

The guests of the evening were notable as including some of Canada's foremost public men. On Mr. Howard's left were Hon. Geo. P. Graham; Hugh Blain; Wm. Grey, London; Past President Western Travelers' Association; President-elect John Gibson; W. J. Moody; Harry Redlington; Lieut.-Col.

HON. GEO. P. GRAHAM,

Who Responded to "The Dominion Parliament."

John Stoneman, Hamilton, and Arthur Hatch, Hamilton. On his right were Hon. W. J. Hanna; W. K. George; S. R. Wickett; Mayor Oliver; E. Fielding, Treasurer; S. M. Sterling; and W. J. Micks, chairman of the banquet committee.

The tables were arranged in the form of a long-legged "E," the extremities reaching to the end of the large banquet hall, and practically every place was filled.

"Off to a Good Start."

After full justice was done to the menu, while the latest stories and jokes picked up during the week were swapped across the tables, President Howard got to his feet and set the ball a-rolling with "Well, she's off to a good start, boys." Mr. Howard read letters of regret at their inability to be present from J. T. Green, President Western Travelers' Association; S. J. Mathewson and W. J. Egan, President and Vice-President of the Dominion Travelers' Association, and Thos. McQuillan, Past President, C.T.A.

The first toast was to the King and this Mr. Howard proposed most gracefully, remarking that we as Canadians are proud to have His Majesty at the head of the British Empire. The toast was followed by a verse of "God Save the King," sung in a vigorous way that made one's blood tingle, and showed that the sentiment was appreciated.

The travelers' dinner would not be complete without a recitation from Col. Stoneman, and the Colonel was on hand as usual. He gave a patriotic poem in his characteristic way and got a most hearty reception.

The next feature was the taking of a flash-light photo of the company.

When everyone got settled down and the smoke cleared away President Howard proposed the next toast, "Canada." He took occasion to express his pleasure at seeing so many representatives of the association present, and went on, mentioning in some detail Canada's resources in minerals, climate, forests, wheat fields, transportation facilities and men, to predict a future greater than any other country in the world.

Following the toast a verse of the "Maple Leaf" was sung with enthusiasm.

The next item was rather different, one of Harry Lauder's Scotch songs by W. J. Dore. This was so well received that Mr. Dore had to sing an encore.

The Dominion Parliament.

J. H. Wildfong, in proposing the toast of "The Dominion Parliament," said he considered this toast the most important on the program. Travelers were interested in the transportation problem as no other class of men are and it was pleasing to have the Minister of Railways with them. During the past year there had been a large number of railway accidents and while the travelers had been fortunate enough to keep out of the casualty column they were interested in securing safe transportation and would ask Hon. Mr. Graham's assistance in securing it. Another problem in which the travelers are interested is the securing of a single fare rate covering from Friday to Monday. At Mr. Wildfong's request the toast of the Dominion Parliament was drunk and the "Maple Leaf" sung with the vigor of true Canadians.

Hon. G. P. Graham responded, being greeted with hearty applause, showing that the travelers felt that their case was in friendly hands. Mr. Graham said the travelers were the real commercial men. The manufacturers could make goods, the retailers may be willing to buy, and the consumers might want supplies ever so badly but the traveling salesman was a necessary link in the commercial chain. We used to order goods by letter and we took a holiday once or twice a year visiting the wholesales, said Mr. Graham, but things have changed and the greatest grudge the retailers now have is that the traveling salesmen have made unnecessary these trips, yet the public is better served by having the goods reach the consumer by the most direct route.

Taking up the transportation problem, Mr. Graham said that perhaps the best education a politician can get is in the smoking compartment of a first-class car with half a dozen commercial men around him. The passenger problem as it affects the traveler has three or four aspects. The ideal transportation is in an official car with a first-class chef in attendance. Then the next best is that enjoyed by the members of Parliament who ride free on all Canadian railways. Next comes the newspaper people and traveling salesmen who get special rates by belonging to their associations. Still another class is the ordinary people who have to pay full price for all they get and at the bottom of all are the hobos and out of works who ride the bumpers or count ties from station to station. The railways had to take all of these classes into consideration in figuring out their passenger rates.

Sometimes fault is found with the

HON. W. J. HANNA,

Who Spoke to the Toast "The Ontario Legislature."

railways but as I am in charge of a railway 1,700 miles long, I know that one of the most important problems the railways have is that caused by the men who want to ride free by making friends with the conductor or other schemes. The travelers association had done much towards stopping this evil but it still exists to a considerable extent.

There is nothing Canadians ought to be so proud of as her railways. Her mileage of 22,966 on June 30, 1908, was the greatest per capita in the world, yet this is increasing so rapidly that the total on December 1, was 23,752, an increase of 1,300 miles in twelve months, and there are yet under construction 1,327 miles. This is a remarkable record for a young country and the money spent in helping the railways is

the best our people have ever made. In nine years traffic has increased 104 per cent.—a great tribute to the activity of the commercial travelers as well as showing the great resourcefulness of our people.

There has been a stringency during the past year, yet nearly 2,000,000 more passengers have traveled on Canadian railways in this time, while 794,968 tons less freight has been carried. The working force of the railways has been decreased 17,608 during the past year yet the wages paid out were $1,657,114 in excess of the previous year. Fully one-fifth of the people of Canada earn their living out of the railways and canals of our country. We cannot afford, therefore, to have our railway expansion stopped or even checked.

"One optimist is worth forty-five pessimists in any business," said Mr. Graham in concluding.

W. K. GEORGE,

Who Spoke on "Manufacturing Interests."

Harry Bennett followed with a couple of humorous songs.

Geoffrys, the local female impersonator, was mistaken for the real thing, and his first song took so well that another was demanded, the crowd joining in the chorus.

The Ontario Legislature.

The toast of the "Ontario Legislature" was proposed by W. J. Micks, who in a few words introduced Hon. W. J. Hanna. "Mr. Graham has given us an excellent address on the transportation question of the Dominion, but we have with us to-night an honorable gentleman who will deal with another important matter, the matter of hotel accommodation in the Province, which comes under the charge of the Provincial Secretary, Mr. Hanna. A great deal has been done in the past, and I believe Mr. Hanna is here to-night to say he is prepared to do more." Reference was then made to the hotel fire at Tillsonburg last winter by which several lives were lost, one of which was a commercial traveler, and the speaker believed Mr. Hanna had something to say on the matter of fire escapes. The toast was drunk with musical honors.

Mr. Hanna, on rising, said he was glad to be present with the commercial men, not so much to say his piece as to meet the members of the honorable body. He congratulated the Minister of Railways and Canals on his speech, which was one full of prophecy. "The field of prophecy was one from which I must depart. Perhaps I had better confine myself to reminiscence. (Laughter.) It is two months now since I was in the field of prophecy, and was one of those optimists who was worth more than 45 pessimists. (Renewed laughter.)

"Looking over this crowd to-night you remind me of a body of missionaries with your white ties and your bald heads. (Laughter.) You look like missionaries; you eat like missionaries; and you drink like missionaries (renewed laughter), and the fact is you surely are missionaries in the best sense of the term, missionaries of commerce."

Mr. Hanna then treated of the life of the commercial traveler, and of his place in the business world, standing between the wholesaler and manufacturer and the retailer, the dispenser of goods to the consumer. He lightly referred to the traveler who persuasively got the merchant to raise his order from $5,000 to $10,000 by whispering that the goods would go up 25 per cent. above the current price—and the traveler usually got away with everything his own way. (Laughter.) On more than one occasion Mr. Hanna had been struck with the way in which the commercial traveler had overcome obstacles as they existed, standing between the reputation of his house on one hand and a cranky customer on the other, who complained probably that he had been sent too much goods, or that the quality was not as represented. The traveler was the man who straightened things out, who did good work.

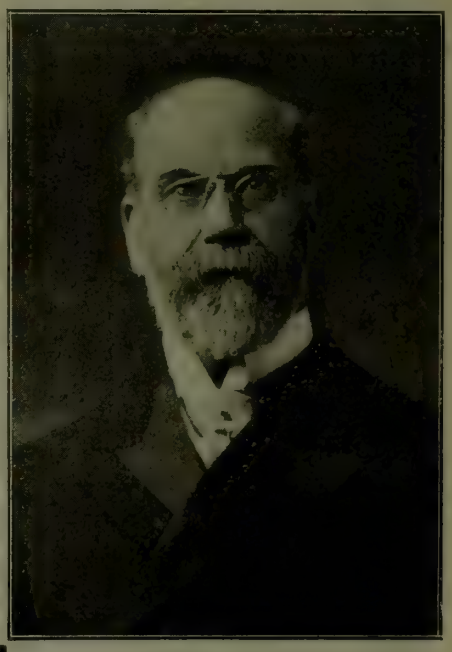
"Now, since the proposer of the toast has put up to me a question, I suppose I must make a statement. The Government intends not only to see that fire escapes are provided on all hotels, but that sanitary conveniences are also provided in and about hotel premises, a matter suggested by the travelers and considered necessary by the Government. (Cheers.) The Government have decided that the precautions outlined by the commercial travelers, the necessity for which clearly exists, should be observed, and steps will at once be taken to meet as far as possible the wishes of the travelers. Next year we expect to have someone assigned to that particular work, whose business it will be to see that a standard is set and lived up to. We will next session have legislation passed making it requisite that hotelkeepers do not delay too long the making of improvements in this regard and in meeting the requirements of the law.

"The question of hotel accommodation in local option towns was a difficult one. Whether there should be a municipal license, a provincial license, or what should be done, Mr. Hanna could not at present say, and could make no promise, but the matter had received and would still further receive consideration.

F. E. Karn gave a performance of magic. Hon. Mr. Graham assisted him in a couple of tricks, as did Hon. Mr. Hanna. The card trick practised by travelers at the Walpin House, Berlin, proved a hummer, and Oberndorfer's hat trick was also a good one, but Oberns' friends did not know he carried his samples in his hat—and besides, he travels for cigars, not whitewear.

Manufacturing Interests.

To the re-elected treasurer, E. Fielding, fell the honor of acting as sponsor for the toast of "The Manufacturing Interests," which was enthusiastically received. Mr. Fielding said that he recognized there was no more important part of Canadian industries than the great manufacturing concerns. What was meant by manufacturing interests? They consisted of the captains of industry, capital, the raw material and the necessary machinery to make the goods. The



HUGH BLAIN,

The First Auditor and one of the Oldest Members of the Association.

captains knew where to get the raw material. They must have employes who have the brains and know how to handle the machinery—employes who are honest and trustworthy; and also men who possess the knowledge of distributing and disposing of the out-put, as well as an acquaintance with those who want the goods. He was proud that we have a country and a people who know the kind of goods that are needed, and we also have the manufacturers and the mechanics who are skilled in making these goods.

"We are now," continued Mr. Fielding, "in a fair way of becoming as great a manufacturing country as we are an agricultural one. We have with us to-night W. K. George, a representative gentleman, who knows where to get the raw material, who knows how to make the goods, who has the necessary capital, and who also has the employes to make the right kind of goods,

and we have in addition here this evening a large body of men who know how to sell goods. It affords me very great pleasure, indeed, to propose this toast."

W. K. George, who is a past president of the Canadian Manufacturers' Association, was given a cordial greeting.

"To such a gathering of gentlemen, intimately associated as you all are with

ARTHUR F. HATCH, HAMILTON,
General Manager of the Canada Steel Goods Co., Who Headed the Poll for the Hamilton Board.

the commercial life of our country and many of you directly connected with its industrial enterprises, it is a somewhat difficult task to know just what features of the subject to touch upon without merely repeating what to many of you would be but a 'twice told tale.'

"There are few, if any, in this land of ours to-day who would contend that Canada should not strive to be a great industrial, as well as a great agricultural country, not only that she might make use of the marvellous—the almost unequal'ed—wealth of natural resources with which a bountiful Providence has endowed our land, not only that thus she might be able to furnish employment of varied and satisfactory kind to our own people—but that through this—this becoming a great industrial nation—she should develop into a populous, prosperous and mighty people, taking her place as she is by endowment entitled to do—in the foremost rank of the nations of the earth. Because, gentlemen, no nation has ever become great, prosperous or prominent in world affairs by remaining a purely agricultural people.

No one recognizes any more fully—no one acknowledges any more readily than I do the all-important influence which the basic industries of agriculture have upon our national prosperity—but on the other hand, no one believes any more firmly than I do that our prosperity as a people—our development as a nation, depends also upon the establishment and the successful development of our industrial enterprises.

"The chief criticism which the manufacturing interests have to face is their request for tariff protection. Might I be permitted, as one who has had the honor of filling in succession the highest offices in the gift of that Association which represents the manufacturers of every section of our broad Dominion, and I refer to this not in a spirit of boastfulness, but in order that you may recognize that I know whereof I speak when I state most emphatically that that Association, as an association, has never asked, and never, I believe, will ask, for what it considers unnecessary protection. By 'unnecessary protection' I mean a protection simply for the purpose of enabling the manufacturer to make an unfair or exorbitant profit on his output—that has never been the policy of the Manufacturers' Association, but we have asked and we have pressed for such measure of protection as would lead to the establishment of Canadian industries and give our own manufacturers a fair opportunity to succeed in securing the trade of their own country against the unfair competition of either the cheap, I had almost said, pauper, labor of Europe, or of the tremendously developed and highly specialized industries of the country to the south of us.

JAMES LUMBERS,
Of James Lumbers Co., Toronto, a Member of the Toronto Board.

"And again permit me, as one conversant with the subject, to state most emphatically—and this is the endorsement of the whole policy—that the great majority of the industries which we have in Canada to-day have been established solely on account of the measure of protection which has been afforded to them.

"And in the industrial development thus secured, the agriculturalist is vitally interested, because it furnishes him to a very large degree with what is by all odds his most profitable market, namely, his home market."

G. McLeod sang a comic song in good voice and, in answer to a recall, told a couple of humorous Irish anecdotes before contributing "an infliction of his own composition," as he styles his parodies.

Wholesale and Retail Interests.

Harry Bedlington proposed "The Wholesale and Retail Interests" in the absence of Mr. Charles Kyle.

Mr. Bedlington told of the development of these interests and the difficulties of many Toronto travelers away back in the seventies who, when going out to meet retailers, were frequently told "Oh! We buy all our goods in Montreal and Hamilton, but not in Toronto." It was a great pride and pleasure to know that rapid progress had been made by Toronto wholesale establishments, and, when traveling in Quebec, as he frequently did, to be informed that Toronto, commercially, had shown more expansion than any other city in Canada. He was pleased that the man, Mr. Blain, who had been selected to reply to this toast, was treasurer of the C. T. A. for seven years and was to-day now one of our merchant princes.

Hugh Blain, who was received with three hearty cheers, remarked that he had intended to speak along the lines of the toast, the importance of commercial travelers and the close connection between the wholesale houses and the men on the road, but he would not do so to-night as the hour was late. He would like to show that wholesale houses with commercial travelers were the best mediums of communication between producer and consumer, but would confine his utterances to the early history of the Association. Instituted in 1872, the first two or three years of the C. T. A. were a sort of go-as-you-please affair, and it was doubtful whether the Association was to be permanent or temporary. In 1875 the first financial report was pre-

ADAM TAYLOR, GUELPH,
Secretary-Treasurer of the Taylor-Forbes Co., Re-elected Vice-president of the Guelph Board.

sented and he was one of the auditors. The next year he was elected treasurer. They had strenous times in those days,

but after seeing one secretary in exile, they had originated a system of safeguarding the funds of the Association, which was still in use, and had paid out some $500,000 in mortuary benefits and other expenditures. To-day they had a surplus on hand of over $638,000.

Mr. Blain added that when he was first appointed treasurer there was $6,000 on hand, and when he left the posi-

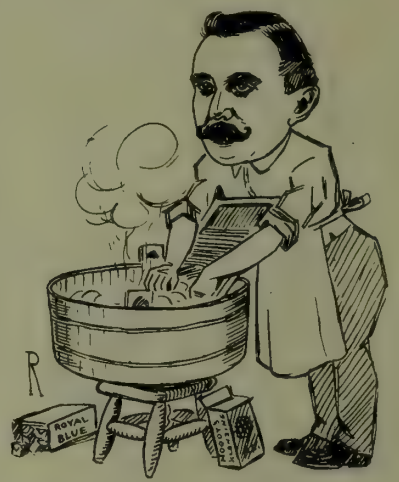
W. H. DEAN, HAMILTON,
Of Wood, Vallance & Co., Again a Member of the Hamilton Board

tion seven years later, this sum had increased to $75,000. He had still great interest in the Association, and in 1885 and 1886 had the honor of being its president. What was the secret of the success of the Association? It was undoubtedly due to the character and ability of the men who in years gone by had been prominently identified with it. In this connection he would like to recall such names as Warren Kennedy, James Patterson, Captain W. F. McMaster, J. C. Black, John Burns and others. One measure of real success and permanency was in securing special concessions from the railway companies. The Association has demonstrated its worth in protecting its own interests and there had been very few breaches of railway privileges. The discipline had been so perfect that any member found guilty has been expelled from the Association. By an enviable record along this and other lines the C. T. A. had built up a good permanent institution. In a reminiscent mood Mr. Blain referred to the successful and enjoyable banquets of the past when many citizens and leading gentlemen were present, the same as Hon. Mr. Graham and Hon. Mr. Hanna to-night.

"I will," he continued, "always have a warm spot in my heart for the commercial travelers and the Association and do all in my power for this organization. I congratulate you, Mr. President, on the success of your gathering and the splendid influence that the C. T. A. is exerting. I believe every commercial traveler carries with him the honor and integrity of his house and that our great commercial interests are in sympathetic hands who will guard those interests faithfully and well. I shall always be glad to be of service to you and your Association."

Sister Associations.

John Gibson, the newly-elect President of the Association, had the honor of proposing the toast of "Sister Associations." Both the toast and the proposer were given a reception in every way worthy of them. Mr. Gibson said that the Sister Associations were their best friends, and then he humorously added that Toronto travelers were like the city itself—they wanted the earth and all within its gates. Other associations were satisfied to keep the size of their centres but Toronto reached out and got all it could. The Toronto dinner was the real thing and the Association had compelled the city to build the Yonge St. bridge, to let the people live without paying taxes, and had granted to



W. J. MOODY',
A Member of the Berlin Board.

Champion Tom Longboat a marriage licence. The Montreal Association was opposed to treating, smoking and telling funny stories, while the London Association never deviated from the truth. "But," he added, "joking aside, we are all members of one spotless body, and drummers. Drummers are the salt of the earth and, in the language of John Wildfong, we are the stuff."

With this toast were linked the names of S. R. Wickett and Wm. Gray. Mr. Wickett, who is President of the Commercial Travelers' Mutual Benefit Association, an office which he has held for four years, thanked the gathering for the honor in asking him to say a few words. He was especially pleased with the banquet and said that he considered it one of the most flashy occasions ever held. He has been delighted with the speeches of Hon. Messrs. Graham and Hanna and, before taking his seat, desired to speak a word on behalf of the Mutual Benefit Association. It has started with a dollar subscription, but now an assessment was made every two months. The Mutual Benefit Association was closely allied with the president-elect, who was one of the directors of the institution and had helped to make it what it is to-day. It has advanced every year and had paid out half a million dollars and was now giving insurance at cost. He trusted that all the travelers would do all in their power to help the society along.

William Gray, former president of the London Association, bore fraternal greetings. It was no small distinction to have his name associated with the toast. They were all thrilled with Mr. Blain's address, and he congratulated the president on the magnificent success of the Association from the time of its inception down to the present. He also desired to felicitate the Toronto Association in having so many drummers, all engaged in the work of promoting good fellowship, and believed it would be a good thing for all the Sister Associations to get together every two or three years.

This ended the toast list and, as the enjoyable gathering was about to close, the knights of the grip did not forget to move a vote of thanks to those who had so generously participated in the programme and added to the mirth and festivity of the evening, as well as to the visiting speakers whose addresses were so much appreciated. J. J. McLaughlin and P. A. Sommerville were the movers of the resolution which was received with unanimous approval.

The donors of the choice cigars—and

CHAS. C. SMYE,
Of Balfour, Smye & Co., Hamilton, a Member of the Hamilton Board.

there were many of them—as well as the contributors of mineral water, shaving sticks, etc., were not overlooked in the rejoicing. Verily it was a night

not soon to be forgotten and the happy assembly broke up with the singing of the National Anthem at—well never mind the hour.

Banquet Brieflets.

Things Looked Royally Blue at the head table, though none too Moody.

The coming election did not seem to ruffle Mayor Oliver's placidity and pleasant smile.

The grocery trade was honored in ex-president Hugh Blain, whose speech was full of good thoughts and suggestions.

The useful souvenir handed to the guests by the John Taylor Soap Co., a nickeled box containing Taylor's Shaving Stick ; was appreciated. The boys are all a clean lot and Taylor's suggestion was to keep so.

The Starch interests were represented by Weir of the St. Lawrence Starch Co. and he did credit to the good things on the bill of fare. The Colonel was not in uniform but still looked a soldier every inch.

Oberndorfer wasn't smoking any but looked as if he would like to have done so—Fred, is always with the boys.

J. Wagstaffe was right in the jam at the centre table and quite at home. He deserved to be as happy as he looked. His Christmas pies distributed to the deserving charities of Hamilton made thousands happy, but himself the most.

The Maritime Provinces were in evidence in the person of C. E. Davies of Ganong Bros., Ltd., St. Stephen, N.B.

Percy Eby always looks handsome and his cheerful laugh broke several glass dishes.

Bob Keyes is always the only Bob Keyes and a prime favorite—We were watching you Bob.

Corn Flakes were not toasted, but T. M. Sibbald was there for every toast.

It would not have been a travellers' banquet without Billy Hopgood—He's always a favorite.

Mr. Geoffrys, impersonation was a feature of the banquet—What a handsome " girl " he was.

Mr. Karn's tricks were egg-cellent Fred Oppenheimer had an awful lot of things in that hat of his.

Lieut.-Col. John Stoneman, of Hamilton, a veteran knight of the road, has been endorsed by both the London and Toronto associations for the position which, it is expected, will soon be created by the Ontario Government as inspector of the hotels of the Province so far as their fire appliances and sanitary arrangements are concerned. Hon. Mr. Hanna, Provincial Secretary, intimated in his remarks that such an officer would likely be appointed at an early date and, if Col. Stoneman is the man upon whom the work will devolve travelers may rest assured that all matters under his jurisdiction will be faithfully and fearlessly looked after.

Arthur Hatch got 23 plus 1,000 votes for the Hamilton Board and the even thousand made all the difference between heading the poll and—skidoo.

W. H. Dean gave Arthur Hatch a close run for first place on the Hamilton board. He got second by 1006 votes, and H. T. Wright came along in fifth place. R. M. Stuart ran a good race for first vice-president, but was defeated by a narrow margin.

George McQuillan, of the James Robertson Co., was on the job and was kept busy explaining that Tom was at the installation of officers at Zetland Lodge—where water was more plentiful.

Arthur Hatch received many congratulations on heading the poll for the Hamilton board. Arthur would make both a good and a good-looking president.

List of those Present.

President Lewis A. Howard; Hon. Geo. P. Graham, Minister Railways and Canals; Hon. W. J. Hanna, Provincial Secretary; W. K. George, S. R. Wickett, Mayor Jos. Oliver, Hugh Blain, W. J. Moody, Wm. Gray, H. Bedlington, Geo. W. Moore, E. Fielding, Col. Jno. Stoneman, Arthur F. Hatch, J. P. Balfour, Lieut.-Col. A. Wier, J. J. McLaughlin, W. J. Hopwood, A. C. Rogers, A. B. Baxter, Geo. McQuillan, W. H. Sheppard, J. V. McKie, M. Matthews, J. E. Robson, W. R. Edmand, A. Souter, J. Mortimer, J. A. Jamieson, Jno. Everett, J. W. Daniel, C. J. Tuthill, Robt. Keyes, Fred J. Freeman, Jno. T. Quaill, Fenton Freeman, L. M. Harris, A. D. Smith, A. R. Hewetson, W. M. Schiess, A. J. Wildren, D. Moody, J. A. Scythes, P. C. Knowles, W. J. Dore, F. A. Collins, W. J. Groff, H. Collins, L. W. Veale, A. R. Payne, A. W. Hutchison, A. J. Veale, R. M. Stuart, W. H. Dean, E. Zimmerman, L. Tafford, F. A. Jarvis, Geo. M. McGregor, T. A. Somerville, W. R. Madill, W. J. Micks, S. M. Sterling, R. Bert Smith, C. E. Davies, Chas. McWilliams, A. J. Quirmbach, U. L. MacPherson, Bert. R. Grosskurth, A. B. Walker, A. P. Inglis, Sol. Walters, E. J. Fallis, Chas. J. Wallace, R. E. Smith, C. L. Davis, W. J. Clarke, D. S. Little, T. R. Price, N. Inglis, F. S. Arntfield, W. G. Bailey, W. H. Scott, D. R. Hawley, Geo. Pepper, J. A. Vallary, Richard Ivens, A. J. Kipping, E. Laurence, Douglas McNair M. McNair, Jno. Homuth, T. C. Smith, Arthur S. Williamson, S. S. Holmes, Andrew H. Reid, A. H. Dixon, J. S. Lovell, Thos. E. Cuffe, C. K. Oakley, W. D. McRae, Jno. L. Upham, B. J. Hillory, J. D. Mills. O. R. White, W. H. Hill, W. E. Young, P. E. Robins, L. Quackenbush, C. J. Gibson, L. D. Floyd, A. B. Williams, G. M. Dent, T. M. Sibbald, A. B. Brooks, R. Pinchen, W. P. Eby, A. H. Simpson, J. Wagstaffe, and others.

MONTREAL EXCHANGE ELECTS OFFICERS.

At Annual General Meeting Last Friday.

The Montreal Wholesale Grocers' Exchange held its annual general meeting on Friday, Dec. 18, for the purpose of receiving reports and electing officers for the ensuing year, the president, Jos. Ethier, being in the chair. The election of officers resulted as follows: President, Jos. Ethier; Vice-President, A. J. Corner; Treasurer, N. Gendreau; Directors, D. C. Brosseau, J. T. Lalonde, A. Robitaille, jr.

The president, Jos. Ethier, of Laporte, Martin & Cie, was unanimously chosen as the association's nominee for election to the council of the Board of Trade.

M. P. CLEMES PASSES AWAY.

Toronto Wholesale Fruit Merchant Died Suddenly on Monday—A Familiar Figure on the Street.

Matthew Pope Clemes, senior partner of Clemes Bros., wholesale fruit and commission merchants, Toronto, died rather suddenly at his home, 129 Jameson Ave., on Monday afternoon. He had not been feeling altogether well of late, but has been at the warehouse every day as usual. He went home a week ago Monday but his condition was not considered serious.

Death was caused by an arterial affection. The body was interred at Port Hope on Thursday.

The late Mr. Clemes was one of the most widely known men in the produce business in Toronto. For nearly twenty years he had been a familiar figure at the corner of Church and King Sts., where he attended to the buying and selling of the firm. He frequently made trips out in the country, visiting the fruit growers and shippers among whom he was as well acquainted as he was with the trade in the city. He was held in high esteem by his associates and was a prominent figure in the business life of the city.

The house of Clemes Bros., wholesale fruit merchants, at one time consisted of M. P., J. P., W. H., and A. E. Clemes. J. P. Clemes died in 1898 and W. H. withdrew some four or five years ago, so that latterly M. P. and A. E. conducted the business. The death of Mr. Clemes is sad news to a host of customers, shippers, dealers and friends. He was 55 years of ago and leaves a widow, two sons and one daughter. Five brothers and a sister also survive. The brothers are W. H. and A. E. Toronto; G. H. and Charles P., of New York; and Howard, of Lindsay.

A NEW LOAF SUGAR.

The St. Lawrence Sugar Refining Co. of Montreal have placed on the market during the week a new loaf sugar " Crystal Diamonds," which is meeting with favor from the trade. The new article is said to be the result of nine months work and experiment, and is considered a triumph in the art of sugar making. It is in rectangular lumps of uniform size and has a sparkling brilliancy, which makes the name very appropriate. This new sugar is sold in boxes of twenty-five, fifty and one hundred pounds and in five pound cartons, twenty to the case, also in barrels and half-barrels.

The new sugar is of exceedingly fine quality and the aim of its inventor has been to produce not only a sugar of the highest quality, but also something that will add to the attractiveness of the tea-table as a decorative article. The prices although slightly higher than any other sugar on the market, still allow good margin to the Retail Merchants, and a good demand has at once been experienced for this new line, and it will no doubt make a name for itself on the Canadian market.

THE CANADIAN GROCER

Established - - - - - - 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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OFFICES

CANADA—

MONTREAL - - - 232 McGill Street
Telephone Main 1255

TORONTO - - - 10 Front Street East
Telephone Main 7324
W. H. Seyler, Manager

WINNIPEG - - 511 Union Bank Bldg
Telephone 3726
F. R. Munro

VANCOUVER - - - R. Bruce Bennett
1737 Haro St.

ST. JOHN, N.B. - - - W. E. Hopper

UNITED STATES—

CHICAGO, ILL - 933-935 Monadnock Block
J. P. Sharpe

NEW YORK - - 622-624 Tribune Bldg.
R. B. Huestis
Telephone 4535 Beekman

GREAT BRITAIN—

LONDON - - - 88 Fleet Street, E.C.
Telephone Central 12960
J. Meredith McKim

FRANCE—

PARIS - Agence Havas, 8 Place de la Bourse

SWITZERLAND—

ZURICH - - - - - Louis Wolf
Orell Fussli & Co

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d. Elsewhere - - 12s.

Published every Friday.

DON'T LET UP AFTER CHRISTMAS.

Because Christmas usually brings an unusual volume of business, and because of the rush during the couple of weeks preceding, many merchants get the idea that business for two or three weeks afterward is bound to be dull, and relax all efforts to make it otherwise.

This is a serious mistake. People have to buy groceries just as well after Christmas as before, the holiday season is still on and big demands are still being made on the housewife's pantry. There may be a few special lines in which there is no demand, but as a general rule the same goods will be inquired for.

Do not allow the opportunities for brisk business to pass without making every effort to take advantage of them. Do not let your advertising drop, but keep it up just as actively as before the holiday, bringing out new lines if possible, to attract special attention. Don't leave your Christmas window display in for a month afterward. It may be very pretty and attractive, but its day is done and something more timely will serve a better purpose.

Special lines which many grocers carry as distinctively Christmas goods and which are not sold at any other time of the year should be gotten out of sight and their place filled with other goods which offer more timely suggestion. In merchandising timeliness is a most important feature and the man who keeps his stock and store in line with the season will, other things being equal, occupy the first place.

WILL WELL REPAY YOUR INTEREST.

Entries are beginning to come in from different parts of Canada for the Grocer's Christmas contests, mention of which has been made in these columns for several weeks, and undoubtedly during the remaining days before the end of the year this number will be largely increased, while the interest manifested in these contests is gratifying, and is growing, it is not so widespread as it should be. Every subscriber should see his way to take part in either one of the contests.

The Christmas window dressing competition, divided as it is into two classes, with the idea of allowing a fairer opportunity to grocers in the smaller towns where facilities for window dressing are perhaps not so usual as in the cities, presents an excellent opportunity for grocers and clerks to measure their ability with that of their confreres in other towns. The expense of this is merely nominal, it being only necessary to send in a fair-sized photo of the Christmas window which every grocer worthy of the name puts in at this season.

The advertising contest requires even less. Clip one or as many as you like of your Christmas advertisements from your local paper and send it in.

The prizes in each contest, while not large, are well worth an effort, and the suggestions arising from the contest alone should well repay the trouble involved.

Further particulars regarding both contests, which close on December 31, will be found in the advertising pages of this issue.

DESERVING OF INQUIRY.

For a long time The Grocer has endeavored to point out the seriousness of certain abuses incidental to the apple trade with Great Britain, which have, during the latter part of the season especially, been somewhat flagrant. It requires a long time to build up a reputation and a very short time to destroy it. For years the Department of Agriculture has given every assistance to the farmer, in educating him relative to the various tastes which he would have to cater to abroad, and then all this painstaking effort is likely to come to naught, owing to the cupidity of one or two avaricious shippers. The preparation of adequate facilities by the Government has involved expenditure for such things as cold storage freight cars, cold storage compartments in steamers, and suitable docks where freight can be handled with the least possible delay. All this expense has been incurred in order that Canadian goods can reach the British market in prime condition. The farmers of Canada have taken advantage of these improved conditions, and as a result Canadian products have won an enviable position in the esteem of the English people. Once in a while, however, there is an occasional backslider found, who wants to palm off poor or bad goods, and that is why it is necessary for the country to pay for a small army of inspectors. A report to hand from Ottawa states that the Trade Commissioner of the Trade and Commerce Department in Birmingham came across a shipment of five hundred barrels of apples from a prominent Ontario shipper, all of which were rotten or half-decayed. In each case, however, the barrels were marked, "Not to be shipped," or "Falsely marked," but the Commissioner said: "It seems that the consignors collected in advance, and that the apples were thus sent forward." Here is a case that demands thorough investigation, the placing of the blame, and exemplary punishment. It is stated at the Fruit Branch of the Department of Agriculture that while the inspectors at Montreal have authority to stamp on the barrels, "Falsely marked," they have no right to add, "Not to be shipped," and it will be interesting to learn who affixed that mark, and how they came to be shipped after these brands had been stamped upon them. Here is a chance for the Department of Agriculture to do some effective reformatory work.

PUT THE PROVINCE ON YOUR STATIONERY.

In these days of the rapid development of Canada, which is particularly noticeable in the West, where new towns are springing up every day, wholesalers are having some difficulty in keeping track of all their customers. This is particularly so when the latter's stationery bears no mark to distinguish the Province in which his business is situated. There are hundreds of little towns in the various Provinces of Canada with similar names, or again, towns which are so new that their situation is not yet familiar.

The suggestion has been made and it seems a good one from many standpoints, that merchants, particularly in country towns, should have the name of their Province on their letterheads, statements, envelopes, etc., as well as the name of the town. In the new towns particularly very few of the business men seem to have followed this course. It would obviate a good deal of confusion and be of benefit in many ways.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

POINTERS—
Fish—Steady.
Butter—Weaker.
Eggs—Firm.
Provisions—Steady.
Evaporated Apples—Scarce.

Montreal, Dec. 24.

The week has been a busy one in retail circles and has been filled in by some of the wholesale houses for stock-taking operations. The latter branch of the trade report a falling off in the total in their turnover in the great majority of cases. There are, however, some particular branches of the trade which report a better year than ever, these unfortunately though are in the minority. Collections are said to be fair. Butter has, during the week, gone back to a reasonable level. Many have thought that the price would soon have to submit to a re-adjustment if trade was to continue with the greatest freedom.

Evaporated apples are scarce and this fact has firmed up the price a little. Beans have fallen off in demand during the week. The chief item of interest in this connection is the short weights which are being received by buyers here. Dried fruits are, with perhaps the exception of figs in exceptionally good demand during the week. Other lines have not presented any remarkable changes during the week.

SUGAR—The usual December lull has fallen upon the market. This, however, is to be taken as a comprehensive view of the market as local conditions are rather good for this time of the year. Reports from the primary markets indicate some weakness. New sugars are commencing to arrive, and it might be inferred that a decline was inevitable, but it must be taken into consideration that stocks are low. With these conditions it is too much of a speculation to express an opinion with regard to the future.

Granulated, bbls	$4 50
" ½-bbls	4 65
" bags	4 45
" Imperial	4 20
" Beaver	4 20
Paris lump, boxes, 100 lbs	5 35
" 50 lbs	5 45
" 25 lbs	5 65
Extra ground, bbls	4 90
" " 50-lb. boxes	5 10
" " 25-lb. boxes	5 30
Powdered, bbls	4 70
" 50-lb. boxes	4 90
Phoenix	4 25
Bright coffee	4 20
No. 3 yellow	4 10
No. 2 "	4 00
No. 1 " bbls	4 10
No. 1 " bags	4 05

SYRUPS AND MOLASSES—Retailers made increasing demands on the distributors during the week. This activity of the market has maintained prices at a firm level. Choice Barbadoes is in small supply, and strongly held. The week has also witnessed a good demand for syrups. The smaller size of cans have been in favor.

Barbadoes, in puncheons	0 40
" in barrels	0 42½
" in half-barrels	0 43½
" fancy	0 42
" extra fancy	0 43 0 44
New Orleans	0 32 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03¾
" ¼-bbls	0 03¾
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS — Absolutely without any interesting features, and prices are unchanged.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 06 0 07
Pure syrup, 8½lb. tin	0 60 0 65

DRIED FRUITS—Figs are not as active as they might be, but all other lines of dried fruits are moving well. Malagas are having a brisk sale. Stocks of Sultanas are moderate. The undertone of the market for cleaned currants is strong and a good trade in this line is passing. Other lines are steady at unchanged quotations.

Figs—	
Bag figs	0 03½ 0 05
Tapnets	0 03½ 0 05
Elemes	0 08 0 14
Dates—	
Hallowees, per lb	0 05½ 0 06½
Sairs, per lb	0 05
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" " ½-box	0 75
"Royal Buckingham Clusters," ½-boxes	1 30
" " boxes	4 75
"Excelsior Windsor Clusters"	5 75
" ½'s	1 60
Australian raisins	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 10 0 11
Choice seeded, 1-lb. pkgs	0 09 0 10
Loose muscatels 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 12 0 15
Peaches, "	0 11 0 15
Pears, "	0 13 0 14
Prunes—	per lb.
Prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 09 0 10
" " " 50-60s	0 08½ 0 10
" " " 60-70s	0 09 0 10
" " " 90-100s	0 07
Currants, fine filiatras	0 06½ 0 07½
" Patras	0 08 0 08½
" Vostizzas	0 09 0 09½

TEA—Owing to the close of the season prices for Japans remain steady and some wholesale houses report a specially good demand for this line during the week. Ceylon Pekoes, and Pekoe Souchongs, are in good demand also. Teas of other varieties are meeting with a fairly good sale. Prices remain as last reported.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 30
Medium	0 22 0 23
Good common	0 21 0 22
Common	0 19 0 21
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 19 0 20
Pekoe Souchongs	0 19 0 20
India—Pekoe Souchongs	0 17½ 0 18½
Ceylon greens—Young Hysons	0 19 0 25
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 13½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEE—The holidays are reflected in the condition of the coffee market. There is a predominance of demand noticeable for the better lines. This marks a change of front as up to lately, popularity for the cheaper lines has predominated.

Mocha	0 18½ 0 25
Rio, No. 7	0 09 0 11
Santos	0 12 0 15

SPICES—Peppers are firm owing to a stronger feeling in the primary markets. All lines are in a fair demand, taking into consideration the season of the year, which is generally a quiet one. Prices remain unchanged.

	Per lb.
Peppers, black	0 16 0 20
" white	0 18 0 27
Ginger, whole	0 18 0 20
" Cochin	0 17 0 20
Cloves, whole	0 17 0 30
Cloves, ground	0 25
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 30 0 60
Cinnamon, ground	0 15 0 19
" whole	0 14 0 16

RICE AND TAPIOCA—A better demand has been noticeable during the week for rice. This, however, is not of great magnitude, and the market regarded on the whole, is still quiet. Tapioca presents no new features this week.

Rice, grade B, bags 250 pounds	3 15
" " " 100 "	3 15
" " " 50 "	3 25
" " pockets 25 pounds	3 30
" " ½ pockets, 12½ pounds	3 40
" grade c.c., 250 pounds	3 05
" " 100 "	3 15
" " pockets 25 pounds	3 15
" " ½ pockets, 12½ pounds	3 25
Tapioca, medium pearl	0 05

BEANS AND PEAS—Many dealers are complaining of short weights arriving. This condition has been very pronounced, and the dealers are somewhat agitated, as some cars it is said, are short, as much as $18 worth of beans. Locally, trade is not very active and prices remain the same. Peas are in fair demand at unchanged quotations.

Ontario, pickers	1 68 1 70
Peas, boiling	1 35 1 40

EVAPORATED APPLES — Scarcity of this product is reported by dealers generally. The result has been a firming up of the market. While a few odd lots may be purchased at 7½ cents, 8 cents is being generally quoted, and in some cases even 8½ cents is wanted.

Evaporated apples, new	0 08 0 08½

ONTARIO MARKETS.

POINTERS—
Sugar—Steady.
Table Raisins—None to be had.
Peels—Scarce.
Nuts—Short supply.
Teas—Firmer.

Business continues fairly good in the wholesale markets this week, though the most of it, of course, is of the sorting variety. Most houses kept their travelers out till Wednesday and the orders coming along seem to make it well worth

while. One or two houses are now sending their men out again at the end of the week, though this is exceptional. The business done has been mostly in seasonable lines, the staples being rather neglected.

The week has seen very few changes, both lines being steady at old quotations.

SUGAR—The markets are very quiet with nothing of interest transpiring either in refined or raws. The only new feature during the week was the placing on the market by the St. Lawrence refinery of a line of lump sugar, "Crystal Diamond." This seems to be going very well with the trade. Prices of the new line are given with the regular quotations below:

Paris lumps, in 50-lb. boxes	5 65
" in 100-lb. "	5 55
" in 2-lb. boxes	5 85
"Crystal Diamonds," barre's	5 75
" " half barrels	5 95
" " boxes, 100 lbs	5 95
" " " 50 lbs	6 15
" " " 25 lbs	6 25
" " 5-lb. cartons, boxes 100 lbs	8 10
St. Lawrence granulated, barrels	4 60
St. Lawrence Beaver	4 30
Redpath extra granulated	4 60
Imperial granulated	4 30
Acadia granulated, (bags and barrels)	4 50
Wa laceburg	4 40
Ploegux	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 "	4 20

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Little interest is displayed in bulk goods though there is some demand for proprietary syrups. Prices are unchanged.

TEA—Business contains quite active locally with a firmer feeling in lines of Ceylons, and Indias a little dull. A cable to a local broker during the week from Colorado via New York, announced an advance of two-thirds of a cent on Ceylons with firmer feeling in the lower grades.

COFFEE—Business continues active with no change in dealers' prices.

DRIED FRUITS—Several lines are running very short in local houses. Table raisins cannot be gotten at any price, peels are very scarce and nuts also are exceedingly short. Some houses are also well cleaned out of figs and dates. Business in these lines has been exceedingly good, rather better than was expected, and as wholesalers' purchases were smaller than last year the reason for the shortage is readily seen. Prices have not changed to any extent during the week.

	Per lb.
Prunes—	
40-50's, 25-lb. boxes	0 09½
50-60's, " "	0 08½
60-70's, " "	0 08½
60-70 s, 50-lb. boxes	0 08½
80-90 " "	0 07½
90-100, " "	0 07
Apricots—	
Choice, 25-lb boxes	0 12½
Fancy, " "	0 14
Candied and Drained Peels—	
Lemon 0 09 0 11 Citron	0 17 0 20
Orange 0 10½ 0 12	
Figs—	
Elemes, per lb	0 08 0 12
Tapnets, "	0 03½ 0 04
Bag Figs	0 03½ 0 04½
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 09 0 09½
Patras 0 08 0 08½	
Uncleaned, ½c less.	
Raisins—	
Sultana	0 07½ 0 13
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias, new crop	0 05½ 0 06
Seeded, 1-lb packets, fancy	0 09½ 0 10
" 16 oz. packets, choice	0 09½
" 12 oz. " "	0 08
Dates—	
Hallowees 0 05½ 0 06 Fards choicest	0 08 0 08½
Sairs 0 05 " choice	0 07½

NUTS—The demand has been excellent and some lines are entirely sold out. Prices quoted are as follows:

Almonds, Formigetta	0 12½
" Tarragona	0 13
Walnuts, Grenoble	0 14½
" Bordeaux	0 11
" Marbots	0 12
Filberts	0 10 0 12
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 10 0 12

RICE AND TAPIOCA—There is very little demand for these lines at prices quoted:

	Per lb.
Rice, stand. B	0 03½ 0 03½
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 05

SPICES—Demand keeps up very fairly with a firm feeling in evidence in primary markets. Local prices have not changed.

Peppers, blk pure	0 14 0 20
" white pure	0 22 0 30
" whole, black	0 18
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 35 0 80
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 16 0 19
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

BEANS—The market is steady. Stocks are, so far as can be learned, only moderate. There is little demand locally.

Beans, hand picked, per bush	2 10 2 20
" prime No. 1, "	2 00 2 10
" Lima, per lb	0 07

EVAPORATED APPLES—There is little interest manifest in this line at present and it is doubtful as to whether much stock will be brought in till after the holidays. Merchants are paying about 5½c for sun-dried.

Evaporated apples	0 07½

PROVISIONS—There is very little local demand this week for all kinds of cured meats, and prices, with the exception of a drop of half a cent on lard, are unchanged. Receipts of hogs are fair, and the outlook in the market more encouraging.

Long clear bacon, per lb	0 11 0 11½
Smoked breakfast bacon, per lb	0 14½
Roll bacon, per lb	0 11½ 0 11
Light hams, per lb	0 13½ 0 15
Medium hams, per lb	0 13½
Large hams per lb	0 12½
Shoulder hams, per lb	0 10 0 12
Backs, plain, per lb	0 16
" pea meal	0 16½
Heavy mess pork, per bbl	20 00
Short cut, per bbl	22 50
Lard, tierces, per lb	0 11½ 0 12
" tubs "	0 12½
" pails "	0 13
" compounds, per lb	0 8½
Dressed hogs	8 25 8 75

BUTTER—The butter market continues to show weakness, and prices are from 1 to 2 cents lower, with stocks accumulating.

	Per lb.
Creamery prints	0 28 0 29
Creamery solids	0 27 0 27
Farmers' separator butter	0 26 0 27
Dairy prints, choice	0 24 0 25
" " ordinary	0 22 0 23
" tubs, choice	0 23 0 23
Large rolls	0 22 0 23

CHEESE — There is no change in cheese whatever—very little attention is paid to this product at this time of the year when all eyes are turned to poultry and fruit.

Cheese, large, prime	0 13½
" twins	0 13½ 0 14

EGGS—These are firmer owing to outside orders. One car was shipped to Nova Scotia and several to the Northwest this week. There are no changes in prices for local demand.

Strictly new laid, per doz	0 35 0 40
Select cold storage	0 27 0 28
Cold s orage	0 24 0 25
Limed	0 23 0 24

HONEY—With the exception of small quantities of choice comb, honey is not receiving any attention during the hustle and bustle of the Christmas trade, and, therefore, no change in values is reported.

60-lb. tins	0 11 0 11½
Smaller sizes, tins and bottles	0 10½ 0 12
Combs, doz	1 50 2 50

POULTRY—With only two days before Christmas there is a great deal of surmising about the supply of fowl, especially turkeys. So far all that came in have been picked up at what one of the dealers thought, unreasonable prices, running from 18c to 22c wholesale. Some are thinking that the birds are not in the country, that the stock is away below the expected crop, and that the supply will not nearly meet the demand. Others, again, reason that as Christmas comes on Friday, farmers did not kill till Monday of this week, and consequently the great bulk is still to arrive. With fair calculations on the stock on hand and even if 10,000 birds would arrive yet before Friday, it could not very much affect the prices, and, therefore, it is likely all have to pay a high price or do without the usual Christmas turkey.

Spring chickens, per lb, live	0 11 0 12
Spring chicken, dressed	0 13 0 14
Hens, per lb., live	0 08 0 09
Hens, per lb., dressed	0 10 0 11
Young ducks, per lb., live	0 11 0 12
Ducks per lb., dressed	0 13 0 14
Turkeys, per lb., dressed	0 18 0 22
Geese, per lb., dressed	0 11 0 12

CANNED GOODS

MONTREAL—Dealers report fruit and vegetables in good demand. Fish lines are not quite as active, with the exception of salmon, as they have been for some time. Canned meats are selling better although there remains plenty of room for improvement still in these lines.

TORONTO— Business in peas, corn and tomatoes continues surprisingly good, though other lines are rather neglected this week. The steadily continued demand seems to be due to the fact that retailers bought less heavily on future than formerly. The lower prices this year are having a stimulating effect on consumption.

WILL CLOSE NEW YEAR'S.

Owing to the holiday of the New Year falling upon Friday, Hudon, Hebert & Co., and Laporte, Martin & Co., Montreal, will close their warehouses Thursday night, December 31, and remain closed until Monday morning, Jan. 4.

A. H. Brittain, of A. H. Brittain & Co., was in Quebec for a few days last week.

News of the Canadian Grocery Trade

Maritime Provinces and Quebec

Death of Prominent Manufacturer in St. John—Canada's Trade With Africa Developing—Christmas Business Good in Halifax.

ST. JOHN.

December 21.—During the past week business has shown quite an increase with the retailers, while the jobbers are having it a little easier as is expected at this season. There has been no change in prices to any extent. All indications point to a good Christmas trade for the retailers. The show windows in all the stores are looking very attractive.

Herbert H. Stewart, of Montreal, traffic manager of the Canada-South Africa service of Elder, Dempster & Co., is in the city in connection with the sailing of the Yola, the first steamer of that line, which is now loading here.

"Canada's trade with Africa," said Mr. Stewart, "in spite of the fact that the importations into Cape Colony show a slight decrease, due to the large exodus of population that has taken place, is, on the whole, increasing very materially. The falling off in the exports of Cape Colony has been offset by a considerable increase in exports to Natal and the Transvaal. The steamship Yola, which is now in port, will take out more than 45,000 sacks of flour, or, roughly, 2,000 tons, nearly all of which is being shipped by Canadian mills. During the past 12 months we have carried forward, on the steamers employed in this service, approximately 450,000 sacks of flour, 90 per cent. of which came from Canadian shippers." Asked if Africa took much Canadian produce, he said: "Yes, apples, cheese, butter, bacon, etc., and on our October and November steamers alone we had upwards of 4,000 barrels of Canadian apples, which are taking well in Africa. Shipments of bacon and all other frozen meats, however, have fallen off a bit during 1908.

"We have been doing a good deal toward interesting Canadian manufacturers in Africa, and Sir Alfred Jones, the head of our firm, has authorized us to offer free trips to Africa to bona fide representatives of Canadian houses who are anxious to introduce their goods in the African market. This offer carries with it the free carriage of whatever samples these representatives might wish to take with them. I think this is conclusive proof that Elder, Dempster & Co. are ready to do all that is possible to promote trade between Canada and Africa."

F. Maclure Sclanders, formerly of this city, and now commissioner of the Board of Trade of Saskatoon, arrived in the city last week. Mr. Sclanders has been visiting several American cities on Board of Trade business, and is making a short visit to St. John by the way.

He reports that everything is progressing well in the Saskatoon district and that wholesalers and manufacturers are now going rapidly into the city and the surrounding territory, following the opening up of the country by railroad facilities and the springing up of new towns and villages of which, he says, there are now 156 in the region immediately tributary to Saskatoon.

Bayard M. Armstrong, traveler for T. H. Estabrooks & Co., was married in the Baptist Church in Annapolis, N.S., on Dec. 16, to Miss Lulu Clark Bishop.

Jarvis W. Arnold, Maritime representative of John W. Taylor & Co., Toronto, is to be married on Dec. 30 to Miss Hallett, of West Somerville, Mass. A complimentary dinner was tendered him by a number of friends in the Park Hotel last week.

John Avery, who for some years conducted a fish business at Lancaster, St. John, died Dec. 11 as a result of a paralytic stroke. He was about 60 years of age and unmarried.

One of the best-known and most highly esteemed citizens of St. John passed away very suddenly on Friday, Dec. 18, in the person of T. S. Simms, head of the firm of T. S. Simms Co., brush and broom manufacturers. Death came with great suddenness, as Mr. Simms was ill only about half an hour. He awoke about 5 a.m. complaining of a distress about his chest, and half an hour later he was dead. He was foremost in the business community, a leader in church and missionary work, and a large giver to charity. Mr. Simms was born near Portland, Me., in 1845. He came to St. John as a commercial traveler, having been associated in Portland in the brush and broom manufacturing business. In 1872 he purchased the brush and broom business of John Murphy. The business was incorporated in 1895 as T. S. Simms & Co., Ltd., and in 1902 the company moved into their present fine new building, Union Street. Mr. Simms was a member of the Board of Trade and the Canadian Club, and was one of the foremost members of Germain Street Baptist Church.

HALIFAX.

December 19.—The Christmas trade is now in full swing, and the retail grocers report business brisk. Collections are a little slow just at the present time but they average about the same as last year. Prices are pretty steady. Some of the retailers have made big cuts in the price of several articles. Sugar is made the leader, and Austrian granulated can be bought for four cents per pound, and pulverized three pounds for 25 cents. There is no money for the grocer in selling sugar at these prices, but the cut is made for the purpose of catching trade, and it has resulted in increased sales in other lines.

Sales of apples locally are very heavy, and good fruit is in demand for the holiday season. No. 1 fruit is selling from $3 to $3.50, the choicest Kings and Spies bringing the latter price. Oranges are in good demand, and the market is well supplied with splendid stock. Floridas are quoted at $3.25 per case; Jamaicas, re-packed, at $4.50; Valencias, $3.50 to $4.75, and California navels from $3.25 to $3.75. Lemons are quoted at $5.50 per case, and Almeria grapes, $4.25 to $5 per keg.

The ocean freight discrimination against Halifax, discussed at a recent meeting of the Board of Trade, is 2s 6d per ton, as compared with St. John. Both the Allans and the C.P.R. are under contract for the carriage of freight. The mail steamers of the C.P.R. do not land cargo here, but the Allan line steamers do. The cargo for Halifax is carried on the C.P.R. mail steamers instead of on their cargo boats, and is landed at St. John and forwarded here by rail. The rail carriage is the C.P.R.'s excuse for the extra charge. The Allan steamers land the cargo here and the question is why should that cargo pay 2s 6d per ton more than the cargo which the steamers carry on to St. John hundreds of miles further?

All the confectioners are carrying unusually heavy stocks this season in anticipation of a large Christmas trade. These goods consist principally of chocolates in fancy boxes, and are mostly of Canadian manufacture. Heretofore large quantities of chocolates have been purchased from American manufacturers, but this season the Canadians have got on the inside track. The druggists, who, in the past, handled the American goods, have also stocked up with the Canadian.

Preparations are being made here to ship grain to Mexico. It is some years since grain has passed through the elevator here, but the shortage of wheat and the reduction of the duty by Mexico has caused the activity. The Mexican steamers, which sail direct from Halifax, always take large cargoes of goods.

Smith & Proctor have taken over the agency of the Acadia Butter Company, of Wolfville, which has been held for many years by J. L. Archibald & Son. The creamery butter manufactured by

this concern is always in good demand, and there is no difficulty in disposing of the output. Ald. N. B. Smith, of Smith & Proctor, has been appointed a director of the Union Bank of Halifax.

Poultry for the Christmas trade is now coming in. The stock is of excellent quality, and it is likely that there will be a good demand for it. Nearly all the poultry coming in is from Nova Scotia and Prince Edward Island. Turkeys are quoted at 16c, and geese at 14c per pound.

New Brunswick parties have made a proposition to the Board of Trade for the establishment of a large cold storage plant here. There is now a movement on foot to enlarge the present cold storage building. The lobster season in Nova Scotia was opened this week, and the first large shipment of five hundred crates was sent from Yarmouth to Boston.

MONTREAL.

Dec. 22.—All the grocers, provision and meat stores are resplendent in their holiday attire. Many novel and interesting windows may be seen around the city, and the spirit of the holiday season is everywhere obvious.

W. R. Webster, Sherbrooke, was in Montreal for a few days last week.

George Lloyd is again managing the grocery department of W. H. Scroggie's departmental store in Montreal. "George" has been missed from the big uptown store, and will be welcomed back by his numerous friends.

D. F. Carter, representing Thos. J. Lipton in Quebec Province, returned to Montreal from a successful trip in the Eastern Townships last week.

J. Mitchell Jones, Montreal, manager of Andrews, Gillespie & Co. rice and tapioca importers, left last week for St. John, N.B., from whence he sailed for the Old Country.

Lieut.-Col. F. S. Meighen, of the Lake-of-the-Woods Milling Co., returned last week from a trip to Europe. Col. Meighen, in an interview, talked interestingly of his trip abroad. Being a military man himself he was much interested in military conditions existing in Europe. While in England he visited the House of Lords, and was fortunate enough to hear Lord Roberts' address, on the military unpreparedness of England to cope with an attacking party. Col. Meighen spoke of conditions in other countries of Europe, especially France and Italy.

Alf. A. Collins, 525 St. Antoine St., opposite Vinet, is advertising a fire sale of groceries. His ad reads as follows: "Fine stock of groceries. All goods must be sold below cost. The store must be ready for repairs by the first of the month. Just slightly damaged by water. Give me a call for your order. No telephone calls."

R. J. Davis, of Western Grocers, Saskatoon, has been spending a few days in town in the interests of his firm.

A local grocer whose store presented an unusually neat appearance, was asked by a representative of The Grocer how he maintained this order and he said in reply that it could be accomplished by preparing for the reception of goods in advance and the incorporation of a rigid system in his business. Certain shelves were allotted for certain purposes and these goods were never permitted to overflow into adjoining shelves to the disadvantage of other goods. The excess stock was kept in the back store in many instances in the boxes in which it came and the boxes were arranged in such a way that they were always available. The grocer, or in fact the business man who scatters his goods around in an indiscriminate way never has a tidy looking store. The back store should receive more attention than it generally receives so that the usual chaos may be turned into order. The grocer in question dwelt on the importance of a system and pointed out how it was difficult sometimes to start but when once instituted was invaluable.

One of the oldest business men in Montreal passed away last week in the person of James Williamson, president of the James Williamson Warehousing Co., Limited. He was born on August 16, 1834, at the "Barr," Sanquhar, Scotland, and came to Montreal in 1843. His first position was with the old firm of Logan, Cringan & Co., the former being a brother of the late Sir William Logan, a lifetime friend of Mr. Williamson. He was for over sixty years in business in Montreal on his own account, and his fine personality and genial cheery manner endeared him to several generations of business men with whom he came daily in contact as an ever-interested member of the Board of Trade, and the Corn Exchange Association.

Western Canada Notes

A New Wholesale Grocery Projected in Nanaimo—Canning Factories Increasing—Christmas Business Encouraging.

VANCOUVER.

Dec. 19.—The Crown Broom Works, of this city, has a display of its wares in the window of the Tourist Association on Granville St., and is offering $10 for a suitable name for its brooms.

Arthur Brenchley, manager of F. R. Stewart & Co., is still laid up with an injured knee. While able to get down to his office, Mr. Brenchley is unable to walk around, and the doctors say it may be several weeks before he can again use his leg freely.

There is talk among the Nanaimo grocers of establishing a wholesale business in that city, as a result of the refusal of the C.P.R. to give a reduction in freight rates between Vancouver and that city. Nanaimo does a large wholesale business with Vancouver, the steamer Joan operating between the two ports. A week or two ago, a deputation of Nanaimo citizens waited on the C.P.R. officials here and as a result a reduction in passenger rates was announced. With a wholesale business established in Nanaimo it is hoped that a saving of rates would be effected that would be considerable.

Last Monday, Stevens & Allan, grocers of Kamloops, celebrated the fifth anniversary of their opening in business in that city, and to mark the event a useful momento was given to each housewife who visited the store on that day. They started on Dec. 14, 1903, and are the oldest firm in that particular line of business there, with the exception of the Hudson's Bay Company.

George E. Winkler, who has come to the Coast from Penticton with the special object of placing canned goods on the market here, complains that the rates from Penticton to the Coast are only a little higher than those from the East to the Coast. The interior canneries are increasing in number, and as the output is getting to be more than can be consumed in the district round about, the market in Vancouver and Victoria is being reached for, as well as for that in the Northwest. The rates, however, are proving a bar. Mr. Winkler reports that a second cannery is going up at Kelowna, and another large cannery will be built this winter at Summerland. The Penticton cannery is also enlarging its capacity.

F. J. Hart & Co., of New Westminster, received this week an enquiry from W. N. White & Co., New York, one of the largest apple handling firms in the world, asking for information as to any local grower who is prepared to ship apples in quantities.

Another feature in connection with the apple trade is that the Victoria Fruit Growers' Association has sent 100 boxes to Japan, to be followed by an equally large shipment to China, where they will be introduced to the leading houses by H. Donkin, personal representative of the association. It is an indication of the extension of trade along this line.

TRADE NOTES.

Temple & Hickman, grocers, North Vancouver, have dissolved partnership. The business will be continued by Mr. Hickman.

Connors Bros., Black's Harbor, N.B., packers of Bunswick brand sea foods, have just issued a very neat calendar for 1909. It is a credit to the firm.

John Dickey, of Dickey & Co., Pickering, Ont., was a caller at the MacLean Publishing Co.'s Toronto office on Friday of last week. Mr. Dickey showed his appreciation of the MacLean papers by leaving subscriptions for The Canadian Grocer, Dry Goods Review and Busy Man's Magazine.

From Ontario Correspondents

Chatham Grocers Are Selling Flowers With Good Results—Guelph Grocers Distributing Calendars—Hamilton Interested in Mayoralty Contest.

CHATHAM.

December 22.—Everything on King Street to-night—and, for that matter, anywhere business is transacted—looks bright, Christmassy and attractive. While in other years individual merchants may have made more magnificent displays, probably never before have all the merchants as a whole come up to such a high standard in regard to Christmas decorations. And the grocers this year are doing exceptionally well, the window displays being particularly creditable.

Reports as to the extent of Christmas business this year vary considerably. Last Saturday is reported by some merchants to have fallen short of the Saturday before Christmas, 1907, and by others to have come up to it. Of course, the Saturday this year was followed by four shopping days where last year it was followed by only two. This year buyers have held off till the days immediately preceding Christmas. Business on the whole has, however, been excellent.

Wm. Anderson, this year, is featuring flowers. He has the city agency for W. McKenzie Ross & Sons, florists. Asked what he thought of flowers as a side line, Mr. Anderson expressed himself as well satisfied. "I think I have sold enough to make it worth while," he said. It may be added that the flowers, in addition to their value as part of the stock in trade, add much to the attractiveness of the store. A prominent feature of Mr. Anderson's window these days is a lemon tree with full grown lemons, which has attracted much attention.

H. Malcolmson, all the year round, makes a special feature of his candy department, devoting one of his two big show windows to it. This Christmas a great deal of room is being given to the candy display. Mr. Malcolmson has found this line of the business a very good one.

An attempt was made to burglarize R. McConnell's store at North Dresden one night last week, the glass in the door being broken. The burglar evidently thought that all that was necessary was to spring the latch, but fortunately there was a second catch lock beyond reach.

David Young, of Comber, opened a new butcher shop recently, and is handling a full line of fresh and salt meats.

C. Nottingham, of Ridgetown, has opened a butcher shop in the east end.

R. I. Weaver, who has for several years past conducted a combined grocery and meat shop at the corner of St. Clair Street and Grand Avenue, last week made an assignment to W. G. Burrows. The creditors' meeting will be held here on Dec. 28, and the date of distribution has been fixed at January 10. Six groceries in one block, and that a pretty short one, and two other butcher shops as well, made competition in Mr. Weaver's vicinity pretty keen. It is thought, however, that his embarrassment is merely a temporary one.

Bell River has a new butcher shop. Denis Marantette, formerly of the Commercial Hotel, has opened up business in the Lesperance store on Main Street.

There was plenty of poultry on the market last Saturday, but prices ruled pretty high. A buyer stated a couple of days ago to the Grocer representative that the high prices were due to the fact that poultry came in about two weeks later than usual. Dealers became scared lest the supply might be short, and consequently boosted prices, with the result that to-day prices are stiff, and will probably continue so till after Christmas. There is plenty of poultry in the country, however. Eggs are still away up, bringing 30 cents a dozen right along. Butter on Saturday ranged from 23c to 25c a pound.

Deliveries of hogs in this section continue quite large. For dressed hogs on Saturday prices ranged from $7 to $7.20 per cwt. Live hogs sold here for $5.75 and in some cases $5.80, though dealers outside the city paid $6. As showing the healthy state of Kent County porkers, out of over 6,000 carcasses inspected at this point only two showed traces of disease, though a number of others had to be turned back because the farmers had not complied with the inspection regulations by leaving the organs intact.

GUELPH.

December 22.—A case of a poor family in distress in the lower end of the city was the means of showing us that some of the many acts of kindness done by travelers are bound to come to light. The large-hearted gentleman this time is R. Pratt, traveler for Red Rose Tea in this district. Seeing the account in the evening papers here and finding out that James Gow, the Ontario Street grocer, was the nearest, he telephoned early next morning to Mr. Gow and had an order of groceries sent to the family.

"Give me a calendar, please," is the cry from nearly every girl and boy coming into the stores these days, and some older people also are great at getting a collection. It is sometimes hard to discriminate who should get one, but one grocer says, "Ask for a calendar when you are giving your Christmas order," and he has, no doubt, found that it pays, Many and numerous are the variety this year and each one thinks he has the best. Some are trying as an experiment this year the idea of not giving any at all, and we will be pleased to have a report from them after the Christmas rush is over as to whether it is a success or not.

The Retail Merchants had a meeting last week and appointed committees for each ward in the city to see that first-class men from their point of view were brought out as aldermanic candidates.

Doughty's feed store has a miniature mill and water wheel in full blast advertising Tillson's rolled oats this week, which is drawing a great deal of attention. The idea is all right, and with a little touching up would be a fine window.

Three days more to finish up the great rush. All hands are on the job in all the grocery stores.

Now that the winter fair is gone for this year, what is the matter with the retail merchants joining hands with the winter fair board and getting the new armory almost adjoining and holding a local pure food show at the same time next year, or during the summer months if thought best? While the June excursions are on is a good time.

The market Saturday was a hive of hustling, bustling humanity, and the animation spread throughout the streets into the business section, which was filled with busy shoppers all day. The big winter fair building, which is used as an inside market, was not large enough to hold the crowd. A trade is being done which makes many of the grocers smile with pleasure. It really was the Christmas market and the busiest shopping day of the year in the city stores. The farmers were so numerous that many could not get into the building at all. Prices, however, kept very high and everything was bought up pretty rapidly. Poultry was plentiful and brought good prices throughout. Turkeys sold at from 15c to 18c a lb., with 16c the ruling price; chickens from 60c to $1.25 a pair; geese, at 9c a lb. Eggs still keep up, 32c to 35c being paid. Butter also maintained the big price of 30c to 35c a lb. Potatoes were 50c to 60c a bag, and Spy apples $1.25 a bag.

HAMILTON.

December 22.—The grocers were busy last week dressing their windows, and some of them are decidedly handsome, and would be well worthy of a place in The Grocer's competition. The stores are all open at night, and are being admired by the public. The Christmas window has become quite an adjunct to the grocery business, and it is a great mistake for any grocer to think he can get along without a judicious display. Of course, it costs some money, but it is well spent. It is a fine advertisement and gives pleasure to hundreds of children, and a lot of adults enjoy the sight as well, and tell their friends not to forget looking at Grocer So-and-So's window. Hundreds of dollars worth of goods are sold at this season through the help of the window. A little bit of wreathing and some bright holly makes the old store look like a new one.

The Mayoralty contest here is going to be a close one, and, as both candidates are old friends of The Grocer, they are found lining up for the election in opposing camps. One of the candidates is "Bill" Bailey (not he of the famous song), the man that made and sold Gold Medal flour, and through business relations he is highly esteemed by the trade. His opponent is "Jack" McLaren, late of the Hamilton Coffee & Spice Co., hail fellow well met, liked by all, and when he puts on the kilts, just about the handsomest officer of the 91st Regiment. The average grocer, like the swain in the song says, "How happy with either were t'other dear charmer

away." Whichever wins, Hamilton will have a good Mayor for 1909, and the grocers will be able to say that a good friend is Chief Magistrate of the city.

Some Christmas goods have been running pretty low with the wholesale people. All kinds of nuts, Sultana raisins and peels are about sold out, and inquiries are being made in New York and other places to pad out the scarcity.

ST. CATHARINES.

December 22.—The last Saturday before Christmas was a busy one for the merchants here, and showed up well in comparison with last year. The market was not equal to expectations, either in number of buyers or sellers. Butter was easier in consequence, the best dairy selling by the basket at twenty cents per pound. New laid eggs were more plentiful and sold from 30c to 35c. Turkeys were not very plentiful, and sold rapidly at 20c and 25c per pound. Ducks sold at 75c each, geese at 14c per pound, and chickens at 10c and 12½c.

A. Foster & Co. have put in an attractive display of nuts, candies, figs, dates and other Christmas fruits. Fresh holly is used liberally and gives the display a very attractive appearance.

McLean Bros. have a Christmas display of candies that shows up well.

At this writing the final Christmas displays are now all ready and nothing remains but the final rush of Christmas orders. The stores will be open evenings all this week to accommodate those who are unable to shop during the day.

Christmas Day—forget your business, keep closed all day, and have a merry, merry day with the folks at home. Merry Christmas to you readers is the wish of the St. Catharines correspondent.

INGERSOLL.

December 22.—That Christmas Saturday gives an impetus to commercial activities that is not equalled at any other time of the year was evidenced by the thronged state of the market, the streets and the stores last week. In the influx the merchants saw the realization of months of anticipation and painstaking preparations, and when at the closing hour the cash registers revealed their contents the merchants must have smiled audibly. Nothing is now heard of the money stringency and the people who came to Ingersoll to do their Christmas shopping went about it leisurely, spending most of the day at the task, and spent their money with that satisfied, indifferent air, which intimated as much "that they had saved for the occasion." In practically every store the staff was enlarged, yet there were times when it was almost impossible to cope with the shoppers. There was probably not a merchant who was not fully satisfied with the result of the day's volume of business. It was particularly noticeable that many of the shoppers bought articles of a high quality and expensive nature, which is one of the best indications that times are good.

If there was any disappointment whatever in connection with the business of Saturday it was occasioned to those who were compelled to pay sixteen and seventeen cents per pound for turkey instead of a shilling, as they supposed the price would be. This favorite Christmas fowl was offered in plentiful quantities, but the vendors seemed to have come to a "dead set" as to the price and so far as could be learned not a solitary bird went below sixteen cents. When the market first opened many would-be purchasers were inclined to hold off with the hope that prices would take a decline. This, however, did not happen, and much against their will and judgment they were obliged to pay the price asked. Other prices were as follows: Geese, 9 to 10 cents per pound; chickens, 70 cents to $1 per pair; eggs, 27 to 30 cents per dozen; ducks, 10 cents per pound; butter, 25 to 28 cents per pound.

LONDON.

December 22.—Wholesalers report trade looking up, and payments very good. Prices of staples show little, if any, change. The travelers will all be in on Wednesday night and remain in until after New Year's.

Many of the grocers' windows have been very prettily decorated for the Christmas trade, and present an attractive appearance.

Taken altogether, London merchants have little to complain of in this year's Christmas trade. Some report an actual improvement over last year. Saturday last was a busy day in all lines of trade, and with the splendid winter weather we are having this week, should prove a banner one.

Up to the present the delivery of turkeys here has been as large as usual. Prices on Saturday took a jump to 16c per lb. The manager of Flavelle's yesterday said his firm had thus far handled about 50,000 birds and had shipped probably half the number out of the city. The quality of the birds this year is superior to that of a year ago.

The price of California oranges has advanced 50 cents per box, the reason being the unlooked for demand. Mexican fruit remains unchanged. As it is, however, oranges are a cheaper fruit just now than apples, the best qualities of which being $3.50 to $4 per barrel.

The Canadian Packing Company, whose plant in this city was destroyed by fire some months ago, has leased the building in which it carried on its business in Port Huron to the St. Clair Packing Company. It is impossible to say what effect this will have upon the work of the company in this city. Not until the manager has heard definitely from the directors in England can the officials here do anything in the way of re-building.

OTTAWA.

December 22. — The fact that Ottawa and Hull are so closely situated, though in two different Provinces, has brought some interesting developments recently, when it is noted that Hull merchants and bakers can come over to Ottawa and do business, while Ottawa merchants who wish to ply their trade in Hull have to pay a tax. This matter was brought up before the National Trades and Labor Council recently, with a view to having a by-law passed imposing a yearly tax of $100 on any outside bakers coming into the city and selling their bread.

The Ottawa Women's Christian Temperance Union are after the grocers who sell hard cider, so it's up to the boys to have a taste of their own goods now and again and see that it does not contain over 2½ per cent. alcohol.

That the local merchants consider Christmas much more than a name is evidenced in the elaborate preparations which they have made for the festive season.

Winter has quite set in at the Capital, and business men rejoice in the fact that it means increased business for them. Good sleighing is the result of the recent snowstorm, when some 15 inches fell and the settled cold spell will create a demand for winter merchandise. The citizens are beginning to realize "The Christmas Spirit," and the streets and stores are daily thronged by an eager shopping crowd. It is quite noticeable this year that housekeepers are buying their supplies early, which is gratifying indeed to the grocer.

New-laid eggs are retailing at 70c per dozen, and the supply cannot cope with the demand. That's going some, eh?

The writer has had considerable experience in trying to keep single glass free from frost in winter time, and has found that the only way in which to keep the window from freezing up is by the use of an electric fan, set some two feet from the glass, and so as to allow the stream of air to strike the glass at an angle of about 45 degrees.

STRATFORD.

Dec. 22.—This year's Christmas market was well attended, and from the large number of fowl bought indications point to the fact that the citizens are going to partially subsist on turkeys, geese, ducks and chickens for at least a week. In almost every case the birds were fine specimens. The price of turkeys remained the same as during the past two weeks—14c to 15c per lb. The beautiful weather, together with the excellent sleighing brought a large number of farmers to the city, and trade has improved wonderfully in all lines. There were several hundred sleighs on the market, each and every sleigh or cutter being heavily laden with some kind of Christmas produce. The Christmas market in Stratford is always an event worth special mention and this year's was up to the average. The farmers were gathered together in little groups discussing every imaginable topic and the utmost good feeling prevailed everywhere. The German and the Danish, the Scotch, English and Irish all joined together in Christmas spirit. No indications of financial depression were noticeable and the general impression is that there will be a

good-sized market for Tuesday and Thursday.

Christmas shopping is in full swing. Every store is crowded with shoppers, who are getting down early to pick out the good prizes before they are all snapped up. The merchants are well satisfied with business; in fact, it is better than the majority of them expected. People are buying more liberally than last year and are also purchasing a better class of goods. If the weather man only behaves all will be well.

The Retail Grocers' Association seems to be doing good work in London these days. Your correspondent there mentioned in last week's Grocer that the association had arranged matters between price-cutters and had sent a deputation to biscuit houses and local mill ers to obtain an even wholesale price to all retailers. My! Business must be nearly all sunshine there.

Stratford merchants could learn a good lesson from this. Just now some are cutting prices on potatoes, coffee, shelled nuts, candy and nuts, and so the merry war goes on, and the public is reaping the benefit. It would take a very live association to pacify the price-cutting element in vogue here at present, although a few years ago we had one which was very successful for a time.

There were some mammoth oranges on display in some of the stores here this week. Your correspondent measured one of these and found it fourteen inches in diameter. Ten cents each was the price asked for these giants. We have seen some large grape fruit this year but none can equal the size of the oranges.

KINGSTON.

December 22.—Lipton's jams, jellies, teas and coffees were liberally dispensed by a demonstrator last week at James Redden & Co.'s store. The cold snap makes such benevolence very acceptable.

Marshall Reid has ordered a cutter from Brockville, not to cut prices, but to carry orders.

The wholesalers from past experiences will not be caught again this year with an overstock of raisins and figs, which, being kept over, are sold for jams and mince meat at an enormous reduction.

Robert Sutherland, son of Malcolm Sutherland, senior member of the Fenwick, Hendry Co., wholesale grocers, is one of the biggest stamp collectors in Canada. He has been at it since he was in knickerbockers. Robert looks after the firm's interests in the city and he has few superiors as a salesman.

Alderman John Carson, son of a grocer, is one of the most practical and ablest city fathers our city possesses. His latest effort to remodel and make good roads is receiving favorable comment from all, but especially those who own horses and rigs. He proposes to make the centre of the roads with tar macadam. I hope he will not be hampered in his good work by his fellow colleagues, for the present state of our streets is responsible for a good deal of comment from drivers.

Large shipments of Jacob's Irish biscuits have come in for Christmas trade. The Munroe doctrine is in evidence for Jacobs' biscuits have come to stay.

A. Maclean's wholesale grocery and pork packing establishment had a close call from the late fire, which swept the Wormworth piano works and W. G. Craig's wholesale grocery. It's an ill wind that blows nobody good.

Kingston merchants have made unusual preparations for Christmas trade, and some fine window dressing was done. Good window dressers are scarce at present. It's a trade by itself and there ought to be good money in it for a man to go around fixing up show windows. Window dressing takes time and thought and the ordinary man can't leave counter work to attend to it properly.

M. Wartelsky's assignment at Coldbrook was a surprise to many dealers here, as he was looked on as doing a big and careful trade. Dealers too anxious to do trade trust out too much. Isn't it funny how much a grocer will give out in goods to a man, and if the same man tried to borrow in cash he would soon get snubbed. What are goods but cash?

The latest sweet bit out is McLaren's "Peanut Bobs." Peanut butter is increasing in demand.

The W. J. Crothers Company have been working night and day trying to keep up with orders for Christmas candies, chocolates, cakes, etc. They are turning out some fine lines this year, also sending out a beautiful calendar.

The ladies of Kingston are interesting themselves in the garbage question, where to put the refuse and how to dispose of it. Grocers are interested, as they have tons of rubbish to unload every week.

About 5,000 cases of tomatoes are lying in a storehouse here anxiously looking for buyers. If one could only read the future and learn that next year they would run up to $1.25 a dozen, but perhaps it is as well we can't.

Spy apples are a luxury, so is butter, but it is sweet for the housekeeper to feel that that commodity of commodities, sugar, is cheap.

Dan Coupu, grocer, has been induced to stand for election for the mayoralty and he is going to make a good run. His opponent is D. A. Givens, a lawyer. Both are well regarded, and, of course, one is a Grit and the other a Tory, Dan being the Grit.

The stock of W. G. McCraig & Co., recently damaged by fire and water, has been purchased by Marcath Freres, Montreal, from the insurance company, and is turning out well. The stock in the lower flat is in good shape, consisting of soaps, canned tomatoes, corn, peas, raisins, pickles, etc. About 50 men are at work raising, lowering, picking and shovelling.

"A coat of aluminum would make some of the old stoves and stovepipes look less hideous in some stores," said the observant grocer, as he kicked the snow with his left foot on the market square on Saturday.

"One of the hardest things to figure out," said Jim, the Grocer, "is to know how much candy and chocolates to buy for Christmas trade. Some buy too little, others buy too much. Expensive boxes of chocolates worth $10 left over takes the cream off the profits. Barrels of Royal Mixed used to be sold by grocers. Now a biscuit box takes the place of the barrel. Trade is getting more complicated every year, with butcher shops running into groceries, and groceries into meat shops, not to speak of dry goods, boots and shoes and hardware, and the end is not yet."

Alderman W. G. Craig, wholesale grocer, presented each man on the police force with a large turkey and a plum pudding this week.

DOINGS IN SASKATOON.

December 19.—J. F. Cairns has received his usual car of poultry from the east for the Christmas trade. A full display may be seen in the east window, where part of the stock is stored.

The Rogers Fruit Co. have now moved into their new warehouse on First Ave. The building is not quite complete, but the manager was anxious to handle the Christmas trade from the new place of business. Within the last two weeks 12 cars of fruit have been shipped to surrounding points, besides the city trade. The premises are well adapted for the handling of fruit, being equipped with an electric elevator, special heated rooms for bananas, etc. In the basement some twenty cars of fruit can be stowed away. There are several other branches of the same company throughout Canada and the United States, but the Saskatoon branch is said to be one of the best for the business. It is expected that the building will be completed by the end of the year.

Grocers are now decorating up their stores for Christmas, and already some of them look gay. Attention is also paid to the windows. A very well-trimmed grocery window is to be seen at James Clinkskill's store this week, a feature of which is the two signs bearing the words, "Merry Christmas" and "Happy New Year." The goods shown are seasonable and just what every housewife requires at the present time for decorating her Christmas table. In prominent positions several boars' heads are displayed, while evergreens introduced here and there with colored paper trimmings make avery pleasing effect.

NEWCASTLE (N.B.) NOTES.

December 22.—Herbert Morgan, of Fredericton, is building at McGivney's, the junction of the Grand Trunk Pacific with the Chatham-Fredericton branch of the I.R.C., a new hotel and general store combined. A village is rapidly growing up around the junction.

A new grocery store was opened last week by C. D. Girouard, at the corner of St. George and Pearl Streets, Moncton.

The Moncton City Council has turned down the proposal of the White Candy Co., of St. John, that the city give them free light and water for ten years, and guarantee their bonds for $40,000 at 6 per cent. The city is willing to grant exemption from taxation and give factory rates for water, but this the company consider too little.

A movement is on foot in Sackville to organize a joint stock company to conduct a large retail grocery in order to cheapen goods.

MAKE ONE SALE LEAD TO ANOTHER

The Follow-up System Applied to the Grocery Store—Old Grocer Tells How to Meet Competition.

I want to write a few words about a kind of advertising that makes one sale lead to another—the kind that ties customers to you and solidifies your business. It has its place in the broad science of business promotion and can be very effectively manipulated either as an adjunct to newspaper advertising or where newspaper advertising cannot, on account of its high cost, be used constantly.

You might call it "package advertising."

We all remember the ancient "card" in the paper and know how it has given place to breezy, snappy talks that give information and create desire for the goods advertised. It used to tell nothing, but name, business and address of some one who thought he was an advertiser.

So the bag, the wrapping paper, the box, the container, whatever it is, may be made to do more important service than holding so many beans together.

It may be made to hold trade together.

I find myself referring again to the king of general merchants. Go to his store and buy a necktie or a couple of collars and the envelope that holds it tells you something about his store and his policy—something alive. He is not above using this form of advertising, big as he is.

Neither was I. I have kept a supervision over my son-in-law since he took the store over, so I attended to this. The bag that goes to his customer with this week's supply of prunes carries a talk about a special sale of canned goods next week or an ad about one of his coffees.

This is just one illustration taken from a business which is specially adapted to such timely advertising. But almost every retail business is full of opportunities to do similar things.

As I write I have in mind a big firm of stationery and business furniture dealers who follow this principle of making business make more business.

In the vertical pasteboard letter files sold by this firm is a snappy talk to the buyer printed on the inside of the cover. It is headed "Train to Bigger Things."

It advances the argument that the purchase of even such an inexpensive article is evidence of the buyer's interest in systematic methods of caring for business papers. It goes on to say that increased business will demand more complete system and winds up with a talk on sectional wooden filing cabinets, naming several varieties and inviting the reader to send at any time for the "filing man" to quote prices, etc.

Now, I'd like to know if that isn't worth ten times all it costs!

The same firm inserts in every pad of writing paper sold, twenty or thirty sheets from the last, a little card saying, "Hello!- Better see if this isn't your last pad," etc.

These are only two examples of many clever schemes in use by this firm to supplement their newspaper advertising. As the latter does not represent much of an expenditure, I must blame a considerable part of their large business on up-to-date chain advertising like the two "links" described.

An effective reminder which any merchant can use to good advantage is a small slip inclosed with bills, statements and general correspondence. This is not a new idea by any means, but one which can never be old enough to retire, and many who are not using it now could do so to genuine advantage.

Such methods are safeguards against competition, which is keener to-day than ever before. "Economy and maximum ultilization" is the keynote of modern business. Big corporations water their ink, use hard lead pencils only, have their own printing departments. Everybody is trying to get one more egg from the hen and then make something out of the shells.

Obviously, no merchant can afford to neglect making any available article what might be called "a link in chain advertising." Consider whether a few dollars' worth of links might help you—Grocery World.

Peter S. McLaurin has opened a grocery store in Vankleek Hill.

BLACK KNIGHT STOVE POLISH

Makes stove polishing a clean and easy matter. You may guarantee Black Knight to be the most satisfactory stove polish on the market. There's an excellent profit attached to every sale.

Ask Your Jobber for Black Knight Stove Polish

THE F. F. DALLEY CO., Limited

HAMILTON, CANADA BUFFALO, N.Y., U.S.A.

Grocers!

Make Your Wants Known BY ADVERTISING IN

The Canadian Grocer

Through this paper you reach the retail trade, and let those interested know what you want to sell or buy. We circulate among those who read this kind of wants.

SEE PAGE 76

"THE BRAND THAT'S IN DEMAND"

INGERSOLL CREAM CHEESE IN BLOCKS is backed by the ***POWER OF PUBLIC APPROVAL.*** The true merit of ***INGERSOLL CREAM CHEESE*** is best described by these words :

PURITY QUALITY QUANTITY

PURITY is one of the most essential requisites pertaining to food products. In ***INGERSOLL CREAM CHEESE*** you will find ***"PURITY"*** in every sense the word implies. The ***SANITARY CONDITIONS*** under which the cheese is manufactured cannot be excelled, therefore your protection is guaranteed.

QUALITY ***INGERSOLL CREAM CHEESE*** represents the very highest excellence in quality and flavor which the ingenuity of man has attained. Prove this statement by trying the cheese.

QUANTITY you can buy twice the quantity of ***INGERSOLL CREAM CHEESE IN BLOCKS*** for the same money as you would receive in jar cheese. No one can afford ***NOT*** to use ***INGERSOLL CREAM CHEESE IN BLOCKS.***

YOUR PROFIT IS GUARANTEED ON EVERY PACKAGE.

AGENTS:

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

R. C. Johnston & Co., Calgary and Edmonton, Alta.

Mason & Hickey, Winnipeg, Man

The Riley Ramsay Co., Port Arthur, Ont.

J. A. Wilson, Esq., London, Ont.

Cyrus King, Esq., Hamilton, Ont.

J. A. McLean Produce Co., Toronto, Ont.

Wm. Forbes, Esq., Ottawa, Ont.

KEEP IN A COOL PLACE
INGERSOLL CREAM CHEESE
IS ALWAYS SOFT IN TEXTURE DISTINCT IN FLAVOR AND EVERY PARTICLE CAN BE CONSUMED
AVOID IMITATIONS
INGERSOLL
REGISTERED.
TRADE
MARK
CREAM CHEESE
IS OF THAT CREAMY CONSISTENCY WHICH IS SO PLEASING TO THE TASTE.
ASK FOR AND INSIST ON GETTING THE ORIGINAL
INGERSOLL CREAM CHEESE

AGENTS:

W. H. Dunn, Esq., Montreal, P.Q.

J. B. Renaud & Co. Quebec, P. Q.

R. R. Rankine Esq., St. John, N.B.

R. B. Colwell, Esq., Halifax, N.S.

McKay Bros. Sydney, C.B.

B. R. Holman, Esq., Charlottetown, P.E.I.

T. A. Bourque & Co., Sherbrooke, Que.

W. H. Gillard. & Co., Sault Ste. Marie, Ont.

A. J. Young, Ltd. North Bay, Ont.

INGERSOLL CREAM CHEESE IN BLOCKS is an admirable ***SUBSTITUTE FOR BUTTER.*** It spreads easily and quickly, is always soft in texture, ***HAS THAT RICH CREAMY CONSISTENCY*** which is so pleasing to the taste, distinct in flavor, and every particle can be consumed.

SELL ONLY THE ORIGINAL PACKAGE ALL OTHER BRANDS ARE IMITATIONS

MANUFACTURED AND GUARANTEED BY

THE INGERSOLL PACKING COMPANY

INGERSOLL ONTARIO CANADA LIMITED

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, Dec. 24, 1908.

Considerable comment has been stirred up in the local market, by the receipt here, of a letter from England, setting forth in no uncertain way the feelings of some at least of the English importers. They complain that the only man who makes anything out of the trade between the two countries is the Canadian farmer. This latter statement may, and it may not be true. The fact that prices have ruled so high, during the season, has diminished largely the profits of the exporters, and the importers, without doubt. This condition may be due to one, two, or in fact, several reasons, which in a large measure are unavoidable economic conditions, and liable to occur at any time. What, perhaps, Canadians take umbrage at in this letter, reading between the lines, is the fact that the writer might seem to imply as the reason for this the unholy manipulation of the market by the Canadian exporter. When a condition prevails similar to this in the market it is generally traceable to some primary condition. In looking about, it is well not to forget the fact that the shortage of feed last year seriously impaired the source of production, as many cows were killed by the farmers. Locally, 12¼c to 12½c are being quoted for Westerns, and 11¾c to 12c for Easterns. Total receipts since May 1 have been 1,898,118 boxes, as against 2,051,380 boxes for the same period of last year.

The butter market has recovered from its little digression of a week ago, and has now settled down with a steady and firm tone. Locally, dealers express considerable confidence with regard to the future. Toward the latter part of the season all sorts of rumors were flying around with regard to the prospects of future shipments to England. Alarmist sources held up the bete-noir of the Australian and New Zealand competition, which, it was alleged, would not prove a profitable factor in the market for Canadian exporters. The roseate prospects of the New Zealand and Australian outputs have been somewhat dimmed of late, by the fact that reports say the cows, owing to the long drought in those countries are not proving equal to the occasion. From this then it seems that Canada will have a chance to ship to England all the butter she can comfortably spare. Locally the market is steady at 25½c for round lots and 26½c in a jobbing way. Receipts for the season since May 1 have been 405,752 packages, as against 402,681 packages for the same time last year.

THE PROVISION SITUATION

Toronto, December 24, 1908.

Local interest in hog products has been dropping off for some weeks. This week this seems to have reached a climax, since demand is exceedingly small. The holiday buyer is looking for poultry rather than cured meats, and as a result the packer's business at home is anything but brisk.

The demand from the British market well supplied as it is with Danish and Irish product, and particularly during the dull season usually experienced in these lines at the holiday season, is in somewhat the same condition. As a result, the packing houses are not running very heavily. In consequence of the curtailed demand prices offered for hogs have not been overly high and for the last three or four weeks deliveries have been rather light. This week, however, though prices have not gone up, the offerings are rather heavier. Toronto packers this week are paying $5.75 f.o.b., and $6 off cars. Prospects point to fairly good deliveries for a couple of weeks at least.

PROVISION MARKETS

MONTREAL.

PROVISIONS—Featureless, expresses completely the condition of this market. A fair trade for the season is passing and prices remain steady and unaltered.

Compound Lard—		
Tierces, 375 lbs		0 08½
Parchment lined boxes, 50 lbs		0 08¾
Tubs, 50 lbs		0 8¾
Wood pails, 20 lbs net		0 09¼
Tin pails, in cases	0 09½	0 09¾
Heavy Canada short cut mess pork, in bbls	22 50	23 0
Selected heavy Canada short cut clear boneless pork	22 50	23 0
Heavy Canada short cut clear pork	22 00	22 50
Very heavy clear pork	25 50	26 00
Plate beef, 100-lb. bbls		7 75
" 200 "		15 00
" 300 "		22 00
Pure Lard—		
Tierces, 375 lbs		0 12½
Boxes, 50 lbs., grained		0 12¾
Tubs, 50 lbs., "		0 12¾
Pails, wood, 20 lbs., parchment lined		0 13¼
Tin pails, 20 lbs., gross		0 12½
Cases, tins, 10 lbs. each		0 12¾
" " 5 "		0 12¾
" " 3 "		0 13

CHEESE—Cheese is meeting with a fair sale locally, and a few shipments have gone forward to England. Prices are a trifle easier.

Large	0 12¾	0 12¾
Twins	0 12¾	0 12¾
Old		0 15

BUTTER—The easier tone of the market, which was evident at the beginning of the week, has given place to a stronger tendency, but the price has not yet gone back to its old level. There is an opinion that the market has settled down to a reasonable level.

Fresh Creamery, solids, lb	0 26	0 26½
" " prints, lb	0 26½	0 27
Dairy, tubs, lb	0 20	0 21
Fresh large roll	0 21	0 22½

EGGS—The demand for eggs continues good and prices remain firm. It is thought by some that a lower tendency of the market is only a remote possibility. The fall was an exceedingly dry season, and the winter has been, so far, dry and cold, with every prospect of this condition continuing. In view of this, it is not expected that the egg production will receive much impetus from favorable climatic conditions, hence high prices will in all probability prevail for some time.

New laids	0 34	0 36
Selected cold storage	0 25	0 26
No 1 Candled	0 22	0 23
No. 2 Eggs		0 17½

HONEY—Nothing of any consequence has transpired in the honey market during the week, and prices remain as last quoted.

White clover comb honey	0 13	0 14
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 10	0 11

POULTRY—The poultry trade was not as brisk at the beginning of the week as it was thought it would be, but has latterly brightened wonderfully. Despite this change in demand prices have continued to strengthen.

Spring chickens, per lb	0 13	0 14
Hens per lb	0 10	0 11
Young ducks, per lb	0 11½	0 12
Turkeys, per lb	0 15	0 16
Geese, dressed	0 09½	0 10½

For Toronto provisions see general markets.

WINNIPEG.

BUTTER—Dairy butter continues to be in surprisingly good supply for the season of the year. Country shipments are still very liberal and not much dairy butter is being brought in from the East. For No. 1 dairy the local produce houses are paying 22c per lb. f.o.b. Winnipeg; for No. 2, 17c to 18c per lb.; and for No. 3, 15c to 16c per lb.

EGGS—Scarcely any Manitoba eggs are being received in Winnipeg at the present time, the demand at country points taking up all supplies received by the country stores. Local produce houses are paying 30c per dozen and higher for fresh eggs and they are not getting many. Some Ontario eggs are being received.

CHEESE—Manitoba cheese is very scarce. Ontario is selling at 14½c to 14¾c per lb.

POULTRY—Buying prices f.o.b. Winnipeg are as follows:

Chicken, per lb	0 12
Fowl, per lb	0 08
Turkeys, per lb	0 18
Ducks	0 11
Geese	0 11

PERSONAL NOTES.

G. E. McEachren, grocery broker, Winnipeg, was in Toronto last week, calling on the trade.

W. Taylor, of Taylor & Pringle, Owen Sound, was a caller at the Toronto office of The Grocer last week.

A. M. Piper, representing, Todhunter, Mitchell & Co., Toronto, was in Montreal last week and did not forget to give The Grocer a call.

A GUARANTEE THAT MEANS SOMETHING

Back of every product that leaves the Heinz plant there is the experience of thirty-eight years and the reputation of the largest food establishment of its kind.

The consumer understands this. Isn't it good business to take advantage of this confidence by carrying a stock of

HEINZ

57 VARIETIES

Pure Food Products

(The kind that contain no preservatives)

You are perfectly safe in selling Heinz goods. They are well advertised, absolutely guaranteed and thoroughly reliable. Should any of them fail to please, dealers have full authority to refund the purchase price.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

It Is Time—

you got in that order for Christmas goods. Send it in now and ensure choice stock for your Holiday Trade.

STAR BRAND SUGAR CURED HAMS
Smoked or already Cooked.

THE FINEST BREAKFAST BACON
on the market—**FEARMAN'S STAR BRAND.**

PURE LARD
in 1-lb., 3-lb., 5-lb., 10-lb., 20-lb. and 60-lb. pails.

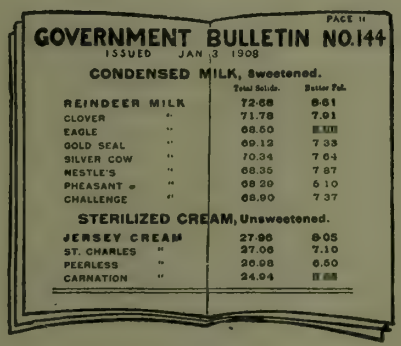
OLD ENGLAND MINCE MEAT
in 6-lb., 12-lb., 28-lb. and 70-lb. pails.

Carefully selected and all made under Dominion Government supervision.

F. W. Fearman Co.
LIMITED

Hamilton, Ont.

The strongest evidence of merit is a Government endorsement of quality



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GOVERNMENT BULLETIN NO. 144
ISSUED JAN 3 1908

CONDENSED MILK, Sweetened.

	Total Solids.	Butter Fat.
REINDEER MILK	72.68	8.61
CLOVER "	71.78	7.91
EAGLE "	68.50	[illegible]
GOLD SEAL "	69.12	7.33
SILVER COW "	70.34	7.64
NESTLE'S "	68.35	7.87
PHEASANT "	68.20	5.10
CHALLENGE "	68.90	7.37

STERILIZED CREAM, Unsweetened.

JERSEY CREAM	27.96	8.05
ST. CHARLES "	27.06	7.10
PEERLESS "	20.98	6.50
CARNATION "	24.94	[illegible]

Reindeer Milk is 7½ per cent. and Jersey Cream is 13 per cent.

richer than any other brand listed in the Government Bulletin.

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Butter
Eggs
Cheese
Poultry
(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO.
LIMITED

70-72 Front Street East
Toronto - Ont.

To the Grocery Trade of Canada

Gentlemen,—

"GET A MOVE ON"

Add

Mason's Number One Sauce

to your stock. Its use "makes eating a pleasure and life worth living."

A 3-dozen case of ½ pints Mason's Number One Sauce will cost you $4.95 and sells at $7.20. That'll do, won't it ?

ALL JOBBERS

THE MASON, MILLER COMPANY
Toronto, Canada

Agents Wanted Throughout the Dominion

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON
CARGILL, ONTARIO.

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS
128 Adelaide Street E., Toronto

We Want Butter !

Dairy Tubs, Creamery Solids

We will buy f.o.b. your station, in large or small quantities.

Write or phone us with best quotations.

Rutherford, Marshall & Co.
Wholesale Produce Merchants.
TORONTO.

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.
39 Bonsecours Market, - Montreal

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.

USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

THE GROCER'S ENCYCLOPEDIA

What Cream of Tartar is, Where it Comes From and How it is Prepared—Interesting Information for Grocers and Clerks.

CREAM OF TARTAR—Probably a number of retail grocers do not know that cream of tartar is a compound of tartaric acid and potassa. It exists naturally in grape juice, and being insoluble in alcohol, is generally deposited in the form of argol, as the sugar of the juice becomes converted into alcohol by fermentation. In the preparation of cream of tartar the argol is dissolved in hot water, to which charcoal or fine clay is added, to take up the coloring matter. By boiling and filtering a clear colorless solution is obtained, from which on cooling, the cream of tartar separates as crystals. Some of the crystals form at the bottom; others form a crust on the top like cream, whence the name, cream of tartar.

In chemical composition it is the bitartrate of potash and contains potash, water and tartaric acid.

It is readily soluble in hot water, though it takes 60 parts of cold water to dissolve one part of the cream of tartar. It has an acid taste and gritty feeling when taken separately in small doses of a scruple to a drachm, it acts as a refrigerant and diuretic. In doses of one or two drachms it is useful as an aperient, and in larger doses of about three drachms it acts as a purging agent, accompanied by flatulence, and griping.

Imperial liquid is prepared by dissolving about a drachm of cream of tartar in a pint of boiling water and adding a little lemon peel and sugar to flavor it, when an agreeable refrigerant drink is obtained, serviceable in allaying thirst in feverish cases.

Cream of tartar whey is obtained by adding two drachms of the salt to a pint of milk.

With sodium bi-carbonate cream of tartar is sometimes used as a substitute for yeast in raising bread. It is also the source of tartaric acid and of tartrates.

The wholesale grocery houses handle large quantities of cream of tartar, which is obtained mostly from Bourdeaux, France. Some houses dispose of as much as 40 and 50 casks in a year and each cask weighs about 1,400 pounds.

The sale of cream of tartar is principally to bakers and confectioners who use it in making cakes instead of yeast, which is confined to bread and rolls. There was a time when the good housewife made use of cream of tartar and baking soda in making cakes, etc., but of late baking powder has come to the front and its demand is growing every year.

Cream of tartar shows an increased output every year among bakers and confectioners and the various wholesale houses do a profitable trade in it.

NEW WESTERN PACKING HOUSE.

A new food products company has been organized in Winnipeg to take over the business of John A. Palframan Co. A little less than a year ago John Palframan commenced the manufacture in Winnipeg of the A. P. brands of pressed and preserved meats and table delicacies. Up to the present the business has been confined for the most part to the city of Winnipeg and immediate vicinity. It has proved a big success and with increased capital and enlarged premises the new company, which is to be known as Western Canada Food Products, Limited, should prove a big factor in the provision trade of the West.

CLOSED FOR HOLIDAYS.

To enable their staff to enjoy a good holiday and rest, L. Chaput, Fils & Cie, Montreal, will close their store this week from Thursday night to Monday morning next week, and the same for the following week, when the New Year commences.

SOAP MAN AROUND AGAIN.

Frank Cockburn, Montreal, manager for Pugsley, Dingman & Co., is again in harness after several weeks' illness. "Frank" spent a few weeks at the Caledonia Springs Hotel, which just recently inaugurated its first winter season, and the short period he spent under the roof of "Charlie" Cole, the hospitable manager of the hotel, seems to have worked wonders for him His many friends in the trade will be just as pleased to see him once more as The Grocer is.

TEA HOUSE ASSIGNS.

Demand of assignment in the case of P. S. Doyle & Jackson, tea merchants, Montreal, was granted on Monday, and the estate is now in the hands of A. Scott Robertson, accountant. Nothing definite can be given out at present, though there are various unconfirmed rumors floating around. One is to the effect that the firm's liabilities will amount to $66,000, with assets slightly over $13,000. When seen in reference to this statement the chartered accountant stated that nothing authoritative would be announced for at least ten days.

A BRIGHT DELIVERY BOY.

Grocer's Boy—Here's the eggs you ordered to-day.

Lady—Thank you. Just lay them on the table, please.

Grocer's Boy—Excuse me, but I ain't a hen. I'm the grocer's boy.

Millions of People Use Gillett's Lye.

The fact that Gillett's Lye is so favorably known and well advertised makes it the best cleaner to sell.

GILLETT'S LYE EATS DIRT!

It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It is a fine disinfectant.

E.W.GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

CLARK'S Pork and Beans

One of the best and most constant sellers in Canada and a leading feature in my present advertising campaign.

In Canada when Pork and Beans are called for—CLARK'S are in mind whether they are specified or not.

Do not hold back your orders to the last minute. See that your stocks of the following are full:

Clark's Pork and Beans
" Corned Beef
" Ox Tongue
" Potted Meats

WM. CLARK

Manufacturer
MONTREAL

BOVRIL, LTD., are purveyors to H.M. King Edward VII, to H.M. the King of Spain and to H.M. the King of the Belgians.

Two Thirds
of the

BOVRIL

we make is used in the kitchen and the grocers sell it. Are you getting your share of the trade? Just a word of reminder to your customers will increase your sales.

All kinds of Gravies, Soups and Roasts are improved in flavor and made more nourishing by the addition of a little Bovril.

Take a bottle home to YOUR wife.

BOVRIL Ltd.

27 St. Peter St. **MONTREAL**

If You Are Not Selling

Cowan's

Maple Buds

and

Chocolate Confections

There is room for more profits from your Candy trade.

Superbly delicious flavor and wholesome purity make "Cowan's" specialties great sellers and profit earners.

The Cowan Co., Ltd.

Toronto, Canada

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice **Lozenges**

NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Despite the high price of raw material

Mott's

"Diamond" and "Elite" Brands of

Chocolate

will be the same in quality as during the past 30 years.

—Your trade knows that they are Canada's Best Chocolate lines.

John P. Mott & Co.,

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

THE PRICE TALKS

KORN KINKS only cost a nickel a package. The stingiest man between here and Jerusalem will come down with a nickel for a trial package after he has read a few of our convincing ads. When he has eaten the first spoonful—QUALITY TALKS, too.

KORN KINKS suits most people so well that they never get tired of it. We tell the people to ask **YOU.** Are you ready with the answer?

THE H-O MILLS

HAMILTON, - - ONTARIO

THE FLOUR AND CEREAL MARKETS

Situation Quiet in All Lines, the Holiday Affecting This Business—Cold Weather Has Had a Helpful Effect.

The flour and cereal markets, unlike other lines of foodstuffs, do not feel any stimulus from holiday business. On the other hand, the effect is rather opposite and in consequence all lines are rather quiet this week.

The demand for flour continues fairly active and millers generally are quite busy but this business shows a little falling off from that of a few weeks ago. The Canadian markets continue steady with no change in prices. Export business also is quiet. Buyers in Great Britain seem to take an extended holiday around the Christmas season and for two or three weeks there will be little done along this line.

The market for rolled oats is, if anything, easier in Ontario, though a better feeling is evident in Quebec. The anticipated firming up by reason of the large exports of oats to the United States noted last week as a possibility, has not as yet materialized, and this business, it is understood, has not been continued to any large extent.

MONTREAL.

FLOUR—South Africa and England are still making enquiries regarding Canadian flour, but so far prices have not been mutually suitable to lead to much business. Locally, trade continues fairly good, with an extra margin of business each succeeding week to continue the improvement on the volume of trade. No new quotations have been mentioned during the week, and the market has settled down to pretty steady lines.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 00
Glenora		5 50
Manitoba spring wheat patents		6 00
" strong bakers		5 50
Five Roses		6 00
Harvest Queen		5 50

ROLLED OATS—One dealer who has been complaining of dullness of the market, stated that the demand had increased this week wonderfully. This, however, may be regarded as abnormal in his case as other sources report a small increase in the volume of their business. This increase, however, is large enough to continue without a break, the work of improvement which has been noticeable for some time. Country enquiry is much better this week. The cold weather which seems to have set in for winter in earnest has no doubt been responsible for the brightening up of the market.

Fine oatmeal, bags		2 72½
Standard oatmeal, bags		2 60
Granulated " "		2 60
Golddust cornmeal, 98-lb bags		2 10
White cornmeal	2 00	2 05
Rolled oats bags		2 35
" bbls		5 05

FEED—Shorts and middlings are in good demand. The mills are still shipping short supplies of bran, and stock available is quickly absorbed owing to the good demand for this line. Nothing has occurred to alter prices during the week.

Ontario bran	21 50	22 00
Ontario shorts		25 00
Manitoba shorts		24 00
" bran		21 00
Mouille, milled	25 00	27 00
" straight grained	30 00	32 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—The market is steady after the advance of last week, though not a great deal of activity is noticeable, business seeming to fall off a little during the holiday weeks. Prices are unchanged. Little is doing also in export business demand from Great Britain as usual, being inactive at the holiday season.

Manitoba Wheat.

1st Patent	5 70	5 80
2nd Patent		5 40
Strong bakers		5 20

Winter Wheat.

Straight roller	4 20	4 30
Patents		4 8[illegible]
Blended		5 00

CEREALS—The market is steady, though business is a little dull this week as is usual at the holiday season. The heavy export of oats to the United States, which was noted last week, does not seem to have continued and the feeling in this market is slightly easier instead of firmer, as was anticipated. The cold weather, however, has had some influence in keeping the demand active. Prices are unchanged.

Rolled wheat in barrels, 100 lbs		2 85
" oats in bags, per bag 90 lbs		2 50
Oatmeal, standard and granulated, in bags 98 lbs		2 75

WESTERNER IN EAST.

The Grocer had the pleasure of meeting R. J. Davis, secretary-treasurer of Western Groceries, Saskatoon, while he was in Montreal last week. Mr. Davis, whose home is in Ottawa, says things are improving gradually in the West, and a good year during 1909 is prophesied. The good crop this fall did much toward improving conditions.

PERSONAL NOTES.

T. S. Simms, of T. S. Simms & Co., brush manufacturers, died suddenly in St. John, N.B., on Friday, Dec. 18.

Robert Loggie, of A. & R. Loggie, Loggieville, was married in Montreal to Miss Alexandra Dickie on Wednesday, Dec. 16.

B. H. Mackay, one of Salada Tea's representatives, had the misfortune to severely sprain his ankle while boarding a train at Utterson recently and will be laid up for two or three weeks as a result. A. R. Whittemore is covering his ground in the meantime.

Good Value

When you sell a customer an article that is well worth the price asked you are doing better business than if you were selling an inferior article even though the latter were more immediately profitable.

Mooney's Perfection Cream Sodas

are really good value. Every package you sell adds to your reputation as a fair-dealing grocer, and makes your prestige that much greater.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

Goose Wheat
or
Ontario White Wheat

We want either or both. Send sample and prices to

Cummings Mills
Cummings Bridge, Ottawa

Have You Stocked

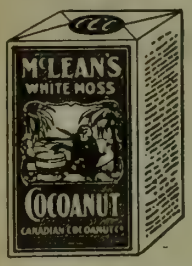
"Favorite" Brand Cocoa and Chocolate?

IN ½-LB. TINS AND IN BULK

Great seller, particularly during the winter. If you have no stock yet, order to-day. High quality and popular price ensure its steady sale. **A FREE SAMPLE FOR THE ASKING.** Special prices and terms to grocers and confectioners buying in bulk. Inquire about our special 7-lb. package of Cocoa.

DOMINION COCOA AND CHOCOLATE CO.

16 Place Royale - - - - - - - - - - MONTREAL



Never Yet Beaten!

White Moss Cocoanut

The kind your customers want.

The Canadian Cocoanut Co., Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.

Agents:

GREEN & CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal
Agents.

DON'T FAIL

To send for catalog showing our line of

PEANUT ROASTERS, CORN POPPERS, &c.

LIBERAL TERMS.

KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT
Manufacturer

Sales Agent: L. FONTANEL,
187 Commissioners St., Montreal

POT and PEARL

FOR CLOSE QUOTATIONS WRITE

JOHN MacKAY *Caledonia Mills* ***BOWMANVILLE, ONT.***

BARLEY and FEED

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

Freight is no more on full strength

MAPLE SYRUP

containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.

Canada Maple Exchange, Limited, Montreal

TRADE MARK. *Smalls*

EPPS'S

GRATEFUL AND COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

NUTRITIOUS AND ECONOMICAL

COCOA

COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply

COX'S GELATINE

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX
Ltd
Gorgie Mills
EDINBURGH

When writing advertisers kindly mention having seen the advertisement in this paper.

OPENING NEW BISCUIT PLANT.

The official opening of the plant of the Caledonia Biscuit and Confectionery Co. took place Thursday evening, Dec. 17, at 102 Christophe Colomb St., Montreal. Ald. J. G. Duquette and L. A. Taillon, president and secretary-treasurer, respectively, welcomed the many guests, who were invited to be present at the opening ceremonies.

As the new firm has been actually carrying on business, and the factory turning out goods for more than a month, those who were invited were able to judge of what had already been accomplished. The employes were seen at work in the various departments turning out all kinds of plain and fancy biscuits through the medium of the most recently invented ovens, presses and furnaces. What appeared to impress the visitors most was the large revolving oven, with ten shelves in continual revolution. Another interesting specimen of machinery was the press for the preparation of all kinds of dry biscuits.

On the ground floor of the building was an appetizing display of the 120 varieties of biscuits which are manufactured.

To assist in the inauguration the officers of the company were all present during the course of the evening: Ald. Duquette, president; Ald. Nap. Sequin, vice-president; L. A. Taillon, secretary-treasurer, and J. Major and J. Tougas, directors.

Prior to the dispersal of the gathering speeches were made by the officers who explained the ambitions of those connected with the company and by the shareholders and guests, who congratulated Ald. Duquette, Mr. Taillon and the other directors of the company on the promise of success presented by the new establishment.

L. A. Taillon, the secretary-treasurer of the firm, made the concluding speech, explaining the inauguration of the firm and of its plans for success during the first year of its existence.

TRADE NOTES.

J. J. Brown & Co. have opened their new store for grocery and seeds in Barrie.

Bert Laidley, of Lindsay, has gone to Huntsville, where he will manage the grocery department of Hanna & Hutcheson Bros.' store.

An attractive holiday greeting card is being sent among the trade by the Canadian Canners. It is in the form of a folder with the crest embossed in red and gold over a spray of holly. The text extends best wishes and includes an optimistic view of business for the coming year.

Chas. W. Clarke, who has been conducting a successful grocery business on Wyandotte St., Walkerville, has entered into partnership with another young grocer of that town, Fred Archer, and together they will conduct a grocery business on Victoria Road, Walkerville, opening the premises immediately after the new year.

For nearly sixty years the Guillette family have carried on a grocery business in Cobourg. Recently Guillette Bros., the present proprietors, decided to adopt a cash system and the change was made on Dec. 8. The progress of the experiment will be watched with interest in a store where credit has been extended for so many years. The firm name was changed at the same time to E. Guillette & Co.

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No 38 Front Street, NEW YORK.

PURE SOLUBLE COCOA

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., ½-lb. and ¼-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.
H. & A. B. LAMBE, Hamilton.
C. A. PARKER, 10, Albert Street, Ottawa.
CHAS. DUNCAN, P.O. Box 22, Winnipeg.
MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.
A. E. CURREN, 54, Bedford Row, Halifax.

GEORGE PAYNE & CO., Ltd.,

Wholesale Tea, Cocoa and Coffee Merchants,

LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

Maritime Commercial Travelers Dine

Annual Banquet of Eastern Association Held at St. John Last Thursday—Speeches Comment on Solid Prosperity and Bright Future of the Provinces by the Sea—Wit and Goodfellowship Make up Pleasant Occasion

St. John, N.B., Dec. 21.—Goodfellowship, excellent menu, songs well sung, and good sound speeches marked the annual dinner of the Maritime Commercial Travelers' Association in the Royal Hotel, St. John, on Thursday evening, Dec. 18. There were about 150 present and among the number were excellent public speakers, not to mention the facility of business talk which, of necessity, marks the men of the traveling guild; excellent singers, too, helped pass the evening pleasantly, and the whole company being good entertainers, for that quality attaches by traditions to the commercial man, it can be easily imagined that the time passed pleasantly. In the more serious view, there was much of solid prosperity talk and suggestions for the advancement of the country were not lacking.

The Guests of Honor.

On the right of the president, R. A. March, sat Lieutenant-Governor Tweedie, of New Brunswick, Judge McLeod, Premier Hazen, W. H. Thorne and W. E. Foster, president of the St. John Board of Trade and at his left Senator J. V. Ellis, Dr. J. W. Daniel, M.P., Mayor Bullock and J. M. Lyons, general passenger agent of the I.C.R. At each place those at the table found the menu tastefully presented in the form of a grip.

RALPH E. MARCH,
President Maritime Travelers' Association.

The dining-room was artistically decorated with flags and bright with red, white and blue electric lamps. On the tables, pink chrysanthemums and carnations were prettily arranged with ferns. The menu was:

JAMES JACK,
Secretary Maritime Association.

C.P.R. Cocktail
Ox Tail Soup
Salted Almonds Queen Olives
Boiled Salmon
Celery Saratoga Chips
Boiled Turkey Roast Beef
Mashed Potatoes. French Peas. Sliced Beets. Lettuce
Roasted Grouse, Larded
English Plum Pudding, hard and brandy sauces Mince Pie
Creams Jellies
Fruit Ice Cream Coffee

Among those sending letters or telegrams expressing regret at their inability to attend were: Hon. William Pugsley, Minister of Public Works; Hon. G. P. Graham, Minister of Railways; Lieutenant-Governor Fraser, of Nova Scotia; Lieutenant-Governor McKinnon, of Prince Edward Island; Mayor A. B. Crossley, of Halifax; T. H. Estabrooks, who was in Montreal, and many others.

Some of Those Present.

In addition to the guests of honor those present were: A. C. Currie, of the D. A. R.; Leb. Thompson, of the Eastern Steamship Company; F. E. Hanington, of the I.C.R.; W. H. C. McKay, of the C.P.R.; James Jack, secretary; J. Roy Campbell, H. B. Schofield, F. W. Fraser, C. H. Peters, J. H. Harris, W. H. Barnaby, G. E. Faulkner, T. H. Estabrooks, W. S. Fisher, W. J. Sutherland, E. B. Jones, S. H. Davis, J. McNeillie, J. A. Tilton, G. E. Barbour, W. C. Rising, J. S. Knight, A. R. Melrose, H. R. Ross, W. E. Bogart, Mr. Nixon, Mr. Hanson, T. C. Ryder, R. S. Low, E. L. McDonald, R. J. Humphrey, J. V. Russell, H. Vaughan, H. P. Robinson S. B. Smith, D. S. Bell, A. G. Golding, W. H. Campbell, A. Stilwell, E. H. Turner, W. E. O. Jones, Mr. Hamm, H. C. McClaskey, W. A. Stewart, G. E. Dawes, W. L. Robson, W. W. Hawker, S. E. Elkin, W. C. Chestnut, C. E. Taylor, L. D. Hatfield, H. O. R. Bealey, Mr. Watters, Mr. Wetmore, H. C. Simmons, J. M. Scovil, jr., W. P. Maher, W. Tapp, A. E. Everett, T. McA. Stewart, J. W. Arnold, L. R. Rattie, R. Fenwick, E. J. Terry, J. C. Jones, J. E. Petrie, H. W. Cole, J. B. Douglas, W. Wilson, A. S. Bowman, Mr. Upham, Cyril Clarke, R. B. Ledingham, E. B. Coll, F. A. McAndrews, Mr. Banks, J. A. Burn, G. H. White, A. E. Schofield, Mr. Blanchard, R. Morrow, A. G. Watson, R. L. Phillips, J. Pringle, J. B. Douglass,

W. S. FISHER, ST. JOHN,
Wholesale Hardwareman Who Proposed the Toast to the Transportation Companies.

(Continued on page 70.)

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

All grocers should carry a full stock of Royal Baking Powder.

It gives the greatest satisfaction to customers and pays the grocer a greater profit, pound for pound, than any other baking powder he sells

ROYAL BAKING POWDER CO., NEW YORK

Sorting-up Orders

Have to arrive this week, two cars of

Fancy Navels

also

California Celery
Cucumbers
Head Lettuce

etc., let us have your orders.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

A Prosperous 1909

These'll help

"GOLDEN FLOWER"
(Redlands Navels)

"ST. NICHOLAS"
and
"HOME GUARD"
(The all-through-prime Lemons)

"Chase & Co."
(The mark to look for on Florida products)

Oranges, Grape Fruit, Tangerines, Pines, Head Lettuce, Celery, Cauliflower, etc.

J. J. McCabe
Agent
32 Church Street - Toronto

FRUITS, VEGETABLES AND FISH

Late Christmas Business Continues Fairly Good—Oranges in Good Supply—Vegetables Rather Dull—Cold Weather Brightens Fish Business.

MONTREAL.

GREEN FRUITS—Christmas decorations and oranges are in greatest demand this week. Trade is somewhat spasmodic, but the total volume is good. Cranberries, as a necessary adjunct to a Xmas dinner are selling well. Apples and bananas are also going well. Prices remain as quoted last week.

Christmas Decorations—		
Evergreen wreathing, bale	1 75	2 00
Delaware holly		4 25
" " wreaths, per doz		1 50
Almeira, extra fancy		6 50
" extra choice		5 50
" fancy		6 00
California navels, 96, 126, 150 size		3 40
" " 176, 200, 216, 250 size		3 25
Floridas, 126, 150, 176 200		3 25
Mexican oranges, 176, 200, 216, 250 size		2 40
Valencias 420 size		3 50
Valencias 714 size		4 25
Grape fruit		4 25
Lemons, choice, 300 size		3 00
Bananas crated	1 50	1 75
Pears, boxes		3 50
Pineapples, extra fancy, 24 size	3 50	3 75
" " 30 size	3 50	3 75
Cranberries, Nova Scotias, early blacks, bbl	8 00	9 00
Apples, Fameuse, XXX, bbl		5 50
" " XX, "	3 50	3 75
" winter		4 50
Spies, XXX		5 50
Baldwins, Greenings, Russetts, XXX		4 25
" " " Spies, XX	3 25	3 75

VEGETABLES—Imported stock is being relied upon more largely than ever this week and is supplanting domestic lines. Artichokes are now quoted by the barrel at $2.50 to $3, leeks by the bunch at 75c, California cauliflowers per crate, $3. Spinach is now arriving in barrels at $3. Crates of green peppers are selling at $1. Spanish onions have gone forward to $3.50 to $4. Lettuce per dozen is easier at $1.05. Other lines are unchanged.

Oyster plant doz		0 50
Artichokes bbl	2 50	3 00
Leeks, dozen		0 75
Parsnips, bag		0 75
Sweet Potatoes, basket		2 00
Marrows, dozen	1 00	1 50
Cal. Cauliflowers, crates		3 00
Parsley, per doz. bunches		0 75
Sage, per doz		0 60
Savory, per doz		0 50
Celery, crate		6 00
Water cress, large bunches, per doz	0 60	0 75
Spinach, barrels		3 00
Green peppers, crate		1 00
Beets bag		0 60
Carrots, bag		0 75
Spanish onions, large cased	3 50	4 00
Lettuce, per doz		1 05
Radishes, doz		0 60
Horse radish, per lb		0 15
Cabbage, bb's		1 50
Montreal potatoes, bag	0 75	0 95
Green Mountains		0 90
New Brunswick potatoes		0 90
Onions large bag		1 25
Red onions, barrel		3 00
Turnips, bag		0 65
Pumpkins, doz		1 50
Squash, doz		3 00
Brussels sprouts, quart		0 22

FISH—Tomcods are now selling at $2 a bbl. Two fish days this week has increased the demand, which has been exceedingly good since the Advent season commenced. Nearly all lines of fresh and frozen fish are selling well while smoked and prepared are also in good demand. The cold weather has had a good effect on the oyster market, which is booming.

Fresh and Frozen Fish.

Qualla salmon	0 07½	0 08
B.C salmon, frozen	0 08½	0 09
Haddock, per lb	0 04½	0 05
Fresh halibut	0 08½	0 09
Mackerel, "		0 10
Dore, "	0 07½	0 08
Steak cod	0 05	0 05½
Frozen Grass Pike	0 06	0 06½
Whitefish, lb	0 06½	0 07
Lake trout		0 09
Sea trout, lb		0 10
Flounders, lb		0 10
American live lobsters		0 24
Bullheads (dressed)		0 10
New Smelts		0 10
Sea herring, per 100	1 70	1 80
Tom cods, bbl		2 00
Smoked—		
Haddies (exp) 15 lb. bxs., per lb		0 06½
Bloaters, per box, large, Yarmouth		1 60
Smoked herring, per box		0 16
Kippered herring, ½ box		1 00
Prepared—		
Skinless cod, new, 100 lb. cases		5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box		1 80
Dry cod, in bundles 112 lb., per pound		0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0 06
Boneless cod, 20-lb. boxes		0 08
Boneless cod, 20-lb. boxes		0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks		0 05
Boneless fish, 25 lb. bxs., loose		0 04½
Pure cod in crates, 1 and 2 lb. bricks		0 05
Salted and Pickled—		
No. 1 Labrador herring, brls		5 50
" ½ brls		3 25
Oysters, bulk, per gallon		1 30
Standards, bulk		1 40
" quart tins, sealed		0 40
Paper pails per 100 qt. size		1 50
Boiled lobsters, lb		0 18
Live " "		0 15
Standards, 4 gals		6 80
Selects		7 60

TORONTO.

GREEN FRUITS—This, being the winding up of the Christmas fruit business, there is no change in any line. The supply is quite sufficient to meet all demands with a fair surplus to fill any repeat orders that may come in. Oranges are in good condition, with fine color and flavor. While the navels are the most popular, all other varieties are well matured and good to eat, and will come in all right to supply those who want a cheaper line. Apples are very high, especially the Spy, which is the most favored apple in the market. For some reason the Spy is getting more than it deserves. It seems to be on the tongue of every grocer, and the first apple that is mentioned is the Spy. Kings are sold for about $2 a barrel less, but deserve more attention.

Grapes, Almeria, keg	6 00	7 00
Apples, Spies	5 00	6 00
" Kings	3 00	3 50
" Greenings	2 25	3 00
Oranges, Jamaicas, bbl	4 00	4 50
" boxes, new	2 25	2 50
" Mexican, boxes, new	2 25	2 50
" Florida, boxes, new	2 25	2 50
" Valencias	3 75	4 75
California navels	3 25	3 75
Lemons, Messina	3 00	3 25
" California, box	4 00	4 25
Bananas, Jamaicas, firsts	1 50	1 85
" Jamaica eights	1 00	1 25
Cranberries, Cape Cod bbl		16 00
" " crate		5 00
" Nova Scotia, bbl	10 00	11 00
" Ontario, cases		2 50
Citrons, doz		0 75
Grape Fruit, Florida, box	3 50	4 00
Pineapples, Florida, crate	3 50	4 00

VEGETABLES—As vegetables are not figuring as anything special for the holidays, they are somewhat neglected. Potatoes are still accumulating and can be bought for 5c a bag less than last week. Cabbage is also about $2 a ton lower. Sweet potatoes are firmer. Spanish onions are off the market, and Canadian onions, which are very plentiful,

are about 10c a bag lower. A lot of new vegetables arrived from New Orleans, such as beets, carrots, spinach, during the week.

Beets, Canadian, bag	0 45	0 50
Potatoes, Ontario, per bag	0 65	0 70
" sweet barrel	4 00	4 50
" " hamper		1 75
Onions, Canadian, dried, bag	0 75	0 81
Carrots, new, per bag	0 35	0 40
Cabbage, per ton	20 00	22 00
" " arrel	1 25	1 50
Squash, basket doz	0 50	0 75
Cauliflower doz	0 75	1 25
Celery native doz	0 25	0 40
California celery, per case		6 00
Pumpkins, dozen	0 50	0 65
Turnips	0 30	0 35

FISH—Fish have very little show for the holiday trade, yet on account of the sharp weather, there is considerable demand without the slightest change in the prices.

Perch, large, per lb	0 06	0 07
Herring, medium, per lb	0 05½	0 06
Whitefish	0 10	0 11
Cod	0 08	0 09
Halibut	0 09	0 10
Haddock, frozen		0 07
Sea salmon, Silverside	0 10	0 12
Pike	0 05½	0 07
Pickerel, yellow	0 08½	0 09
Soft shell crabs, doz		4 00
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 1-lb. box		1 30
" Labrador, keg		3 00
Mackerel, each	0 18	0 20
Smelts, per pound No. 1	0 09	0 10
" " extra	0 11	0 12
Oysters, Long Island		1 60
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Oysters, basket	0 50	1 00
Finnan Haddie, smoked, 15-lb. package		0 08
Boneless cod, quail on toast		0 06
" " imperial		0 05
" " steak		0 06½
Shredded cod, doz		0 90
Acadia cod, crate		2 40
" tablets, box		1 60
Bloaters		1 25
Qualla		0 09
Catfish, dressed		0 10

EIGHTY CHRISTMAS SEASONS.

A Christmas advertisement of "The Red Store," Kentville, N.S., in a recent issue of the Kentville Advertiser is worthy of note. The headline reads "From 1828 to Christmas, 1908, for eighty Christmas seasons, the old Red Store has catered to the wants of a hungry public." The long period of years during which this business has been continued speaks highly for the different proprietors who have been in charge. M. G. DeWolfe, one of the proprietors of the Red Store, retired from active interest in the business recently, but his name is still continued in the firm name DeWolfe & Lamont, over which the ad appears.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

A MERRY XMAS

to all our friends and may your Cup be full of Prosperity and Health for the Coming Year

WHITE & CO., Limited
TORONTO and HAMILTON

A NEW YEAR

Resolution that will increase your trade, add to your bank account, make everybody happy—Resolve to handle

"SIGNAL" Brand Navels, "BICYCLE" Brand Lemons.
W. B. Stringer, Toronto, District Agent

Our Christmas Orders

are now about all filled.

We would be pleased to have your sorting up orders for *Oranges, Lemons, Bananas, Grapes, Cranberries, Nuts,* etc. Same will have our prompt attention.

Wishing all the Compliments of the Season.

HUGH WALKER & SON
GUELPH, ONT.

YOU have our best wishes for a
HILARIOUS CHRISTMAS and JOYFUL NEW YEAR

THE DAWSON COMMISSION CO., TORONTO

Our outlet for Poultry, Butter and Eggs is the best.

FISH FISH FISH

In the Rush of Xmas Trade do not overlook that this is Advent and the time to push the Fish Trade

BEACON BRAND OYSTERS

(Sold only in sealed tins, with ice packed around the outside)

Standard	$1.60 per gal.		(3-gal. tins)
"	1.65 "		(2-gal. tins)
Selects	1.95 "		(3-gal. tins)
"	2.00 "		(2-gal. tins)

Solid Meat—Imperial Measure

The F. T. James Co., Limited

Fish and Oyster Distributors

Church and Colborne Streets, - - - - TORONTO

Holly Wreaths

For the New Year **Just a Few More Left**

These beautiful green wreaths with red berries are very timely for the New Year. Be ready to supply your customers by ordering to-day before the last wreath is gone. **The price is $1.50 per dozen.**

FINEST BANANAS THE YEAR ROUND ALWAYS OUR LEADER

SEND US YOUR ORDER FOR

All Kinds Oranges **Fancy Almeria Grapes** **New Golden Dates**
New Messina Lemons **New Walnuts**
Almonds and Pecans

SATISFACTION GUARANTEED GIVE US A TRIAL

Joseph Brown & Sons : : Montreal

FISH and OYSTERS

Now at your call

LARGE FROZEN SEA HERRING

NEW PACK ***BRIGHT LARGE FISH***

Also anything you require in

PIKE ***HADDOCK*** ***HADDIES***
PICKEREL ***WHITEFISH*** ***BLOATERS***
SALMON ***SMELTS*** ***SKINLESS COD***
HALIBUT ***COD*** ***BONELESS COD***

SEALSHIPT OYSTERS Standards and Selects

in sealed carriers containing 4 Imperial gallons.

SOLID MEATS ***NO WATER ADDED*** ***NO ICE USED***

All kinds Fresh, Frozen, Salted, Pickled, Dried and Prepared Fish.

LARGE ASSORTMENT ***QUALITY GUARANTEED*** ***LOW PRICES***

4 LONG DISTANCE TELEPHONES.

LEONARD BROS.,

20, 22, 24 and 26 YOUVILLE SQUARE,
MONTREAL
P.O. Box 639
"THE LARGEST FISH WAREHOUSE IN CANADA"

Branches:
MONTREAL,
ST. JOHN, N.B.,
GRAND RIVER,
GASPE.

Compliments

of the Season

to the Patrons and Friends of the Famous Brunswick Brand Sea Foods

Connors Bros., Limited

Black's Harbor, N.B.

Montreal Agents: Leonard Bros.

B.C. Agents: Drexel Bros., Vancouver and Victoria

DOUBLE YOUR OYSTER BUSINESS

How many gallons of oysters do you sell a week? You can easily double the amount. You can have everyone coming to you if you handle

"Sealshipt" Oysters

shipped direct from the beds where they are shucked into steel cans and packed with ice around the cans—not touching the oysters. This new method keeps the oysters as fresh, natural and wholesome as when taken from the sea. No other method of shipping does this. Guaranteed pure.

"SEALSHIPT" OYSTERS will give you increased trade among the class of customers you most desire to have come into your store.

Hundreds of dealers write "We have doubled our oyster business and our profits since we took a 'Sealshipt Agency.'" Do you want to do it too? Write to-day for particulars.

National Oyster Carrier Co.

South Norwalk **Connecticut**

SEALSHIPT OYSTERS

AGENTS

Leonard Bros., Montreal.
Samuel Egan, Toronto.
R. M. Cline, Hamilton.
Steele Fruit Co., London.
W. J. Guest Fish Co. Ltd., Winnipeg.
Winnipeg Fish Co., Winnipeg.

MARITIME TRAVELERS DINE.

(Continued from page 64.)

H. H. Smith, F. C. McNeil, Mr. McKean, F. Hartt, J. L. McKinnon, A. M. Fraser, A. R. Massie, J. T. Hartt, F. L. Cooper, R. F. Merlin, W. G. Scovil, C. H. McDonald, F. A. Dykeman, W. H. Thompson, W. C. McFarlane, H. B. Myles, W. H. Harrison, John Keefe, J. A. McAvity, James Patten, D. A. Fox, J. P. Barnes, H. E. Pyke, J. Metcalfe, E. W. Henry, L. C. Armstrong, W. R. Myles, Mr. Branscombe, R. W. Estabrooks, A. D. McDonald, A. McMillan, J. G. Harrison, T. E. G Armstrong and G. B. Hegan.

The President's Greeting.

The president, R. A. March, proposing the first toast, extended a hearty and cordial greeting on behalf of the new Brunswick members to the representatives from Nova Scotia. He was glad to welcome their other guests and the members of other associations. He hoped it would not be long before they would all form part of one great Dominion travelers' association. He was pleased to see so many of the employers present. He thanked the members for electing him president and he thought the passing of the presidency from one province to the other would result in cementing the men more closely together.

The toast to the King was then drunk with musical honors.

Vice-president A. E. Massie, proposed the Governor-General of Canada and the Lieutenant-Governors of the Maritime Provinces. This was honored by singing the Maple Leaf and They Are Jolly Good Fellows.

Future of the Provinces.

Lieut-Governor Tweedie in reply made a witty and pleasing speech which elicited frequent applause. He paid a warm tribute to Earl Grey, than whom there had never been a more popular governor-general since confederation. He spoke of his faith in the great future of the Maritime Provinces. New Brunswick was occupying a more prominent position in a commercial way than ever before. Vast quantities of goods were being exported through this port, which was growing in importance every year. The Governor then referred to steps to preserve the forests which were of such great value to the province. It was a great pleasure, he said, to meet the members of the association who were such important factors in developing the commercial interests of the Dominion. They were acquainted with the people of all districts and were constantly opening up trade. He hoped the association would grow and prosper and he wished them all a Merry Christmas and a Happy New Year.

A quartette composed of Messrs. March, Cooper, Cole and Massie then sang two selections, which were heartily applauded.

Commercial Information.

A diversion in the toast list was made so that Judge McLeod might be heard on the subject of commercial law. His honor was given a very hearty reception. He said the subject on which he had been asked to speak was such a comprehensive one that he would not be able to do other than to touch on some of the main points in a general way. He first dealt with the subject of "principal and agent." An agent was one who was employed by another and contracts made by him were binding on the principal so long as the agent acted within the scope of his authority. He spoke of the different classes of agents and defined the scope of their authority. He also paid some attention to the question of "employer and employe," showing when and why an employer was liable for acts of his employe. In closing, he said he was glad to meet the class of men who were present and who were the business men of the country. He believed the association to be a good and a valuable one, and he wished them every success.

The Mayor Speaks.

J. Petrie proposed the toast to the Mayor and corporation of St. John, to which Mayor Bullock responded. His worship extended a cordial welcome to the visitors on behalf of the city.

He referred to the time when he was one of their number. He had started out on the road from his father's office when nineteen years old, and had done a fairly good business. He recited some of the changes that had taken place in the work and manner of getting business in the past twenty-five or thirty years. The traveling men of the present day had a much easier life than in the old days. He concluded by wishing the members of the association every success.

After a solo by Mr. McKean, Secretary James Jack proposed the toast of the Boards of Trade and Commerce of the Maritime Provinces, coupled with the names of G. E. Faulkner, president of the Halifax Board, and of W. E. Foster, president of the Board in St. John.

Mr. Faulkner spoke of the excellent support given the Halifax Board of Trade by the business men. Referring to the discussions which arose at times regarding the merits of St. John and Halifax he did not attach much importance to them. Halifax was proud of the progress of St. John. Both cities were making progress and nothing could keep both ports from growing. He congratulated the president on his election and the justice he had done to the occasion.

Mr. Foster referred to efforts which St. John was making to develop the export business. He urged that when such associations as the commercial travelers' and Boards of Trade met they should avoid sectional subjects and discuss matters of interest to the three Provinces. He placed himself on record as in favor of Maritime union and expressed the opinion that the verdict of the people if taken would be in its favor.

Transportation Facilities.

After a selection by the quartette, the chairman called on W. S. Fisher to propose the toast of the Transportation Companies. Mr. Fisher, after speaking in terms of praise of the railways of Canada and paying a special tribute to the C.P.R., went on to refer to the resources of the Maritime Provinces and the want of willingness on the part of the people to invest their money in development. In the manufacturing line he said more had been done and as many as 150 Maritime Province concerns were now shipping goods to Quebec, Manitoba and the great West.

Much that had been done was due to the transportation facilities. He believed the Maritime Provinces could produce goods as cheaply or more so than elsewhere, but the courage to go after the business was lacking.

J. M. Lyons, of the I.C.R., and A. C. Currie of the D. A. R. replied to the toast.

F. C. McNeill, in Highland costume, sang a couple of Scotch songs, which were very heartily received.

Geo. B. Hegan proposed "Our Guests," coupled with the names of Hon. J. D. Hazen and Dr. Daniel, M.P. Both made ecellent addresses.

A solo by Frank Cooper followed.

The last toasts on the list were those to "The Press," "The Ladies," and "The Dinner Committee," each of which was pleasantly responded to.

Business Meeting Follows.

On the morning following members of the association to the number of about seventy met in the Board of Trade rooms and discussed matters of general interest. A delegation of employers was present and the time was profitably spent.

Considerable credit is due President March and Secretary Jack for the very successful gathering.

FROZEN LAKE FISH

For Prompt Shipment. Get Our Prices

The Canadian Fish and Trans. Co., Limited

Wholesale Fresh, Salt and Frozen Fish

BLIND RIVER - - - - - ONTARIO

May Evolve Flat Rate of Assessment

Toronto's Assessment Commissioner, Discussing New Act, Believes That Personal Property Tax Will Never Be Revived—Future Development May Place the Burden Upon the Real Estate.

"It may be that time and public opinion will exert their influence in fixing a flat rate of assessment, or it may be that the business assessment by slow gradations will entirely disappear, leaving the real estate to bear the burden."

This was the statement made by Mr. J. C. Forman, Assessment Commissioner, of Toronto, in his address before the second international conference on State and Local Taxation, held in Toronto recently. Mr. Forman's discussion of the new Assessment Act will prove of interest to business men throughout Ontario.

Mr. Forman pointed out that, prior to the operation of the Assessment Act, which came into force in January, 1905, grave and general dissatisfaction existed with the Personal Property tax.

How It Works Out.

"The Business Assessment, which took its place, was a change radical in its nature and final in its result. For instance, a retail merchant is assessed for the premises occupied by him in his business at say $8,000. His business assessment (where the population is over 50,000) is 25 per cent. of the said assessed value, or $2,000.

"His personal taxes, therefore, are levied on this $2,000; he can, if he wishes, ascertain this himself by referring to the assessment roll, should he purpose occupying some store, and thus place himself in a position to know the taxes chargeable against his business, subject, of course, to any further increase in realty. He is not, therefore, concerned at the approach of the assessor, he is not called upon to submit a statement of his assets and liabilities, nor is he asked any question whatever regarding the particulars of his business. The assessor simply enters his name in the roll and rates him as a retailer, after which his business assessment becomes automatically fixed.

"The same method applies to every other line of business. It does away with the delving by the assessor into the affairs of everyone doing business, although it is not claimed that the new system is equitable from a basis of wealth. In fact, it cannot be for the reason that a percentage of the assessed value of the land is taken as the business assessment in lieu of the value of personal property. Large capital is employed in small premises and vice versa, but it has this effect, that no one escapes and all contribute more or less to the burden of taxation.

Assessing Income.

"The change in the assessment of income is great, and, as a revenue producer, is far ahead of any legislation heretofore granted. The result is that every resident of every municipality in Ontario in receipt of income from other than personal earnings, is liable to assessment in respect of such income: thus, the dividends from all financial corporations, such as banks, insurance and loan, and trust companies, are assessable, and these companies are required by the Act to make and do make an annual return of such dividends.

"No professional man escapes taxation, and no less an amount than $100 shall constitute a business assessment.

"Machinery is given to the assessor to carry out the provisions of the Act. Employers are to give or furnish to the assessor the names, places of residence and wages, salary or other remuneration of their employes.

Different Ratings.

"A question naturally arising would be: 'Why rate some 25 per cent., some 50 per cent., some 60 per cent., and so on up to 150 per cent.?'

"The answer is that in framing the Act and considering its effect on the different municipalities throughout Ontario as a means of providing taxes, it was necessary that its operation should provide at least as much taxes as were collectable under the old Act. To prove this, statistics from 72 municipalities in Ontario showing the total assessment of their real and personal property and income were collected, and statements were obtained also of the amount of taxes collectable from the merchant, the manufacturer, the wholesaler and others, and the assessed value of their real property, so that by applying the present ratings, it was satisfactorily demonstrated that no loss in taxation to any of these places would result.

"In the case of the wholesale merchant, land values do not reach the figures of the lands occupied by the retailer, and are more normal in value. It is not necessary for him to occupy the congested districts. He has very large capital and his rating of 75 per cent. on the value of his premises will, as a rule, be favorable to him as compared with taxes leviable on personal property.

"The rating of the manufacturer is 60 per cent. Generally speaking, he has large capital invested in machinery and plant, which are exempt from assessment. His premises do not demand anything in the way of special architecture, hence his premises are economically constructed, but on the lines of solidity. In some branches of manufacture the buildings are even lightly constructed. It is not necessary that he be centrally situated, so his land is lower in value.

"Such reasons were considered in fixing the different ratings. That they may be disturbed remains to be seen. Experience will point out the weaknesses.

The Substitute Preferred.

"As a substitute for the Personal Property tax, the Business Assessment provided for in the Act, passed in 1904, by the Ontario Government, is so far in advance of the former system that the assessment of Personal Property, as such, will, in my opinion, never be revived.

"In conclusion, I beg to add that I have received from many of our wholesalers, manufacturers and others, and from the Secretary of the Retailers' Association, an almost unqualified statement of their preference for, I do not say, of entire satisfaction with, the Business Assessment as a substitute for the Personal Property tax."

RETAIL MERCHANTS' ASSOCIATION NOTES.

The Retail Merchants' Association of Canada are launching a booklet against the co-operative store movement, which has been gaining a foothold in certain parts of Canada. The booklet will be widely distributed. It contains many arguments against and illustrations of the alleged failure of co-operative concerns.

The Dominion Parliament will convene on January 20, and the association, which will ask several amendments and additions to the present statutes, will shortly have its programme formulated for presentation.

The General Executive Board met last week and decided to hold a business man's supper in the city in January, the date and details of which will be arranged later.

The General Executive Board of the Toronto Association is determined to carry out a campaign in the interests of honest advertising. Last week a Toronto tailoring house was charged in the Police Court with selling goods not up to the quality advertised, and with not having the facilities, as represented in their announcements to the public through the press. The association did not win its case, but will lay another charge against the same firm on the ground of fraudulent publicity. Mr Trowern, general secretary of the association, says that the suit was lost the first time by not being properly presented, and not being sufficiently understood by the court, so far as the purpose of the prosecution is concerned. The association is going to conduct an aggressive campaign against all retail advertising that is known to be openly false or misleading.

CHANGES IN THE CANADIAN TRADE

Notes From All Districts of Canada Regarding Sales, Assignments, Dissolutions and New Stores Opened.

Ontario.

Valleau & Co., grocers, Gooderham, have sold out.

W. J. Martin, grocer, Essex, has sold to J. D. Sauve.

J. K. Blain, grocer, Simcoe, has sold to Frank Thompson.

W. N. Johnston, grocer, Toronto, has sold to T. A. Lawlor.

A. Lawrence, grocer, Toronto, has sold to Clara F. Steele.

The assets of Norah M. Thornewell, grocer, Ottawa, have been sold.

Wesley L. Hurl, grocer, Lakefield, is advertising his business for sale.

H. J. Clark, grocer, Kingsville, has sold his business to E. R. Wigle.

Thos. Haskett, grocer, Toronto, has been succeeded by A. T. Campbell.

Thos. Hicks, baker and confectioner, Essex, has sold to Charles Billings.

C. and N. Fraser, confectioners, Hamilton, have sold to S. C. Stewart.

F. F. Humphrey, fruit and fish dealer, Hamilton, has disposed of his business to Rymal & Thorpe.

T. D. Hicks, has bought out Angus Livingstone's grocery, flour and feed business, Mt. Forest.

F. LePlante, grocer and manufacturer of mince meat, Toronto, has sold his grocery business to R. Gauthier & Co.

Quebec.

H. Deslauriers, grocer, Hull, has assigned.

Giguere & Frere, grocers, Montreal, have dissolved.

D. Giguere & Fils, grocers, Montreal, have registered.

Roberts & Co., confectioners, Montreal, have assigned.

Taylor, Barnet & Co., grocers, Montreal, have dissolved.

Cockels, Petrakos & Co., confectioners, Montreal, have dissolved.

Bell & Kerr, general merchants, Cowansville, have dissolved.

Hulburd & Bell, general merchants, Cowansville, have registered.

Joseph Belisle, general merchant, Bonaventure River, has assigned.

Victor Beaulac, general merchant St. David D'Yamaska, has assigned.

J. O. Normond & Co., wholesale provisions, Montreal, have assigned.

R. Robertson, general merchant, Little Cascapedia, is offering to compromise.

Lebrecque & Pullerin, wholesale grocers, Montreal, have dissolved partnership.

Rivest & Lefebvre, who conducted a butter factory at Sherrington, have dissolved.

Roberge & Roberge, general merchants, St. Ferdinand, suffered loss last week by fire.

Guyon & Handfield, general merchants, Contrecoeur, have assigned to Vincent Lamarre.

C. Thibault & Co., general merchants, St. Anne des Monts, have assigned to V. E. Paradis, Quebec.

The assets of Longchamps & Gosselin, general merchants, St. Ephrem Station, were sold on the 23rd inst.

A meeting of the creditors of John Slevin, general merchant, La Petite, Riviere St. Francois, will be held on Dec. 26 to appoint a curator.

Western Canada.

Marshall Bros., grocers, Vancouver have sold to R. E. Sealbrooke.

A. McKenzie & Co., grocers, Jubilee Station, B.C., have sold to B. B. Hooton.

James Cheyne, grocer, St. James, Man., has been succeeded by H. Thompson.

J. C. Leach, general merchant, Valley River, Man., has assigned to C. H. Newton.

Amunds & Nystuen, general merchants, Hanley, Sask., have been succeeded by the J. A. Nystuen Co.

The estate of Anson & Co., general merchants, Radisson, Sask., has been sold at 65 cents on the dollar.

Maritime Provinces.

C. K. Koory & Co., grocers, Port Hood, have assigned to G. O. Forsyth.

The general store of T. A. Barnhill & Co., Belmont, was destroyed by fire last week. The loss was $5,000.

To Avoid The Financial Crisis, Handle

SHAMROCK

BIG PLUG

SMOKING TOBACCO

It will pay you a good profit Besides building you a trade

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

Imported Cigars from Philippine Islands

Germinal { Pikaninny, 1/20, $37.50; Damas, 1/20, 55.00; 2a Cortado, 1/20, 55.00 (Philippine Shape)

25 varieties of Leaf Tobacco in ¼ and ½ lb. hands, packed in bales from 25 to 50 lbs., and from 10 to 35c. Prices sent on request. Terms, Net Cash.

JOS. COTE

IMPORTER AND WHOLESALE TOBACCO DEALER

Office & Store, 186-188 St. Paul St. Phone 1272

Branch - 179 St. Joseph St. Phone 2097

QUEBEC

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade

They Pay!

Ask the Man Who Has One!

Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont.
F. E. MUTTON, Canadian Manager

TRY
A
CANADIAN GROCER
WANT
AD.

IF you want a new clerk.
IF you want to rent your store.
IF you want a situation.
IF you want to sell your store.
IF you want to buy a store.

THEY
BRING
RESULTS

See page 76.

Are You Keeping Your Tobacco Stock Up-to-Date?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it well mean ***LARGER BUSINESS—BETTER SERVICE—REDUCED EXPESE*** and ***LARGELY INCREASED PR OFITS.***

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:
Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of Modern Store Fixtures
Berlin, Ontario

CAN'T EXPLODE

"A customer with a cigar or pipe can come as near as he likes to my gasolene pump and it can't explode, because it's

THE
BOWSER

This absolute safety which the Bowser gives you is alone worth its price.

But cost doesn't figure, for the Bowser pays for itself by stopping all leakage, evaporation and waste.

Put in a Bowser and sell gasolene. It means money in your pocket.

Bulletin 5056 tells you why. A postal will bring it, free. Write now.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

CREDIT customers make less trouble than anyone else where

Allison Coupon Books

are used. Reduce expenses, eliminate losses, prevent misunderstandings—paying for themselves many times over.

HOW THEY WORK A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in front of the book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere
MANUFACTURED BY **ALLISON COUPON CO.**
INDIANAPOLIS, IND.

Just say you saw the ad. in The Grocer.

The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

We make a specialty of
COUNTER CHECK BOOKS
for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.
We manufacture
SHIPPING TAGS
The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

Christmas Competitions

for Grocers and Grocery Clerks

With a view to helping our subscribers in the departments of Window Dressing and Advertising—two very essential features in the grocery business—The Canadian Grocer has arranged two Christmas contests, the particulars of which are given below:

WINDOW DRESSING CONTEST

$20 in Prizes

All that is necessary to enter this contest is to send a fair-sized photo of one of your Christmas show windows, which we presume will be decorated with special regard to the holiday season, to us together with a description of the window and the name of the person who dressed it.

To make the contest more even contestants are divided into two classes:

I.—Grocers and clerks in city stores.

II.—Grocers and clerks in country districts.

A first prize of $7 and second of $3 is offered in each class, $20 in all.

Address photo "Editor, Canadian Grocer, 10 Front Street East, Toronto," and mark it "Window Dressing Contest." Competition closes December 31.

ADVERTISING CONTEST

Prize of $5.00

Most up-to-date grocers, even some who do not use newspaper space at any other time of the year, do so at the Christmas season. We want to get copies of these advertisements to help the grocers of Canada to get better results from their advertising. To create an interest in this we are offering a prize of $5 for the best advertisement of groceries, confectionery, etc., for the holiday trade.

All that is necessary is to forward one or more of your ads clipped from your local paper to us, with the name of the writer of the advertisement. The award will be made by an advertising specialist and will be announced early in January.

Address advertisements to "Editor, Canadian Grocer, 10 Front Street East, Toronto," and mark it "Advertising Contest." Competition closes December 31.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each insertion,	1 year.....	$30 00
"	"	6 months...	17 00
"	"	3 months...	10 00
50	"	1 year.....	17 00
"	"	6 months...	10 00
25	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

MISCELLANEOUS.

7,217 NATIONAL CASH REGISTERS were sold during May 1908. That's more than were sold during May 1907. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Pay Street, Room 116, Toronto, Canada.

MISCELLANEOUS.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of Gasoline Lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner Systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

WANTED.

TRAVELLERS—Counter check books make a good side line. Pocket sample; liberal commission. Box 221, CANADIAN GROCER. [1]

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

AGENCIES WANTED.

CANNED FISH—A firm of general merchants and produce brokers in the eastern counties (England) desires to act as agents for a Canadian firm canning lobster and other kinds of fish. Box 248, THE CANADIAN GROCER, Toronto.

APPLES—A firm largely interested in the direct importation of Canadian apples in the north of England wishes to be referred to Canadian growers. Box 247, THE CANADIAN GROCER, Toronto.

CLOTHES PEGS—A firm of merchants and general importers are in the market to purchase supplies of clothes pegs and invite samples and prices for shipment into Manchester. Box 246, THE CANADIAN GROCER, Toronto.

SOUP CUBES—A London firm would like to do business in Canada in concentrated soup cubes. Box 253, THE CANADIAN GROCER, Toronto

WOOD PAILS—An English firm of manufacturers is in the market to purchase supplies of wood pails suitable for holding from seven to twenty-eight pounds of sweetmeats. Box 243, THE CANADIAN GROCER, Toronto.

PRODUCE AGENCIES—A produce broker and importer in the north of England, already representing Canadian interests, is open to consider other direct agencies for various lines of produce. Box 244, THE CANADIAN GROCER, Toronto.

SUGAR—A London firm producing caramel, invert sugar and other brewing materials, wishes to be placed in communication with Canadian importers. Box 252, THE CANADIAN GROCER, Toronto.

AGENTS—A Staffordshire firm of earthenware manufacturers wishes to get into communication with some reliable houses in Montreal and Toronto willing to act as indent agents or commission agents. Box 256, THE CANADIAN GROCER, Toronto.

BISCUITS AND BROWN BREAD—A Castrias (St. Lucia) dealer in provisions and foodstuffs wishes to make importations of biscuits and brown bread in barrels from Canada, and invites correspondence with Canadian dealers in these articles. Box 245, THE CANADIAN GROCER, Toronto.

Try a business card in The Canadian Grocer.

REFRIGERATORS
FOR BUTCHERS AND GROCERS
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 1 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ¼ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
3 lb.	13 20
5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

WHITE SWAN SPICE AND CEREAL MILLS

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz.	2 70
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

Nelson's—	Per doz.
Pansy	$3 65
Good Luck	35 3 25
"	30 2 85
"	25 2 35
Bamboo A	3 85
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals

H-O. COMPANY, ROCHESTER, N.Y.

Per case.		Per case.	
Force, 36s	$1 50	Gusto, 36s	$2 85
Korn-Kinks 3 s,	1.45	H-O. oatmeal, 24,	3 10
Presto, 36s	3.40	Buckwheat, 36s	3 50
Pancake, 36s	3 50	Corn Starch, 36s	2.50
Tapioca, 36s	2.85	Farina, 24s	1.70
Hominy, 36s	2.50		

WHITE SWAN SPICE AND CEREAL MILLS.

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

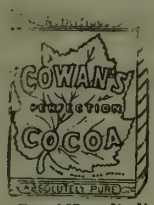
Chocolates and Cocoas.

Cocoa— THE COWAN CO., LIMITED

Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb.	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—

Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb.	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30
Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—

Maple buds, 5-lb. boxes, lb.	0 35
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
¼ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz. 0 90

Prepared cocoas, ¼'s 0 28
Prepared ½'s 0 28

Mott's breakfast cocoa, 10c ize	90 per dz.
" breakfast cocoa, ½s	0 38
" " " ¼s	0 38
" No. 1 chocolate, ½s	0 32
" Navy " ¼s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 5 lb. boxes.	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½ lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

	Per lb.
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b "	0 27½
¼ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 3[illegible]

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip	0 19	0 21	0 [illegible]
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0.

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 26c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers, $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy litho-graphed canisters	0 30

Cheese —Imperial

Large size jars, per doz.	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Peanut Butter.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ¼-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Ltd Toronto. C. O. Beauchemin & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

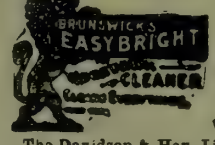
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 4
100 books and over	each 3½
500 books to 1000 books	3

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

Bottles	1-oz., case of 2 doz	Per case.
"	2 " " 1 "	$3 20
"	4 " " 1 "	3 00
"	20 " " ½ "	4 50
"	20 " " ¼ "	4 75
		9 00

THOMAS J. LIPTON

Prices on application.

Infants' Food.

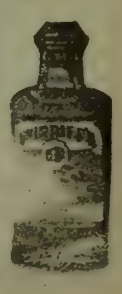
Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Flavoring Extracts

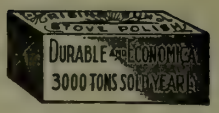
SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.



RISING SUN STOVE POLISH IN CAKES



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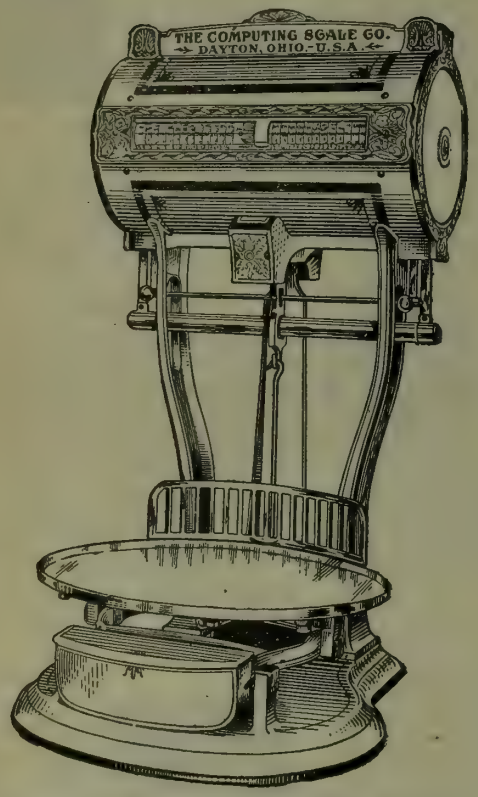
SUN PASTE STOVE POLISH IN TINS

RAILROADS ARE TRYING to DEFEND THEMSELVES from dangerous, inflammable polishes and have now universally adopted rule requiring the manufacturers to put a warning label on the outside of each case of such goods before they are accepted as freight.

Our goods do not need the new label—they are absolutely non-inflammable and perfectly safe for use or transportation anywhere. ***RISING SUN*** Stove Polish in Cakes and ***SUN PASTE*** Stove Polish in Tins are made right and bring the customer back—not with complaints but with repeat orders for more. Push them.

MORSE BROS., Props. - Canton, Mass., U.S.A.



DAYTON MONEYWEIGHT SCALE
NOTE THE LOW PLATFORM

Overweight Problem

Solved!

With this 1909 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

Gives the exact weight for the exacting dealer.
Gives the exact weight to all customers.
True as steel and built for a lifetime of exact weighing.
Weighs to an ounce, computes to a cent.
Low platform—only 6½ inches from the counter.
Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited

164 W. King St., Toronto, Ont.

ONE BAG OF

MOLASSINE MEAL

Will work wonders with a sick Horse. Try it and see for yourself.

I will ship a sample bag, freight paid, for $3.00, cash.

SOLE IMPORTER

ANDREW WATSON

91 Youville Square - - MONTREAL

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

ONE GLANCE

AT THESE BOTTLES OF DELICIOUS FRUITS

Always

MAKES YOUR CUSTOMERS

"Try Them"

AND THEY DON'T STOP THERE EITHER

ROSE & LAFLAMME, LIMITED
MONTREAL and TORONTO

Table Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

Agents:—

ROSE & LAFLAMME Limited

Montreal and Toronto

Jams and Jellies.

SATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails.....	0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 80

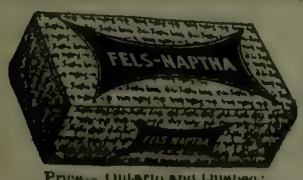
Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 25
Five cases, or over	5 15

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price

"Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 09½	
½-bbls. 0 09¾	
Tubs, 60 lbs. 0 09¾	
20-lb. Pails. 2 00	
20-lb. tins.. 1 90	
Cases 3-lb.. 0 10½	
" 5-lb.. 0 10¾	
" 10-lb.. 0 10½	

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 60) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 5-lb. cans.....	1 50
"Purity" licorice 10 sticks.....	1 45
100 sticks.....	9 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case for 1 dozen.....	$3 60
3 cases of 4 dozen.....	3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb.	glass jars.	
Pineapple	"	1 "	"
Green Fig	"	1 "	"
Green Fig and Ginger	"	1 "	"
Lemon	"	1 "	"
Grape Fruit	"	1 "	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz	$1 00
Home-made, in 2-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails per lb.	0 07
Golden shred marmalade, 2 doz. case per doz.	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Shredded"—	
1-lb. glass, doz.....	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application

Mince Meat

Wethey's condensed, per gross net ..	$13 00
" per case of 3 doz. net	3 90

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case	$1 70
Ditto, hotel.	4.90
Silver Cow Milk	5.00
Purity Milk...	4. 0
Good Luck....	4.30

Mustard

COLMAN'S OR KEEN'S

D.S.F. ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins.....	"	2 50
" 1-lb. tins.....	"	5 00
Durham 4-lb. jar.....	per jar	0 75
" 1-lb. jar.....	"	0 20
F.D ¼-lb. tins.....	per doz.	0 85
" ½-lb. tins.....	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's.....	4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz	1 75

THOMAS J. LIPTON
Prices on application

Soda

COW BRAND

Case of 1-lb. containing 60 packages, per box, $3.00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb. and ½-lb. containing 30 1-lb and 60 ½-lb. pkgs, per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

		Per case
No. 1, cases 60 1-lb. packages.....		$ 2 75
No. 2, " 120 ½-lb. "		2 75
No. 3, "	30 1-lb. " / 60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.		
1 case		2 85
5 cases.....		2 75

A MERRY CHRISTMAS TO ALL

"'Tis the season for kindling the fire of hospitality in the halls, the genial flame of charity in the heart."

Innumerable are the kindly messages that Christmas suggests, and the best of them we send to our friends.

And while your stores of material wealth are being distributed to stimulate "hospitality in the halls" of your customers, remember that

WOOD'S COFFEES

are what is wanted to add the right glow to the "fires" there kindled.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	13 00
Straw berry Polish	"	10 20

3 doz. to box $3 45
6 doz. to box $6 90
30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry starches—	per lb
No. 1 White or blue, 6-lb. carton	
No. 1 " " 6-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	
4 lb. lumps	0 8½

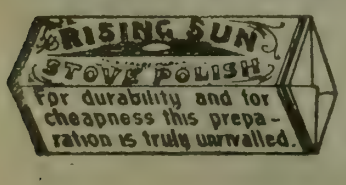
BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
8-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 7½
Kegs, 100 lb.	0 07½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case	
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.
pkges, cases 5 doz., per case.. 4 75

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK-LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
5 gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¼ "
2-gal. pails 25 lbs	1 25 each
3 " 38½ lbs	1 75 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ per lb.
Kegs, 150 lbs	0 03¼ "
2-gal. pails 25 lb	1 25 each
" 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Tea.

THE "SALADA" TEA CO.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, 1's	0 44	0 60

LIPTON'S TEA
Thomas J. Lipton
75 Front St. East, Toronto.

Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ½'s, ¼'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ¼'s and 1's	0 44	0 60
Gold " Afternoon blend, ¼'s and 1's	0 50	0 70

Blue Label, 1's	0 20	0 25
Blue Label, ½'s	0 21	0 26
Orange Label, 1's and ½'s	0 23	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ¼'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

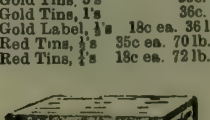
LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

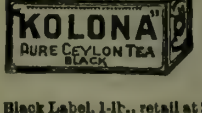
	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ¼'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb



MELAGAMA TEA.
MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs. ¼s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c		$0 20
" ½-lb., " "		0 21
Blue Label, retail at 30c		0 23
Green Label. " 40c		0 30
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		55

RIDGWAYS.
London, Vancouver, Winnipeg and Ceylon.

	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H.M.S., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-10	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-10	55 00
Cut tobaccos.	
Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ¼-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

WARNING!

Crescent BM&Co. Brand

TRADE MARK.

SODA CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

UNDER SUNNY SOUTHERN SKIES

Our new booklet under this title is out now and will be sent to anyone interested in a trip to the British West Indies from Halifax. A delightful thirty-eight day trip.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

THE PEOPLE OF **JAMAICA**

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

The Beardwood Agency

enjoys the entire confidence of most of the large wholesale houses in Eastern Canada.

What we are doing for them we can do for you.

Send us your Overdue Accounts and let us prove our superiority.

The Beardwood Agency
313 New York Life Building - MONTREAL

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.
Patras, . . Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:
J. L. Watt & Scott - Toronto
Watt, Scott & Goodacre, - Montreal

The Condensed Ads. in The Canadian Grocer bring results. Try one.

1908 1908

TO YOU

Happy Holidays

and

Plenteous Prosperity

for

the New Year.

VERRET, STEWART & CO.
LIMITED
MONTREAL

1909 1909

To Our Grocer Friends:

The average housewife is becoming more fastidious each day in her ideas of what sanitary precautions should be adopted in handling a food product. Undoubtedly, you have already realized this.

Have you ever considered this regarding Mince Meat.

Why not handle a dust-proof-sanitary-wrapped package like **Wethey's Condensed Mince Meat?**

All jobbers. 3 doz. to a case.

J. H. WETHEY, LIMITED
ST. CATHARINES

Prosperity and Good Wishes for the New Year

Empire Brand

4 FREE PHONES

Use Freely. If you can phone Hamilton we are glad to hear from you.

Our Travellers are starting out with a lot of bargains — It will pay you to see them.

GEO. E. BRISTOL & CO.

Hamilton, - - - - - Ontario

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, JANUARY 1, 1909. NO. 1.

The most appropriate and healthy food for young and old during the next few months is

ROBINSON'S PATENT BARLEY

Selling food products is your business—selling the best is your policy—

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

"Crown" Brand Table Syrup

has made such a remarkable success that grocers and general merchants throughout Canada now make it their leading syrup.

It pays you to inquire for it from your jobber. Do so and insist upon getting "Crown" Brand.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

A Prosperous New Year

is assured by selling

Imperial Dessert Jelly

There is satisfaction in selling what you know to be pure—in giving your customers value—double satisfaction when this is combined with a good profit.

Our best advertisement is your recommendation. Once your customers try Imperial Dessert Jelly we are sure of the result. Write us and we will tell you how, and how much we pay you for your co-operation.

Ask Your Jobber for Imperial Dessert Jelly.

MacLaren Imperial Cheese Co.

Limited

Head Office: - Toronto

An appreciation:

WE wish to cordially thank all readers of the "Grocer" for their liberal support of all articles advertised on this page, both on behalf of the manufacturers and ourselves.

Everything advertised on this page is the Best of its Kind, we neither advertise nor sell anything that we cannot, personally, vouch for and which we have proved.

It always pays to sell the best. Wishing all the readers every prosperity during the coming year.

Yours truly,

Arthur P. Tippet & Co.

The Compliments of the Season

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

G. WALLACE WEESE
Manufacturer's Representative
Grocers' and Confectioners' Supplies, Storage and Distribution attended to.
Am open to accept one or two more clients, established connections.
Offices: Myles' Fireproof Storage Warehouse
HAMILTON, CANADA. Correspondence Solicited

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention.

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036 - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

ON SPOT
RAISINS, CHEESE, BEANS
EVAPORATED APPLES
AT LOWEST PRICES
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

TORONTO.

1909
We Wish All Our Friends
A Happy
and Prosperous New Year
The Best Yet!
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

DOMINION STORAGE & FORWARDING CO., LTD.,
43 Colborne Street, TORONTO
Consignments stored at lowest rates in city. All facilities for handling and shipping goods.
TELEPHONE MAIN 5661

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Don Storage & Cartage Co. Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

WINNIPEG

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

(Continued on page 4).

We are making a leader of

Remember especially
"ANCHOR" Brand
FANCY FRASER RIVER
RED SOCKEYES

Canned SALMON

½s and 1s

SOCKEYES—COHOES—PINKS

Our quotations make it well worth your while to buy NOW——

EBY-BLAIN, Limited
TORONTO

Wholesale Grocers

1909

Begin the New Year well by taking advantage of our special offer as below.

What About Your Grasping a Chance of This Kind?

25c	BLUE RIBBON TEA		1s	at 20c
			½s	at 21c
30c	"	"	1s and ½s	at 24c
35c	"	"	1s and ½s	at 25c
40c	"	"	1s, ½s, ¼s and ⅛s	at 30c
50c	"	"	1s and ½s	at 35c
60c	"	"	1s and ½s	at 42c
80c	"	"	½s and ¼s	at 55c
$1.00	"	"	½s and ¼s	at 70c

Packed in black, mixed and green. We will ship you ANY grade you wish at the above prices, NET 30 DAYS, delivered your railway station. Compare our prices with other package teas.

The Blue Ribbon Tea Co., Limited
266 ST. PAUL STREET - - - - - - MONTREAL

Manufacturers' Agents—Continued.

W. H. Escott
141 Bannatyne Ave.
Winnipeg - - Canada
Wholesale
Grocery Broker
and
Manufaoturers' Agent
For prompt service use the wires

VANCOUVER
F. G. EVANS & CO.
Grocery Brokers and Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

ESTABLISHED 1887
Carman Brokerage Co.
Wholesale Grocery Brokers
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
141 Bannatyne Ave. WINNIPEG, MAN.

TEA;
Its History and Mystery
BY
JOSEPH M. WALSH
A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

CONTENTS

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.

Mailed to any address on receipt of
Price $2.00 Postpaid
12mo. Bound in Cloth.
TECHNICAL BOOK DEPARTMENT
The Maclean Publishing Co.,
10 Front St. East, - - TORONTO, CAN

BOY WANTED
TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

ESTABLISHED 1849
BRADSTREET'S
Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices.
Correspondence Invited.

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CALGARY, ALTA. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

EXPORT TRADE DEPARTMENT.
Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

SYRACUSE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

BASKETS
You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

Coffee, Its History, Classification and Description
By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MACLEAN PUBLISHING COMPANY
Technical Book Department
10 Front St. East, - TORONTO

Throughout 1909

as for the last twenty-five years, Canadian Canners' Brands of Canned Goods will be the leaders.

Make it your New Year resolution to confine yourselves to Canadian Canners' Brands, viz.:—"Auto," Aylmer "Canada First," Bowlby "Horseshoe," "Little Chief," "Log Cabin," "Kent," Simcoe "Lynnvalley," "Lion," "Thistle," Delhi "Maple Leaf," Lalor's "Grand River," Lakeport "White Rose."

CANADIAN CANNERS, LIMITED

Such An Appetizing Flavor

That's the kind of comment your customers make on Old Homestead Brand. And you will not deny that any goods from your store which cause your customers to make a favorable comment are well worth extra hard pushing.

Old Homestead Brand Canned Fruits and Vegetables

are made to please your customers. The stock we use is of the highest quality only; while our plant and processing methods are admitted, even by our keenest competitors, to be strictly up-to-date and thoroughly clean and sanitary. It will certainly pay you to specify Old Homestead Brand when ordering canned goods from your jobber.

The Old Homestead Canning Co.

Picton, - - Ontario

Making the Customers Come Back

That's just what

"Pride of Niagara Falls" Brand Canned Goods

have been doing this Season

They'll keep on doing it. It's all owing to the quality and methods employed in the most modern and sanitary factory in Canada. We have on hand

Select Hand Packed Tomatoes
Refugee Wax Beans

These are not cheap goods but THE BEST. Can be obtained through the following agents:

Eby-Blain, Limited, Toronto. **Frank L. Benedict & Co., Montreal.**

F. H. Wiley, Winnipeg, Western Agent.

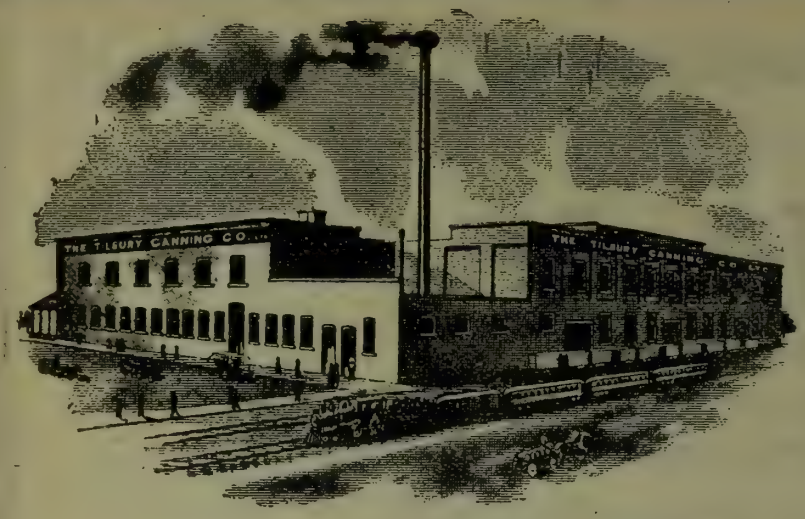
Unequalled in Quality

and a Producer of Permanent Profit

QUAKER
Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

1892

1909

THE TEST OF TIME

is after all the surest test. If anything has merit, it surely gains. If it lacks merit, it falls by the wayside. For seventeen years "SALADA" has consistently—unswervingly maintained its high standard of quality. We have put out a good article—we have told the people of its goodness—the people have bought it and have continued to buy it. We have always aimed to "serve the public well." Have we not done so?

Then think of what this means to you.

1892.
1894.
1896.
1898.
1900.
1902.
1904.
1906.
1908.

The accompanying geometrical table of "SALADA" increases sets forth simply and clearly the marvellous increase in our sales from year to year. It reflects the confidence of every grocer and consumer in "SALADA"—the appreciation of both for honest, consistent service—the reward of merit.

1908 was a splendid year for

BORDEN'S BRANDS

of Condensed Milk and Evaporated Cream. The trade of Canada found that quality, purity and cleanliness counted with their customers.

1909 will be a still better year for you if you stock and push

"EAGLE BRAND" CONDENSED MILK and **"PEERLESS BRAND" EVAPORATED CREAM**

Unsweetened

WILLIAM H. DUNN, Montreal and Toronto

cott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Vancouver and Victoria, B.C.

Compliments of the Season

To our many customers throughout the Dominion we wish a most prosperous New Year.

We trust that the past year has been a good one for you from a business standpoint, and that 1909 will be even more satisfactory in every respect.

Our many lines have helped you do a good year's business in 1908 because of their unvarying excellence, and we trust we may continue to be of similar assistance to you in future years.

Sugars & Canners

Montreal LIMITED

Imperial Evaporated Cream

UNIFORM QUALITY ASSURED

A steady supply of the finest milk from the surrounding country, which is Canada's most perfect dairying district, coupled with scientific procedure in a modern factory, ensures a uniform quality always.

This is a good selling argument to use

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS :—S. H. Ewing & Sons, MONTREAL

WHY CARRY IN STOCK

Canada First Evaporated Cream ?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED. NO DEAD STOCK.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

The Lever that will lift in 1909

Any merchant can increase his business with the quality-goods lever. Quality-goods make pleased customers, more customers, more trade, hence, more profit.

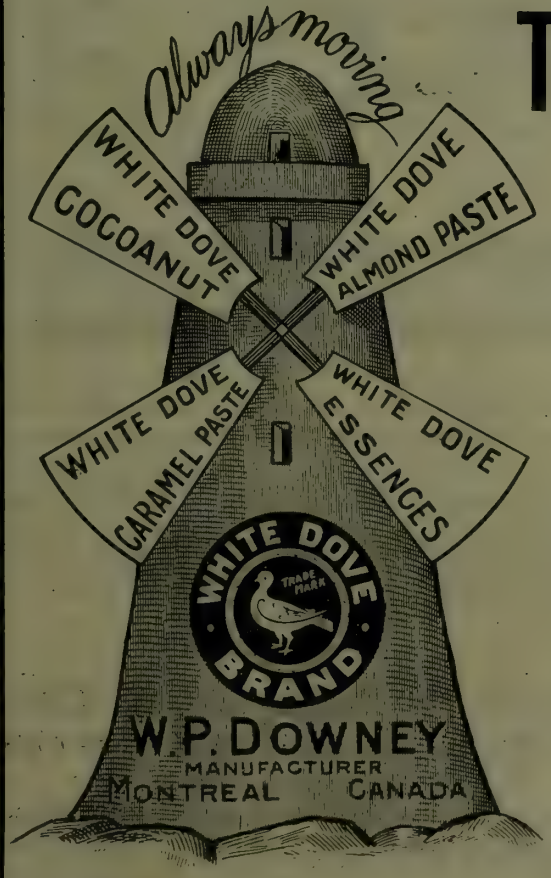
You cannot apply the lever at a better point, beginning 1909, than your tea trade. Red Rose Tea is known by every merchant as "good tea." It will be my aim during the coming year to keep it, as in the past, better tea than any other tea on the market.

Try a package in your home, you will then **know** that Red Rose Tea is the lever that will increase your tea trade in 1909.

Recommend Red Rose, the Quality tea

3 Wellington St. E., Toronto, Ont.

T. H. ESTABROOKS
ST. JOHN, N B.



The Year 1908 is Finished

I thank all my Customers for their patronage; soliciting a continuance for 1909

Wishing You All a Prosperous New Year

Permit us to thank you for your much appreciated patronage during 1908 and to wish you

A HAPPY AND PROSPEROUS NEW YEAR

May our relations in 1909 be as cordial as in the past.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

Brooke Bond's Packet Teas.

You know your trade. You know what your customers expect to pay. You know the kind of tea they insist on having. Knowing these things, are you sure you are getting for them better tea for their money than they can get elsewhere in your town?

Stocking our Packet Teas will enable you to do this, for, thanks to our system and business methods, we can offer you better tea than you can get elsewhere for the same money.

For samples apply to

Messrs. Hamblin & Brereton,

Corner of Notre Dame and Victoria Streets,

WINNIPEG, MANITOBA.

Wishing You

A Happy New Year

With best wishes for

1909

Walter Woods & Co.

Hamilton and Winnipeg

A perfect system leaves a good impression which means more business.

THE LOBLAW CREDIT SYSTEM

Cuts your bookkeeping in half.

The less writing you do in bookkeeping, the less chance to make mistakes.

WRITE OR PHONE TO

THE CARTER-CRUME COMPANY, LIMITED

TORONTO and MONTREAL

Business is Booming in the West

Are you getting your share, Mr. Manufacturer, of the active and profitable business in the West? Are you satisfactorily represented? We can handle one or two more lines.

Correspondence invited

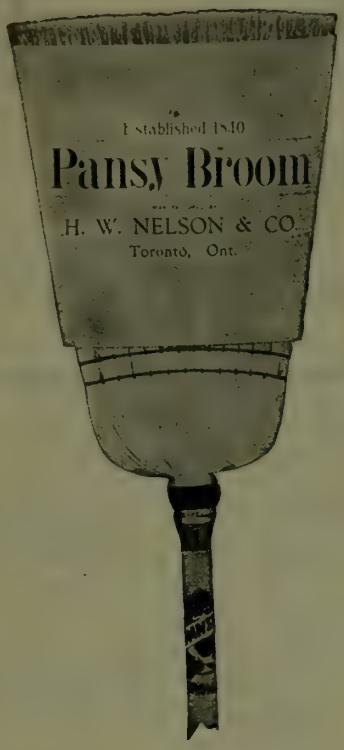
R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Manufacturers' Agents and Brokers

We make a specialty of distributing cars for Eastern Manufacturers. Consign to us and we will distribute the goods among your customers.

ESTABLISHED A. D. 1840



We can supply you with many different kinds of brooms; but the best value we are offering—the best value on the market—is the

Pansy Broom

With Individual Wrapper

Made only from the finest selected broom corn by the highest skilled workmen in Canada aided by the latest machinery. The Pansy is just the right weight—up-to-date housekeepers prefer it to all others.

H. W. Nelson & Co., Ltd.
T O R O N T O

E. D. S. Brand Jams and Jellies

Guaranteed Absolutely Pure

Unequalled in Flavor

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

By stocking Highest Quality

Sage, Savory, Thyme, Mint, Marjoram, Etc.

you secure the best class of customers, not only for these Herbs but for other groceries as well. You buy absolutely the best when you order Ewing's Herbs.

S. H. EWING & SONS

98 King St., Montreal
Also at Toronto.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits And Goods Of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO

FRUIT CANS
All sizes—All kinds.

SYRUP CANS
For products of Maple, Corn and Cane.

MILK CANS
For Sweetened Milk and Evaporated Cream.

MEAT CANS
Bevelled, Round and Square.

BISCUIT TINS
of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS

THE

Norton Manufacturing Co.

HAMILTON

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal

SYMINGTON'S COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

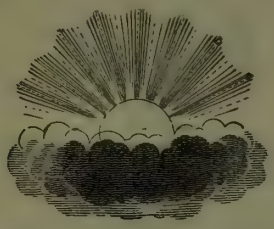
UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. EDINBURGH

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

Mr. Grocer

If there is one canned fish a housewife likes for her table above all others, it is salmon—provided it is *the best.* Recognizing this, we decided to pack a line of the choicest fish procurable in the Fraser and Skeena rivers. This is how

Quaker Brand Salmon

originated. We are immensely proud of it and will absolutely guarantee it as the best on the market. This is the brand for you to stock to please your critical customers.

Talls, $2.00 Flats, $2.15

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

Walter Baker & Co.'s

Cocoas and Chocolates

In single box lots we will supply at the following prices:

Baker's Cocoa, ¼s - - - -	35½c. per lb.
" " ½s - - - -	35½c. "
Premium No. 1 Chocolate, ¼s -	32½c. "
" " " ½s -	32½c. "
Webb's Cocoa, ¼s - - - - -	29½c. "

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

WAGSTAFFE'S

Fine old English

Plum Puddings

and

Mince Meat

Are the best.

Your money returned if not satisfied.

Ask your wholesale grocer for them.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

ORIGINAL LANGLEY WARE

Speaks for itself

Finish and workmanship of the finest English Manufacture.

Colors, Plain Green, Plain Green and Gold, Brown and Green, Chocolate, and Fancy Designs.

Tea Pots, with or without Percolators.

Also the

Original Langley Fire-Proof Ware

in **Plain Green and Brown**

The most up-to-date and complete line of earthenware Pottery, consisting of **Art Pottery, Jardinieres, Vases, Flower Tubes, Tobacco Jars, etc.**

Kitchen Ware, **Bake Pans, Egg Poachers, Milk Boilers, Sauce Pans and Butter Jars, etc.**

LOVATT & LOVATT, *Langley-Mills near Nottingham, Eng.*

Write for illustrated catalogue and price list to

CARVETH and COMPANY, Sole agents for Canada.

600 Lindsay Building, - MONTREAL

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.

TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.

VANCOUVER

SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS— 5c. bags.

and a complete line of **LOZENCES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

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Winnipeg - -	E. W. Ashley -	123 Bannatyne Ave. E.
St. John -	H. S. Daly - - - - -	
Vancouver -	J. F. Mowat & Co. - - -	

The Woman's Friend

BLACK KNIGHT STOVE POLISH

Makes stove polishing a clean and easy matter—puts a lustre on the stove that cannot be equalled by any other stove polish. Good profits, too.

Your Jobber sells it

THE F. F. DALLEY CO., Limited

HAMILTON, CANADA BUFFALO, N.Y., U.S.A.

Mr. Retailer :

This package retails at 15c., shows you a good profit and saves your customer 5 to 10c. a package. Cases only, two dozen. Buy from your jobber to-day.

Hearts of Wheat Co., Ltd. Toronto

Hearts of Wheat

is made from the hearts of the best Canadian wheat, thoroughly sterilized and packed in sanitary packages.

Hearts of Wheat

is prepared under the direction of the best food expert in the world.

A Selling Line for 1909

Allredie Pudding, three dozen packages to the case.

One package makes sufficient pudding for six persons.

Allredie Pudding IS NOT a distinctly Christmas Pudding.

Allredie Pudding is a dainty, delicious dessert, quickly prepared and very inexpensive, within the reach of everyone.

Allredie Pudding, Mr. Grocerman, is a seller at any season of the year. Do not be afraid to try a sample order from your wholesale house. We guarantee the merits of **Allredie Pudding.**

Allredie Pudding, being put up in powdered form (an entirely new idea) will keep indefinitely, as the fruits are so prepared that they cannot deteriorate in the slightest degree.

Do not wait until your competitor gets the pudding. Order at once from your wholesale house and we will assist you in making sales as much as we possibly can.

ALLREDIE PURE FOOD CO.

of Canada, Limited

Bridgewater - Nova Scotia

A. H. CLEMENTS, Sales Agent - MONTREAL
W. H. ESCOTT - - - WINNIPEG
A. F. RANDOLPH & SONS, FREDERICTON, N.B.
LIND BROKERAGE CO., TORONTO AGENTS
W. A. SIMONDS - - ST. JOHN, N.B.
B. R. HOLEMAN, CHARLOTTETOWN, P.E.I.

YOUR COFFEE TRADE

is an important branch of your business

SATISFACTION

is contained in every package of Chase & Sanborn's High Grade Coffees.

Chase & Sanborn — The Importers
Montreal

White Moss Cocoanut

is made by experts in a scientific manner and therefore cannot but be the finest produced. The steadily growing demand there is for White Moss Cocoanut proves its superiority.

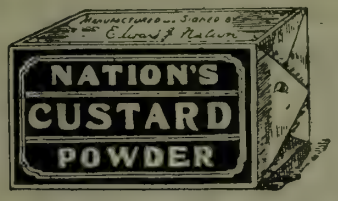
Do you sell it?

The Canadian Cocoanut Co., Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:
GREEN & CO.,
25 Front St. E. Toronto
W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

JAMES DOME BLACK LEAD

GIVES A GOOD, BRIGHT, LASTING SHINE.

THE BEST STOVE POLISH ON THE MARKET

NO DUST

W. G. A. LAMBE & CO., Canadian Agents

WORKINGMEN

Desire to pay no fancy prices for a common, every day necessity such as a hand cleaner. That's why they all demand

Gilmour's 10c. Hand Cleaner

which possesses all the qualities of the higher priced lines, and which is packed in full sized tins particularly popular with the hard-working man.

Ask Your Wholesaler's Traveller—Or Write Us.

The Gilmour Company, Montreal

604-6-8 Papineau Ave.

"THE GENUINE HAND CLEANER IN THE ORIGINAL YELLOW TIN."

Ridgways TEA

is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

Days

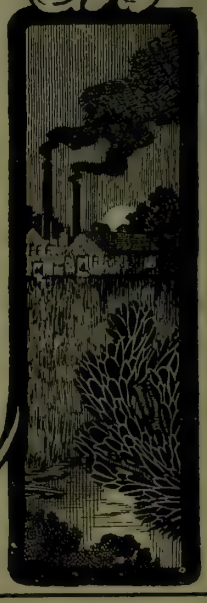
The Virtues of

Anchor Brand Flour

LEITCH ANCHOR BRAND OAK LAKE

Have become so well known that our mills require to run day and night to fill orders. People who live well and want the Best insist on ANCHOR BRAND quality.

Manfd. by Leitch Brothers
Flour Mills, 13
Oak Lake,
Man



Night

ABSORBINE

Cures Strained Puffy Ankles, Lymphangitis, Poll Evil, Fistula, Sores, Wire Cuts, Bruises and Swellings, Lameness, and Allays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. $2.00 per bottle at dealers or delivered. **Horse Book 5 D free.**

ABSORBINE, JR., (mankind, $1.00 bottle.) For Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain.

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.

LYMAN, SONS & CO., Montreal, Canadian Agents.

SAUERKRAUT

German Style. "Silver Thread" Brand. In barrels, pails and 3 lb. tins.

ASK FOR PRICES.

ONTARIO SEED CO., - WATERLOO, ONTARIO

"Wishing our friends the Season's Greeting and a Happy and Prosperous New Year."

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers, - HAMILTON, ONT.

"WHITE SWAN GOODS ARE GOOD GOODS"

—ALWAYS—

CEREALS, SPICES, COFFEES, ETC.

WHITE SWAN SPICES AND CEREALS LIMITED

(SUCCESSORS TO THE ROBERT GREIG CO. LIMITED)

TORONTO

A Prosperous New Year to All

From

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

SUGAR

When next purchasing supplies of Granulated Sugar ask for

Redpath

The purest and best—To be had in original packages—

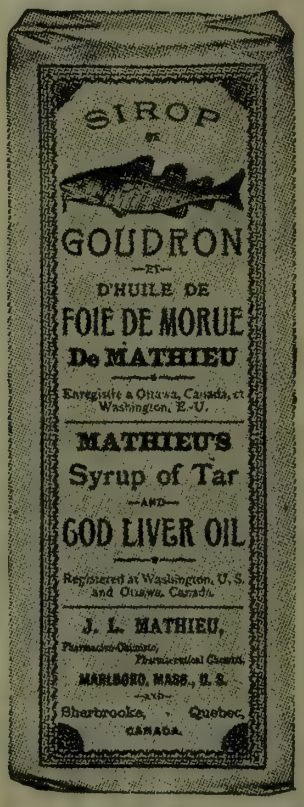
Barrels of about 300 lbs. and Bags of 100, 50, and 20 lbs.

The

Canada Sugar Refining Co.,

Limited

MONTREAL



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints—backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.

2. One person recommending it to another, and probably telling him that he got it at your store.

3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

Do You Want Ottawa Business?

Certainly, you do! It's well worth going after. To properly look after customers here you must have a stock right on the spot. We will store it for you, safely and economically. Ask us how.

A 1 Railway Connections. **Advantageous Insurance.**

Every Modern Convenience.

WE ARE THE WAREHOUSE PEOPLE!

The Dominion Warehousing Co., Limited

J. R. Routh, Manager **52 Nicholas St., OTTAWA**

TO SETTLE DOUBT

Drop a postal to our Canadian Agents (mentioned below) for free full-sized tasting bottle of H. P. Sauce.

Try it on your own plate, and then you will see why your customers want it.

Wide-awake Grocers are making H.P. Sauce their leading line.

Our bright Canadian advertising tells the people all about H. P. and what it is made of, how good it is for the appetite, palate and digestion.

Large and quick turnover on H.P.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Limited, Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Limited, St. John's, N.F.

Midland Vinegar Co., Birmingham and London, England

Buy Made-in-Canada goods and order a stock of

STERLING BRAND CATSUP

Not only will you be selling Canadian-made goods, but you will be selling an article which will please your customers and bring many repeat orders.

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada

If you would please exacting customers who demand highest quality marmalade obtainable fill their order with

Balmoral Scotch Marmalade

put up by experts who have made a study of the industry. Only the finest Seville bitter oranges and pure Canadian granulated sugar used.

J. W. WINDSOR

MONTREAL

DELICIOUS, APPETIZING JELLIES

are what you can guarantee to purchasers of

Shirriff's Jelly Powders

Their composition is pure and perfect.

IMPERIAL EXTRACT COMPANY

18-22 CHURCH STREET, - TORONTO, CANADA

WHAT PROFIT?

That's the main question for you, isn't it? Well, we can tell you that the profit on

"SNAP"

the world's best

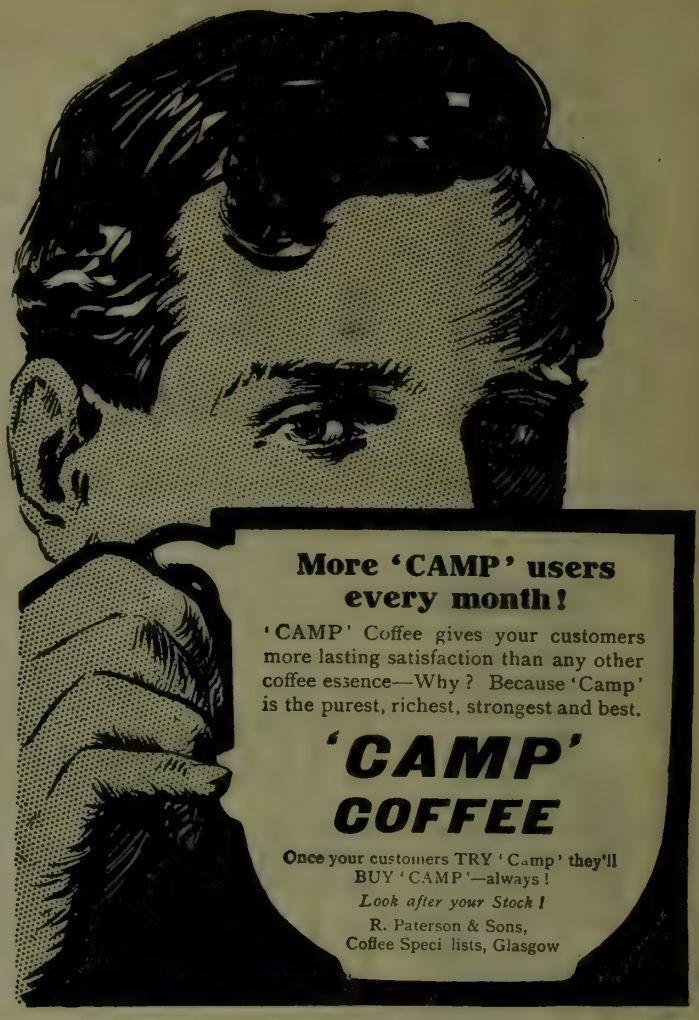
HAND CLEANER

is an excellent one, as you will readily find by getting a quotation from your jobber on a trial case. The difference between Snap and soap is the fact that Snap instantaneously removes any kind of grease, paint or dirt from the skin, leaving the hands soft, white and uninjured. One tin of Snap is equal to four times the quantity of soap.

Made only by

The Snap Company, Limited

Montreal, - Canada



More 'CAMP' users every month!

'CAMP' Coffee gives your customers more lasting satisfaction than any other coffee essence—Why? Because 'Camp' is the purest, richest, strongest and best.

'CAMP' COFFEE

Once your customers TRY 'Camp' they'll BUY 'CAMP'—always!

Look after your Stock!

R. Paterson & Sons,
Coffee Speci lists, Glasgow

At $7 A Case

and up
(Cost to you)

Marsala Wine

Makes one of the best sellers imaginable; to your customers a delightful after dinner beverage, takes the place of port and sherry—and so reasonable in price.

Have you tried it yourself? Send for free sample if not.

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent **Phone Main 2731**

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis. - - Quebec	W. H. Escott, - - - Winnipeg.
C. DeCarteret, - - Kingston.	R. G. Bedlington & Co., - Calgary
Jas. H. McIntosh, - - Ottawa	Tees & Pearse, - - Edmonton.
Geo. Musson & Co., - Toronto.	Wilson & McIntosh, - Vancouver
J. W. Bickle & Greening, - Hamilton.	C. Leonard Grant, - P. E. Island
G. H. Gillespie, - - London	

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

To All Our Friends

We extend our best wishes for a Happy and Prosperous New Year.

James Turner & Co., Limited

Hamilton, Ontario

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Christmas Fair---Country Trade Boomer

Several Ontario Towns Have Adopted the Idea to Hold Trade at Home and Help Holiday Business—Lindsay Tried the Experiment Last Week and Found it a Splendid Success—Some Novel Features.

(By the Canadian Grocer's Travelling Representative.)

A novelty, though perhaps not an innovation, in the way of drawing business to local country centres, is the "Christmas Fair" idea, which, of late years has taken a hold on the merchants in the towns of central Ontario. The credit for propagating this idea is due more particularly to the merchants in the smaller country towns, who, recognizing the fact that some business that by right belonged to them was going to the large cities, decided that some inducement or attraction should be offered the country people in the surrounding neighborhood to do their trading in their local country market town. The "Christmas Fair" was the result.

An Exhibition of Produce.

The central feature of this fair idea is an exhibition of country produce—fresh dressed beef and pork; poultry, eggs, butter and lard, the exhibits and preparation of the exhibits being the property and work of the exhibitor. A set of prizes is offered to stimulate interest, and certainly the contest is keen and occasionally intense, as may readily be supposed.

The claimants for the origination of the idea are many, and it would be a difficult matter to decide to which town the credit is due. However, the principal point is that the fair idea is a success and abundantly justifies its inauguration wherever it has obtained a trial. Newmarket, Goodwood, Sunderland and Little Britain, in York, Ontario and Victoria Counties, have tried the fair a couple of times, and are in the field again for next year. Some elaborate preparations are made in the smaller centres. This year Goodwood had its business street decked out with arches and pillars of evergreen, and the picture was Christmassy and holiday-looking indeed.

"Continual dropping wears the stone," is a proverb used in connection with a drop of water, and the continual and markedly successful yearly repetition of the "Christmas Fair" in the smaller towns is having an effect on some larger centres and county towns.

TAKEN UP IN LINDSAY.

This is the reason why Lindsay, in Victoria County, was taken with the idea. Admittedly a country-buying centre par excellence, and during this passing year of trade depression one of the least affected centres in the country, Lindsay, through its Board of Trade, conceived the notion of following the example of the surrounding small towns and villages, and hold a combined winter fair and Christmas-buying day. To think was to act, and though the time for preparation was short, yet the enthusiasm was such that the fair was destined to be a success from the start. Scarcely two weeks elapsed since the subject was first broached by W. B. Sparling, President of the Board of Trade, who, by the way, is a wholesale grocer and represented the grocers on the committee afterward appointed at a meeting of the Board and the date of the event, December 22, was set. The idea was thought on all sides to be a good one, and right away a committee was appointed to look after the event. That committee was representative of all lines of business, and included J. A. Williamson, B. L. McLean, John Carew, Wm. Galbraith, W. B. Sparling, F. W. Sutcliffe and D. Cinnamon. The farmers' representatives were Jos. Hickson, Mount Horeb, and Wm. Channon, Oakwood. Johnson Ellis, President of the Lindsay Fair Association, was named chairman and H. B. Clemes, of Dundas & Flavelle, Secretary-Treasurer.

Enthusiastic Merchants.

This committee arranged all details. One point which shows how enthusiastically the idea was taken is the fact that the $300 given in prizes was raised in a half-day by the merchants of Lindsay, each man giving on an average $5.

The fair was held in the Market building, which proved too small for the exhibits, many of which overflowed into the square. Prizes were given for dressed and drawn fowl of all kinds; beef, hogs and lambs, and butter and eggs. A number of special prizes were also given by buyers who took possession of the prize winning produce.

A Horse and Baby Show.

Besides this, a horse show was held on Kent Street, the principal business thoroughfare, and on account of its width undoubtedly one of the finest business streets in Canada, and a baby show in the Academy of Music, which latter was conducted by Mayor James Begg.

The Market and Academy are in different ends of the town. One is in the east and the other in the west end, and Kent Street, on which are located the principal business houses, connects the two. As a result, all day long a constant stream of people flowed up and down past the shops and into the stores, and when The Grocer representative, wishing to find out for himself just how the merchants regarded the result of the fair from a business standpoint, entered the shops to speak with the proprietors, he was hustled about in the crowd, and if at all fortunate in seeing the proprietor was met with a "You-bet-ye; haven't time-to-talk; too-busy" reply to his query.

Eighteen Hundred Visitors.

Some 1,200 to 1,800 visitors were in Lindsay for the fair, and they made quite an addition to the 8,000 inhabitants of the town. The stores were crowded all day and many a tired clerk was glad when night came.

To Be An Annual Event.

It is impossible to state in figures the amount of business transacted, but that it well repaid all outlay and expense is more than vouched for by every merchant in Lindsay. Opinion is unanimous on that point. The "Fair" covered but one day, but the event was so appreciated by the farmers and merchants that it promises to be an annual fixture, second only in importance to the Victoria County Fall Fair, which is known as one of the finest autumn fairs in Ontario. As most of the grocers expressed it, "It is the best thing ever held in town."

The stores presented attractive fronts and specially decorated windows, which helped out the general holiday appearance. The grocers were not behindhand in this regard, and some pretty nice window and interior displays were shown.

Graham Bros., the newest grocers in town, had two nicely arranged windows. Fruits and groceries were in one, and an upset barrel of candy in other. Christmas decorations helped out the show. Adams Bros., grocers and butchers, besides decorating stores and windows, had an attractive display of choice meats and dressed fowl on exhibition at the fair. This exhibit was prettily decorated with holly, evergreen and artificial roses. W. E. Baker, the dean of the grocery trade in Lindsay, devoted his window with a showing of chinaware, which is a prominent side line with a number of grocers in Lindsay. A. Campbell's fine store set one window aside for Christmas fruits and groceries, and the other to a display of chinaware. T. A. Fisher and J. R. O'Neill, away from the main business thoroughfare, had the Christmas decorative spirit prominently shown, as did also John Fleury and A. Primeau, near the market. The latter expressed himself on the value of the fair when he said: "It makes two Saturdays in one week. The only objection being that it did not take place earlier."

The fair will be an annual fixture.

News of the Canadian Grocery Trade

Maritime Provinces and Quebec

Merchants Generally Enjoyed Good Christmas Business in Most Cases Ahead of Last Year—Fire in Montreal Grocery.

ST. JOHN.

December 29.—Grocers, both wholesale and retail, feel very well satisfied with the Christmas business for 1908. Several of the wholesalers report that the month of December has been the best in their existence. The retailers did a very satisfactory business despite the feeling that the depression of the past year would affect the sales adversely. There has been practically no change in the wholesale quotations, the only one being a decline of 10 cents in the price of beans. Turkeys, which were sold at 23 to 26 cents up to Thursday, climbed the ladder on Christmas eve and 30 cents was asked. This price is a record for St. John.

The majority of the wholesale grocers did not open their places of business on Saturday following Christmas. The holiday was extended from Thursday night until Monday morning. T. H. Estabrooks, wholesale tea merchant, also closed his establishment from Thursday to Monday, in fact, the movement was started by Mr. Estabrooks, and it was greatly appreciated by the employes.

Mrs. Louise T. Williams, mother of F. E. Williams and James D. Williams, of F. E. Williams Co., wholesale and retail grocers, died on Thursday, Dec. 24.

HALIFAX.

December 29.—The Christmas grocery trade in Halifax was brisk last week, and a large amount of goods were turned over. The demand for some lines was very heavy, particularly for dried fruits. On the whole, trade was fully up to that of last season. A record price was asked for fresh laid eggs in the local market during the past week. Fifty-five cents per dozen was the price asked for guaranteed stock, and even at these figures they were bought up, as the supply was very limited.

The market was well supplied with poultry the receipts of stock from Prince Edward Island this season being very heavy. On account of the large quantity of stock sent in at Thanksgiving, the receipts from Nova Scotia were not as great as at Christmas seasons in former years Turkeys sold from 16 to 18 cents, geese 13 to 14 cents, and chickens and ducks 15 cents per pound. The Island poultry this year was of very fine quality.

The jobbers state that the demand for poultry is becoming greater every year, and this notwithstanding the prevailing high prices. Butter is firm and in good demand. Some of the jobbers this week received a small consignment of 5-pound tubs of choice dairy butter, and these found a ready sale at 30 cents per pound. Creamery is in good demand. The supply the dealers are now receiving is only sufficient to meet the demand of their customers.

There has been a considerable falling off in the shipment of apples during the past week, and it is not expected that any large quantities will be moved during the present cold spell of weather. Some fairly good apples were marketed for the Christmas trade, but the majority of the stock was of very poor quality. Some fancy Gravensteins were offered for sale by several of the leading grocers. These apples were kept in first-class condition and they retained their natural color and flavor. This class of stock found a ready sale.

The Government fruit inspectors called a meeting of the growers and shippers at Kentville last week, and the inspectors informed them that in future the law would be rigidly enforced as regards size. All No. 1 and No. 2 fruit will have to be a certain size. The growers contend that it is impossible to keep within the law, and they point out that the best Nonpariel apples do not come up to the requirements of the law, and, therefore, they cannot comply with it.

MONTREAL.

Dec. 29.—Christmas Day had nothing extraordinary to mark its passing. Storekeepers are trying to size up the trade as compared with other years. A large variety of opinions have been expressed regarding this matter. Some say the volume of their business was larger than previous years, while others claim it fell much below the level of other Christmas seasons. When all these opinions are weighed, however, it can be safely said that there has been a falling off. Nearly all express the opinion despite this fact that the pendulum is commencing to swing towards renewed prosperity.

Geo. Newcomes, of Boston, who has been visiting friends and relatives in the city gave an interesting interview recently on conditions in the United States. After a general review of the situation, which, in its general features, is about like our own condition he spoke of the stringency of the Pure Food Law, and the rigour with which it was being carried into effect.

He said that while Dr. Wiley, the chief analyst at Washington, was undoubtedly rendering the nation a great service he was also making a lot of enemies as many sources of revenue accruing from adulteration were now cut off. He paid some attention to the collection agencies, which were springing up and his comment upon these was far from favorable.

J. H. Lefebvre, one of Montreal's progressive east-end grocers, had a narrow escape from death Saturday evening, when, through spontaneous combustion occurring in a barrel of liquor he was severely burned. Damage to the extent of several hundred dollars was done to the store and its contents.

Western Canada Notes

Shipping Salmon From Vancouver to England—New Warehouse in Saskatoon —Calgary Grocers Elected to Municipal Offices.

SASKATOON.

December 28.—Currie Bros., of Second Avenue, intend extending their departmental store next year. The addition will be in the rear of the building.

Speers & Paul, the west side grocers, have brick veneered their frame store which adds greatly to its comfort as well as appearance.

Avery Smith, whose place of business is on Avenue A. has taken a sudden spasm for advertising. He not only sent his customers handbills announcing special prices for Christmas, but he took considerable space in the local papers and has come to the conclusion that it pays.

The A. McDonald Co., wholesale grocers, have now settled in their new place of business, which has just received the finishing touches. The electric elevator is not yet in operation, but will be as soon as power can be supplied by the city. The building is three storeys, with full size basement, and is a handsome addition to the wholesale section. The general offices occupy the front part of the building, while behind is the ship-

ping room. On the first floor directly over the offices, is the packing room.

Another new warehouse almost complete is that of the Rogers Fruit Co. Although not yet finished, the staff are occupying the building. A heavy trade has been done these last few weeks in the fruit trade. The building itself is commodious. In the basement there are four heated rooms capable of holding three carloads of bananas. There is also space enough for about twenty cars of other kinds of fruit. The building is well equipped for handling this business. Next year this branch will be known as the Northern Fruit Co.

VANCOUVER.

December 26.—Grocers are interested in the action of the companies which manufacture the Canada First and St. Charles brands of condensed cream. The Canada First, produced at Aylmer, Ont. is a comparatively recent arrival on the market here, and in introducing it one case in ten was given free to the retailer. Recently, however, the local representative, Mr. McIntosh, was notified that if this continued the St. Charles people would enter the lists, so it was stopped. Some time ago the price of the 20-ounce tins of St. Charles was reduced to $5.10 per case, which made it possible for some of the larger dealers to drop the price to the consumer to two tins for 25c. This was not what was intended, as the family size, a little smaller, which sold for 20c a case less, was the two for a quarter seller. The 20-ounce size was intended for 15c straight. The result has been, of course, that the consumer calls for the larger size, as other grocers have had to meet the cut, and the family size remains on the shelf. Now that there is talk of bringing up the price of the larger size so that it would not be profitable to sell it retail for two for 25c, grocers are wondering if it will be possible to bring the price back to 15c straight. Once the price goes down it is pretty hard to get it back, for when it is done, the consumer always thinks it is another means of extracting just a little more on a necessary article.

The Empress Manufacturing Company, of Vancouver, has placed on the market for the first time a home-made mincemeat in 20-ounce glass packages.

An effort is being made to place the unfermented wines put up by T. A. Lytle & Co., Toronto.

Merchants generally have done a good business this holiday season. The weather was fairly good, several fine days bringing out the people in very large numbers. Every bargain sale, no matter what line, had an unusually large number of buyers, showing that advertisements were eagerly scanned. It is very probable when the totals are counted up, that this year's business will exceed that of any previous.

Carload shipments of bananas are being received twice weekly, and they are being sold lower than at this time in previous years. The quality is good.

California radishes, parsley, etc., have begun to come in, and are a little high in price. The demand, though, is fair.

Navels have advanced at the shipping point 10c and 50c per box, but the quality is only fair. Shipments are arriving on the green side, and none of the stock has the nice orange color that this fruit should have. Last year, too, the oranges were pale and sour. Japs are short in quantity, but better than usual in quality.

Excellent progress is being made by the Hygienic Dairy with its building at Matsqui, and it is expected that operations will begin soon. At a general meeting held this week a permanent board of directors was appointed, as follows: Dr. S. Tunstall, Messrs. C. E. Hope, M. P. Thomson, A. Cruickshanks, R. A. Mather and M. Desbrisay. F. M. Logan is general manager.

An experimental shipment of fresh salmon from this city to England was recently made by George L. Clayton, of Vancouver, with a view to ascertaining the possibilities of establishing a trade with the English fishmongers. The salmon were packed in ice and sent by express. Mr. Clayton received word this week that the shipment arrived in London in good condition, and he is convinced that if refrigerator cars are used a good business could be worked up.

E. A. Ramsay, senior partner and business manager of Ramsay & Phillips, of Kamloops, who have the largest store of groceries and general goods in the province, outside the large coast cities, has disposed of his interest in the business in exchange for property in Red Deer, Alta., owned by J. P. Rice. Ill health has made it necessary for Mr. Ramsay to secure some relaxation from business worries. The property purchased is in the business portion of Red Deer, and is valued at $26,350. Mr. Rice will enter the firm at Kamloops, but Mr. Ramsay will also remain financially interested, investing $10,000 in additional shares, which will increase the working capital by that amount.

Safecrackers operated at the general store of B. B. Smith, Cloverdale, last week and got $25. No goods were taken.

Mr. W lson has left Vancouver to take charge of the sales department of Harvey & Dobson, general merchants, of Enderby.

Mrs. R. P. Bradley, with her younger sons and daughter, have arrived from Enderby, to join Mr. Bradley, who lately purchased a grocery store in Kitsilano, one of the western sub-divisions of Vancouver City.

Encouragement is given to land owners in the Okanagan district to grow tobacco by Louis Holman, who offers to take all the leaf that is produced there. He is a tobacco grower of some experience, and since coming to British Columbia from Wisconsin four years ago, has cultivated this profitable plant. Following his advice, a number of others have started growing, and now there is a total tobacco acreage about Kelowna of about 43 acres, from which it is expected that 38,000 pounds of leaf will be obtained. Climatic and general conditions are very favorable, and the indication is that this industry will expand rapidly.

Broder Bros., of Bellingham, are operating a clam cannery at New Westminster. The raw product is obtained from an island in the Gulf of Georgia by Indians, and conveyed to the factory in sacks. Orientals are employed in the work of preparation, but the more important parts of the process are carried out by eight white men. Nothing is wasted, the shells being shipped to Bellingham, where they are manufactured into chicken feed.

CALGARY.

December 26.—The appearance of the stores last week, not only proves conclusively that Calgary is second to none as a modern city, but that the grocers possess both business ability and the skill and taste of the artist. To form an idea of Calgary's prosperity, and the efficiency of its business houses, one could not do better than take the store of the Calgary Milling Co. as a criterion.

Mr. Turcotte, who for the past two months has been in charge of the Calgary grocery store, in 1st Street West, has lately opened another store in the rapidly growing suburb of Sunnyside.

Among the many passengers going east for the Christmas season was J. G. Savage, of Plunkett & Savage, Rumor has it that he will not return to Calgary alone.

The dairymen of Alberta report very good progress during the season just passed. The fifty creameries and cheese factories in the province have done a much better business than last year. Twenty-one of the creameries established on the co-operative principle and owned by the association of farmers, were operated by the Provincial Department of Agriculture on their behalf, and have proved a great boon to the farmers of the various districts.

There appears to be a scarcity of peel this year. The wholesalers, owing to the big demands, have run short. As this was partly anticipated, many of the retailers held on to their stock and will probably be able to meet all requirements.

R. R. Jamieson, for many years superintendent of C.P.R., Calgary, has been elected mayor by about 500 majority. The experience he has had in handling large railway affairs will stand him in good stead in his new position. The coming year will be an important one in Calgary. Several big undertakings will be pushed forward, the street railway being one of them.

The Calgary grocers are honored by having three of their number, F. J. Green, J. C. Speer and G. N. Erb, elected as aldermen, and if they attend to the work of the council as they have to their private affairs, the citizens will have reason to be proud of them. F. G. Green is of Wood & Green, 8th Avenue W. Their business is one of the largest in the city, and Mr. Green's business ability, as well as popularity, counted for much in his election. J. C. Speer runs a store with his brother in 9th Avenue E., where they have been in business about two years. Mr. Speer will be a good addition to the council. G. N. Erb, of Erb & Anderson, flour and feed merchants, 8th Avenue E., is a quiet, unassuming man, but with a good grasp of affairs.

Recently a meeting of the wholesale section of the Board of Trade was held to discuss the question of legislation with reference to the sales of goods in bulk. Wm. Georgeson, of the Georgeson Co., wholesale grocers, was in the chair and read the Bulk Sales Act, as passed by the British Columbia Legislature, and advocated legislation on similar lines. Under existing circumstances it is possible for a retailer indebted to wholesalers to sell out his entire stock, pocket the money and leave the country, when, as many cases have proved, the creditor receives nothing. It seems that

an act to remedy this state of affairs would be welcome, and be of benefit, not only to wholesale houses, but retailers, too, by doing away with fraudulent merchants. A resolution in favor of this act was unanimously passed at the meeting, and will be submitted to the council of the Board of Trade at their next meeting.

Jas. Logan, who for the past five years has been running a general merchant's store in Olds, has assigned to George Gray, official assignee, of Calgary. When everything is straightened out his assets will in all probability quite cover his liabilities.

L. T. Mewburn, of L. T. Mewburn & Co., wholesale grocers was recently elected president of the Hunt Club just formed in Calgary.

From Ontario Correspondents

Many Grocers Interested in Municipal Elections—Christmas Business Reported Generally Good—Brantford's Christmas Excursion a Success — London Grocers Enthusiastic Bowlers.

LONDON.

Dec. 29.—Local retail grocers agree that this year's Christmas trade has been at least equal to that of last year, while the business of Christmas eve surpassed any previous record.

This is stock-taking week in the wholesale houses and all the travelers are in.

Brokers report trade rather quiet, with little change in prices of staples. Canned goods are moving very slowly.

At the next meeting of the Retail Grocers' Association, to be held on Jan. 12, the matter of holding the annual banquet will be taken up and the date and place named.

Local retail grocers have not yet recovered from the bowling fever. Next week there will be a match for blood between teams representing grocers north of Dundas Street and those south of it. Treasurer Ed. Ryan, will captain the south-siders and ex-President Harry Ranahan will be in command of the north-enders.

Only two grocery men were put in nomination for municipal office on Monday. Samuel Screaton, of Edward Adams & Co., (wholesale), chairman of the Hospital Trust, who is seeking re-election, and T. H. James, whose name is on the list of aldermanic nominees.

It is understood that John Garvey, wholesale grocer, intends erecting during the coming summer a handsome five-storey warehouse on the site on King St. of the Murray Shoe Company's premises, which is the property of Mr. Garvey. Mr. Garvey has long had this project in contemplation, but certain leases have prevented its being carried out.

The local cheese trade has been rather lifeless during the past three weeks, as buyers generally have sufficient stock with which to finish the year. Though there are fairly large quantities in Montreal, the wholesale exporters refuse to let go their holdings at present prices. Their reason for so doing is that cheese stored here is mostly of September and October make, and was purchased at higher prices than the later makes. They are, therefore, willing to hold on and take chances rather than suffer a loss at the present time. One large dealer states that prospects look brighter now, and he looks for an advance in January, although not a large one. The same authority stated that England's supply is nearly exhausted, and they will have to import Canadian cheese in the near future. He does not, however, believe cheese will soar very high.

Thieves entered Gyde's grocery, 508 Grosvenor St., the other night and made off with a quantity of goods.

Roy Moore, driver for Ryan & Russell's grocery wagon, had a close call from serious injury, if not death, at the Richmond St. crossing of the C.P.R. on Saturday. While driving over the tracks he failed to notice an approaching yard engine until it was almost upon him. Then he whipped up the horse, but the engine struck the end of the wagon, throwing it around to one side and pitching Moore and a companion out. Their escape with a few cuts and bruises was little short of miraculous.

CHATHAM.

December 29.—Following the busy Christmas season, keen interest is being taken in the municipal elections. Members of the grocery and allied trades figure quite prominently in the list of candidates placed in nomination to-day.

There is a straight fight for the Mayoralty between Ald. John Edmondson, the St. Clair Street butcher, and Ald. W. H. Westman. Ex-Ald. Wm. Potter, who contested the Mayoralty last year, was in many quarters expected to again enter the race, but a few days ago gave out a statement to the effect that he was not seeking municipal office. He was nominated for the Council, though it is uncertain whether or not he will be a candidate. In addition to ex-Ald. Potter, Ald. Harry Andrew is a grocer candidate out for re-election to the Council, after one year of service. Wm. Anderson, ex-chairman of the Public Library Board, is also in the race, his candidature meeting with widespread approval. Mr. Anderson is president of the City Retail Merchants' Association, and has a general reputation as a hustler. John D. Stark, St. Clair Street, is another grocer nominee, though it is uncertain as yet whether or not he will stand. John McCorvie, for the past year chairman of the Board of Education, is this year in the aldermanic race, and is counted one of the likeliest candidates in the list of 40. John Mahler, of the Chatham Evaporating Works, and Chas. E. Lister, of the Maple City Creamery, are also in the race. All things considered, dealers in foodstuffs have a pretty goodly representation in the list of candidates. Harry W. Jacques is the only grocer in the list of candidates for the Board of Education.

Though it was at one time thought likely that the repeal of the market by-law, prohibiting grocers from purchasing on the market before 10 o'clock, which was put through early in the year, would prove an issue in the municipal elections, so far it has been brought up by only one candidate, Fred. H. Brisco. Mr. Brisco comes out flat-footed in favor of the restoration of the 10 o'clock proviso, with respect to grocers and butchers, as well as its extension to include wholesale buyers.

The Christmas season is over. All things considered, it was a very successful season for the grocery trade. Grocers all round are well satisfied with results. "It was miles ahead of last year," was the enthusiastic statement of one merchant to The Grocer representative, while grocers who condescended to be specific reported in some cases that their business for December, 1908, was approximately $500 to $600 in excess of that for December, 1907. Christmas displays were on the whole far better than those last year, though in many cases simpler.

Assignee W. G. Burrows states that the estate of R. I. Weaver, the St. Clair Street grocer-butcher, whose assignment was reported last week, is in pretty good shape, the assets being far in excess of the liabilities. The assignment was probably hastened by the pressure of some of the larger creditors to secure payment of their claims. The assignee intimates that the estate will not only pay 100 cents on the dollar, but will leave Mr. Weaver a tidy balance. The business is being carried on by the assignee, pending the winding-up proceedings.

E. H. Ruttan, grocer, of Wallaceburg, has added a new National Cash Register to his store equipment.

O'Flynn & Burgess, Wallaceburg, have brightened the interior of their grocery by installing several additional electric lights.

Gilbert Lombeard has opened a new butcher shop in Wallaceburg, in the front part of Jas. Dunlop's premises.

Elmore Selkirk has joined the staff of E. Coulter's grocery at Wheatley.

Harry Gill, of Ouvry, is offering his grocery and other property for sale.

GUELPH.

December 29.—The Christmas trade, the grandest time of all the year in the grocery business, is come and gone, and from outside indications the trade did not pan out as well as usual this year in Guelph. The grocers in some instances

were responsible themselves. The window dressing this year was away behind other years, in fact, I do not remember seeing the windows here as a whole so poorly dressed and so little decoration shown. It does not cost so much that any merchant need be afraid of the cost even if they did not pay for themselves. In a few cases some attempt was made but only in a few. The boot and shoe, also the dry goods windows, were all that could be desired, but the grocers for once were not in it at all. George Williams, with a beautiful display of candies, stockings, etc., had the nicest window in the city, but for a right out-and-out grocery window display we did not have any. Some of the grocers claim they had not time, but that is a too far fetched excuse. There was just as much and, perhaps, more time this year, and if there was not it should have been made, as nothing helps Christmas trade more than a well dressed window, and most grocers are well aware of it. "How was the Christmas trade with you?" was the general question among grocers this week and most claim just as good as last year. But then again on the side each one has his own version, and you can put it down as a fact that it was not up to other years. Business in the china and crockery line was all that could be desired, but then again this year one of our dry goods stores put in a line of china at cut prices and most of the grocers who handle these lines had to meet competition, and while a good many more goods may have been sold, the profits were not nearly so large on account of the cut prices. As it was this year, a lot of merchants had a chance to clean up their stocks at a reduced price, for which the public got the benefit.

The market Saturday was conspicuous by its absence, which is not often the case in Guelph. But the other days of the week had spoilt it. Thursday's market made up for it.

The only scarce article this year again was turkeys, and as high as 20c a lb. was paid here.

We were wondering up in Guelph what Charley Smye had to eat at the banquet to change his face so much. Charley's "Tartan Brand" did not do that surely?

Doesn't it take some grocers a long time after the Christmas season is over to change their advertisements? Guelph is not alone in this; long after the new year is in they will still be shouting out their Christmas specials.

The Co-operative Association had an idea for their window at Christmas which helped to draw the crowd. They had a large cake of shortbread with a Merry Christmas done in icing on the top. It was given free to the nearest guesser to its weight.

1909 will soon be here. One of the new leaves in the grocers' case this year who says, "Just as good as last year," ought to be, "The largest trade we ever did and keep it up all the year." Just as good is not good enough for Guelph.

BARRIE.

Dec. 29.—Christmas business this year has been better on a whole than last, as this year we have had four days leading up to the holiday whereas last year we only had one day practically to do it in. This season was a good one for fruits and confectionery and more fancy groceries than usual were sold. Two leading local firms mailed circulars to the buying public announcing Christmas suggestions which they claimed helped them very much, another had a chair contest in which nine fine chairs were given to the parties in town and the surrounding district who received the highest number of votes—every twenty-five cent purchase calling for a vote. This scheme worked well and helped swell the sales of that merchant, as there actually were a couple of ladies in the contest who went around town asking people to buy from that store and give them their votes.

The merchants around town, more especially the older ones, were very much grieved to hear of the sudden death of Chas. E. Kyle in Toronto on Monday. Mr. Kyle had visited this town as a traveler for grocery houses for the past twenty-five years, and a host of old and young friends of this town join in deepest sympathy for Mrs. Kyle.

Christmas turkey was at a premium on the local market last Tuesday and Thursday, there being only a few offering. The farmer could ask any old price he wished—which he did—on Tuesday. Seventeen cents a pound was paid and people were putting off till Thursday market thinking they would buy cheaper, when up went the price to 19c and 20c, and even at that the fowl were unprocurable. Thursday evening the several merchants who had any were retailing them at 25c a pound and cleaned up all they had at that. Geese also followed the prices of turkeys in proportion and were sold at fifteen cents a pound. There were no ducks offered, this being the first year that this has ever occurred.

Edward Luck, late of Luck, Wisdome & Company, has joined the staff of James Vair & Sons.

J. Boyde, of Telfer Bros. Collingwood, has resigned his position with that firm.

Budd, Lawson & Co., have undergone a recent change, Mr. Lawson withdrawing from the firm which is now called Budd & Co.

The elections are now at fever-heat. James Vair looks the likely candidate for Mayor, while W. D. Bothwell is trying hard for a re-election as alderman for No. 3 ward. Sam Calwell is trying to land No. 5 ward.

PETERBORO.

Dec. 29.—The nominations of candidates for municipal honors took place here yesterday and the slate includes a couple of men interested in the grocery trade. Geo. A. Gillespie, of White & Gillespie, grocers, was named for the council. Mr. Gillespie has already spent a year in the city council of Peterboro and will in all probability remain in the field again. E. F. Mason, grocer, was nominated for the board of education. A few years ago Mr. Mason occupied a seat in the city council here and before he retired was chairman of the finance committee. He is proprietor of three grocery stores.

Among the attractive grocery windows during the Christmas season was that of Peter Connal & Son, George St. The feature of the display was a large wax doll in holiday attire, standing beneath a throne-shaped canopy. The latter was erected on an elevated pedestal, giving the whole display a commanding appearance.

GALT.

December 29.—The merchants in Galt are exceptionally well pleased with the Christmas trade. It was better than for some years past. Of course, the Saturday trade was killed, and the streets in town on that day were more deserted than on an ordinary week day. The big Christmas market in Galt was on Wednesday before the holiday, and it was a record-breaker. The council expended considerable money in advertising, but still the quantity of produce was insufficient to meet the demand. Turkey sold at 22c per pound.

John Sloan, grocer, has been elected president of the Galt Board of Trade.

At the nomination meeting on Monday evening, Ald. Pat. Radigan was elected by acclamation for a second term. He has served the town faithfully during 1908 and his re-election is well deserved.

Thos. G. Robinson, the Waterloo Ave. grocer, will seek election to the aldermanic board from Ward 5. "Tom" is well up in municipal affairs, an energetic worker and a strong labor man, and although he is up against strong opposition, it is quite possible that he will be elected.

The clerks in the various grocery stores were handsomely remembered by their employers at Christmas.

There is practically no destitution in Galt, a statement which any other town could hardly truthfully make.

BRANTFORD.

December 29.—The excursion from outside points under the auspices of the local business men, the week before Xmas, was a great success. The radial companies gave a good service and reported that 1,600 people secured return tickets. The return rates were: From Galt 10c, Paris 5c, Ancaster 5c.

Percy Greensides spent Christmas with friends in Preston.

The wholesale houses reported that stocks of Christmas goods are very low.

Philip Truss, wife and family, spent Christmas with friends in Hamilton.

Christmas is again as far away as ever and your correspondent has received many favorable reports of this year's business. While the majority of merchants report that sales have been

smaller in comparison to the usual amounts, when totaled up they amount to more than last year. The stores all appeared attractive this year, much more time than usual having been spent on the Christmas decorations. The window displays were exceptionally good, as great interest has been taken in the window dressing competition.

Most of the stores kept open the week previous to Christmas until ten o'clock. The last five days were busy ones for everybody. While Brantford is not noted for a large market during the week, it was, nevertheless, thought by all that Thursday's market would be a good one. In this many were disappointed, and especially those who had not purchased their turkeys before. One farmer asked 30c per lb., but most of them were sold at 25c lb. New laid eggs are still scarce and are retailing at 35c per dozen.

Civic nominations on Monday brought out an unprecedented array of candidates for municipal honors. Ald. Suddaby, the West Brant grocer, is in the field for Mayor. He has been chairman of the Board of Works for the past two years, and has done faithful work, especially in connection with the street paving which has been inaugurated this year. Ald. Burns is also a candidate for re-election in Ward 3. Both of these gentlemen's past records should commend them to the favorable consideration of the citizens.

ST. CATHARINES.

December 29.—Many merchants were caught unprepared when the final Christmas rush came last week, simply because they had come to the conclusion weeks ago that the Christmas trade would not amount to much.

Almost every grocer in the city reports the Christmas trade equal to, if not surpassing that of last year. Large quantities of groceries were disposed of and for once stocks were short of many lines. Cranberries were hardly obtainable at any price, table raisins were all sold and there were only one or two varieties of nuts in any quantity. Housekeepers could scarcely believe their ears when, inquiring for these goods, they heard in each instance the same response, "All sold." To guard against a repetition of this a suggestion might be offered which by experience has proven itself quite practical. Take all the invoices of your Christmas stock purchases and list the amounts of each item on a sheet of writing paper, as well as the cost price. After each item fill in as remarks whether your purchase was sufficient to meet the demands of your trade. If not sufficient, estimate the quantity you could have sold and enter it in your remarks, If you find you are overstocked in some lines note these and the quantities sold. This should be done carefully with every line you buy for Christmas trade. Then when you have completed your remarks, place them in an envelope marked, "Pointers for Christmas Buying, 1909," and store it in the safe. With price conditions the same a year from now a grocer will be able to place his Christmas orders intelligently and without the chance of over-buying, which happens if he trusts to memory alone. If prices are changed, either higher or lower, some allowances should be made for these altered conditions. If prices are lower on any line naturally larger sales may be expected, whereas if they are higher sales will be curtailed.

Stock-taking is the next event every grocer has in mind now. Do you take stock? If not, why not begin this year? You can't realize the odds and ends of stock that may have accumulated in unknown corners in twelve months or longer. These represent capital—dead capital—not earning its share of the profits. Stock-taking will reveal these. Then why not know exactly how you stand? You may have worked hard during the past year and if you knew exactly how much your net profit for the year was over and above all expenses you would perhaps be ashamed to tell it.

It follows that after the periodical summing up, the successful grocer will plan ahead for the new year. Don't overlook your advertising. How can you ascertain what amount you should devote to advertising? Take the total of your sales for 1908 and allow one per cent. of that amount to be your advertising appropriation for 1909. If your sales were $10,000 that would mean $100 for advert sing next year. Plan now how you are going to spend your allowance for advertising. Use only the mediums that pay.

One of Toronto's Brightest Groceries, the Store of H. G. Macdonald, 223 Sorauren Ave.

The fixtures of the Simson store, of Thorold, are to be sold by auction on Dec. 31 and on January 2.

W. H. Merriman, one of our local wholesale grocers, purchased the Rawson stock at Humberstone at 55c on the dollar. It is expected that the estate will pay from 35 to 45 cents on the dollar to creditors. Mr. Merriman has not definitely decided as to how the stock wi l be disposed of, as he is considering a very favorable offer which he has received for it en bloc.

T. J. Farmer, of C. A. Farmer & Son, grocers, Perth, was a visitor in Toronto Christmas week.

THE CANADIAN GROCER

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The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

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THE APPLE SITUATION.

The apple situation just now, while not exactly exciting, presents some features which are decidedly interesting. The crop of 1907 was a light one and this present year's is but little better. The early varieties were plentiful enough, but the late fall and winter apples are very scarce. As is well known the past summer was an exceedingly dry one, and in consequence the keeping qualities of the fruit are very low. The buds in the early summer gave promise of an abundant yield, but the drought during July and August made growth too rapid, and a few windstorms which came on in the late summer played havoc among the trees and blew off a great quantity of fruit.

Early apples were fairly plentiful, although a number of barrels offering contained what seemed more than a fair proportion of windfalls. The later apples looked better, and were better, but the great defect this year with all kinds of apples is that they were too dry. They do not stand up well. That is why good apples are scarce and command a high price.

Nearly three months ago when apples were more plentiful than now and when the price of early varieties ran from $1.25 to $1.85, the statement was made in these columns that $2.25 a barrel was none too high for the firmer grades, and that later varieties might easily be worth $2.50. Our estimate proved correct, though the figures were a little conservative, good apples ranging from $2.50 to $4.50 per barrel.

A great many commission men who handle general fruit lines, more particularly in the smaller centres of the country, and have in the past dealt in apples, are not touching the fruit this season. They lost money a year ago, and do not wish to repeat their experience. Some of the growers, too, lost money last year, and this season are placing their fruit in a different way and in a different market.

Anyone who reads the reports of apple shipments from Canadian and United States ports to Europe cannot but be surprised at the small quantities going forward this year. The season opened well enough, and two months ago it looked as though a new apple-shipment record would be established. Such, however, was not to be the case. Evidently the packer for export has not yet learned his lesson, many of the apples reaching Liverpool in an unmarketable condition.

Of course there was some sort of excuse for the earlier arrivals. Forest fires delayed ships in the St. Lawrence and navigation was all but tied up, and this unforeseen catastrophe caused delay in placing the fruit on the European markets. But when a great many later arrivals were seen to be in the same condition buyers grew shy and the price declined. Good stock was put in the same category as early fruit, though of late a good high price is offered in Liverpool for select apples.

The blame for sending unmarketable fruit forward cannot be laid at any one person's door. Some of the fruit from Ontario and Western points was shipped from Montreal, and some Eastern fruit from St. John and Halifax. Nor are Canadians only to be blamed, for not a little of this unfit fruit was shipped from United States ports.

Another feature which strikes one is this. Of late the number of fruit growers who sell apples as they stand on the trees is increasing. It may mean more money for the grower, and it certainly means less work; but is it wise to do this without proper inspection? Let us consider a case. An orchard which looked worth $300 to a packer yielded but $200 worth of good fruit. What would the packer do? Perhaps he would try to make up the other $100 by putting in the culls and windfalls which would ordinarily go to the cider mill. In fact, this seems to have been done. Now a suggested remedy is that inspection be made on all fruit whether for export or home consumption, and that the inspection be made at the place where picked and packed.

That something along this line is coming to be recognized is shown by the way Annapolis Valley apples are now going forward. For the first time, apples from Annapolis are going out as such, and not under the general designation of Nova Scotia apples. The fruit growers of Kent County, Ontario, too, are recognizing the fact that it is well to look after their output in a personal way. Last year they lost money exporting their fruit through agents to Britain. This year they are shipping to the West and making money.

The West this year is the big market for apples, and that market is taking nearly all the fruit that otherwise would have gone to Britain. Southwestern Ontario has a slight advantage in the matter of climate and its fruit is placed on the market ten days before Niagara lines, and can be offered in Winnipeg two weeks earlier than British Columbia fruit. But other sections of the country are sending apples to the West, and are making money, too. One Toronto dealer a few days ago was offering $2.80 a barrel for apples which he was shipping to the West.

CANADIAN TRADE WITH JAPAN.

A Japanese merchant passing through Montreal, en route to England recently, when questioned regarding the trade relationship of Canada with Japan, said that he was gratified to know that the interchange of products between the two countries was increasing each year, and that trade had been established, on a good, healthy basis, which had every appearance of being a lasting institution. Canadian canned goods were in especially good demand. A great variety of other lines were also being introduced into the market.

A Canadian authority referring to these statements, said that the flour trade with Japan had dropped off considerably, in fact, almost altogether, owing to the imposition by the Japanese Government of a duty of fifty cents per barrel. The Japanese Empire produced about 15 million bushels of wheat, and the remainder of their supply was derived from Canada and the U.S. The trade in flour reached fairly good dimen-

sions at the close of the Jap-Russian War, when this business received the discouragement above referred to.

IMPROVING THE DEPARTMENT'S USEFULNESS.

A circular received from the Department of Trade and Commerce at Ottawa during the week shows that its officers are taking well-advised steps to make themselves conversant with the ideas of the business men in whose interests, as well as for the country as a whole, they are working.

The Deputy Minister invites Canadian exporters and manufacturers to give the department the benefit of their views on the following questions: (a) "What would you advise should be done to increase the export trade of Canada?" (b) "What improvement or change do you think desirable in the compilation of the trade statistics published by this department?" (c) "Can you suggest any improvement in the collection and publication of commercial information received from the trade commissioners?" Replies should be marked "Trade Suggestions" on the envelopes.

This is something which manufacturers and exporters in all parts of Canada should take an interest in and give due consideration.

LOOK FORWARD TO BETTER THINGS.

With the departure of the old year and the coming of the new, there naturally arises in the mind of the groceryman the question, "What can I do to better my business during the year 1909?" Resolutions are, therefore, in order, and if they are sincerely made they should be kept. The grocer must reflect on the past, find where he has blundered and lost money, and lay his plans for the future to avoid the recurrence of the mistake. If he finds he has paid too little attention to the art of window display and has noticed that his neighbor has profited thereby, he has a good foundation for a resolution.

Again a grocer may have neglected to keep his name and business before the public as prominently as he should have done and might easily have done. Publicity is a contending factor. The public should know who you are, what you have for sale and what you sell it for. The effect of advertising may be determined with little trouble by comparison. From present prospects the grocery business during the coming year promises to be excellent. Regardless of the financial stringency of the past year, reports from various Ontario towns and cities indicate a splendid Christmas trade—one which, it seems, was scarcely expected by the grocers. With the experiences of the past to go by, the grocers should have a much better year during 1909 than the one which has just closed.

MAY MEAN FAMINE IN LEMONS.

The earthquake and consequent disaster in Sicily on Monday is likely to have a very stiffening effect on the lemon market during the coming season. At the present time a large quantity of the season's supply is stored in warehouses on the docks at Messina, in the centre of the affected district and it is feared that the tidal wave which accompanied the earthquake shock will practically mean the destruction of this stock. Local brokers have been cabling this week trying to secure information regarding the matter, but up to the time of going to press nothing could be learned.

If the possibility spoken of above has occurred it will mean practically a lemon famine in Canada in May and June and prices will be likely to soar very high.

At the present time there are no lemons between Messina and Toronto and local stocks are very light. Shipments for local brokers were due to leave Messina on the 29th, the day after the disaster. Of course these will not be sent and it is possible they have been destroyed.

New crop Messinas will arrive in July, and this should ease the situation a little, but if the disaster has had the effect imagined the prices of lemons will be very high during the coming summer.

COURTESY AND CLEANLINESS.

Courtesy costs nothing, and as a good business investment cannot be surpassed. Everyone whom you know could tell you of numberless instances where courtesy has had a very large pecuniary value, to say nothing of any other aspect of the question. There is, however, a very grave danger of confounding courtesy with servility.

A writer in defining a gentleman, said "He was a man who was lord of his own actions, always expressing that lordship in his behaviour, not subservient nor servile." To draw the line is a very difficult matter, but it can be done. Some grocers complain that their social position is not what it ought to be, perhaps, however, it would be better to qualify this statement by saying their wives do the complaining in this respect, as the average grocer, is so busy he does not have much time to think over his social status.

The writer was amused some time ago by an incident which occurred in a grocery store. Some time previously the proprietor had sold his business to a younger man. Finding life very dull without something to do, he found himself spending much time on the scene of his past endeavors. He greeted those who came in with the same old smile and enquired in an intensely interesting way regarding their health. What, however, was the most amusing part of this comedy was the fact that the inevitable "Thank you, thank you," escaped him as he still politely opened the door. All of this was force of habit, and so long as he lingered about his old haunts his old habits clung to him. With some people who are in trade, and meet the public this courtesy is studied and oppressive, being obviously for a purpose, while with others it comes with a natural grace.

Many and varied are the comments which are passed on the personal appearance and deportment of those who serve customers. Not long ago in a certain store, a lady was heard to remark to her companion "What a nice clean looking lad that is who served us, and he is so courteous." In this young man the employer had an asset, whose full value it would be difficult to estimate. Psychological as well as material impressions play a large part in our daily life, and if these are not pleasant, we are not likely to visit again the places where we receive them. On the other hand, if they are good we are impelled to seek out these places at another time. When a woman moves into a new community, and consequently has to change her grocery patronage she has been heard to say on reaching her home after visiting a nearby grocery: "The man who served me had on a disgustingly dirty collar, and his shirt looked as though he had not changed it for a month." Mentally, she pictures his goods as suffering from the same complaint and immediately transfers her patronage to the grocer whose clerks are immaculate in clean white frocks, and aprons. In regard to politeness and courtesy it may be said that the average grocer is in this respect guilty of the sins of commission rather than omission. In the great majority of cases politeness is overdone, and nothing is more objectionable to people of discernment than this. See to it that you are not too effusive as this offends people quite as readily as the other extreme, especially since they may think that it is only assumed for a material end.

TRAVELERS' MEETING AT LONDON

Decide to Admit Saleswomen as Members—Travelers' Club Elects Officers.

The annual meeting of the Travelers' Club was held on Saturday night. President Townsend, in opening the meeting, said the year had been one of the most successful in the history of the club. The membership had increased greatly, and was now the largest in the history of the club. Financially, they were in a splendid position, and the profits for the year were the greatest yet. The election of officers was then called for and resulted as follows: Honorary President, Hon. C. S. Hyman; Honorary Vice-presidents, Ald. Donald Ferguson, C. W. McGuire, H. E. Buttrey; President, J. S. Townsend (re-elected). 1st Vice-President, S. Frank Glass (re-elected); 2nd Vice-president, A. H. Brener (re-elected); Secretary, Fred Lind (re-elected). Directors, J. W. Ferguson, B. S. Murray, H. W. Lind, Frank Lawson Edwin Paul, Benj. Noble, J. T. Green and F. S. Fisher. Auditors, A. H. Moran and J. K. Spry.

Association Meeting.

The annual general meeting of the Western Ontario Commercial Travelers' Association was held on Saturday last. The officers were elected by acclamation at the meeting a couple of weeks ago and there were only a few vacancies on the directorate to fill. To these the following were elected: Directors for London—E. M. Hannah, A. S. Wallace, H. W. Lind, Frank Lawson, W. Smithson, R. H. Turnbull and P. M. Millman. For Galt—C. Turnbull.

The re-adjustment of the mortuary benefit fund was the cause of considerable discussion.

It was impossible to arrive at any conclusion in the meeting and a committee composed of W. R. Grant, William Gray, William Turnbull, J. M. Dillon, W. L. Underwood, P. M. Millman and Col. J. W. Little was appointed to thoroughly consider the whole question and report at the next meeting.

The right of a member to give the power of attorney to another member to vote was abolished at the suggestion of R. E. Davis, and in the future each member must vote himself. It was also decided that the trustee should receive the ballot paper instead of the secretary, as in times past. It was also decided to increase the duties of the treasurer, and he was voted a salary of $200 per annum.

William Gray moved that all the funds of the association should be invested in the name of the president, the trustee and the treasurer. J. M. Dillon seconded the motion, and it was carried.

There was considerable discussion on the motion not to extend the privileges of membership to the ladies, but it was voted down, by a considerable majority.

E. J. Dawson and J. F. Kern were reappointed auditors for the coming year.

The annual report was received and unanimously adopted. The officers were congratulated on the splendid showing of the year.

The sum of $300 was voted to the charitable fund.

The new board met directly after the general meeting and elected Col. J. W. Little as trustee, and Alf. Robinson as secretary.

DEATH OF CANADIAN TRADE COMMISSIONER.

Alexander Maclean, an Old Newspaper Man, Passed Away in Shanghai.

The news of the death in Shanghai, China, of Alexander Maclean, trade commissioner of the Canadian Government, which came in a cable dated Shanghai, Dec. 22, has been received with a great deal of regret by his many friends in the Dominion. The deceased

THE LATE ALEXANDER MACLEAN,

Canadian Trade Commissioner in Shanghai.

was widely known throughout Canada, even prior to his appointment, Dec. 1st, 1903, as trade agent at Yokahama, when the Government opened its first agency in China. Mr. Maclean was born in Brant County, Ontario, and after teaching a short time in his early manhood, he became a newspaper writer. He established the Mitchell Reformer, published The Cornwall Freeholder from 1865 to 1872, and represented The Globe in the Parliamentary Press Gallery during the stormy period between 1872 and 1874. His next service in newspaper life was as publisher of the Ottawa Times and his final venture in journalism was as managing director of the Montreal Herald.

During the past few months Mr. Maclean had been too ill to attend to his duties in the east, but the department at Ottawa and his many Canadian friends believed he was on the road to recovery. On Oct. 30th, F. C. T. O'Hara, Deputy Minister of Trade and Commerce, received the last letter from him, and in it Mr. Maclean dealt with business matters, giving the impression that he was regaining his health. Last May he was transferred from Yokahama to Shanghai and since that time he had not been in the best of health. He was 74 years of age and was predeceased by his wife. John Maclean, of the Allis-Chalmers-Bullock Company, is a son, and M. Y. Maclean, M.P. for South Huron, a brother.

DEATH OF GEORGE RANDALL.

Wholesale Grocer, of Berlin, Passed Away Last Week.

George Randall, sr., of Randall & Roos, wholesale grocers, of Berlin, died on Wednesday, Dec. 23, at the ripe old age of 77 years. Mr. Randall was born in Chesterfield, New Hampshire, and at the age of 19 years came to Hamilton, where he entered into partnership with his brother-in-law, Marshall Farr, as contractors. Among the buildings they erected were a large number of railway stations for the Great Western Railway. Other contracts which they filled were the Desjardins Canal, in the course of construction of which Mr. Farr lost his life. The contract was, however, completed by his partner, who afterwards went to Waterloo, joining the late Mr. Hespeler in operating a distillery and general store under the name Hespeler & Randall. This business was later known as Geo. Randall & Co., his partners being Joseph Seagram and William Roos, who had formerly been clerks. Just a quarter of a century ago this partnership was dissolved and a new one formed, with W William Roos, known as Randall & Roos. As this time Joseph Seagram withdrew and carried on the distilling business which has grown to its present large proportions. The wholesale grocery business was carried on until Mr. Randall's death, though he did not take a particularly active interest. In addition to his connection with these firms he was also identified with the Hespeler Woollen Mills, now the Forbes Co. He was president of the Waterloo Mutual Fire Insurance Co., of which he made a striking success. His wife was a daughter of Michael Roos, Preston, and he is survived by two daughters and one son. The funeral was held on Saturday to the Berlin Cemetery, and was largely attended by friends and business associates.

GUILD CASE HEARING JAN. 7.

The argument in connection with the Grocers' Guild case, which has been expected now for several weeks, is announced to be resumed on Monday, Jan. 7. The hearing will be in Osgoode Hall, Toronto, at 10.30 a.m., before Chief Justice Falconbridge.

DALLEY EMPLOYES JUBILATE.

About thirty-five of the employes of the F. F. Dalley Company, Hamilton, including representatives of the company from France, England, the United States and Canada assembled at the home of Mr. Dalley, Main St. west, on Wednesday evening, Dec. 23, to enjoy the hospitality of their chief. The chairs were occupied by F. F. Dalley, sr., and F. F. Dalley, jr., and F. Menzie acted as master of ceremonies. The music during the evening was rendered by Anderson's orchestra and an elaborate supper was served in the large double parlor of the Dalley home, beautifully decorated with flowers for the occasion.

After supper an enjoyable programme was presented. It was principally of a humorous character and kept everyone in a state of laughter until the company dispersed long after midnight.

The numbers included were:

Piano solo, "The Death of Paderewski," W. E. James; song, "Shadows on Burlington Beach," F. O. Creed; recitation, "Did the Cat Eat Father's Mush," J. W. Mill; song, "How Dry I am," M. B. Tufford; oration, "The Upper Ten That's Down," Bay Hill; song, "Why Does He Like to Come Home?" J. B. Mundie; recitation, "What I Dreamed About Shakespeare," J. M. Williams; musical selection, "The Piano's Full of Snow," J. S. Wallace; speech, "How Much Travelers Knock Down," E. O. Zimmerman; piano solo, "Must I Leave on Tuesday," J. B. Mundie; quartette, "Ain't It Awful, Maud," "2 in 1" Bunch; song "I've Troubles of My Own," F. Menzie; song, "What They Do to Me in Brantford," Geo. Smye; song, "Johnnie Come Home With the Soap," C. L. Farnworth; oration, "That This Could Last Forever," M. B. Tufford; speech, "Jim-Jams," Bay Hill.

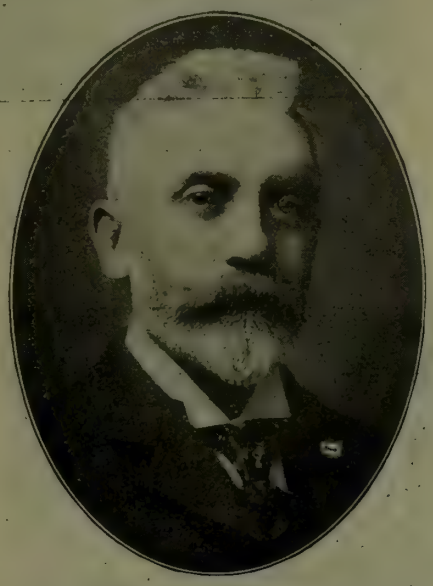
DIFFICULTIES IN EVERY CALLING

Every trade or business has its peculiar trials or drawbacks. The difficulties encountered in one calling are perhaps not met with in another which has tribulations unknown to the first. For instance, the jeweler has some setbacks to contend with, the boot and shoe merchant never thought of or, perhaps, never heard of. The whole gamut of business experience may be run. The baker has thorns which never cross the pathway of the grocer and the grocer has to overcome obstacles of which the stationer never surmised the existence. Thus it is that we see the briars in our own pathway, and only the roses in the flowered embowered route of a rival. Every man in every trade, every competitor in the same line as you, has difficulties and perplexities all his own. The motto should, therefore, be to look upon the cheerful side; not upon the gloomy or forbidding. This can be largely done by attending strictly to our own affairs. Too much watching the other fellow is apt to engender a jealous spirit which is not healthy or conducive to contentment or equanimity. The grass in yon pasture may appear greener than in the field near at home but a careful scrutiny may disclose that distance has warped our view and that there are bleak and barren spots in the field beyond not observable at long range. Contentment is a good element to cultivate. It breeds happiness of mind and disposition and helps one to enjoy the pleasures and joys that are at his very doors.

TORONTO BROKER PASSES AWAY.

Charles E. Kyle, of Kyle & Hooper, Died on Sunday.

On Sunday, Dec. 27, there passed away at St. Michael's Hospital, Toronto, Charles E. Kyle, for four years connected with Kyle & Hooper, grocery brokers, 73 Front Street East. His death followed an illness of ten days, due to an intestinal trouble, the immediate cause being the shock succeeding an operation.



THE LATE CHARLES E. KYLE
Of Kyle & Hooper, Wholesale Grocery Brokers, Toronto.

The deceased was born at Thornhill, Ont., and was in his sixtieth year. For seventeen years he was in business in Toronto with H. P. Eckardt, under the name of Eckardt, Kyle & Co., wholesale grocers. During that period he traveled for this company and was considered one of the best men in this line of business. As an indication of the standing he held with the traveling fraternity it may be stated that for a term of two years he occupied the position of president of the Commercial Travelers' Association. He was a member of the York Pioneers for seven or eight years, a member of the I.O.O.F. and of the Central Methodist Church, Toronto. In politics he was a Liberal. He is survived by a widow and two daughters. The funeral was held on Tuesday afternoon from his late residence, 166 Jarvis Street, to Mount Pleasant Cemetery. The pall-bearers were H. P. Eckardt, W. G. A. Lambe, M. C. Ellis, R. R. Rice, Hugh Blain and John Gibson. Among those who attended the funeral was G. W. Prescott, representing Hudon, Hebert & Co., Montreal.

ADDITIONS TO MELAGAMA STAFF

Several changes will be made at the first of the year in the staff of Minto Brosf, Toronto. Billy Meen, who has been with Fred J. White, head of the firm, in different capacities, for eleven years, latterly selling Melagama in a section of Northeastern Ontario, where he has proved his worth, is being taken into the office as assistant manager and will relieve Mr. White of some of the details of business. John Jamieson, who has covered the same territory for ten years, will take Mr. Meen's position on the road.

Robert Algie, of Alton, the hard-working home secretary of the "Snack" Club for several years, is also being taken on the Melagama staff, doing inside work.

THE NEWEST SKIN GAME.

"I have always acted on my own judgment after sizing a man up," said a Toronto traveler who has a reputation as a good sport. "For 20 years I have believed that I could tell a rascal or an honest man on sight, but something happened the other day to make me doubt myself. I was loafing around the depot, waiting for my train to go, when a man approached me and started a conversation. We were talking away when a second man came sneaking up and told a hard luck story, and asked to be helped out of a hole. After one look at him I was satisfied that he was a skin, and turned my back on him. Not so with the other man, however. He seemed interested and impressed, and finally gave the fellow a $5 bill to go and get changed, promising him a quarter when he returned.

"'That's the last of your money,' I said as the hard luck man disappeared.

"'No; I think he will come back,' was the reply. 'He looked to me like an honest man.'

"'And to me like a deadbeat. Consider yourself $5 out of pocket.'

"'I can hardly do that. Something tells me that I am not mistaken in that man.'

"'Perhaps you'd like to bet another five that he will show up again?'

"To my surprise he said he did, and we found a stakeholder and put up the coin."

"And what happened?" was asked as the drummer paused.

"Why, the hard luck man came back with the change."

"He did!"

"As straight as a string, and was given the promised quarter; I lost my five, of course."

"And—and—"

"And a little later on the depot policeman told me that they were pals working together, and that they skinned half a dozen suckers at the game every day in the year."

"But you—you are a drummer."

"Just so; but it's my business to sell valves and not look for gum games. When you want a soft mark look for a drummer."

A STRIKING STORE ARRANGEMENT

A particularly striking feature of store arrangement is that adopted by the grocers of St. Thomas, as will be seen by the accompanying illustration of the interior of Angus McKenzie's store on Talbot Street, in the prominence given canned goods. Instead of having the side of the store opposite the counter given over to a conglomerated showing of all kinds of goods, a shelf narrow or wide, whatever the taste of the grocer may be, and whatever the width of the store will allow, is devoted to a display of varied lines of canned meats, vegetables, fish and fruits,

Canned Goods' Pyramids.

In Mr. McKenzie's display he has made an alternate showing of concave and convex pyramids, each pyramid being devoted to some one line of canned goods. The arrangement is simple, neat, attractive and effective—what else is desired? At a glance the customer desiring canned goods sees what is wanted, and in some cases where other necessities are asked for, there is a suggestion conveyed which may mean a sale not thought of before the customer entered the store.

The arrangement has much to commend it, as a swift glance at the picture will readily show, but to prove this more conclusively it is only necessary to note that the great majority of the St. Thomas grocers have adopted this plan of showing their canned goods. Who was the first person to inaugurate the plan it would be hard to say, but besides in Angus McKenzie's store there is an especially fine display in J. F. Pelan's grocery.

Mr. Pelan also devotes much atention to his window display, and a year ago was successful in winning a prize for his splendid taste in this regard. His experience has been, according to himself, that "a good window display attracts customers and a neat interior arrangement enlarges orders." Mr. Pelan learned the grocery business in Angus McKenzie's store.

Interior A. McKenzie's Grocery, St. T homas.

A Party of Montreal Business Men in Northern Quebec.

HUNTING IN NORTHERN QUEBEC.

Business men from all over Canada and many parts of the United States find the call of the hunting grounds of northern Quebec more than they can resist as autumn annually comes around, and the group depicted in the reproduction of an amateur photograph on this page will give a very good idea as to the kind of parties that so spend fall holidays. Included in the group are Armand Chaput, of L. Chaput Fils & Cie, No. 1; C. St. Louis, No. 2; T. H. Merrill, Ogilvie Flour Mills, and other prominent Montreal business men, with several guides. They put up at the Club Chapleau, which is located north of Nomining, and in the heart of one of the best hunting districts in Canada. Any of the members of this expedition will give further particulars to interested parties as to the results of their shooting.

DOUGLAS & RADCLIFF ENTERTAIN STAFF.

On Monday night, Dec. 28, the firm of Douglas & Radcliff, Toronto, entertained its members at a pleasant banquet at the home of Fred. L. Radcliff, Rosedale. Among the evening's pleasures was the presence of a Christmas tree. The enjoyable function was also the occasion for the presentation to both heads of the firm of handsome pictures.

The chairman was A. S. Grocott, who introduced a programme which was given entirely by employes of the firm. Among the guests in attendance was J. M. Patterson, the Hamilton manager, and congratulatory telegrams were received from the Winnipeg and other representatives.

TRADE NOTES.

B. Foucreau, grocer, Montreal, has assigned to Alex. Desmarteau.

Parent Freres, grocers, Point Claire, have dissolved.

J. E. Arsenault, general merchant, St. Celestin, has effected a compromise.

The assets of Victor Beaulac, general merchant, St. David, have been sold.

A. Thibideau, confectioner, St. Jerome, has assigned.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

POINTERS—

Sugar—Declined.
Provisions—Unchanged with a weak undertone.
Fish—Steady.
Eggs—Advanced.
Cheese—Weaker undertone.

Montreal, Dec. 31.

Trade during the week has been as good as usual for this season of the year, in fact, in some quarters is reported as even better than for the corresponding time of last year. There is more money in circulation this year than last, and this, of course, has led to a steadier trade. A year ago public confidence was very much shaken, but now this condition has disappeared before a process of restoration.

Large wholesale men state that they can make a better estimate of the condition of affairs after the 1st of January, as a large amount of country paper will be maturing then.

The enormous harvest in the West has had its effect here as collections in that quarter have improved vastly, and this Western money is finding its way all over the Dominion. The feature of the week is the drop of sugar prices of ten cents all around. The new prices went into effect Monday morning, Dec. 28. This local condition is a reflection of a like condition, which prevailed in the New York markets last week.

Fish lines are still active owing to the holiday trade. Beans have been rather unsteady during the week, but seemed to have settled down fairly well during the latter part of the week. Butter and cheese are displaying no alarming features, being practically unchanged, with the exception of perhaps a little easier tone indicated in the market. Eggs have been advanced by local dealers owing to small receipts. Nothing of any consequence has happened during the week in any other lines.

SUGAR—Monday morning, Dec. 28, the local refiners made a cut of 10c all round. The New York markets declined last week, and the local people followed their lead shortly afterwards. Locally trade is fairy good.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
" Imperial	4 10
" Beaver	4 10
Paris lump, boxes, 100 lbs	5 25
" " 50 lbs	5 35
" 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 15
Bright coffee	4 10
No. 3 yellow	4 00
No. 2 "	3 90
No. 1 " bbls	4 00
No. 1 " bags	3 95

MAPLE PRODUCTS—Business in maple products continues dull, and the market is without any new feature.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 06 0 07
Pure syrup, 8½lb. tin	0 60 0 65

SYRUPS AND MOLASSES—Molasses has been more active during the week than for some time, especially for the better grades. Syrups in small tins have also been in good demand. No changes in quotations have been noted.

Barbadoes, in puncheons	0 40
" in barrels	0 42½
" in half-barrels	0 43½
" fancy	0 42
" extra fancy	0 43 0 44
New Orleans	0 32 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03¾
" ¼-bbls	0 03¾
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 85
" 20-lb. " ¼ doz. "	2 60

TEA—Japans are moving fairly well. Ceylon blacks continue to be in good demand. Ceylon greens are rather quiet. A sorting trade represents about the condition of affairs generally.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 30
Medium	0 22 0 23
Good common	0 21 0 22
Common	0 19 0 21
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 19 0 20
Pekoe Souchongs	0 19 0 20
India—Pekoe Souchongs	0 17½ 0 18½
Ceylon greens—Young Hysons	0 19 0 25
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEE—A good steady demand is reported generally by dealers at unchanged figures.

Mocha	0 18½ 0 25
Rio, No. 7	0 09 0 11
Santos	0 12 0 15

DRIED FRUITS—Sultanas are scarce and figs continue somewhat apathetic. Malagas continue to be in good demand. Cleaned currants are moving well. All other lines are selling as well as can be expected. Prices are unchanged.

Figs—	
Bag figs	0 03½ 0 05
Tapnets	0 03½ 0 05
Elemes	0 08 0 14
Dates—	
Hallowees, per lb	0 05½ 0 06½
Sairs, per lb	0 05
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" " ½-box	0 75
"Royal Buckingham Clusters," ½-boxes	1 50
" boxes	4 75
"Excelsior Windsor Clusters"	5 75
" ½s	1 60
Australian raisins	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 10 0 11
Choice seeded, 1-lb. pkgs	0 09 0 10
Loose muscatels 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 12 0 15
Peaches, "	0 11 0 15
Pears, "	0 13 0 14

Prunes—	per lb.
Prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 09 0 10
" " " 50-60s	0 08½ 0 10
" " " 60-70s	0 09 0 10
" " " 90-100s	0 07
Currants, fine filistras	0 06½ 0 07½
" atras	0 08 0 08½
" Vostizzas	0 09 0 09½

SPICES—Peppers continue firm, owing to condition of the primary markets. Cinnamons, both ground and whole, are slightly more active this week. Other lines are unchanged.

	Per lb.
Peppers, black	0 16 0 20
" white	0 18 0 27
Ginger, whole	0 18 0 20
" Cochin	0 17 0 20
Cloves, whole	0 17 0 30
Cloves, ground	0 25
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 30 0 60
Cinnamon, ground	0 15 0 19
" whole	0 14 0 16

RICE AND TAPIOCA—Featureless absolutely, is all that can be said of this market.

Rice, grade B, bags 250 pounds	3 15
" " " 100 "	3 15
" " " 50 "	3 25
" " pockets 25 pounds	3 30
" " ½ pockets, 12½ pounds	3 40
" grade c.c., 250 pounds	3 05
" " 100 "	3 15
" " 50 "	3 15
" " pockets 25 pounds	3 15
" " ½ pockets, 12½ pounds	3 25
Tapioca, medium pearl	0 05

BEANS AND PEAS—The bean market has been performing a few feats during the week, but has settled down to the same level reported last week. There have been some sales at $1.65, although $1.68 represents the level of the low side of the market better. Boiling peas are scarce and remain firm.

Ontario, pickers	1 68 1 70
Peas, boiling	1 35 1 40

EVAPORATED APPLES—This product is scarce and remains firm at last week's quotations.

Evaporated apples, new	0 03 0 08½

CANNED GOODS

MONTREAL.—Fruits and vegetables continue in good demand this week. Fish is not quite as active as it has been, owing to the close of the Advent season. Canned meats are beginning to move better.

TORONTO.—Business in these lines is rather dull this week, as a result of the travelers being off the road. Some mail orders have been received, however, for vegetables, showing that sales are fairly good. The new year promises to open up with considerable activity in both fruit and vegetables.

FRUITS.

	per doz. Group 1.	Per doz. Group 2.
Apples, 3's standard	$1.00	$ .95
" 3's preserved	1.45	1.40
" gals. standard	2.55	2.50
" gals. preserved	4.00	3.95

Blueberries, 2's standard	1.20	1.15
" 2's preserved	1.70	1.65
" gals. standard	5.05	5.00
Cherries, red, pitted, 2's	1.95	1.90
" red, not pitted, 2's	1.55	1.50
" red, not pitted, gals		6.50
" red, pitted, gals		8.00
" black, pitted, 2's	1.95	1.90
" black, not pitted, 2's	1.55	1.50
" white, pitted, 2's	2.05	2.00
" white, not pitted, 2's	1.65	1.60
Grapes, white, Niagara, 2's, psvd.	1.45	1.40
" white, Niagara, gals, std.	3.55	3.50
Lawtonberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.55	7.50
Currants, red, 2's, heavy syrup	195	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard		5.00
" red, gals, solid pack		7.00
" black, 2's, heavy syrup	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard		5.25
" black, gals, solid pack		8.00
Plums, Damson, 2's, light syrup	1.00	.95
" Damson, 3's, light syrup	1.40	1.35
" Damson, 2's, heavy syrup	1.15	1.10
" Damson, 2½'s, heavy syrup	1.80	1.75
" Damson, 3's, heavy syrup	1.90	1.85
" Damson, gals, standard	2.90	2.85
" Lombard, 2's, light syrup	1.00	.95
" Lombard, 3's, light syrup	1.45	1.40
" Lombard, 2's, heavy syrup	1.20	1.15
" Lombard, 2½'s, heavy syrup	1.85	1.80
" Lombard, 3's, heavy syrup	1.95	1.90
" Lombard, gals, standard	3.05	3.00
" Green Gage, 2's, light syrup	1.40	1.35
" Green Gage, 2's, heavy syrup	1.55	1.50
" Green Gage, 2½'s, hvy. syrup	1.85	1.80
" Green Gage, 3's, heavy syrup	2.05	2.00
" Green Gage, 3's, light syrup	1.85	1.80
" Green Gage, gals, standard	4.05	4.00
" Egg, 2's, heavy syrup	1.55	1.50
" Egg, 2½'s, heavy syrup	1.85	1.80
" Egg, 3's, heavy syrup	2.05	2.00
Rhubarb, 2's, preserved	1.80	1.75
" 3's, preserved	2.45	2.40
" gals, preserved	3.30	3.25
Strawberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.05	7.00
" gals, solid pack	9.80	9.75
Raspberries, red, 2's, heavy syrup	1.95	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard	7.05	7.00
" red, gals, solid pack	9.80	9.75
" black, 2's, heavy syrup	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard	7.05	7.00
" black, gals, solid pack	9.80	9.75
Peaches, yellow, 1½'s, flats	1.70	1.65
" yellow, 2's	1.95	1.90
" yellow, 2½'s	2.65	2.60
" yellow, 3's	3.05	3.00
" yellow, 3's, whole	2.30	2.25
" white, 2's	1.85	1.80
" white, 2½'s	2.55	2.50
" white, 3's	2.80	2.75
" pie, not peeled, 3's	1.45	1.40
" pie, not peeled, gals	4.30	4.25
" pie, peeled, gals	6.05	6.00
" assorted pie fruits, gals	(add 5 p.c.)	
Pears, 2's, Flemish Beauty	1.70	1.65
" 2½'s, Flemish Beauty	2.00	1.95
" 3's, Flemish Beauty	2.15	2.10
" 2's, Bartletts	1.90	1.85
" 2½'s, Bartletts	2.20	2.15
" 3's, Bartletts	2.35	2.30
" pie, not peeled, 3's	1.30	1.25
" pie, peeled, gals	4.05	4.00
" pie, not peeled, gals	3.55	3.50
" 2's, light syrup, "Globe"		1.25
" 3's, light syrup		1.85
Gooseberries, 2's, heavy syrup	2.15	2.10
" 2's, preserved	2.40	2.35
" gals, standard		6.00
" gals, solid pack		8.00
Pineapple, 2's, sliced	1.95	1.90
" 2's, do. grated	1.95	1.90
" 2½'s, do. whole	2.45	2.40

VEGETABLES.

Corn, 2's	.90	.85
Corn on Cob, gals		4.50
Peas, No. 1 extra fine, sifted, 1's	1.12½	1.07½
" No. 4 standards, 2's	.82½	.77½
" No. 3 Early June, 2's	.87½	.82½
" No. 2 Sweet Wrinkle, 2's	.97½	.92½
" No. 1 extra fine, sifted, 2's	1.42½	1.37½
" No. 4, gals	3.77½	3.72½
Tomatoes, 2's	90	.85
" 3's	1.00	.95
" gals	3.30	3.25
Beans, golden wax, midget, 2's Auto	1.25	
" golden wax, midget, 2's	.90	.85
" golden wax midget, 3's	1.40	1.35
" golden wax, midget, gals	4.05	4.00
" Refugee or Valentine (green)	.90	.85
" " " "	1.40	1.35
" Refugee, midget, "Auto", 2's	1.25	
" Crystal wax, 2's	1.00	.95
" Red Kidney, 2's	1.00	.95
" Lima, 2's	1.30	1.25
Pumpkin, 3's	.85	.80
" gals	2.80	2.75
Table Spinach, 2's	1.30	1 25
" 3's	1.85	1.80
" gals	5.05	5 00
Succotash, 2's	1.20	1.15
Squash, 3's	1.15	1.10
" gals	3.55	3.50
Carrots, 2 s	1.00	.95
" 3's	1.10	1.05
Cabbage, 3's	.95	.90
Cauliflower, 2 s	1.50	1.45
" 3's	1.90	1.85
Parsnips, 2's	1.00	.95
" 3's	1.10	1.05
Turnips, 3's	1.00	.95
Beets, sliced, br, "Simcoe," 2's		.95
" sliced, br, "Simcoe," 2's		.95
" whole, br, "Simcoe," 2's		.95
" whole, br, "Rosebud," 2's		1.15
" sliced, br, "Simcoe," 3's		1.25
" whole, br, "Simcoe," 3's		1.25
" whole, br, "Rosebud," 3's		1.40

ONTARIO MARKETS.

POINTERS—

Sugar—Declined 10 cents.
Spices—Firm.
Dried Fruits—Scarce.
Evaporated Apples—Firmer.

Toronto, Dec. 31, 1908.

The wholesale markets are decidedly quiet this week with the travelers off the road and most of the houses are devoting themselves to stocktaking. Some firms report a very encouraging mail order business, but others have done little in any way. The city travelers have been out during the week picking up what they could get, but their orders have not been very large. Business, however, is expected to pick up early in the new year. Retailers' stocks of staples cannot be very heavy, and this should mean good buying in the next few weeks.

There have been a few changes in quotations, despite the ruling quietness. Sugar dropped 10 cents on Monday, and now stands 10 cents above the price on the same date last year.

SUGAR—A decline of 10 cents on Monday came presumably as the result of large sales at low prices in the United States, and the fact that grinding is being carried on quite extensively in Cuba. The local market was fairly steady, but followed other influences. At present prices are 10 cents above the price at the same date last year, but the parity between raw and refined is such that there can scarcely be any further decline. With the beginning of a better demand, which is expected in the early months of the year, it seems probable that the market will firm up somewhat.

Paris lumps, in 50-lb. boxes	5 55
" in 100-lb. "	5 45
" in 2-lb. boxes	5 75
"Crystal Diamonds," barrels	5 5
" " half barrels	5 85
" " box s, 100 lbs	5 85
" " " 50 lbs	5 95
" " " 25 lbs	6 15
" " 5-lb. cartons, boxes 100 lbs	8 10
St. Lawrence granulated, barrels	4 50
St. Lawrence Beaver	4 20
Redpath extra granulated	4 50
Imperial granulated	4 20
Acadia granulated, (bags and barrels)	4 40
Wallaceburg	4 30
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Little interest is manifested in bulk goods and the prices are very steady.

Syrups—	
Medium	0 30 0 35
Bright	0 40 0 45
	Per case.
2 lb. Tins, 2 doz. in case	2 40
5 " " " "	2 75
10 " " ½ "	2 65
20 " " ¼ " "	2 60
Barrels	0 3½
Half Barrels	0 03½
Quarter "	0 03
Pails, 38½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons, 6 to case	4 50
½ " 12 "	4 80
Quarts, 24 "	4 80
Pints, 24 "	2 50
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 28 0 30
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 60
West Indian	0 30 0 35

TEA—Business in local markets has been fairly active during the past week, with a better demand for common grades. Highly flavored teas still remain scarce and are likely to continue so. The general situation is summarized in a recent report from Thompson Bros., London, as follows: "The auctions for the year close with a strong and improving market for tea for price which is now higher than it has been since August. Teas of all descriptions are in good demand, and with values by no means excessive, seem to justify a good trade early in the year. The most noticeable feature of the present season has perhaps been the free market with sustained buying throughout November and December, which so often proves a rather unsatisfactory time for sellers. This continued steady business passing in the country coupled with a low bank rate, has no doubt induced buyers to go into larger stocks than is usually the case. It is interesting to note that the total Indian sales to date are 61,000 packages in excess of last year."

COFFEE—Local business continues exceedingly good with no variation in prices. The situation in regard to the growing crop markets in Brazil is not so assuring as it might be, as is evidenced in the following summary by Willett & Gray: "Reports recently received from Brazil begin to admit that

the growing crop in Santos has not only suffered damage but that the prospects are more unfavorable from the now certain fact that a large proportion of the blossoms did not set at all, and furthermore a great amount of immature berries have fallen off. Climatic conditions, however good they may chance to be, cannot retrieve damage and loss like these. The importance of all this will be manifest because a really large crop is altogether out of the question—and it brings closer to mind the point that the coffee world has to reckon with a yield below the quantity of the present crop, or, in other words, less than 9,000,000 bags.

"Evidence is not wanting that the coffee trade begins to appreciate the importance of the 'Agreement' between the San Paulo Government and the bankers regarding sales of valorization holdings. None at all will be sold here in Europe during the next twelve months and the first 500,000 bags will only be offered to the trade in the six months from January to June in the year 1910, say about 375,000 bags in Europe and about 125,000 bags in this country. After that, another year is to expire before more is sold, when 600,000 bags will be offered in about the same proportion from January to June, 1911. It is because this agreement is so positive and binding that it should be correctly read and understood, since it removes beyond all peradventure the pessimistic fear that seized the public mind that the Government stocks were doomed to slaughter promiscuously. The great success of the loan itself goes to confirm the high credit reposed in the Government contracts and agreements."

DRIED FRUITS—While a scarcity is still evident in some lines, the demand is not at all active since Christmas and the fact is not so noticeable. Locally, prices continue steady.

	Per lb.
Prunes—	
40-50's, 25-lb. boxes	0 09½
50-60's, " "	0 08½
60-70's, " "	0 08½
60-70's, 50-lb. boxes	0 08½
80-90 " "	0 07½
90-100, " "	0 07
Apricots—	
Choice, 25-lb boxes	0 12½
Fancy, " "	0 14
Candied and Drained Peels—	
Lemon 0 09 0 11 Citron	0 17 0 20
Orange 0 10½ 0 12	
Figs—	
Elemes, per lb	0 08 0 10
Tapneta, "	0 03½ 0 04
Bag Figs	0 03½ 0 04½
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 09 0 09½
Patras 0 08 0 08½	
Uncleaned, ½c less.	
Raisins—	
Sultana	0 07½ 0 13
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias, new crop	0 05½ 0 06
Seeded, 1-lb packets, fancy	0 09½ 0 10
" 16 oz. packets, choice	0 09½
" 12 oz. " "	0 08
Dates—	
Hallowees 0 05½ 0 06 Fards choicest	0 08 0 08½
Sairs 0 05 " choice	0 07½

NUTS—There is little demand for these goods since the Christmas buying is over. Wholesalers' stocks were pretty well cleaned up, especially in some lines, but in most cases a supply has been secured which will carry them through the season. Prices are steady, as follows:

Almonds, Formigetta	0 12½
" Tarragona	0 13
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
Filberts	0 10 0 12
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 10 0 12

SPICES—There has been practically nothing doing in these goods during the week, and prices are unchanged.

Peppers, black pure	0 14 0 20
" white pure	0 22 0 30
" whole, black	0 14
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 35 0 50
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 16 0 19
" whole	0 17 0 20
Mace ground	0 50 0 60
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

RICE AND TAPIOCA—These markets are steady with no new features and little interest displayed.

	Per lb.
Rice, stand. B	0 03½ 0 0. ¼
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 05

BEANS—This market is rather a puzzle to dealers this season. Since it is rather difficult to estimate the stock held by growers. At present the feeling is steady with some good-sized shipments being made. Prices are unchanged.

Beans, hand picked, per bush	2 00 2 10
" prime No. 1. "	1 85 2 00
" Lima, per lb	0 07

EVAPORATED APPLES—The market is steady though there is some talk of cold storage stock being offered at cut prices. Five and a half cents is about the price paid for sun dried stock.

Evaporated apples	0 07½

CORRESPONDENCE

HAMILTON.

December 29.—The Christmas trade among the grocers here was very good. None of them have been heard to complain. The day prior to the holiday their stores were well crowded with good buyers, and in most of them there was made a new cash record for one day's business. The buying of fancy groceries and holiday novelties was larger than ever, making it appear that we must have turned the corner and put our backs to the late depression. This week the grocers have plenty of time to clean up and make good resolutions. The majority of them are getting a little nearer to a cash business, and while it may not be entirely feasible to sell groceries always for spot cash, there is no doubt that with a little effort the large credit accounts might be curtailed. These top-heavy accounts tend to produce sleepless nights. It is reported here that the Grocers' Association is going into this matter thoroughly.

The travelers are absent for a couple of weeks, and the grocers are now getting an opportunity to have a little to say themselves. The travelers, however, are not bad fellows, as they always bring a bag of gossip or a good story.

The municipal elections take place on Monday next. The Grocers' Association are out with two candidates, the president and vice-president. John Forth, the president, was nominated in Ward 3 as an independent candidate, endorsed by the Temperance League. Geo. Cann, the vice-president, was nominated in Ward 1, and endorsed by the Conservative Association. The grocers expect both will win. They live in their wards and have a large following in business and social circles. If both are elected the next meeting of the association will be worth attending.

ST. THOMAS.

December 29.—Both markets on Saturday before Christmas were unprecedentedly large. Turkeys were on sale in abundance, selling fast at 15c per lb. Chickens sold at 12½c lb. On nearly every street leading from the markets could be seen men, women and children returning from the busy squares each laden with a basket of produce and a large fine fowl chosen from the variety on sale. Geese were plentiful and sold from 90c to $1.20 each, while ducks went at from 60c to 75c each. Butter sold at 28c per lb., although a large quantity was offered. However, it dropped to 25c before the close of the market. Eggs were offered at 28c dozen.

Many citizens went to the ever-accommodating grocer, selected their turkeys, had them charged, and delivered to their homes at the same price, viz., 15c lb., as the cash buyers paid on the market, and who had to carry their purchases home besides. Wednesday's market was not as large as Saturday's, and the price of turkeys, which opened at 15c lb., before the close of the market sold readily at 17c lb.

P. L. M. Egan, of Egan Bros., who has been confined to the Amasa Wood Hospital for the past three weeks, suffering from typhoid fever, is home again. G. R. Rinn, grocer, St. Catherine Street, who spent six weeks in the hospital from the fever, is able to resume his duties again.

St. Thomas grocers agree that this year's Christmas trade was much better than last year.

A "SNACK" CLUB DINNER.

The executive of the Travelers' Snack Club with a few friends, to the number of about twenty-five, held a goodfellowship dinner at the Queen's, Toronto, on Wednesday of this week and afterward a meeting was held to talk over certain matters concerning the "Snack," its probable place of location next summer and its future. At the time of going to press the details of the meeting cannot be learned, but a full report will be given next week.

W. S. Greening, of Todhunter, Mitchell & Co., Toronto, is in New York State this week on a business trip.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

THE SITUATION IN THE WEST.

Winnipeg, Dec. 29.—The Canadian West is taking a breathing spell after the largest, most profitable and satisfactory Christmas trade in its history. It is not that a very high-class trade has been done in some lines, thereby rolling up the actual value in dollars beyond other years, but the trade has been general in every line and the aggregate is very largely made up of what is spoken of in business circles as an "A1" middle-class trade.

For the entire month of December the shops in Winnipeg were crowded in the morning, a sure sign of prosperous times, and commercial travelers returning from late sorting trips, report trade in village, town and country stores good, and farmers buying early and in larger quantities than last year.

Nor is the evidence of prosperity confined to the mere buying of Christmas gifts and Christmas cheer. Payments on loans and mortgages have been met steadily all month, in fact, so much so that some of the mortgage companies almost wish that some of their borrowers were not quite so prompt, as good farm mortgages at the present time look better to them than large sums of money for re-investment. Real estate men report an increasing demand for good inside property in Winnipeg and a steadily growing demand for farm lands, especially improved farms in well settled districts. Another indication of growing activity in real estate is the number of applications for letters patent for companies to handle real estate, more especially suburban sub-divisions. There were no less than three of these new companies gazetted during the past week and all of them with good sized capital. This is no plea for the advantage or desirability of handling real estate by this method but is merely given as an indication of the trend of business at the present time.

The energy with which railway contracts are being pushed and the extensive preparations for next spring are all good and hopeful signs of the times.

In grain circles there is nothing to talk about, the markets are enjoying the usual Christmas lull, at the same time holding very firm, with receipts keeping up well for the time of the year. The superb weather which lasted right up to, and included Christmas Day, which was mild enough for very light spring overcoats, extended the cattle-shipping season and export cattle have been shipped right up to Christmas, which is unusual for the Canadian West.

MANITOBA MARKETS

The turn of the year finds the trade of the West, wholesale and retail, looking forward with confidence to a prosperous new year. Wholesale houses report many inquiries from dealers about to start in business in the newer towns and everything points to a good opening in the new year.

SUGAR—

Montreal and B.C. granulated, in bbls	5 10
" " in sacks	5 05
" yellow, in bbls	4 70
" " in sacks	4 65
Wallaceburg, in bbls	5 00
" in sacks	5 05
B.C. gunnies granulated, 5-18's to bale, per cwt	5 05
" " 5-2-0's " "	5 05
" hard pressed lump, 25's, per cwt	6 25
" " half bbls., per cwt	6 60
" icing	5 90
bar sugar	5 70
Icing sugar in bbls	5 70
" " in boxes	5 90
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls	6 05
" " in ½-bbls	6 05
" " in 100-lb cases	6 05

SYRUPS AND MOLASSES—

There is a good demand for corn syrups, but other lines are moving slowly. We quote :

Syrup, Crown Brand, 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	2 95
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

MAPLE PRODUCTS —

Selling very slowly. Prices continue as below :

Sugar, 25 lb. boxes, ½s. and ¼s	8 00
Syrup, gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 10
" ¼ " 2 doz. to case "	6 55

ROLLED OATS—

Prices continue as before.

Rolled oats, 80 lb sacks, per 80 lbs	2 30
" 40 " " 80	2 35
" 20 " " 80	2 40
" 8 " " 80	2 70

CORNMEAL —

The local market is steady at the following slightly reduced prices :

Cornmeal, per sack	2 30
" per ½ sack	1 20
" per bale (10, 10's)	2 65

BEANS—

The market is weak. Hand-picked are quoted at $2.10 to $2.15 per bushel and the three-pound picker at $2 per bushel.

POT AND PEARL BARLEY —

Pot barley is quoted at $2.55 per sack, pearl barley at $3.75 per sack and $1.95 per half sack.

FOREIGN DRIED FRUITS—

With the close of the rush of Christmas sorting orders only a slow staple trade is being done. This has been the quiet week of the year, of course.

Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 50
" extra dessert, "	3 85
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" Connoisseur clusters, boxes (5½ lbs)	0 85
Trenor's Valencia raisins, f.o.s., per case, 28's	2 05
" " " 14's	1 00
" " selects " 28's	2 25
" " " 14's	1 15
" " layers " 28's	2 35
" " " 14's	1 25
California raisins, choice seeded in ¼-lb. packages per package	0 07
" " fancy seeded in ¼-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 07½
" 4 " " "	0 08
Prunes 90-100 per lb	0 05½
" 80-90 "	0 06½
" 70-80 "	0 06½
" 60-70 "	0 07½
" 50-60 "	0 07½
" 40-50 "	0 08½
" 30-40 "	0 08½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 08½
Peaches, standard, per lb	0 07½
" choice	0 08
Apricots, standard, per lb	0 10½
" choice, per lb	0 11½
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

RICE AND TAPIOCA—

There is only the ordinary staple demand at present, and the market is without any features of special interest. Japan rice is quoted at 4¼c per lb.; Patna at 4¼c; Rangoon at 3¾c. Tapioca, 5c per lb.

EVAPORATED APPLES—

As noted last week, the local price has been advanced to 8½c per lb., owing to the advance in the eastern market.

HONEY—

Supplies are hard to obtain. Prices are quoted as follows :

Honey, 2½ lb. tins, in case 24	8 75
" 5 " " 12	8 50

SPANISH ONIONS—

New stock is quoted at $1.15 per crate.

NUTS—

Shelled Walnuts, in boxes, per lb	0 27
" " small lots, per lb	0 29
" Almonds, in boxes, per lb	0 27
" " small lots, per lb	0 29

CANNED GOODS—

FRUITS.

	Group No. 1	Groups No. 2 & 3
	Group No. 1	Groups Nos. 2-3
Apples—3's standard, per case	$2.44	$2.34
" Gallons, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	4.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie, unpeeled, gallons	2.42½	2.40
" pie, peeled, gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe 1.s. 2's		2.78
" Globe 1.s. 3's		4.14
Plums—Damson 1.s. 2's	2.28	2.18
" Lombard 1.s. 2's	2.28	2.18
" Green Gage 1.s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red, gallons	3.80	3.77½
" black 2's	4.18	4.08
" black, gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards, 2's	1.88	1.55
Early June, 2's	1.98	1.85
Sweet Wrinkle, 2's	2.18	1.85
Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes, 2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50

Soups, per doz		1 25
Corned beef	2's per doz.	2 70
"	1's "	1 50
Roast beef		
" 1's, per doz		1 50
" 2's. "		2 70
Potted meats, ½'s, per doz		0 55
Veal loaf ½ lb., per doz		1 25
" 1 lb. "		2 50
Ham loaf ½ lb. "		1 25
" 1 lb. "		2 50
Chicken loaf ½ lb. "		1 85
" 1 lb. "		3 50
Lunch tongue 1's, "		3 85
Sliced smoked beef ½-lb. tins, per doz		1 80
" " 1-lb. tins, "		3 10
" " 1-lb. glass, "		3 25
Chipped " ½-lb. tins, "		1 45
" " 1-lb. tins, "		2 50
" " 1-lb. glass, "		0 05
Sliced bacon, 1-lb. tins, "		3 10
" ½-lb. glass, "		3 25

MANUFACTURERS AND FIXED PRICES.

Vancouver Retail Grocers Secure Legal Opinion on Interesting Points.

The Vancouver Retail Grocers' Association has obtained the opinion of Davis, Marshall & MacNeill, lawyers, of the city, on points which will be of considerable interest to the trade in general. The matter came up in the notice appended to goods shipped by manufacturers, and which is as follows: "The goods contained in this case are sold on the condition which is made a part of the consideration of sale, that the purchaser, if he retails them, will maintain our fixed retail price on these goods, and if he wholesales them, he will sell them subject to the same condition. The acceptance of these goods is sufficient evidence that the purchaser is familiar with these conditions and will abide by our requirements. Our fixed retail price on ———— for the Pacific Coast is ————." The questions submitted for legal definition, and answers, are:

1. Has the manufacturer of an article, of which he holds the proprietary right through having the name registered, a right to fix the retail price of such an article? Ans.—We would say that the manufacturer of such an article has the right to fix the retail prices at which the same shall be sold.

2. Is the foregoing notice attached to the case containing such article sufficient notice in law to all concerned? Ans.—We do not think it is sufficient to enable the manufacturer to bring action against the retailer in cases where the sales pass through a wholesaler for cutting the price, as there is no privity of contract between the manufacturer and the retailer. There should be an agreement between the manufacturer and the retailer that they will not retail under the retail price and with the wholesaler that the wholesaler will not sell to the retailer except under the condition of obtaining a similar contract from the retailer.

3. What action has the manufacturer against anyone who cuts the price? Ans.—We would say that if the manufacturer sells direct to the retailer who cuts the price, his action would be for damages. If the manufacturer sells to the wholesaler, and the wholesaler sells to a retailer without obtaining a similar agreement, and the retailer cuts the price, the action would be against the wholesaler for damages for not obtaining a similar agreement. We cannot see how a document can be so drawn up, to be put on the case, as to be binding between a manufacturer and retailer where the package passes through the hands of a wholesaler, except as above lined.

TRADE NOTES.

Violet E. Day, grocer, of Hamilton, has sold out.

C. Sandrelli, grocer, North Bay, was burned out last week.

R. H. Johnston, grocer, of Bothwell, has sold to E. H. Compton.

John D. White, grocer, Toronto, is advertising his business for sale.

T. H. Jacques, general merchant, Edwards, is offering to compromise.

R. S. Watson, baker and confectioner, Arnprior, has retired from business.

P. S. Doyle & Co., dealers in wholesale teas, Montreal, have registered.

Mrs. H. A. Beaudet, who conducted a general store at St. Flavien, has assigned.

White Bros., chocolate manufacturers, St. John, N.B., may locate in Hull, Que. should the negotiations for the removal of the factory to Moncton fall through.

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MADE FROM FINEST MALT

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Ideal Duster

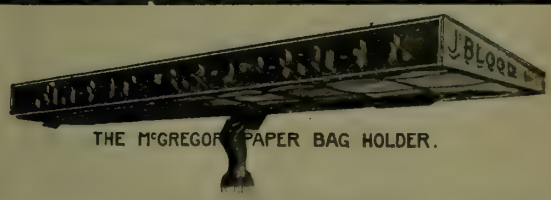
Solves the Polished-Floor Proposition

The dust problem is constant—like dish-washing—the drudgery of it is split in two with the IDEAL. It appeals to more people as a mechanically correct and necessary device than our Mop, the SELF WRINGER, ever did and we venture the statement that you have for nearly 20 years found our products free from complaints, owing to perfect construction. You can therefore sell as you buy—in perfect confidence. We solicit trial orders through the jobbers.

If you have not received advertising matter with your goods drop a card to us.

Tarbox Bros., Mfrs. Toronto, Ont.

BRITISH DEPOT: 2 Hope Chambers, Liverpool



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57 VARIETIES
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(The kind that contain no preservatives)

are recognized as the standards of purity and excellence in food quality. They meet the requirements of all pure food laws and are guaranteed to suit. Money back to your customers if they fail to please. That's why the **57 varieties** are such good business builders.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

1909

We thank you for the orders entrusted to our care during 1908 and shall be glad to fill them again in 1909.

Wishing you a very happy and prosperous New Year.

F. W. Fearman Co.
LIMITED

Hamilton, Ont.

We advertise widely the Richness, Purity and Uniform Quality of the Truro Milk

TRURO QUALITY BRAND

This secures customers. The goods hold them.

Reindeer Milk

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The brands proved the best by Government Analysis.

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Butter
Eggs
Cheese
Poultry

(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO.
LIMITED

70-72 Front Street East

Toronto - Ont.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, Dec. 30.

Latest reports from England state that Canadian cheese will figure largely in the requirements of the English public. This looks as though our product was an established fact on the other side of the water. During the week more enquiries have been received from Engand than for some time, and this is encouraging when we take into consideration the fact that cheese of the choicest variety is held here in comparatively few hands. Realizing this fact, it goes to show, that the English importers expect to pay good prices in future for their stock, which they obtain in Canada. At the present time, however, the market is in a waiting attitude until after the holidays. Locally, the market is steady, and prices rule at 12¼c to 12½c for westerns and 11¾c to 12c for easterns. Receipts for the season since May 1 up to Dec. 26, have been 1,898,722 boxes against 2,052,851 boxes for the corresponding period of last year.

The butter market is not active at the present moment, although there is more enquiry this week from outside points for fresh fodder stock at comparatively low figures. September and October creamery is still high, and not much is available even at high prices. There is considerable activity in dairy stock which is in good demand. Advices from England state that the market there is in a more healthy condition this week, and the future looks better. The English importers are anxiously awaiting the arrival of fresh grass stock from New Zealand and Australia, which will undoubtedly meet with a good demand upon its arrival. If the weather does not change soon, the Townships will be in a bad condition so far as the prospects are concerned for next year. The farmers are having to draw water for their stock, as many springs which have hitherto never failed have now given out. The soil is in a deplorable condition and farmers agree that the hay crop next year will be practically valueless, if a thaw does not soon relieve the situation. The soil in many places is so dry that despite the cold weather, it can be moved without a pick. This is due to a total absence of moisture, and consequently the cold has little if any effect upon it. Such a condition as this is always followed by a light hay crop, as the life of the roots in the ground is completely destroyed.

Locally the market is steady, and prices are quoted at 26c to 26½c for fresh creamery, and September and October at 27c to 27½c. Receipts for the season since May 1 up to Dec. 26, have been 408 121 packages, against 404,930 packages for the same period of last year.

THE PROVISION SITUATION.

The dull condition of the local market has considerably improved, and business is active, with good demand. The run of hogs is light, as is usually the case at this time of the year, and the price is $5.75 live weight f.o.b. in the country. The British market is dull and unsatisfactory, with light shipments from here, merely to supply their regular customers. With a better local demand for their product, which is always more satisfactory than the foreign, packers expect a good healthy trade.

PROVISION MARKETS

MONTREAL.

PROVISIONS—Demand for practically all lines is limited, and is confined to a small jobbing character. The poultry trade is visibly affecting this market, as dealers have turned their attention to these lines for the holiday season.

Compound Lard—		
Tierces, 375 lbs		0 08½
Parchment lined boxes, 50 lbs		0 08¾
Tubs, 50 lbs		0 08¾
Wood pails, 20 lbs. net		0 09½
Tin pails, in cases	0 09½	0 09½
Heavy Canada short cut mess pork, in bbls	22 50	23 00
Selected heavy Canada short cut clear boneless pork	22 50	23 00
Heavy Canada short cut clear pork	22 00	22 50
Very heavy clear pork	25 50	26 00
Plate beef, 100-lb. bbls		7 75
" 200 "		15 00
" 300 "		22 00
Pure Lard—		
Tierces, 375 lbs		0 12½
Boxes, 50 lbs., grained		0 12¾
Tubs, 50 lbs., "		0 12½
Pails, wood, 20 lbs., parchment lined		0 12¾
Tin pails, 20 lbs., gross		0 12½
Cases, tins, 10 lbs. each		0 12¾
" " 5 "		0 12¾
" " 3 "		0 13

CHEESE—The cheese market continues dull, and it is thought no great change will take place until the turn of the new year.

Westerns	0 12⅞	0 12½
Easterns	0 12½	0 12½
Undergrades	0 11¾	0 12

BUTTER—The butter market has not changed much during the week, and the prices reported last week represent about the current levels. Some sales have been made for odd lots at smaller quotations, but have not exerted any influence on the market to speak of, with the exception of an indication perhaps, of a slightly weaker undertone this week.

Fresh Creamery, solids, lb	0 26	0 26½
" " prints, lb	0 26½	0 27
Dairy, tubs, lb	0 20	0 21
Fresh large roll	0 21	0 22½

EGGS—Local dealers have advanced their prices owing to small receipts and approaching exhaustion of stocks.

New laids	0 36	0 38
Selected cold storage		0 27
No. 1 Candled		0 24
No. 2 Eggs		0 17½

HONEY—Demand for honey continues limited, as dealers generally have ample supplies, with the result that the market is quiet at unchanged figures.

White clover comb honey	0 13	0 14
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 10	0 11

POULTRY—The poultry market is firm, as supplies arriving are small. Trade has fallen off considerably in the last few days, as dealers are well supplied.

Spring chickens, per lb	0 13	0 14
Hens per lb	0 10	0 11
Young ducks, per lb	0 11½	0 12
Turkeys, per lb	0 15	0 16
Geese, dressed	0 09½	0 10½

TORONTO.

PROVISIONS—On account of the high price of poultry and perhaps through a desire for a change, there is a better demand for cured meats, although no perceptible change in prices. Some dealers report business very active, which is more than is ordinarily expected right after the holidays.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb		0 14½
Roll bacon, per lb	0 10½	0 11
Light hams, per lb	0 13½	0 15
Medium hams, per lb		0 13½
Large hams, per lb		0 12½
Shoulder hams, per lb	0 10	0 12
Backs, plain, per lb		0 16
" pea meal		0 16½
Heavy mess pork, per bbl		20 00
Short cut, per bbl		22 50
Lard, tierces, per lb	0 11½	0 12
" tubs "		0 12½
" pails "		0 13
" compounds, per lb		0 8½
Dressed hogs	8 25	8 75

CHEESE—The cheese market is dull and unchanged.

Cheese, large, prime		0 13½
" twins	0 13½	0 14

BUTTER—With the exception of some very choice brands of creamery as well as dairy, the market continues to show weakness, and some of the poorer grades are sold as low as 20c a lb.

	Per lb.	
Creamery prints	0 29	0 30
Creamery solids	0 23	0 29
Farmers' separator butter	0 26	0 27
Dairy prints, choice	0 24	0 25
" " ordinary	0 22	0 23
" tubs, choice	0 22	0 23
Large rolls	0 22	0 23
Baking butter	0 18	0 20

EGGS—The egg market is decidedly firm and the held stock is rapidly being reduced, selling at about 2c higher. With the mild weather there are more new laid eggs coming in, yet these will not effect the price of held stock for some time at least.

Strictly new laid, per doz	0 35	0 40
Select cold storage	0 28	0 30
Cold storage	0 25	0 26
Limed	0 23	0 24

HONEY—This article receives very little attention at this time of the year, and therefore there is no variation in prices.

60-lb. tins	0 11	0 11½
Smaller sizes, tins and bottles	0 10½	0 12
Combs, doz	1 50	2 50

POULTRY — The wholesale houses have very little stock in hand. On account of the light arrivals for Christmas, the retailers picked up everything in sight at almost wild prices, in order to be able to supply the supposed demand. They met with some disappointment, however, when very many rather than pay exorbitant prices, decided to take a roast of beef instead of a turkey. While the wholesale men made well, a good many of the retailers have lost money. The arrivals for new year will necessarily be light, but retailers will not pay as much for them this week and will likely not be able to hold their own on their left over stock. Turkeys at time of writing are selling for 18c to 21c.

Spring chickens, per lb, live	0 11	0 12
Spring chicken, dressed	0 13	0 14
Hens, per lb., live	0 08	0 09
Hens, per lb., dressed	0 10	0 11
Young ducks, per lb., live	0 11	0 13
Ducks per lb., dressed	0 13	0 14
Turkeys, per lb., dressed	0 18	0 21
Geese, per lb., dressed	0 12	0 14

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON
CARGILL, ONTARIO.

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS
126 Adelaide Street E., Toronto

We Want Butter !

Dairy Tubs, Creamery Solids

We will buy f.o.b. your station, in large or small quantities.

Write or phone us with best quotations.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.
39 Bonsecours Market, - Montreal

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.

USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

WINNIPEG.

BUTTER—Dairy butter has been fairly plentiful all fall and winter and still continues to come in from country points in surprisingly large supply for the season. For No. 1 tubs and bricks the local produce houses are paying 22c per pound f.o.b. Winnipeg; for No. 2, 17c to 18c per pound; for No. 3, 15c to 16c per pound.

EGGS—Supplies are very scant and it was impossible to get a sufficient quantity of new laid to supply the Christmas demand. Scarcely any Manitoba eggs are being received, practically the only eggs on the market being Ontario storage. Produce houses are paying 30c per dozen f.o.b. Winnipeg.

CHEESE—Manitoba cheese is very scarce. Ontario is selling at 14½c to 14¾c per lb.

POULTRY—Buying prices f.o.b. Winnipeg are as follows:

Chicken, per lb	0 11
Fowl, per lb	0 08
Turkeys, per lb	0 16
Ducks	0 11
Geese	0 11

CHANGES IN THE CANADIAN TRADE

Notes From All Districts of Canada Regarding Sales, Assignments, Dissolutions and New Stores Opened.

Ontario.

I. J. Ranks, miller, Norwich, was burned out.

A. S. Morrison & Co., general merchants, South River, have assigned.

A. McCabe, general merchant, Grand Valley, has sold to F. A. Jelles & Co.

F. H. Chapman, general merchant, Holland Landing, has passed away.

The stock of the estate of William Kaeding, grocer, Windsor, is being advertised for sale.

August Elliott, a prominent business man of Brantford, was found dead in his shop on Dec. 23. He was 44 years old and held a large interest in the Beamsville Canners' Association.

Absalom Peters, grocer, Peterboro, met with a painful accident recently by falling down an elevator shaft in a wholesale establishment and sustaining severe cuts about the head and shoulders.

Western Canada.

James Logan, general merchant, Olds, Alta., has assigned to S. H. Smith.

Lockhart & Gillespie, general merchants, Fernie, B.C., have dissolved.

The Dominion Meat Co., Calgary, has been succeeded by Neils, Morris Co.

J. D. Williams, Didsbury, Alta., has sold his confectionery business to L. S. Curtis.

B. Thordarson, general merchant, Leslile, Sask., has sold to Peterson & Venn.

The Vancouver and Prince Rupert Meat Co., which recently started a retail store in Victoria, has just opened another branch.

F. R. E. DeHart, fruit grower, of Kelowna, B.C., captured over $4,000 in prizes in the Spokane apple show, where his apples won thirteen firsts and one second prize.

Maritime Provinces.

G. H. Emmett & Co., grocers, Halifax, have registered.

Annie P. Fancy, who kept a general store at Moser's River, is dead.

T. H. Carmichael, grocer, Londonderry, has been sold out.

The grocery store of Mrs. McCallum, St. John, was slightly damaged by fire recently.

Charles B. Adams has sold his grocery business in St. John, N.B., and has been appointed manager of the Royal Hotel, McAdam Junction, owned by the C.P.R. Mr. Adams has had considerable experience in the hotel line.

Quebec.

Doyle & Jackson, wholesale teas, Montreal, have assigned.

O. Dupuis & Co., grocers, Montreal, have compromised.

Detlefs & Co., confectioners, Montreal, have assigned.

S. A. Collette, grocer, Montreal, has effected a compromise.

G. N. Demers, Ste. Marie, dealer in candies, fish, etc., has assigned.

Guyon & Handfield, general merchants, Contrecoeur, have assigned.

The Bell Confectionery Co., manufacturers of candies, Montreal, has registered.

The assets of Audet & Tremblay, general merchants, Black Lake, have been sold.

R. B. Robertson, general merchant, Little Cascapedia, is offering to compromise.

Joseph Raymond, manufacturer of jams, pickles, etc., Montreal, has assigned.

J. J. Vipond & Co., wholesale fruit, Montreal, have assigned to J. McD. Hains.

A meeting of the creditors of Jos. Lachapelle, general merchant, St. Jovite, has been called.

Roberts & Co., confectioners, Montreal, have assigned. A meeting of creditors was held on the 28th inst.

Leclair, Egerton & Furlong, dealers in candies, etc., Montreal, have dissolved. F. W. Leclair and W. J. Furlong will continue under the style of Leclair & Furlong.

Just Read the Directions!

GROCERS—

get familiar with the many uses of

GILLETT'S LYE

and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant. It's a sure trade bringer. REFUSE SUBSTITUTES and the various "Just as good" kinds. They may cost you a few cents less per case, but do they pay you as well as the old reliable—the standard—**GILLETT'S LYE?**

E.W.GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

The Trade's Co-operation

The co-operation of the trade with the advertising campaign of CLARK'S CANNED MEATS has resulted in good profits to them.

This campaign showed dealers there was a bigger net profit in handling well advertised goods of high quality than in selling unadvertised and probably inferior goods.

My present advertising campaign is now on. It includes

Clark's Corned Beef
" Ox Tongue
" Pork and Beans
" Potted Meats

Make your stocks complete and be ready to meet the demand.

WM. CLARK

Manufacturer

MONTREAL

Olives

are soaring skyward. Those Canadian grocers who were fortunate enough to stock

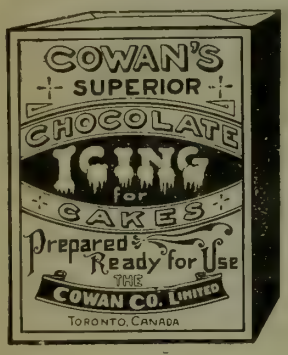
Rowat's Olives

last season have reasons for congratulation, both on account of buying the **best brands** and pack, but also that their present stock is worth fully fifty per cent. more.

ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal
HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet
VANCOUVER—Jarvis & Co.

Cowan's Cake Icings

are steadily growing in popularity, as Canadian women find out how easily used, how attractive in appearance and flavor, and how altogether satisfactory they are.



Of course you handle them—but are you getting all you might out of this trade?

The Cowan Co., Ltd.
Toronto, Canada

A Leading British line well-known and largely advertised

DR TIBBLES' Vi-Cocoa

THE WORLD RENOWNED FOOD BEVERAGE

The Public Say:

"THERE IS MERIT IN IT."

The Trade Say:

"THERE IS MONEY IN IT."

Write for Sub-Agency to:—

AGENT FOR MONTREAL:
J. WALTER SNOWDON
413 St. Paul Street
Montreal

ONTARIO AGENTS:
GREEN & CO.
25 Front St. E., Toronto

W. H. ESCOTT, 141 Bannatyne Avenue East, WINNIPEG

SAMPLE CASES NOW READY FOR DELIVERY

PURE SOLUBLE COCOA

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., ½-lb. and ¼-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.
H. & A. B. LAMBE, Hamilton.
C. A. PARKER, 10, Albert Street, Ottawa.
CHAS. DUNCAN, P.O. Box 22, Winnipeg.
MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.
A. E. CURREN, 54, Bedford Row, Halifax.

GEORGE PAYNE & CO., Ltd.,

Wholesale Tea, Cocoa and Coffee Merchants,

LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

THE FLOUR AND CEREAL MARKETS

Holiday Season Accounts for Quietness in All Lines—Retailers' Stocks Low—Good Outlook for New Year.

The holiday season continues to have a dulling effect on all lines in these markets and as a result business is prevailingly quiet, a feature which is quite usual and to be expected at this season. The holding off of really cold weather, which was expected to have a stimulating effect on demand, has also had its effect.

Notwithstanding the present quietness, however, the outlook for the new year looks bright. Judging from dealers' reports, both wholesalers' and retailers' stocks of flour must be comparatively light and it is expected that this market, which has been active up till a few weeks ago, will brighten up again shortly. One large miller said this week that he expected heavy buying would be general within a few weeks and that this might very possibly have some effect on prices.

In the cereal markets conditions are somewhat similar. While business all fall has been somewhat quieter than usual, dealers' stocks are thought to be low and this should mean more activity early in the year.

Little attention is being paid to export business, the holiday season interfering both in the British and home markets.

MONTREAL.

FLOUR—Considering the season of the year the volume of trade passing is fairly good. Country trade is fair where stocks are reported low. There has been during the week some inquiry from England for low-grade Canadian flour, prices, however were not mutually advantageous, so no business to speak of has resulted.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 00
Glenora		5 50
Manitoba spring wheat patents		6 00
" strong bakers		5 50
Five Roses		6 00
Harvest Queen		5 50

ROLLED OATS—Dealers report a slight improvement in the demand during the week, but sales are not in large blocks, but fairly good in a jobbing way. No changes in quotations have been noted.

Fine oatmeal, bags		2 72½
Standard oatmeal, bags		2 60
Granulated " "		2 60
Golddust cornmeal, 98-lb bags		2 10
White cornmeal	2 00	2 05
Rolled oats bags		2 35
" bbls		5 05

FEED—Demand for bran continues good, with supplies still limited. Inquiry for shorts and middlings continues active. Other lines are unchanged.

Ontario bran	21 50	22 00
Ontario shorts		25 00
Manitoba shorts		24 00
" bran		21 00
Mouillie, milled	25 00	27 00
" straight grained	30 00	32 00
Feed flour	1 50	1 60

TORONTO.

As is usual at the holiday season, business is rather dull. The markets, however, continue firm though no changes are in evidence. So far as can be learned, both wholesalers' and retailers' stocks are rather low and it seems probable that the early weeks of the new year will see a material strengthening of markets and possibly an increase in prices. Little attention is being paid to export business just now.

Manitoba Wheat.

1st Patent	5 70	5 80
2nd Patent		5 40
Strong bakers		5 20

Winter Wheat.

Straight roller	4 20	4 30
Patents		4 8
Blended		5 00

CEREALS—The market continues unchanged, with somewhat of an easier feeling. Business is rather dull, the lack of really cold weather having been felt in these circles. The outlook for the new year, however, is very encouraging. Dealers' stocks are thought to be low and some fairly heavy buying should follow shortly. Nothing more has been heard of exports of oats to the United States so this will not be any factor in future conditions as was anticipated a few weeks ago. Prices ruling this week are:

Rolled wheat in barrels, 100 lbs		2 85
" oats in bags, per bag 90 lbs		2 50
Oatmeal, standard and granulated, in bags 98 lbs		2 75

CHRISTMAS PRESENTATIONS TO CEREAL MANUFACTURER.

R. K. McIntosh, the head of P. McIntosh & Son, cereal manufacturers, Toronto, was remembered very pleasantly by the employes of the firm last Thursday afternoon, Dec. 24, when he was presented with three pieces of hall furniture.

The presentation was made by J. F. Howitt, one of the oldest employes, who in a w tty speech spoke of the high esteem in which Mr. McIntosh was held by the employes, who regarded him as a friend, as well as an employer.

Mr. McIntosh made a happy reply, expressing his appreciation of the remembrance and of the regard evidenced by the staff and spoke of the good outlook for the growth of the business and a continuance of the present happy relations.

L. R. Wolfe, grocer, Toronto, has disposed of his business to Louis Turofsky.

J. H. Deeks, general merchant, Williamsburg, has assigned to Osler Wade.

A Problem Solved

When we entered the biscuit field we were up against the problem of how to make a crisp soda biscuit that would stay crisp. Every package of

contains indisputable proof that we have satisfactorily solved the problem. Now, it is up to you to push

Mooney's Perfection Cream Sodas

because their quality will bring you more and better business. They are the crackers you may guarantee to be crisp and keep crisp.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

Goose Wheat
OR
Ontario White Wheat

We want either or both. Send sample and prices to

Cummings Mills
Cummings Bridge, Ottawa

CANADA: No better Country

MOTT'S: No better Chocolate

Despite the high price of raw material

Mott's

"Diamond" and "Elite" Brands of

Chocolate

will be the same in quality as during the past 30 years.

—Your trade knows that they are Canada's Best Chocolate lines.

John P. Mott & Co.,
HALIFAX, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S
Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice **Lozenges**

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

French Vermicelli and Macaroni
The only factory in Canada producing these goods.
H. CONSTANT
Manufacturer
Sales Agent: L. FONTANEL, 187 Commissioners St., Montreal

OPEN TO BUY
From 5 to 10 Cars Choice Cooking Peas
Clean and White
Quebec's leading Flour and Grain House.
C. A. PARADIS, Dalhousie St., Quebec

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

48 Highest Awards In Europe and America
WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

TRADE WINNERS.
Pop Corn Poppers, Peanut Roasters and Combination Machines.
MANY STYLES.
Satisfaction Guaranteed. Send for Catalog.
KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

Freight is no more on full strength
MAPLE SYRUP
containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers
Canada Maple Exchange, Limited, Montreal
TRADE MARK. Small's

COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX Ltd
Gorgie Mills
EDINBURGH

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

(ADVERTISEMENT.)

The Cream of Wheat Company

To the Retail Grocers of the United States and Canada.

Mr. C. M. Wessels, of the Grocery World and General Merchant, of Philadelphia, has published what purports to be an interview between him and Mr. E. Mapes, the secretary of the Cream of Wheat Company, which interview he has embodied in an affidavit in which he states that Mr. P. A. Robinson, of this city, was present during that interview. As Mr. Wessels and others have in different ways given wide publicity to his version of that interview, we have decided to publish a refutation of what we consider a scandalous, malicious and entirely unwarranted attack upon this company. We herewith attach the affidavit of Mr. Mapes with reference to that interview, which includes the statement as to the same by Mr. P. A. Robinson, who was the only person present besides Mr. Mapes and Mr. Wessels. We call attention to the fact that Mr. Robinson's statement is in reply to a request for a statement made by the secretary of the Minneapolis Retail Grocers' Association, and that it is made up for the most part of a transcript of statements made by Mr. Robinson to Mr. Wessels himself prior to the time of publication of Mr. Wessels' affidavit. The latter was published on November 30, 1908. We believe that the grocers of the United States and Canada, with whom we have been upon the most friendly terms, and whose interests and welfare are identical with our own, will agree with us that Mr. Wessels' attack is entirely unwarranted.

Dated, December 15, 1908.

CREAM OF WHEAT COMPANY.

Affidavit of E. Mapes.

State of Minnesota, } ss.
County of Hennepin, }

I, E. Mapes, being first duly sworn, on my oath say.

I am the secretary of the Cream of Wheat Company, of Minneapolis, Minnesota. On or about the 20th day of October, 1908, C. M. Wessels, of Philadelphia, and P. A. Robinson, of Minneapolis, came to my office, where Mr. Wessels was introduced to me by Mr. Robinson. Mr. Wessels' call was, as he stated, for the purpose of selling the Cream of Wheat Company advertising space in the grocery publications of the United States, practically all of which he claimed to control so far as their advertising space was concerned. We talked from half to three-quarters of an hour and discussed the advertising proposition quite extensively. He was arguing as to the advantage to the Cream of Wheat Company of advertising in the grocery trade papers. In answer to his arguments I explained the policy of advertising pursued by the Cream of Wheat Company, which was in general to reach the trade through the consumer, and not vice versa, and I declined to make a contract with him. There was nothing, however, said by me in that discussion which would in any way warrant the statements attributed to me by Mr. Wessels.

Taking his statements seriatim (each of which Mr. Wessels says is a correct transcript), I call attention to them as follows:

1. Mr. Wessels states that I said: "We don't care a continental for the grocer. He has to sell our goods whether he wants to or not. We make him. We used to give the retailer a profit, but we found that the best way to keep him good was to keep him poor. Now we give him very little profit."

This statement, and every part of it, is false. I never expressed any contempt or disregard for the retail grocer; neither did I say that we made him sell our goods. The substance of what I said upon this point was that we created a demand by reaching the grocer through the consumer, and that we could best increase sales, both to our profit and to the retailer's profit, by such policy of advertising. Neither did I say that we gave the retailer less profit than before, nor that the best way to keep him good was to keep him poor. On this point I explained to him that the margin of profit allowed had been fixed as a fair margin, but at the same time that it was not so large as to induce a cutting of prices, and that it was a common experience that the allowance of a larger profit would bring about a cutting of prices either by the jobber or the retailer, and to the detriment of both the manufacturer and the retailer. As a matter of fact, we have not changed our prices for the past ten years.

2. Next Mr. Wessels says that I said: "But we have competitors; Vitos (made by the Pillsbury-Washburn Company) is exactly the same as Cream of Wheat. If the retailer has so much influence, why don't he substitute Vitos for our goods?"

This statement is absolutely false. The question of competitors had been mentioned, and Mr. Wessels had stated that there was no product like ours on the market, whereas there were plenty of flake foods. I told him that there were other products on the market which, like our product, were not flake foods, and I mentioned Vitos as an example. That is the entire substance of my statement upon this point.

3. Mr. Wessels next says that I, referring to the friendly feeling of the retail grocers, said:

"We don't want it—don't need it—don't care anything about it. The grocer has not any say about handling our goods. We make him handle them—he must. The grocer has got to handle Cream of Wheat, no matter what he says."

This statement is also entirely false. In no part of the discussion did I for a moment feel or express any ill feeling toward the retailer nor lack of regard for his good feeling. More than that, the question of my feeling toward the retailer was never raised in that discussion. The only question on this point that was raised was with regard to the good or ill feeling of the grocery papers, if we did or did not advertise in them, and in that connection I explained to him the impossibility and inadvisability of advertising in every trade paper, or any of them, that is from our standpoint, and that we had the good-will of

all the jobbing houses, although we did not advertise in any of their publications. This was all in connection with my main argument that in the end it was the best for us and the best for the retailer to reach the retailer through the consumer rather than the reverse.

The above covers every one of the statements made by Mr. Wessels. He was naturally disappointed at my conclusion, and showed his disappointment both in statement and in his manner, his last remark being, as he left the room: "Well, Mr. Mapes, of course, we" (meaning the grocery papers), "are going to stand by our friends, and, as you can naturally imagine, the reverse of this proposition will be true regarding those who are not." The fact that Mr. Wessels immediately started upon a campaign of attack against the Cream of Wheat Company and that at the same time requests were made upon wholesale and retail grocers to boycott Cream of Wheat, shows clearly, I think, without further explanation, the animus of his attack.

The Cream of Wheat Company has always endeavored to treat the retail grocers, with whom we do not come into direct contact, fairly, and to protect their interests as far as possible. With this end in view, we have always refused to sell direct to department stores, mail order houses, or any house which we considered an unfair competitor of the retail merchant. In addition to this, we are one of the few cereal companies that absolutely guarantee their goods and take back all goods damaged by becoming weevilly, etc.

I attach hereto, as part of this affidavit, the letter of Mr. P. A. Robinson, which was recently written to the secretary of the Minneapolis Retail Grocers' Association in reply to a request for a statement as to Mr. Robinson's recollection of the discussion referred to.

E. MAPES.

Subscribed and sworn to before me this 12th day of December, 1908.

[Seal] SIDNEY R. MATHER,

Notary Public, Hennepin County, Minn.

My commission expires June 8, 1912.

(Copy)

Mr. T. O. DAHL, Secretary,

Minneapolis Retail Grocers' Association,

Minneapolis, Minn.

Dear Sir: As my name has been used in Mr. Wessels' affidavit in a way that may be construed as implying agreement on my part with the statements contained therein, I cannot do otherwise than respond to your request, based on this mention of my name, for a statement.

My answer to your direct question as to whether I agree with Mr. Wessels' statement as published, is that I do not. I am on record to that effect in a telegram sent to Mr. Wessels Nov. 25th (on receipt of a letter from him in which he stated he was going to use my name in his affidavit), and as my letter confirming the wire covers the second clause of your question—if I do not agree, wherein do I differ?—I think the simplest statement I can make to you, and the fairest to all concerned, is to repeat to you these communications, which are as follows:

Telegram of Nov. 25th.

"Do not use my name in connection with Mapes interview. My recollection and understanding of same do not agree with yours as published."

Letter of Nov. 27th.

"On receipt of your letter of the 23rd saying you were going to use my name in an affidavit covering your statement of the interview with Mr. Mapes, I telegraphed you not to do so. Your published version of what he said goes beyond what I heard him say and puts words in his mouth which I did not hear him use.

"Even aside from this, I should object very much to being dragged into this controversy, which has been precipitated against my protest and for which I have no responsibility, and having expressed myself at the start against your idea of exploiting the situation, I have, of course, no apology to offer for not taking your view of the matter now, nor taking a hand in it. My attitude is not based on any fear or favor as to the Cream of Wheat Co., but on my own views and the value I place on the confidence I have gained from the advertisers of my acquaintance generally, by never abusing it.

"While I have not received copies of your paper or proofs of your articles, I have seen them, and it seems to me they go considerably too far in attributing to Mr. Mapes expressions of wholesale contempt for the grocers.

"I have not seen Mr. Mapes, but he telephoned me and called my attention to what he had 'drawn' as the result of my introduction, as he put it. When I mentioned the remark he made about keeping them honest by keeping them poor, he claimed that he did not apply it to the retailer, but to the jobber, for he had no dealings with the retailer; he said that he spoke facetiously, not seriously, and had often said the same thing to a jobber customer without giving offense. This was the particular remark that you and I discussed afterward, and understood it as having been applied to the retailer; but I did not take it as seriously as you did, and it is true that his tone was more bantering than serious.

"The rest of what he said, so far as I took it in, struck me as simply an argument for the opposite side to your proposition, and not as expressing contempt for the grocers, though perhaps rather strongly independent. Naturally in combatting your plan (as applying to his business) and upholding his own system, his attitude would not be to your liking; if everyone agreed with you, you would have no soliciting to do; and your plan being based on getting the co-operation of the grocers, the other side of the debate, conducted by a pretty outspoken man, would in the nature of things give opportunity for offense, if not carefully handled. That is one reason why I differ with you as to the ethics of going into print with an advertising interview; the advertiser is bound to make his opposing argument as strong as he can, and has not time to weigh every word or expression he uses. He has the right to feel, however, that the solicitor appreciates this and will not take advantage of it. You and I know, for instance, that the expression, 'keep them honest' meant simply 'prevent their cutting prices'; but in print it conveys far more offense than if otherwise expressed.

"I intended to write you on Wednesday following my wire, but was unable to do so, and then Thanksgiving Day intervened, and absence from town, so pardon delay."

In response to the telegram, I received a letter stating that in accordance therewith my name had been cut out; so I am at a loss to understand why it appeared in the affidavit.

In a letter dated November 30th, Mr. Wessels mentioned that he had used my name as it appears, but gave no explanation. I wrote him December the 5th a letter which ought to bring some explanation, but have not received a reply. Having been obliged to refer to this phase of the matter to make my position clear, I will also advise you if I receive a reply, and the explanation of this complication.

Yours very truly,

P. A. ROBINSON.

Since the above is written I am in receipt of a letter from Mr. Wessels, in which he states that he ordered my name cut out of the affidavit, and telegraphed all publishers to whom he had mentioned it in this connection, cancelling such references; that he then went out of town and on his return found his instructions had not been complied with, as far as the affidavit was concerned.

TO THE TRADE:

Have You Seen the Latest and Most Striking Evidence of the

Increasing American Demand

for

CEYLON TEA

READ THIS

EXPORTED TO AMERICA

Jan. 1st, to Oct. 31st, 1907

Black, 7,053,900 lbs.
Green, 1,918,600 lbs.

Jan. 1st, to Oct. 31st, 1908

Black, 8,296,500 lbs.
Green, 2,912,100 lbs.

An Increase in Direct Shipments of 24.92%

And in a Year of Trade Depression, Too!

Mr. Grocer— Read This— It's For You

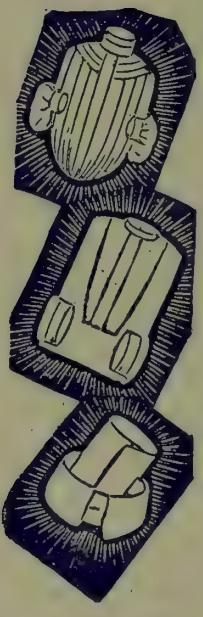
Nothing ever sold by Grocers can approach the KAISER WAX PAD AND IRON CLEANER IN MERIT. Every housekeeper with common sense knows a good thing when she sees it—she is very ambitious to excel in her Laundry work—with the KAISER WAX PAD AND IRON CLEANER a long felt want is supplied. It sells easily. By taking up an agency you can work up a steady and increasing business, as WHERE THE KAISER WAX PAD AND IRON CLEANER IS ONCE USED it is ALWAYS USED. Housekeepers are mad after it and will thank you for supplying them with this great labor saving discovery. REDUCES IRONING TIME BY HALF.

Save Your Elbow Grease

PATENT APPLIED FOR

The Kaiser Wax Pad AND IRON CLEANER

The Cleaner that Cleans Well.
The Wax Pad that Waxes Well.



REQUIRES BUT HALF THE TIME TO DO AN IRONING.

Every Housekeeper dreads ironing day, especially so, when she has a lot of Shirt-Waists, Mens Shirts, Collars Cuffs, etc. to Iron; She always wants to obtain a high gloss finish equal to First Class Laundries, and after hard work by the use of Common Wax, a lot of rubbing and Polishing utterly fails.

The Kaiser Iron Cleaner & Wax Pad will clean and smooth the rough and rusty places that have accumulated since the last time they were used By rubbing the hot Iron quickly over the corrugated surface you remove immediately starch or rust. You will be delighted when you try the Iron to see how smoothly it slips over the linen and the result will be no difference from first class laundry work. When the wax is entirely exhausted in the outer 2 Layers on both sides, remove it—and you still will have 2 Layers left.

WHY YOU SHOULD USE IT.

The cost to use it is almost nothing.
The Iron does not adhere to the fabric.
It imparts a splendid perfume to the clothes.
It saves a great deal of hard work in Ironing.
It gives an excellent lustre to the Linen or Muslin.
The Clothes will remain clean and neat much longer.
It gives the Clothes a much better finish than by any other method.
It makes the Iron pass smoothly over the surface and does not leave any black streaks or spots.

Every Housekeeper that cares to do *Good Work* should have one. *We claim* there is nothing on the market is *its equal* to the KAISER IRON CLEANER & WAX PAD, for *quickness, convenience, satisfactory work or economy.*

Advertise Your Business ! ! !

In each gross you will find 500 descriptive circulars like the above, leaving space for you to stamp your name and address on. These circulars will pull you in the customers for the KAISER WAX PAD AND IRON CLEANER and at the same time ADVERTISE YOUR BUSINESS. We want to convince you of the virtues of KAISER WAX PAD AND IRON CLEANER. Send your order to your Jobber or to our nearest Agents or direct. We will see that you get supplied. We know that you will never regret having secured an agency.

Manufactured by

The Ancker-Thiem Co.
CHICAGO, U.S.A.

WANTED — Agents throughout Canada in unrepresented distributing centers.

Canadian Agents :

Richards & Brown, Winnipeg, Man.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.

NEW WESTERN WHOLESALE HOUSE

The John King Company, of Fort William, Now Occupying New Warehouse With Good Facilities—A Firm That Has Grown Up With the Town.

The John King Co., which has just opened a wholesale grocery business in Fort William, has, in one form or another, been intimately connected with

JOHN KING,
President and General Manager of the Company.

that city since the first settlement followed the construction of the railway connecting the Great Lakes with the Western Prairie Provinces.

F. W. FRASER,
Secretary-Treasurer the John King Company.

John King himself came to Fort William in 1877, and was in charge of a portion of the construction work of the railway in its earliest inception, and was here when the wheat crop of 1884 was unloaded from cars on the banks of the Kaministikwia River, and placed on board a vessel by means of barrows, before the age of mammoth elevators at the lake terminal had arrived, the first shipment being only 800 bushels. A year later, in 1885, he opened a general store in the town which was some distance from the mouth of the river, and which forms to-day the west ward of the present city, and in which the works of the Grand Trunk Pacific are located. Three years later, when the C.P.R. moved their works down the river and formed the present city, a branch of the firm was established in the east end under the name of King & Pelletier, Mr. King, in 1890, buying out Mr. Pelletier. In 1900 the present firm of John King Co. was incorporated and conducted a departmental store in one of the largest business blocks of the city, carrying on a constantly increasing business with uniform success, until on July 20th of the present year a fire breaking out in a storehouse to the rear of the block spread into the main building and completely destroyed the building and stock.

This fire, which put a sudden end to the retail business of the company, may have decided the firm to take a step which had been previously contemplated, leaving the retail business in favor of the wholesale trade. On Aug. 25, barely a month after the fire, they had commenced work on the construction of the big three-storey warehouse which is now occupied, and by November they were occupying the new premises. Meanwhile, they have almost completed the rebuilding of the block on Victoria Avenue destroyed by fire which will be rented for retail purposes to other firms.

New Warehouse of the John King Com pany, at Fort William.

The new wholesale block, which has a capacity of over 80 carloads, is situated on Hardisty St., which is now practically established as the warehouse street of the city, being alongside the C.P.R. with facilities for running spur tracks from the local spur into the private warehouses and elevators that have been established along several blocks of this street.

(Continued on page 59.)

CALIFORNIA NAVELS

Our stock is all fresh. Having sold out at Christmas, all orders will be filled with fresh arrivals. Have to arrive this week

California and Messina Lemons
California Celery, Head Lettuce, Grape Fruit, &c.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

A NEW YEAR'S POINTER

Avoid the "In and Outer" (sometimes good, sometimes bad and sometimes worse) brands of fruit.

Stick to the reliable

"St. Nicholas," "Home Guard," Lemons, "Golden Flower" Navels and "Chase & Co." Florida Products.

J. J. McCabe

Agent

32 Church Street - Toronto

FRUITS, VEGETABLES AND FISH

MONTREAL.

GREEN FRUITS—Oranges continue to have a good sale. Nearly all other lines are in good demand. The holiday trade has been very good according to statements of local dealers. No changes in prices are noted this week. The supplies on hand have been ample to meet all demands.

Christmas Decorations—		
Evergreen wreathing, bale	1 75	2 00
Delaware holly		4 25
" " wreaths, per doz		1 50
Almeira, extra fancy		6 50
" extra choice		5 50
" fancy		6 00
California navels, 96, 126, 150 size		3 40
" " 176, 200, 216, 250 size		3 25
Floridas, 126, 150, 176 200		3 25
Mexican oranges, 176, 200, 216, 250 size		2 40
Valencia " 420 size		3 50
Valencias 714 size		4 25
Grape fruit		4 25
Lemons, choice, 300 size		3 00
Bananas crated	1 50	1 75
Pears, boxes		3 50
Pineapples, extra fancy, 24 size	3 50	3 75
" " 30 size	3 50	3 75
Cranberries, Nova Scotias, early blacks, bb	8 00	9 00
Apples, Fameuse, XXX, bbl		5 50
" XX, "	3 50	3 75
" winter		4 50
Spies, XXX		5 50
Baldwins, Greenings, Russetts, XXX		4 25
" " " Spies, XX	3 25	3 75

VEGETABLES—A very firm feeling prevails in the market for potatoes, there being a good demand and an active trade passing. The market is stronger in many respects this week. The prices of lines which have not actually advanced have been fully maintained, and the demand has been very good.

Oyster plant doz		0 50
Artichokes bbl	2 50	3 00
Leeks, dozen		0 75
Parsnips, bag		0 75
Sweet Potatoes, basket		2 00
Marrows, dozen	1 00	1 50
Cal. Cauliflowers, crates		3 00
Parsley, per doz. bunches		0 75
Sage, per doz		0 60
Savory, per doz		0 50
Celery, crate		6 00
Water cress, large bunches, per doz	0 60	0 75
Spinach, barrels		3 00
Green peppers, crate		1 00
Beets bag		0 00
Carrots, bag		0 75
Spanish onions, large cased	3 50	4 00
Lettuce, per doz		1 10
Radishes, doz		0 60
Horse radish, per lb		0 15
Cabbage, bb's		1 50
Montreal potatoes, bag	0 75	0 95
Green Mountains		0 80
New Brunswick potatoes		0 95
Onions large bag		1 30
Red onions, barrel		3 00
Turnips, bag		0 70
Pumpkins, doz		1 50
Squash, doz		3 00
Brussels sprouts, quart	0 22	0 25

FISH—There is an exceedingly good demand for green cod, and as supplies are light prices continue firm. Oysters are selling well. The Advent season has been a particularly good one with the fish people, and all lines have moved well.

Fresh and Frozen Fish.

Qualla salmon	0 07½	0 08
B.C salmon, frozen	0 08½	0 09
Haddock, per lb	0 04½	0 05
Fresh halibut	0 08½	0 09
Mackerel, "		0 10
Dore, "	0 07½	0 08
Steak cod	0 05	0 05½
Frozen Grass Pike	0 06	0 06½
Whitefish, lb	0 06½	0 07
Lake trout		0 09
Sea trout, lb		0 10
Flounders, lb		0 10
American live lobsters		0 24
Bullheads (dressed)		0 10
New Smelts		0 10
Sea herring, per 100	1 70	1 80
Tom cods, bbl		2 00
Smoked—		
Haddies (exp) 15 lb. bxs., per lb		0 06½
Bloaters, per box, large, Yarmouth		1 00
Smoked herring, per box		0 16
Kippered herring, ½ box		1 00
Prepared—		
Skinless cod, new, 100 lb. cases		5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box		1 80
Dry cod, in bundles 112 lb., per pound		0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0 06
Boneless cod, 20-lb. boxes		0 08
Boneless cod, 20-lb. boxes		0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks		0 05
Boneless fish, 25 lb. bxs., loose		0 04½
Pure cod in crates, 1 and 2 lb. bricks		0 05
Salted and Pickled—		
No. 1 Labrador herring, brls		5 50
" " " ½ brls		3 25
Oysters, bulk, per gallon		1 30
Standards, bulk		1 40
" quart tins, sealed		0 40
Paper pails, per 100 qt. size		1 50
Boiled lobsters, lb		0 18
Live " "		0 15
Standards, 4 gals		6 80
Selects "		7 60

TORONTO.

GREEN FRUITS—The Christmas rush is over, trade is at a standstill, and dealers are looking at each other, waiting for some one to move. All report no change in the prices, yet admit that there is a decided weakness, especially in oranges. The stock on hand is heavy with several cars of excellent California navels on the track. The quality is exceptionally good, and prices are about 25c a box cheaper. A small consignment of Florida strawberries were sold at 75c a quart box.

Grapes, Almeria, keg	6 00	7 00
Apples, Spies	5 00	6 00
" Kings	3 00	3 50
" Greenings	3 00	3 50
Oranges, Mexican, boxes, new	2 00	2 25
" Florida, boxes, new	2 25	2 50
" Valencias	3 75	4 75
California navels	3 00	3 50
Lemons, Messina	2 50	2 75
" California, box	4 00	4 25
Bananas, Jamaicas, firsts	1 50	1 88
" Jamaica eights	1 00	1 25
Cranberries, Cape Cod bbl		16 00
" " crate		5 00
" Nova Scotia, bbl	10 00	11 00
" Ontario, cases		2 50
Citrons, doz		0 75
Grape Fruit, Florida, box	3 50	4 00
Pineapples, Florida, crate	3 50	4 00

VEGETABLES—In this line, as in almost everything else, there is nothing but the usual after-holiday dulness to report. There is very little doing, with no regular prices. The main object is to clear out odds and ends at whatever prices that can be obtained.

Beets, Canadian, bag	0 45	0 50
Potatoes, Ontario, per bag	0 70	0 75
" sweet, barrel	4 00	4 50
" " hamper		1 75
Onions, Canadian, dried, bag	0 75	0 80
Carrots, new, per bag	0 35	0 40
Cabbage, per ton	20 00	22 00
" barrel	1 25	1 50
Squash, basket doz	0 50	0 75
Cauliflower doz	0 75	1 25
Celery native, doz	0 25	0 40
California celery, per case		6 00
Pumpkins, dozen	0 50	0 85
Turnips	0 30	0 35

FISH—With the high prices of poultry the fish men are expecting a good business, as soon as the people settle down to their regular daily wants, which will be as soon as they get through with their Christmas extras. In the meantime, prices are not changed.

Perch, large, per lb	0 06	0 07
Herring, medium, per lb	0 05½	0 06
Whitefish	0 10	0 11
Cod	0 08	0 09
Halibut	0 09	0 10
Haddock, frozen		0 07
Sea salmon, Silverside	0 10	0 12
Pike	0 05½	0 07
Pickerel, yellow	0 08½	0 09
Soft shell crabs, doz		4 00
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 15-lb. box		1 30
" Labrador, keg		3 00
Mackerel, each	0 18	0 20
Smelts, per pound, No. 1	0 09	0 10
" " extra	0 11	0 12

Oysters, Long Island	1 60
" " medium selects	1 75
" " extra	1 85
" shell, per 100	1 50
Ciscoes, basket	0 50 1 00
Finnan Haddie, smoked, 15-lb. package	0 08
Boneless cod, quail on toast	0 06
" " imperial	0 05
" " steak	0 06½
Shredded cod, doz	0 90
Acadia cod, crate	2 40
" tablets, box	1 60
Bloaters	1 25
Qualla	0 09
Catfish, dressed	0 10

ALLEGED INFRINGEMENT.

In the Practice Court in Montreal on Dec. 24, application was made by the Walter M. Lowney Co., for a writ restraining Demetrious G. Pergauton, Montreal, doing business as P. G. Demetri & Bros., from using a trade-mark similar to theirs. In 1906 the Lowney Company registered a medallion style trade-mark, which, they allege, has been infringed. The case has been taken en delibere.

WM. CLARK'S XMAS CARD.

Perhaps one of the finest Xmas cards which has made its appearance during the holiday season is that of William Clark, Montreal, manufacturer of canned meats. The cover of the card referred to consists of the coats of arms of the various Provinces arranged in a circle, in the centre of which is a fine Gothic C. The whole is done in gold, embossed in colors on a white background. For taste, quiet elegance and artistic design this Xmas greeting card is difficult to beat.

R. E. Brigham, Ottawa, has entered into partnership with M. J. Allen, proprietor of Allen's grocery, Ottawa.

The Empire Grocery Store has been opened in St. Johns, Nfld. James Chaffey is in charge and his assistants are P. Murphy, C. Renouf and J. Malone.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880
Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

A HAPPY NEW YEAR

We start the new year with fresh stocks of

ORANGES, LEMONS, BANANAS

The famous Bronco Brand Navels are now arriving in the pink of condition.

Stock up with these fresh, profit-making goods.

WHITE & CO., Limited
Fruit, Produce and Fish
TORONTO and HAMILTON

A NEW YEAR

Resolution that will increase your trade, add to your bank account, make everybody happy—Resolve to handle

"SIGNAL" Brand Navels, "BICYCLE" Brand Lemons.
W. B. Stringer, Toronto, District Agent

"Squirrel" Brand California Lemons

Packed by Arlington Heights Fruit Company

NONE BETTER

Bright, Handsome, Waxy Fruit, every Lemon same from top to bottom of box. Another car just arrived, price very reasonable, cost very little more than Messinas.

HUGH WALKER & SON
GUELPH, ONT.

LEMONS

We have a bargain in ***Messina Lemons—excellent stock***
Price only $2.25 per box cash.

THE DAWSON COMMISSION CO., TORONTO

Our outlet for Poultry, Butter and Eggs is the best.

For Fish and Oysters

Write The F. T. James Co., Ltd.

Toronto

Prompt Shipments
Write us for Quotations

Correspondence answered same day as received.

3 BRUNSWICK BRAND LEADERS!

Brunswick Brand Kippered Herring

Brunswick Brand Sardines in oil

Brunswick Brand Herrings in Tomato Sauce

These three lines we class among the best sellers we have to offer you. They are fish that we specialize upon. We have the pick of the herring and sardine catches, and select the choicest fish for Brunswick Brand. The fish are put up by our own special process, giving them that "something" which tickles the palate of the fastidious customer, and makes for steady sales of the famous Brunswick Brand.

A TRIAL ORDER WILL BE GLADLY SENT YOU.

CONNORS BROS., LIMITED

Leading Canadian Packers of Sea Foods

BLACK'S HARBOR, N.B.

LEONARD BROS., Montreal Agents.

DREXEL & CO., Vancouver and Victoria, B.C. Agents.

FISH and OYSTERS

Now at your call

LARGE FROZEN SEA HERRING

NEW PACK **BRIGHT LARGE FISH**

Also anything you require in

PIKE **HADDOCK** **HADDIES**
PICKEREL **WHITEFISH** **BLOATERS**
SALMON **SMELTS** **SKINLESS COD**
HALIBUT **COD** **BONELESS COD**

SEALSHIPT OYSTERS Standards and Selects

in sealed carriers containing 4 Imperial gallons.

SOLID MEATS **NO WATER ADDED** **NO ICE USED**

All kinds Fresh, Frozen, Salted, Pickled, Dried and Prepared Fish.

LARGE ASSORTMENT **QUALITY GUARANTEED** **LOW PRICES**

4 LONG DISTANCE TELEPHONES.

LEONARD BROS.,

20, 22, 24 and 26 YOUVILLE SQUARE,
MONTREAL
P.O. Box 639
"THE LARGEST FISH WAREHOUSE IN CANADA"

Branches:
MONTREAL,
ST. JOHN, N.B.,
GRAND RIVER,
GASPE.

Lobsters

"Mephisto"

and

"Purity" Brands

EVERY CAN GUARANTEED.

Sold by Jobbers in Canada from Atlantic to Pacific.

SOLE PACKERS:

FRED MAGEE

Port Elgin, N.B. and Pictou, N.S.

SEALSHIPT OYSTERS

Trade Mark Registered

This trade mark is a guarantee of pure, clean and fresh oysters.

The genuine "Sealshipt" Oysters are always sold from a white porcelain display case bearing the above "Sealshipt" trade mark in blue.

"Sealshipt" Oysters

are the best sellers, the best profit makers and the best in quality.

They come to you sealed in airtight steel cans packed with ice around the cans, but not in contact with the oysters. All the delicacy of flavor and naturalness of size and color are preserved.

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

The "Sealshipt" Carrier System is patented. Infringements will be prosecuted to the full extent of the law. Write for an agency.

National Oyster Carrier Company

South Norwalk, Connecticut

AGENTS—

Leonard Bros., Montreal. Samuel Egan, Toronto.
R. M. Cline, Hamilton. Steele Fruit Co., London.
W. J. Guest Fish Co. Ltd., Winnipeg.
Winnipeg Fish Co., Winnipeg.

$3,000,000 FOR VICTORIA COUNTY FARMERS

Local Merchants Say Appointment of Agricultural Inspector will Benefit Country Immensely—Will Improve Merchants' Business Also.

That the spending money of the farmers of Victoria County will be increased by $3,000,000 yearly, through the appointment of an agricultural instructor for that county, is the belief of J. D. Flavelle, one of Lindsay's foremost merchants. This amount looks like a pretty big sum, but so far there are none to gainsay it. Rather the feeling is the other way, for while no other Lindsay merchant would commit himself to stating any certain amount, when seen by The Grocer representative, they all felt that by the Provincial Government helping the farmer along educational lines a great deal of benefit, financially, will accrue to the local merchants

It has taken some time to impress on the Government the necessity of helping the farmer to increase the output of his farm. Very good work has been done by the Agricultural College at Guelph, but it has been recognized that only a small proportion of the farming community is able to avail itself of the advantages offered at Guelph. A step forward was made some years ago when the farmers' excursions to the college were fostered, and a still further step was taken a year ago last spring when the Government allowed the Department of Agriculture to appoint instructors for the counties of Victoria, Essex, Simcoe, Perth, Waterloo and Dundas. This year Prince Edward and Ontario have been added, which speaks well for the success of the scheme. The inauguration of this instruction plan, no doubt, is due to the representations made to the Government by those in a position to know. For instance, Prof. Creelman is credited with saying that the extra profits derived by the farmers of the Province from the growing of Manchurian barley, which yields about five bushels per acre more than any other kind, would more than pay for the building and equipping of the college at Guelph.

The Instructors' Work.

The work of the instructors may be summed up under three headings. Instruction in the Collegiate Institutes and special classes for farmers, experimental work, and actual work among the farmers. This latter, of course, will vary in the different sections of the Province, as Ontario is essentially a country for mixed farming.

It cannot be said that all is smooth sailing as yet. The general run of scholars attending the collegiate institutes living in towns, know very little about farming and want to know very little more, and the farmers' sons attending the institutes who would directly benefit by the special courses want to get away from the farm. Then the teachers, while not frowning down on the innovation, treat the instructor and his course only with toleration

Victoria County was fortunate in securing the services of F. H. Reed, a man who mixed well with all classes of the community; so much so that the farmer and merchant, who were his friends, are brought closer together. The Saskatchewan Department of Agriculture, however, has now secured Mr. Reed's services for its seed branch, and D. A. McKenzie is looking after the work at Lindsay.

Making the $3,000,000.

To get back to the $3,000,000 and how it is to be raised, however. Victoria is a county of first-class farms, but there is also in it lots of low-lying, swampy land. Some of this land is naturally low, and swampy, but not a little of its swampiness is due to the building of the Trent Valley Canal. Streams have been dammed to help the construction of this work, and the water has backed up and covered some lands that should be raising crops. Apart from this, however, the county contains quite a lot of muck land, covered with a vegetable mold from three to eleven feet in depth, rendering necessary the use of commercial fertilizers, for this land otherwise could raise but one crop in four years. Here is where the work of the instructor comes in, and the above information is based on his report.

An experimental plot of about an acre in extent is situated on the outskirts of Lindsay, and in it many of the demonstrations take place. One thing necessary to be done is the under-draining of some of the land, and Mr. McKenzie is paying special attention to this work, as well as the tile-draining of many farms. The raising of stock is another work which will benefit by the appointment of the instructor, for Victoria is somewhat behind Ontario, its neighboring county, in this respect.

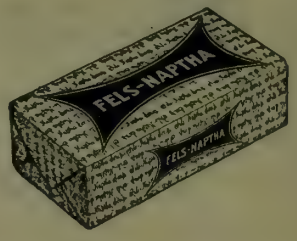
The Year's Work Outlined.

The work for the early part of 1909 includes a free course for farmers in stock and seed judging, to be held in Lindsay from Jan. 26 to 30, by Professors C. A. Zavitz and G. E. Day, and a number of evening lectures to be delivered by Dr. Fletcher, of the Dominion

Fels-Naptha soap is profitable and well advertised.

Policy demands that you keep prominent in your store goods that pay and are advertised, because there is the minimumamount of work in selling them.

Fels-Naptha's great quality and prominence move it quickly.



FROZEN LAKE FISH

For Prompt Shipment. **Get Our Prices**

The Canadian Fish and Trans. Co., Limited

Wholesale Fresh, Salt and Frozen Fish

BLIND RIVER - - - - - - - - ONTARIO

Experimental Farm, Ottawa, and Dr. Falconer, of Toronto University. A three months' course in agriculture will be given in the Lindsay Collegiate Institute, beginning immediately after the opening of the school in January. This course will include practically every branch of agriculture, and will be conducted by Mr. McKenzie. This is the means by which instruction is given, and is the preparatory step by which the farmer of Victoria is going to better his condition and his farm, and eventually make it a better paying proposition.

A Banner Township.

Though some may question the amount stated as accruing to the farmer ($3,000,000) there is no doubt at all in the minds of any persons interested that the sum will be very large, for right at Lindsay's doors is the Township of Maraposa, the banner township of the Province, where grain-growing is carried on to perfection, and where the farms and farm buildings are models to be copied by farmers located in less favored sections. That this is so is proved by the fact that Maraposa is the most highly assessed township in Ontario

It speaks well for the farmers and merchants of Victoria County that they have been able to prevail on the Government to have an instructor appointed, and already a slight impetus has been given to trade through the help of the instructor in bettering the farming industry and making it a more profitable business proposition.

NEW WESTERN WHOLESALE HOUSE.

(Continued from page 53.)

The active personnel of the firm consists of John King, president and general manager of the business and F. W. Fraser, secretary-treasurer. Mr. King has risen from the comparatively small beginnings of a general merchant in what was practically a village, to be one of the leading business men of a large and rapidly growing city, combining unflagging ambition and restless energy with optimistic perseverance. In the face of difficulties that might have discouraged many others, he has built up a business house that anv city may be proud to possess. In the secretary-treasurer, he has an able lieutenant whose qualities fit him admirably to handle the finances of such an institution. Mr. Fraser is of Scotch descent and came to Fort William from Nova Scotia, and for six years has been in charge of the financial end of the affairs of the John King Co., and is to-day reckoned among the brightest of the young business men of the city.

Since the new wholesale house was opened for business the trade has been most gratifying in spite, too, of the fact that many of the local retail grocers had already laid in a considerable quantity of their winter supplies before the company was ready to do business, acting, indeed, upon the advice of Mr. King himself, who was unwilling to allow prospective customers to suffer in the event of any delay on the part of the builders preventing him having his stock complete before the lake and rail transportation closed for the winter. The firm is handling a very large proportion of the wholesale trade along the line of the Grand Trunk Pacific, now completed to the junction with the National Transcontinental Railway.

TRADE NOTES.

Prudhomme & Russ have purchased the flour and feed business of Cline & Merrett, Beamsville.

At the annual meeting of the Numismatic and Antiquarian Society last week, S. W. Ewing was elected president.

J. A. Cuttle, managing director of the Montreal Transportation Company, and widely known in the grain trade, died suddenly in California last Sunday.

The Postum Cereal Co., Battle Creek, Mich., will establish a branch factory in Windsor. The building will cost $50,000, and about 25 hands will be employed.

B. A. McEwen, formerly of McEwen Bros., grocers, Goderich, has purchased the grocery stock of Linder & Watson, Clinton. The McEwens now have four stores, two in Goderich, one in St. George and one in Clinton.

The B.C. Packers' Association have installed a new plant in the mill recently leased by the association at Alert Bay. The company expect to turn out 400,000 bushels per year, besides supplying the local trade.

Becoming indispensable to every grocery catering to critical people

"King Oscar" Brand Norwegian Sardines

These splendid fish have taken so well with the Canadian consumer that wise business policy dictates your handling them. They show you a good profit and bring customers back for more.

Ask your jobber or write us. We will tell you where you can buy them.

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON, ONT.

HAND POWER
ELEVATOR

LOAD, 1,500 lbs.
CAR, 6 x 5 FT.

$100.00

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We supply drawings and instructions enabling anyone to install.

SAVE
TIME
LABOR
EXPENSE
HANDLING
GOODS
FOR UPPER
FLOORS

Write our nearest office for full particulars.

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Otis-Fensom Elevator Company, Limited
HEAD OFFICE — TORONTO, ONTARIO

THE GROCER'S ENCYCLOPEDIA

Cloves, the Unexpanded Flower Bud of a Large Tropical Tree—Canada's Supply Comes Largely From Zanzibar.

CLOVES.—This common spice is originally the unexpanded flower bud of a tree belonging to a particular order not necessary to mention here. They are so named from the French word "clou" on account of their resemblance to a nail. The clove tree is a beautiful evergreen which grows to a height of from thirty to forty feet, having large oblong leaves and crimson flowers in numerous groups. The flower buds are at first of a pale color and gradually become green, after which they develop into a bright red, when they are ready for collecting. Cloves are rather more than half an inch in length.

The tree is a native of the small group of islands in the Indian archipelago called the Moluccas or Spice Islands. The product was one of the principal Oriental spices which early excited the cupidity of Western commercial communities, having been the basis of a lucrative trade from an early part of the Christian era.

The Portuguese, by doubling the Cape of Good Hope, obtained possession of the principal portion of the clove trade, which they continued to hold for nearly a century, when, in 1605, they were expelled from the Moluccas by the Dutch. The latter power is said to have exerted great and inhuman efforts to obtain a monopoly of the trade, attempting to extirpate all the clove trees growing in their native island and to concentrate the whole production on the Island of Amboyna. The French, however, succeeded with great difficulty in introducing the clove tree into the Mauritius in 1770. Subsequently the cultivation was introduced into Guiana, in South America, and at the end of the century the trees were planted at Zanzibar in East Africa. The chief commercial sources of supply are now Zanzibar, its neighboring island, Pemba and Amboyna. Cloves are also grown in Java, Sumatra, Guiana and in the West India Islands.

Cloves as they come into the market have a deep brown color, a powerfully fragrant odor and a taste too hot and acrid to be pleasant. When pressed with the nail they exude a volatile oil with which they are charged to the unusual proportion of about 18 per cent. The oil is obtained as a commercial product by submitting the cloves with water to repeated distilation.

Cloves are employed principally as a condiment in culinary operations, in confectionery, and in the preparation of liquors. In medicine they are tonic and carminative, but they are little used except as adjunct to other substances on account of their flavor or with purgative to prevent nausea and griping. The essential oil forms a convenient medium for using cloves for flavoring or medicinal purposes, and it also is frequently used to relieve toothache.

The sources of the Canadian supply of this particular spice are Zanzibar, Amboyna and Penang, the latter place being an island in the Straits Settlements. Zanzibar is, however, the most important of these, principally because the cheapest cloves can be secured from there. These sell at 25 cents per pound, while the retailers have to pay from 35 to 40 cents for the other varieties.

The demand for cloves extends in Canada over the whole year, but more particularly, as above mentioned, over the pickling and preserving season. At times efforts are made to corner the market on cloves, but these are invariably failures. When the price advances few sales are made and it has to come back to normal conditions again.

PERSONAL NOTES.

W. H. Stewart, who up to six years ago was assistant editor of The Canadian Grocer, and since then on the reportorial staff of the Toronto Mail and Empire, has been appointed editor of the Daily Columbian, New Westminster, B.C.

J. J. McCabe, wholesale fruit merchant, Toronto, is distributing this week attractive calendars, in a couple of different forms, one in particular bearing the figure of an attractive young lady, and also the names of the foreign firms which Mr. McCabe represents.

The wholesale fruit firm of J. J. Vipond & Co., McGill Street, has assigned to Mr. McD. Hains. The liabilities are about $7,000 to $8,000. It seems a combination of singularly unfortunate circumstances has led to this result, and Mr. Vipond has the sympathy of the trade.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
Those made by McDOUGALL are peerless. Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scot.

Imported Cigars from Philippine Islands
Germinal { Pikaninny, 1/20, $37.50; Damas, 1/20, 55.00; 2a Cortado, 1/20, 55.00 (Philippine Shape)
25 varieties of Leaf Tobacco in ¼ and ½ lb. hands, packed in bales from 25 to 50 lbs., and from 10 to 35c. Prices sent on request. Terms, Net Cash.
JOS. COTE
IMPORTER AND WHOLESALE TOBACCO DEALER
Office & Store, 186-188 St. Paul St. Phone 1272
Branch - 179 St. Joseph St. Phone 2097
QUEBEC

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents:

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
HAMILTON MORTON CO., 1 Wellington St. E., Toronto
W. H. AHRENS, 396 Victoria St., Winnipeg
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., LIMITED

Purveyors to H.M. the King, Mayfair Works, Vauxhall,
LONDON - ENG.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

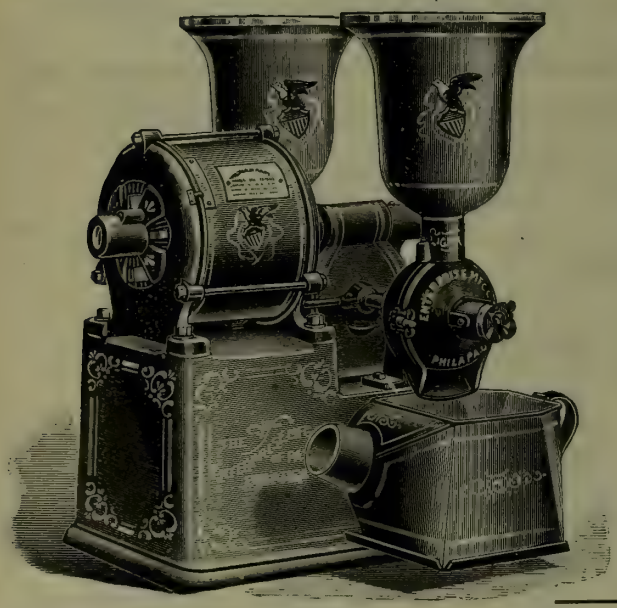
has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it will mean ***LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE*** and ***LARGELY INCREASED PROFITS.***

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:
Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of Modern Store Fixtures
Berlin, Ontario

"Enterprise" Economy



An Enterprising grocer, who does things *right*, uses an **"Enterprise" Electrically-Driven Coffee Mill.**

The right way is also the cheapest way in the end. It always *pays*. Take the experience of the Philadelphia grocer who grinds 15,000 pounds of coffee, a month with an "Enterprise" Mill electrically-driven at a cost for current of $3.00.

He bought the Mill as a great convenience—a time and labor saver, and an up-to-date attraction for his store. Its economy astonished him.

Look through our catalogue and you will find Mills of any capacity, any power required, for direct or alternating current. Your local power supply company will co-operate with advice and assistance.

The Mill illustrated here is No.08712, fitted with ½ horse power motor for alternating current. Capacity of each iron hopper, 6 pounds of coffee. One Mill is fitted with grinders for granulating, the other for pulverizing. Granulates 2 pounds of coffee per minute, and can be regulated for fine or coarse grinding while mill is running. If you haven't the catalogue showing all our Mills, write for a copy to-day.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

21 Murray Street, New York — 438 Market Street, San Francisco

The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask an wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

We make a specialty of
COUNTER CHECK BOOKS
for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.
We manufacture
SHIPPING TAGS
The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

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Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30	00
" " "	6 months...	17	00
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50 " "	1 year.....	17	00
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PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

FOR SALE.

FOR SALE—General store in a good country town with two railways. Doing a thriving business; established twenty-five years. This business, with store property, will be sold cheap; very reasonable terms as the owner is retiring from business. Address Box 257, CANADIAN GROCER, Toronto. (1)

GROCERY and china business for sale in one of the best towns in western Ontario. Capital required between four and five thousand dollars. A business that has always been successful, stock well assorted, good location, bright store. The present owner wishing to retire, the opportunity is here for one or two good hustlers to make good. Address correspondence to Box 259, CANADIAN GROCER, Toronto.

BUSINESS CHANCES.

GROCERY stock and fixtures in a first class stand in the progressive city of Fort William. Small capital required. Address, J. A. McKenzie, Room 8, Murray Block, Fort William, Ont. (4)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

WANTED.

TRAVELLERS—Counter check books make a good side line. Pocket sample; liberal commission. Box 221, CANADIAN GROCER. [1]

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

WANTED—Intelligent and active salesman to call on wholesale grocers, confectioners and druggists with full range of French specialties; Toronto and larger cities. Box 258, CANADIAN GROCER, Toronto. (1)

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

MISCELLANEOUS.

SARDINES AND CHEESE—A Barbados firm of commission agents would like to have correspondence with packers of sardines in oil and makers of cheese in Canada. Box 258, THE CANADIAN GROCER, Toronto.

MISCELLANEOUS.

60,000 Shrewd merchants all over the world have paid $60,000,000 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto, Ont. (6)

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

BUTTER—A Manchester produce firm wishes to correspond with shippers of Canadian butter. Box 260, THE CANADIAN GROCER, Toronto.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of Gasoline Lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner Systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

CHEESE—A Manchester produce house wishes to correspond with exporters of Canadian butter. Box 259, THE CANADIAN GROCER, Toronto.

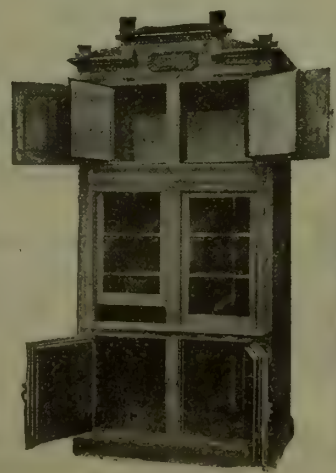
CANNED GOODS—Cape Town commission merchant and general agent, with branches at Port Elizabeth, East London, Durban, Johannesburg, Lorenzo Marques and German South West Africa, desires to be placed in communication with Canadian manufacturers and exporters of canned goods. Box 262, THE CANADIAN GROCER, Toronto.

CONDENSED MILK—A Cape Town commission merchant and general agent, with branches at Port Elizabeth, East London, Durban, Johannesburg, Lorenzo Marques and German South West Africa, desires to be placed in touch with Canadian manufacturers and exporters of condensed milk. Box 261, THE CANADIAN GROCER, Toronto.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.

WHEAT—A Manchester firm wishes to correspond with Canadian exporters of wheat. Box 263, THE CANADIAN GROCER, Toronto.



Arctic Refrigerators

for Grocers and Butchers, The Coldest, Dryest and most up-to-date refrigerator on the market.

Western representatives, Ryan Bros., Winnipeg

Eastern representatives Wolf, Sayer & Heller, Montreal. Write for Catalogue.

John Hillock & Co., Ltd.,
154 George St., Toronto

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

Klondike
Jubilee
Sterling

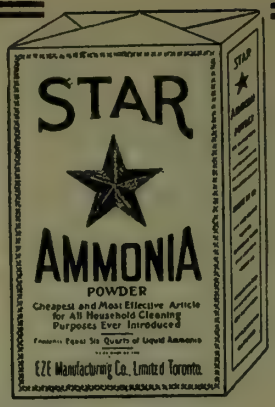
These three names have for years stood for ***high quality*** in ***Brooms.***

They are now put up with polished maple handles and are unequalled for value.

Manufactured by

STEVENS-HEPNER CO.
Limited

Port Elgin, Ontario, Canada


STAR
AMMONIA
POWDER
Cheapest and Most Effective Article for All Household Cleaning Purposes Ever Introduced
E.E. Manufacturing Co., Limited Toronto.

The most profitable household cleaning powder you ever handled.

BUY

Star Brand

COTTON CLOTHES LINES

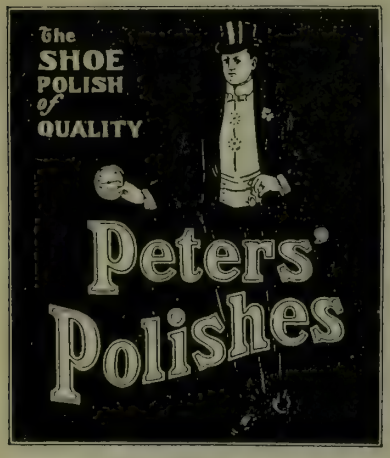
—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.



PETERS POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St, West
Toronto

TRY
A
CANADIAN GROCER
WANT
AD.

IF you want a new clerk.
IF you want to rent your store.
IF you want a situation.
IF you want to sell your store.
IF you want to buy a store.

THEY
BRING
RESULTS

See page 76.

TALKING POINTS FOR DEALERS
ON
BANNER, CANADA, ONTARIO and HICONE
LAMP BURNERS

The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 3 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
4 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
4 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb " 4 " "	0 45

WHITE SWAN SPICE AND CEREAL MILLS.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz.	2 10
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

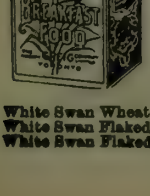
Brooms

	Per doz.
Nelson's—	
Pansy	$3 65
Good Luck	3 25
"	2 85
"	2 35
Bamboo A	3 85
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals

H-O. COMPANY, ROCHESTER, N.Y.

	Per case.		Per case.
Force, 36s	$1 50	Gusto, 36s	$2 85
Kora-Kinks, 36s	1.45	H-O, oatmeal, 24	3 10
Presto, 36s	3.40	Buckwheat, 36s	3 50
Pancake, 36s	3.50	Corn Stercn, 36s	2.50
Tapioca, 36s	2.85	Farina, 24s	1.70
Hominy, 3ds	2.50		



WHITE SWAN SPICE AND CEREAL MILLS.

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

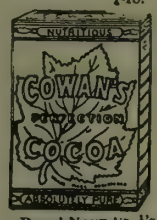
Chocolates and Cocoas

COWAN CO., LIMITED

Perfection 1-lb. tins per doz.	$4 80
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—
Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb. $0 38
Queen's Dessert, 6's, 12-lb. boxes, $0 40
Vanilla, ½-lb., 12-lb. boxes per lb. $0 35
Parisian 8s, lb. $0 30

Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 35
Vanilla wafers, "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

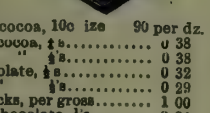
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz.,	$	.90
½ " " 2 " "	"		2.40
¼ " " 3 " "	"		4.75
1 " " 1 " "	"		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz	0 90
Prepared cocoa, ½'s	0 28
Prepared ⅛'s	0 28



Mott's breakfast cocoa, 10c ize	90 per dz.
" breakfast cocoa, ½s	0 38
" " " ¼s	0 38
" No. 1 chocolate, ½s	0 32
" Navy " ½s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases

	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	0 16	
Special Shred	0 17	0 15	
Ribbon	0 19	0 17	
Macaroon	0 17	0 15	
Desiccated	0 16	0	

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

	Cases.	Doz.
White Swan Cocoanut—		
Featherstrip, pails		0 16
Shredded		0 15
In packages 2-oz., 4 oz., 8-oz., lb.		0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mocca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy litho-graphed canisters	0 30

Cheese —Imperial

Large size jars, per doz.	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Peanut Butter.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each (3½
500 books to 1000 books	(3

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz	$3 20
"	2 "	" 1 "	3 00
"	4 "	" 1 "	4 50
"	20 "	" ½ "	4 75
"	20 "	" 1 "	9 00

THOMAS J. LIPTON

Prices on application.

Infants' Food.

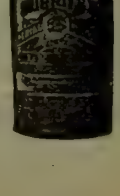
Robinson's patent barley	½-lb. tins $1 25
" " "	1-lb. tins 2 25
" " groats	½-lb. tins 1 25
" " "	1-lb. tins 2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors)	doz.	1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.



RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

NINE ACCIDENTS from inflammable stove polishes reported by daily papers during November. Two of them proved fatal after untold agonies suffered by the victims, and one resulted in horrible disfigurement of a housekeeper.

You can't afford to sell dangerous stove polish. Push ***RISING SUN*** Stove Polish in Cakes and ***SUN PASTE*** Stove Polish in Tins. They are absolutely safe in the hands of the user, and afford you a good margin of profit.

MORSE BROS., Props. - Canton, Mass., U.S.A.

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES FUEL, TEMPER, MONEY
THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

ONE BAG OF

MOLASSINE MEAL

Will work wonders with a sick Horse. Try it and see for yourself.

I will ship a sample bag, freight paid, for $3.00, cash.

SOLE IMPORTER

ANDREW WATSON

91 Youville Square - - MONTREAL

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

Goodwillie's Fruits
IN GLASS

Have You Tasted Them Yourself ?

If Not Do So

Agents:

Rose & Laflamme Limited

Montreal and Toronto

PATERSON'S
WORCESTERSHIRE
SAUCE

sells quickly because of its great merit
It affords the dealer a good profit—
what more do you want?
Have you enough in stock?

ROSE & LAFLAMME, Ltd.
Agents, Montreal and Toronto

Jams and Jellies.

SATCHER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 80

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

Soap

The GENUINE. Packed 100 Bars to case.

Price Ontario and Quebec:

Less than 5 cases.....	$ 35
Five cases, or over.....	5 15

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price
"Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 09½	
½-bbls. 0 09½	
Tubs, 60 lbs. 0 09½	
20-lb. Pails. 2 00	
20-lb. tins.. 1 90	
Cases 3-lb.. 0 10½	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 60) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 40
" 100 sticks.....	0 75
Dulcs large cent sticks, 100 in box....	...

Lye (Concentrated)

GILLETT'S PERFUMED. Per case

1 case of 1 dozen.....	$3 60
3 cases of 4 dozen.....	3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb.	glass	jars.
Pineapple	" 1	"	"
Green Fig	" 1	"	"
Green Fig and Ginger	" 1	"	"
Lemon	" 1	"	"
Grape Fruit	" 1	"	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case per doz.	1 75

SHIRRIFF BRAND

"Imperial Scotch"—			
1-lb. glass, doz...	1	55	
2-lb. " " ..	2	80	
4-lb. tins, " ..	4	65	
7-lb. " " ..	7	35	
"Sbredded"—			
1-lb. glass, doz.....	1	90	
2-lb. " "	3	10	
7-lb. tins, "	8	25	

THOMAS J. LIPTON
Prices on application

Mince Meat

Wethey's condensed, per gross net ..	$12 00
" per case of 3 doz. net	3 00

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4 70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk....	4.70
Good Luck....	4.30

Mustard

COLMAN'S OR KEEN'S

D.S.F.	¼-lb. tins.....	per doz.	$ 1 40
"	½-lb tins.....	"	2 50
"	1-lb. tins.....	"	5 00
Durham	4-lb. jar.....	per jar	0 75
"	1-lb. jar.....	"	0 25
F.D.	¼-lb. tins.....	per doz.	0 85
"	½-lb. tins.....	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's.....	4 25

Sauces

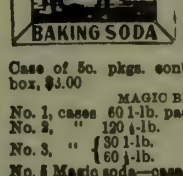
PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	.... 0 90
pint " 3 doz.....	.. 1 75

THOMAS J. LIPTON
Prices on application

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb. and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND	Per case
No. 1, cases 60 1-lb. packages.....	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }.....	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases.....	2 75

A HAPPY NEW YEAR

not a thoughtless expression to our friends, the Grocers—but given in the light of the true meaning of the word "Happiness"!

"A sunbeam, which may pass through a thousand bosoms without losing a particle of its original ray."

May that light shine undimmed throughout 1909 in your social and business life; and may

WOOD'S COFFEES

continue a never failing support in your efforts to please an exacting public.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10	20
" " black..... "	15	30
Oriole soap..... "	10	20
Gloriola soap..... "	12	00
Straw ber polish..... "	18	20

3 doz. to box..... $3 45

6 doz. to box $6 90

30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

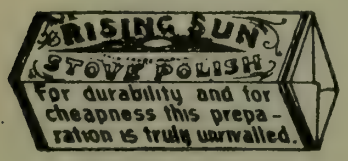
Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	
No. 1 " " 6-lb. "	
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons.....	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps.....	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 7½
Kegs, 100 lb.....	0 08
Lily White Gloss—	
1-lb. fancy cartons, cases 50 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 60

Stove Polish.

	Per gross.
Rising Sun, 5-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints.....	2 90
Quarts.....	5 40
½ gallons.....	5 10
Gallons.....	4 80
gallons.....	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¾ "
Kegs, 150 lbs.....	0 03¾ "
2-gal. pails 25 lbs.....	1 25 each
3 " " 38½ lbs....	1 75 "

Plain tins, with label— Per case
2 lb. tins, 2 doz. in case..... 2 40
5 " 1 " " 2 75
10 " ½ " " 2 65
20 " ¼ " " 2 60
(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs....	0 03½ per lb.
Half-barrels, 350 lbs.....	0 03¾ per lb.
Kegs, 150 lbs.....	0 03¾ "
2-gal. pails 25 lb.....	1 25 each
" " 38½ lbs.....	1 75 "
2-lb. tins, 24 in case, per case....	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb " 3 " "	2 60

THE "SALADA" TEA CO.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s.....	0 36	0 50
Gold Label, ½'s.....	0 44	0 60

Empire Package Tea

Cases 30 and 50 lbs. each, Black, Mixed and Green Ceylon.

25c.....	1s., 20c.; ½s., 21c
30c	1s. and ½s., 23c
40c.....	1s. and ½s., 28c
50c.....	1s. and ½s., 35c
75c.....	1s. and ½s., Vulcan, 50c

100 lb lots freight paid.

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ½'s, ¼'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's.....	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's.....	0 20	0 25
Blue Label, ½'s.....	0 21	0 30
Orange Label, 1's and ½'s	0 23	0 40
Brown Label, 1's and ½'s	0 28	0
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's.....	0 20	0 25
" " ½'s.....	0 21	0 25
Green Label, 1's and ½'s.....	0 24	0 30
Blue Label, 1's and ½'s.....	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb

MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ½s.....	0 70	1 00
" " ½s.....	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ½s.....	0 38	0 50
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs,. ½s.....	0 30	0 40
" " ½s.....	0 32	0 40
" " ¼s.....	0 25	0 30
" " 1 lbs.....	0 24	0 30

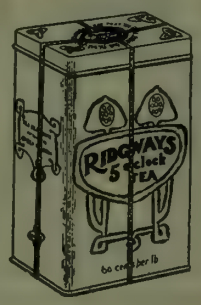
We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	$0 20
" " ½-lb., "	0 21
Blue Label, retail at 30c.....	0 23
Green Label, " 40c.....	0 30
Red Label, " 50c.....	0 35
Orange Label, " 60c.	0 42
Gold Label "	55

RIDGWAYS.

London, Vancouver, Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s.....	0 35	0 50
5 o'clock, 1's and ½'s.....	0 42	0 60
H M S, 1's and ½'s.....	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s....	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 15
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 46
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 3s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 56

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20.....	$33 00
St. Louis, 1-40.....	35 00
St. Louis, 1-100.....	35 00
Champlain, 1-20.....	35 00
Champlain 1-40	36 00
El Sergeant, 1-20.....	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-10).....	55 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6.....	0 40
Quesnel, 1-4, 1-2	0 65
" 1-2	0 68
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$18 00
Absorbine Jr., per dozen.....	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case ..	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

DWIGHT'S

BAKING SODA

The coming year, 1909, should be made a very profitable one.

Business is reviving, the outlook is good, and if everyone thinks, talks and acts "good times" they'll be on hand.

Particularly talk

"Cow Brand" Baking Soda

It will make for better times for you and your customers.

CHURCH & DWIGHT

Manufacturers

MONTREAL

UNDER SUNNY SOUTHERN SKIES

Our new booklet under this title is out now and will be sent to anyone interested in a trip to the British West Indies from Halifax. A delightful thirty-eight day trip.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.

Patras, - Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:

J. L. Watt & Scott - Toronto

Watt, Scott & Goodacre, - Montreal

The Condensed Ads. in The Canadian Grocer bring results. Try one.

1908 1908

TO YOU

Happy Holidays

and

Plenteous Prosperity

for

the New Year.

VERRET, STEWART & CO.
LIMITED
MONTREAL

1909 1909

To Our Grocer Friends:

The average housewife is becoming more fastidious each day in her ideas of what sanitary precautions should be adopted in handling a food product. Undoubtedly, you have already realized this.

Have you ever considered this regarding Mince Meat.

Why not handle a dust-proof-sanitary-wrapped package like **Wethey's Condensed Mince Meat?**

All jobbers. 3 doz. to a case.

J. H. WETHEY, LIMITED
ST. CATHARINES

Prosperity and Good Wishes for the New Year

Empire Brand

4 FREE PHONES

Use Freely. If you can phone Hamilton we are glad to hear from you.

Our Travellers are starting out with a lot of bargains — It will pay you to see them.

GEO. E. BRISTOL & CO.

Hamilton, - - - - Ontario

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, JANUARY 8, 1909. NO. 2.

Make 1909 the greatest year in your history. You can do this by putting to the front in your store as one leader

Keen's Oxford Blue

Every jobber will sell you.

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

A Short Syrup Talk

There's nothing like good table syrup for young and old.
There's nothing you can suggest to your trade they will be so grateful for as the recommendation of "CROWN" Brand Table Syrup.
It is Pure.
It is Clean.
It is Rich in flavor and body.
It is Nourishing and Healthful.
And it will pay you to sell it.

BUY FROM YOUR JOBBER.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

The Ideal Breakfast Dish

UPTON'S

Pure Orange Marmalade

Delicious, Appetizing, Healthful and Nourishing.
Good for Young and Old.

UPTON'S Pure Orange Marmalade is put up in many different size and style packages and the quality and price is right.

Raisin Perfection :

Seedless
Not
Seeded

GRIFFIN'S SEEDLESS RAISINS

Seedless
Not
Seeded

A
Distinct
Fancy Variety of

ABSOLUTELY SEEDLESS RAISINS

Cured in the sun without use of lye, sulphur, or any deleterious matter.

Most highly flavored, most wholesome, cleanest

Packed only by

Griffin and Skelly Company

"Canned by Griffin"

Until you break the shell of a nut you are wholly in the dark as to the quality of the meat therein. A fair exterior often covers an unsatisfactory interior. Quality depends largely upon reputation—you've got to be guided by that. Be guided, then (if seeking highest quality in Canned Fruits), by these three words, "Canned by Griffin," and you'll be absolutely safe.

Griffin's Canned Fruits

Arthur P. Tippet & Co.

MONTREAL

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

G. WALLACE WEESE.
Manufacturer's Representative
Grocers' and Confectioners' Supplies, Storage and Distribution attended to.
Am open to accept one or two more clients, established connections.
Offices: Myles' Fireproof Storage Warehouse
HAMILTON, CANADA. Correspondence Solicited

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J.T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. - Montrea
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036 - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

ON SPOT
RAISINS, CHEESE, BEANS
EVAPORATED APPLES
AT LOWEST PRICES
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

TORONTO.

BECK'S "OLD GOLD" CORN MEAL
Now on spot
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

DOMINION STORAGE & FORWARDING CO., LTD.,
43 Colborne Street, TORONTO
Consignments stored at lowest rates in city. All facilities for handling and shipping goods.
TELEPHONE MAIN 5661

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Don Storage & Cartage Co. Limited
81 Front Street East
PHONE M. 2523
Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

WINNIPEG

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

(Continued on page 4).

Some Snaps—worth your while

If you are interested in

Canned Apples 3s and gals.

Plums 2s heavy syrup

Tomatoes 3s

It will pay you to get our quotations—
Write us or see our travellers

EBY-BLAIN, LIMITED

Wholesale Grocers TORONTO

A PROFIT MAKER FOR 1909

Compare these prices with other Package Teas. YOU WILL find not only are the Profits greater, but we have the grades to offer you, essential for your business.

25c	BLUE RIBBON TEA		1s	at 20c
			½s	at 21c
30c	"	"	1s and ½s	at 24c
35c	"	"	1s and ½s	at 25c
40c	"	"	1s, ½s, ¼s and ⅛s	at 30c
50c	"	"	1s and ½s	at 35c
60c	"	"	1s and ½s	at 42c
80c	"	"	½s and ¼s	at 55c
$1.00	"	"	½s and ¼s	at 70c

Packed in black, mixed and green. We will ship you ANY grade you wish at the above prices, NET 30 DAYS, delivered your railway station. Compare our prices with other package teas.

The Blue Ribbon Tea Co., Limited

266 ST. PAUL STREET MONTREAL

Manufacturers' Agents—Continued.

W. H. Escott

141 Bannatyne Ave.
Winnipeg - - Canada
Wholesale Grocery Broker

Representing:

The Hills Brothers Company, New York

The Dominion Molasses Company Halifax, N.S.

Underdown and Crichton. London, England, Valencia and Denia, Spain

The White Swan Spice and Cocoanut Mills Toronto.

ESTABLISHED 1887

Carman Brokerage Co.

Wholesale Grocery Brokers
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
141 Bannatyne Ave. WINNIPEG, MAN.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

SASKATOON.

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business Solicited.
PHONE 159 SASKATOON,
P.O. BOX 257. Western Canada

TEA;
Its History and Mystery
BY
JOSEPH M. WALSH
A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

CONTENTS

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.

Mailed to any address on receipt of
Price $2.00 Postpaid
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The Maclean Publishing Co.,
10 Front St. East, - - TORONTO, CAN

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

ESTABLISHED 1849

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Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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Correspondence Invited.

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

Shoe Boils, Capped Hock, Bursitis are hard to cure, yet

ABSORBINE

will remove them and leave no blemish. **Does not blister** or remove the hair. Cures any puff or swelling. Horse can be worked. $2.00 per bottle, delivered. Book 6 D free.
ABSORBINE, JR., (mankind, $1.00 bottle.) For Boils, Bruises, Old Sores, Swellings, Goitre, Varicose Veins, Varicosities. Allays Pain.
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canadian Agents.

Throughout 1909

as for the last twenty-five years, Canadian Canners' Brands of Canned Goods will be the leaders.

Make it your New Year resolution to confine yourselves to Canadian Canners' Brands, viz.:—"Auto," Aylmer "Canada First," Bowlby "Horseshoe," "Little Chief," "Log Cabin," "Kent," Simcoe "Lynnvalley," "Lion," "Thistle," Delhi "Maple Leaf," Lalor's "Grand River," Lakeport "White Rose."

CANADIAN CANNERS, LIMITED

Start the New Year Right

by determining to handle nothing but the goods of high quality. They are the kind of goods which bring you the greatest profits and firmly establish your reputation.

Old Homestead Brand
Canned Fruits and Vegetables

are the best canned goods for your trade. Every can is packed with pure, wholesome, appetizing stock. Nothing sloppy or impure gets packed in our factory. We buy only the best quality of fruits and vegetables, and our up-to-date plant and processing methods preserve the full, delicious natural flavor of the stock.

Your Jobber Can Supply You.

The Old Homestead Canning Co.

PICTON : : : : ONTARIO

YOU CANNOT BE TOO CAREFUL

about the quality of the Canned Goods that pass over your counter. Every can you sell is either a knock or a boost at your reputation. You can make sure that every can is a BOOST by specializing on

FARMER BRAND
CANNED FRUITS AND VEGETABLES

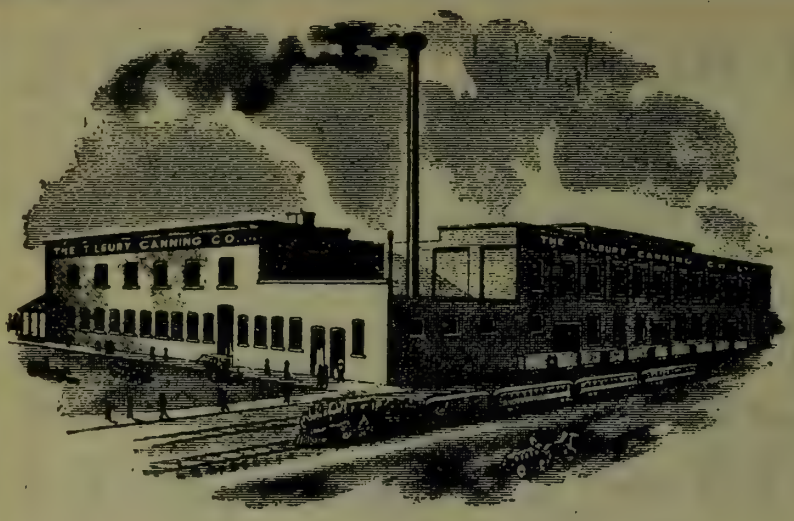
The goods packed under this brand are grown especially for us upon three thousand acres of the finest garden land in Prince Edward County, Ontario. If you specialize on FARMER BRAND you can bank on it that every can you sell means a pleased customer.

Farmers' Canning Co., Limited, BLOOMFIELD Ontario

Unequalled in Quality
and a Producer of Permanent Profit

QUAKER
Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, - ONT.



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

Are Heavy Purchases, Large Discounts or Long Datings Conducive to the Success of Your Tea-Trade?

There are two classes of salesmen that approach the retail grocer. One is the representative of the wholesale house desirous of cultivating him as an outlet, willing to **carry stock for him,** help him with credit and see him grow for their mutual good. That house is his friend.

The other is the salesman working for his own personal gain who would **load the retailer up with as much as he can be persuaded to purchase** by offering him lurid bargains and long datings and sometimes large discounts.

Some retail grocers do not distinguish clearly between these two kinds of sellers, because in their anxiety to obtain good discounts, long datings and low prices they are blinded to the different motives of the sellers.

The grocer's anxiety to buy at **lowest** prices even if he has to over-stock in dangerous degree to get what looks cheap works out to his everlasting injury. Particularly is this true of his tea trade.

By buying **"SALADA"** in small quantities on short datings he would be enabled to turn over four or five purchases at a good profit while **waiting** for the "long-winded" transaction to materialize. The selling of **"SALADA"** would prove beneficial to him in every respect. His tea would be absolutely fresh—of the highest possible quality—of superior excellence in flavor and purity. He would have no dead stock—no freight to pay—no deterioration—and no peddler to combat.

By selling **"SALADA"** you can satisfy **more** people than you can with any other tea and at a lower expense to yourself for you do away with the necessity of carrying a **heavy stock of goods that don't sell.**

Think it over!

The "Salada" Tea Co., - Toronto or Montreal

They were the leaders of all milks during the past year—No other makes even in their class—You sold the best when you sold

BORDEN'S BRANDS

There's **"EAGLE BRAND" CONDENSED MILK and "PEERLESS BRAND" EVAPORATED CREAM.** Remember these brands.

Unsweetened

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Vancouver and Victoria, B.C.

ST. CHARLES CREAM

UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.

St. Charles Condensing Co.

INGERSOLL, - ONTARIO

CANADA

Imperial Evaporated Cream

True to its name in every respect, this cream is imperial indeed.

Its superior has yet to be found.

The public seem to think so, judging from vastly increased sales in the last few months.

HAVE YOU A STOCK?

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS :—S. H. Ewing & Sons, MONTREAL

WHY CARRY IN STOCK

Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED. NO DEAD STOCK.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

Try It Yourself
It's Good Tea

Try Red Rose Tea in your home. Then you will recommend it to your customers with the conviction that it is the best value on the market. Convinced yourself, you can convince others. Any grocer can sell nine-tenths of his customers by saying "Red Rose is the tea I use myself."

No grocer can afford to be without the reputation of recommending good tea. Red Rose Tea "is good tea," the best value on the market at each of its grades.

Crimson label, 30c grade, is better value than any other tea at 30c, and very much superior to any 25c tea. When they come to drink it, no customer begrudges 5c for the difference between "tea" and "good tea." Good tea cultivates taste and leads to higher grades, more select customers, choicer class of trade where the better profit is.

Try Recommending **RED ROSE TEA**

THE TEA THAT WILL DRAW TRADE AND HOLD IT.

Branches

3 WELLINGTON EAST, TORONTO
315 WILLIAM ST., WINNIPEG

T. H. ESTABROOKS, Esq.
St. John, N.B.

Do You Carry
Marsala Wine ?

If you have not stocked it yet you should do so now.

It is the ideal after-dinner beverage, taking the place of Port or Sherry.

As such, it is much appreciated by the public.

Be the first in your town to stock this fine line.

Cost is $7 a Case and up.

Museo Commerciale Italiano
43 St. Antoine St., Montreal

Sole Agents American Continent **Phone Main 2731**

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis. - - Quebec	W. H. Escott, - - - Winnipeg.
C. DeCarteret, - - Kingston.	R. G. Bedlington & Co., - Calgary
Jas. N. McIntosh, - - Ottawa	Tees & Pearse, - Edmonton.
Geo. Musson & Co., - Toronto.	Wilson & McIntosh, - Vancouver
J. W. Bickle & Greening, - Hamilton.	C. Leonard Grant, - P. E. Island
G. H. Gillespie, - - London	

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

JAPAN TEAS

We have several very attractive lots on the spot. Jobbers please write for samples.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

Brooke Bond's Packet Teas.

You know your trade. You know what your customers expect to pay. You know the kind of tea they insist on having. Knowing these things, are you sure you are getting for them better tea for their money than they can get elsewhere in your town?

Stocking our Packet Teas will enable you to do this, for, thanks to our system and business methods, we can offer you better tea than you can get elsewhere for the same money.

For samples apply to

Messrs. Hamblin & Brereton,

Corner of Notre Dame and Victoria Streets,

WINNIPEG, MANITOBA.

Fruit Jars

Gem, Crown, Schram

Butter Tubs

20, 30, 50 lb. **White Spruce**

G.V. Parchment Paper

Brooms

Splendid Value

Wrapping Paper and Twines

ASK FOR OUR PRICES

Walter Woods & Co.

Hamilton and Winnipeg

A perfect system leaves a good impression which means more business.

THE LOBLAW CREDIT SYSTEM

Cuts your bookkeeping in half.

The less writing you do in bookkeeping, the less chance to make mistakes.

WRITE OR PHONE TO

THE CARTER-CRUME COMPANY, LIMITED

TORONTO and MONTREAL

Business is Booming in the West

Are you getting your share, Mr. Manufacturer, of the active and profitable business in the West? Are you satisfactorily represented? We can handle one or two more lines.

Correspondence invited

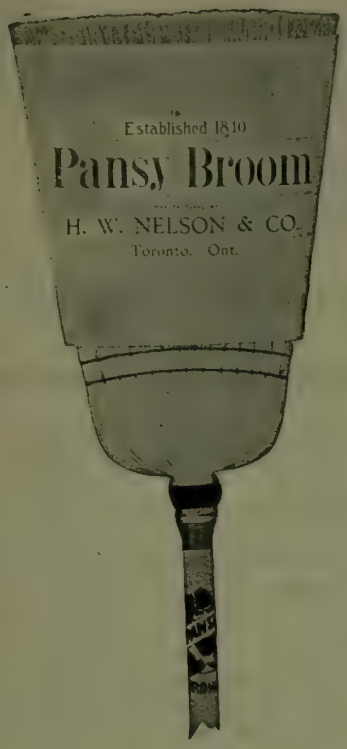
R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Manufacturers' Agents and Brokers

We make a specialty of distributing cars for Eastern Manufacturers. Consign to us and we will distribute the goods among your customers.

ESTABLISHED A. D. 1840



It Pays to Push The "Pansy"

All men of wide experience agree that the article it pays best to push is the article that has most real merit. And we claim for the "Pansy" merit unequalled by any other line of brooms. We can supply you with brooms of any grade; but our best value is unquestionably the "Pansy." It will pay you handsomely to educate your customers up to the "Pansy" grade. The high grade of material used as well as the specially good workmanship, backs up the distinctive appearance given by the "Pansy's" Individual Label.

Send Us Your Orders *We are the Makers*

H. W. Nelson & Co., Ltd.
T O R O N T O

E. D. S. Brand Jams and Jellies

Guaranteed Absolutely Pure

Unequalled in Flavor

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

By stocking Highest Quality

Sage, Savory, Thyme, Mint, Marjoram, Etc.

you secure the best class of customers, not only for these Herbs but for other groceries as well. You buy absolutely the best when you order Ewing's Herbs.

S. H. EWING & SONS

98 King St., Montreal
Also at Toronto

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits And Goods Of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO

FRUIT CANS
All sizes—All kinds.

SYRUP CANS
For products of Maple, Corn and Cane.

MILK CANS
For Sweetened Milk and Evaporated Cream.

MEAT CANS
Bevelled, Round and Square.

BISCUIT TINS
of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT SUPERIOR GOODS

THE

Norton Manufacturing Co.

HAMILTON

An Attractive Kitchen

is the main ambition of thousands of women: and a clean, shining stove is one of the chief requisites. You just tell your customers that

BLACK KNIGHT STOVE POLISH

produces a brilliant, durable polish in very quick time without soiling the hands and they will be interested right away. One sale of Black Knight is but the fore-runner of a long line of pleasant, profitable transactions.

Your Jobber can supply you with Black Knight Stove Polish.

Made by

THE F. F. DALLEY CO., LIMITED, *HAMILTON, CANADA BUFFALO, U.S.A.*

"Salad, Edible and Cooking Oils"

WINTER PRESSED

"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST., - - - MONTREAL

QUAKER
BRAND SALMON

Mr. Grocer, if this brand was one that would take second place to any other, in the matter of quality and style of package, we would not be guaranteeing it.

YOU KNOW US:

Our reputation stands behind Quaker Brand Salmon.

Prices:

Talls, $2.00 Flats, $2.15

Mathewson's Sons

Wholesale Grocers

232 McGill Street - - Montreal

Walter Baker & Co.'s
Cocoas and Chocolates

In single box lots we will supply at the following prices:

Baker's Cocoa, ¼s - - - - -	35½c. per lb.
" " ½s - - - - -	35½c. "
Premium No. 1 Chocolate, ¼s -	32½c. "
" " " ½s -	32½c. "
Webb's Cocoa, ¼s - - - - - -	29½c. "

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

WAGSTAFFE'S

Fine old English

Plum Puddings

and

Mince Meat

Are the best.

Your money returned if not satisfied.

Ask your wholesale grocer for them.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

TO THE TRADE:

Have You Seen the Latest and Most Striking Evidence of the

Increasing American Demand

for

CEYLON TEA

READ THIS

EXPORTED TO AMERICA

Jan. 1st, to Oct. 31st, 1907

Black, 7,053,900 lbs.
Green, 1,918,600 lbs.

Jan. 1st, to Oct. 31st, 1908

Black, 8,296,500 lbs.
Green, 2,912,100 lbs.

An Increase in Direct Shipments

of 24.92%

And in a Year of Trade Depression, Too!

Our Annual Tea Sale

DON'T MISS THE BARGAINS

If open, see our travellers or write for samples.

'PHONE **596** free to buyers.

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers, - - HAMILTON, ONT.

White Moss Cocoanut

has been sold for so many years that it is just as much a staple with the housekeeper as sugar. That is why it is the most satisfactory brand for the grocer to handle.

Have you learned this?

The Canadian Cocoanut Co., Montreal

SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENCES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

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Toronto - -	R. S. McIndoe -	54 Wellington St. E.
Montreal -	J. M. Brayley -	55 St. Paul St.
Winnipeg - -	E. W. Ashley -	123 Bannatyne Ave. E.
St. John -	H. S. Daly	- - -
Vancouver	J. F. Mowat & Co.	-

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.

Agents:

GREEN & CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.

Gilmour's 10c. Hand Cleaner

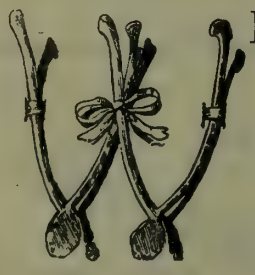
is the hand cleaner that is meeting with the approval of the masses. This is because it is sold at a **popular price**, though it contains all the qualities of the higher-priced lines—and then some.

Order Through Your Jobber

The Gilmour Company, Montreal

604-6-8 Papineau Ave.

"THE GENUINE HAND CLEANER IN THE ORIGINAL YELLOW TIN."



WE WISH our numerous customers a Happy and Prosperous New Year, and desire to express thanks for the liberal patronage accorded during the past year, and trust by continued excellence of manufacture and close attention to business to merit a continuance.

THE CANADIAN SALT CO., Limited

WINDSOR, ONT.

Cables—BOYD, TRINIDAD — All Codes Used

BOYD & CO., TRINIDAD, B.W.I.

Late Watson, Boyd & Co.

General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Cocoanuts and other Produce.
Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited. — **London and New York, Frame & Co.**

ESTABLISHED OVER 200 YEARS

CHAMPION'S IS THE BEST VINEGAR

MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.

ONTARIO AGENTS : The Lind Brokerage Co., 23 Scott St., Toronto
Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal
W. H. Escott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS — WRITE OUR AGENTS FOR PARTICULARS

"WHITE SWAN GOODS ARE GOOD GOODS"

—ALWAYS—

CEREALS, SPICES, COFFEES, ETC.

WHITE SWAN SPICES AND CEREALS LIMITED

(SUCCESSORS TO THE ROBERT GREIG CO. LIMITED)

TORONTO

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT.

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

Grocers Win Civic Honors

The Trade Well Represented in the Municipal Offices of Several Ontario Towns—Hamilton, Kingston and Barrie Have Grocer Mayors—Ingersoll's Reeve a Trade Member—Some of the Successful Candidates.

Results of the municipal elections throughout Ontario show that members of the grocery trade have carried off their share of the honors. Grocerymen in all parts of the Province have in recent years been aspiring to civic offices, but never before have there been so many successful in becoming elected to responsible positions as at the late contest. In some places grocers have been chosen as the chief magistrates of the towns and cities in which they carry on their business, thus obtaining the highest honor that their fellow-citizens can bestow on them.

It has been generally felt during the past that only professional men had the

ALD. JOHN FORTH,
One of Hamilton's Grocers Who Was Successful in Monday's Elections.

ability to direct the affairs of a town or city satisfactorily, but of recent years they have in numerous places been supplanted by the practical business men.

In the City of Hamilton Ald. John I. McLaren was elected Mayor by the big majority of 2,285—the greatest in 21 years of the city's history. Mr. McLaren ran as an independent, and the result showed that he was the popular candidate. He is the senior major of the 91st Highlanders, and that regiment was evidently a great factor to his success. Mr. McLaren for years was a manufacturer of coffee and spices, and was very successful in his career as such. Some time ago he disposed of his business and is now a grocery broker.

D. Cooper, a Kingston grocer, was chosen Mayor of the Limestone City by a majority of over 630. In Barrie, Jas. Vair, grocer, and one of the town's most prominent business men, was elected Mayor.

Among the successful grocers elected to aldermanic seats in Hamilton are John Forth, president of the Retail Grocers' Association, who headed the polls in Ward 3. Mr. Forth is an energetic, active man and should be a good councillor. Geo. W. Cann, who is vice-president of the Retail Grocers' Association, succeeded in Ward 1, as did also T. S. Morris in the same ward.

In Peterboro, Geo. A. Gillespie, of White & Gillespie, grocers, headed the polls in a field of 20 candidates. He has spent already one year in the Council, and his return as the most popular candidate testifies to his work during the past twelve months. E. F. Mason, another Peterboro grocer, was elected member of the Board of Education there.

Wm. A. Anderson, president of the Retail Merchants' Association, at Chatham, was elected alderman there. He came sixth in the contest. John McCorvie, grocer, was second, and Harry A. Andrew, grocer, was re-elected by a handsome vote.

The result of the Lindsay municipal elections show A. C. Babcock, grocer, to be chosen as one of the councillors. This will be his first year in municipal life.

In St. Catharines, J. T. Petrie, proprietor of the American Bazaar, will sit in the Council of 1909, and is slated as the coming Mayor of that place. In his Bazaar is a large grocery department.

Ingersoll, too, has its grocers in municipal life. S. M. Fleet was elected Reeve by a majority of 334, and C. A. O'Neill was elected an alderman by acclamation.

A. G. Vermilyea, a Belleville, grocer, was successful in receiving the good-will of the Belleville people and will be one of the councillors during the coming year.

MONTREAL WHOLESALER'S DEATH.

Joseph A. Robitaille, of A. Robitaille & Co., wholesale grocers, Montreal, died last week in his 65th year. Mr. Robitaille has long been known in grocery circles in the East, and his sudden death will be a shock to his many friends.

DOMINION TRAVELERS' EXECUTIVE MEETS.

On Saturday evening last the first meeting of the new Executive of the Dominion Commercial Travelers' Association was held in the rooms of the society in the Board of Trade Building, Montreal. There was an almost full attendance of directors, and considerable necessary business was transacted. Standing committees for the year were appointed to look after various matters, while honorary directors were elected as follows: J. A. Bouthellier and L. E. D'Astous, Sherbrooke; Alf. Haywood and M. J. Buckley, Toronto; J. A. MacDonald and A. McGregor, Halifax; J. S. Harding and W. M. McKenzie, St. John; J. Wilson and P. Gauthier, Ottawa; Senator D. Derbyshire, Brockville; L. H. Higgins, Moncton; D. McLean, Belleville; Angus Orr, Kingston; M. F. Griffin, J. F. Lemieux, W. Maynard and Geo. L. Van Felson, Quebec; H. M. Belcher, R. R. Gallagher and F. G. Crawford, Winnipeg; P. C. Small and Thos. Foster, Vancouver; A. W. Ramsay, London; W. S. Louson, Charlottetown; Aug. Sequin, St. Hyacinthe; P. L. Lassonde, Three Rivers; Frank Merchant, Sydney; Geo. A. Campbell, Victoria; F. P. Benjamin and Ben Myers, Hamilton; Honorary Directors for Edmonton and Calgary have yet to be named.

ALD. GEO. A. GILLESPIE,
Of White & Gillespie, Grocers, Peterboro', Elected on Monday.

James Sargant, the veteran secretary of the Commercial Travelers' Association of Canada, was in Montreal from Toronto for a day this week and met quite a few of the members of the Dominion body.

Trade News From Atlantic to Pacific

Maritime Provinces and Quebec

Business in Nova Scotia Ahead of Previous Year—New Ideas From Montreal.

HALIFAX.

January 4.—Notwithstanding the financial stringency of the past year, Nova Scotia felt little of its effects, and the year closed with business in a healthy and prosperous condition. There are fewer failures in Nova Scotia than for the past ten years, and this shows the sound principles on which business is conducted. While the customs receipts at most other places show a decrease, Halifax is to the fore with an increase, and it is quite a substantial one, too, amounting to almost $40,000. For the week closing with Thursday, December 31, the bank clearings totalled $1,402,700.75, an increase of $431,189.22 over the previous week. This is considered to be an exceptionally fine showing. While it is a little too early to make any predictions for the future, the outlook is most promising for a continuance of the prosperous conditions of the past. Business changes in Halifax on the opening of the new year are very few. N. M. Smith, will hereafter be known as the N. & M. Smith, Ltd., and the business will be continued under the same management.

Alderman Andrew Hubley, who has conducted a grocery store on Windsor Street, has retired from the business and in future will devote all his attention to real estate.

The total importations of raw sugar at the port of Halifax for the year 1908 from the British West Indies and British Guiana, were 45,561 tons, a decrease of 319 tons from the previous year. There was also a falling off in the importations of molasses. In 1907 the imports were 2,850 tierces, 18,171 puncheons, and 3,037 barrels. Last year the receipts were:

	Tcs.	Pun.	Bbls.	Hgds
Antigua	289	1,824	286	265
St. Kitts	1	1,383	412	...
Barbadoes	491	7,298	1,302	210
Demerara	...	107	...	...
Trinidad	75	851	63	...
Total	856	11,463	2,063	475

It is estimated that the products of Nova Scotia in 1908 yielded more than one hundred and seven million dollars, of which the farm contributed products to the value of $26,500,000.

In a review of the fisheries during the past year Howard H. Smith, of N. & M. Smith, says: "The catch of last year totalled about 275,000 quintals of dry fish, and of that amount fully 200,000 quintals were in the consuming markets by the end of the year. There is still 50,000 quintals still unsold in the fishermen's hands. The stocks carried in Halifax and Lunenburg are not in excess of an average. The drop of fully 35 per cent. in the price has materially induced a much larger demand, and the world's consumption to-day is estimated at 20 per cent. above the average of the last three years. This is the big factor in the minds of the exporters who have faced such losing odds for some years

JOSEPH ETHIER,

Of Laporte, Martin & Cie., Montreal, Recently Elected President Montreal Wholesale Grocers' Exchange.

now. Beef, pork, wheat and corn, are all at top notch figures. No wonder agents and brokers now report "fish consumption enormous," and there is little doubt the markets will be bare when the new cure is available in August of this year"

MONTREAL.

January 5.—The grocers of the city are suffering from a serious epidemic of burglaries. Hardly a night passes without one occurring. One of the grocers last week was J. H. Dupre, 373 Wellington St. An entrance was made by cutting the wire netting in front of the window. About $30 represents the amount of this theft. The same night thieves entered the store of Z. Laurin, 276 Sherbrooke Street West. Here they forced the front door, and made themselves at home. When the proprietor arrived in the morning he found they had taken a varied line of groceries, including provisions, butter and cheese, and liquors, as well as the contents of the till.

Managers of the various larger grocery stores of the city are divided in their opinions regarding the extent of Christmas and New Year's trade. When all are taken into consideration, they show that trade has not been up to last year's mark, although the difference has not been great. This condition is more of a reflection of the past year than an indication of the future.

J. H. E. Davis, Montreal, representative of J. McIntosh & Co., Toronto, has returned from a short trip to the Townships. He states that the shortage of water is becoming extremely serious in many parts. E. P. Dame, 182 Bleury St. has a little invention in his store which is of practical value to every grocer. It consists of a small cord arranged from the door along the ceiling to the back of the counter, so that the necessity of coming forward to open the door for a customer is obviated. By pulling a handle at the end of the rope, which hangs about halfway down the store, behind the counter, the door can be opened. The mechanism is extremely simple, consisting of two grooved wheels in the ceiling, in which the cord runs, and sufficient length of rope to reach to the door.

John Robertson & Son, St. Catherine Street West, had a very pretty Christmas window of seasonable goods, consisting of dried fruits, imported confectionery, green fruits, and liquors.

S. Robinson, Esplanade Avenue, who recently sold his business to J. Hurteau, is taking a rest before entering actively into business again. Mr. Robinson, who has been in harness since he was a boy, as grocery clerk, and subsequently as a proprietor, forty years, at least, states that he will not be ready to consider any proposition until next summer as he will take things easy this winter.

Lorne Stewart, Montreal, agent in Quebec Province for John Taylor & Co., Toronto, is attending the annual conference of the staff, at the head office. this week. A. H. Brittain, Montreal, who just returned from Boston, is in Western Ontario this week.

G. M. Gilmour, of the Gilmour Hand Cleaner people has left Montreal for a few days in New York.

Before Stock Taking

We must reduce considerably certain lines of our stock before the first of February, date on which we begin stock-taking.

We, therefore, offer real bargains to the trade, bargains based on reduced prices, which can be verified by any one conversant with the market prices of these products.

Examine the following list of goods carefully, make your choice, ask us for quotations, and you will be in a position to judge the values which we offer you.

Imported Canned Goods: Soups, Fruits and Vegetables "Soleil" Brand. These are products of quality, whose great popularity in Canada is due only to unquestionable value of the products themselves. They are goods which you can recommend in all confidence, and the quality of which you can guarantee without reserve.

"SOLEIL" BRAND SOUPS ***Chervil Soups, Julienne Soups, Printaniere Soups*** are so delicious that they constitute a precious help to the busy housekeeper in winter—and at all times. Consult the following list, it will, no doubt, interest you, as well as the ***reduced prices*** which we will quote you on same.

"SOLEIL" BRAND

French Peas,
Giant Asparagus,
Whole Asparagus Extra,
Asparagus Tips,
Beans,
Artichoke Bottoms,
Medleys of Vegetables,
Cut Carrots,
Celery Ribs,
Whole Celery,
Spinage,

Fruits in Syrup,
Glass Jars,
Apricots,
Pine Apples,
Strawberries,
Peaches,
Raspberries,
Preserves and Jellies of all kinds in glass jars.

DOMESTIC CANNED GOODS. We have a complete stock of all lines in all popular brands of Canadian canned ***Vegetables, Fruits, Meats*** and ***Fish.***

FRUITS: Strawberries, Raspbe ries, Plums, Peaches, etc.

VEGETABLES: Tomatoes, Corn, Peas, Beans, etc.

MEATS: Corned Beef, Tongues, Potted Chicken, etc.

FISH: Salmon, Sardines, Lobsters, etc.

SPECIAL BARGAIN: We beg to call your attention to a special line of fine salmon which can be sold at popular prices, and on which we can quote you prices defying all competition.

TEAS: We are in a position to fill all orders on ***Teas of all grades and qualities*** suitable for all the demands of the trade. We offer special prices on teas during the month of January, prices which will enable you to realize increased profits on same. We pay freight on all orders of Teas, assorted or not, of 200 lbs. and over.

For further particulars, quotations, etc., write, telephone or wire at our expense.

Laporte, Martin & Cie., Ltd., Montreal

Wholesale Grocers and Wine Merchants.

To All Our Friends

We extend our best wishes for a Happy and Prosperous New Year.

James Turner & Co., Limited

Hamilton, Ontario

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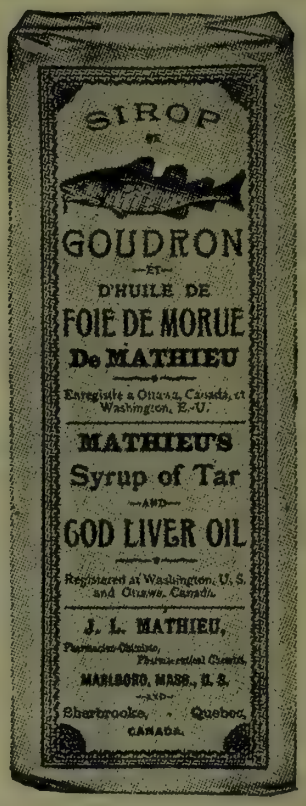

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A Great Convenience
McGregor's Patent
PAPER BAG HOLDER

Holds every size bag. It is out of the way yet permits instantaneous selection, and prevents all waste. Write me for full particulars and prices.

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H.P.'s Popularity as an ideal kitchen Sauce has reached Canada.

The live "H.P." Canadian Advertising is creating a demand for YOU to supply.

The name "H.P." signifies "House of Parliament" and this famous condiment is in use on the dining tables of "the House" and enjoyed daily by the members of Parliament.

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MIDLAND VINEGAR CO., BIRMINGHAM AND LONDON, ENG.

Start the New Year right by having on your shelves a full line of

STERLING BRAND PICKLES

These Canadian made Pickles are "Best Sellers" and will help you to make 1909 a prosperous year in your business.

ORDER FROM YOUR JOBBER, OR DIRECT.

THE **T. A. LYTLE** CO. LTD.
Sterling Road, Toronto, Canada

Re Balmoral Scotch Marmalade It Is a Significant Fact

that all during the hard times period the quality of this superior marmalade did not deteriorate in the slightest degree.

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MONTREAL

Shirriff's Flavoring Extracts

lead all others in strength and purity. They are the best sellers because they are **PRE-EMINENTLY THE BEST.**

IMPERIAL EXTRACT COMPANY
18-22 CHURCH STREET, - TORONTO, CANADA

J. H. Lefebvre, the Montreal grocer, who was severely burned during the course of a fire in his store on December 26, died as a result of his injuries last week. He was forty-four years of age, and had been engaged practically all his life in the retail grocery business. He was in partnership with his father at the corner of Dorchester Street East and Panet Street, for several years, but latterly had conducted the business himself.

Western Canada Notes

Reduced Freight Rates at Nelson—Lower Meat Prices Expected in British Columbia.

VANCOUVER, B. C.

January 2.—The holiday trade has been extremely satisfactory in all lines, and few dealers have a small business to report. Not only in the city did the trade come up to expectation, but retailers in the interior declare that this was as good a season as they ever experienced. The end of the year saw rapid recovery in many lines, with collections fairly good. The prospects for a heavy spring trade are of the best.

A feature of the market at Christmas, which did not materialize, was the expected cutting of prices of turkeys and fowl by the opposing interests of Swift & Co. and the Pat Burns Co. These two concerns are now battling for the coast district, and the first-named company, which has recently entered the field, is making a strong effort. A large abattoir and packing house has been established at Edmonton by the Swift people, and as this is in the centre of the cattle-raising district of Western Alberta, the slaughtering is done there and shipments of dressed beef made to the various cities of British Columbia, in which branches have been started. In Vancouver, the name is Cromwell Ormsby Company; in Prince Rupert, J. A. Glassman is manager; W. J. Ovans was in Revelstoke making arrangements for opening up there. With stores like these, the Swift Company is ready to make an onslaught, and on Christmas Eve it was announced that the prices of turkeys would be cut by either or both, and people were on the lookout. Many held back buying, but the reduction did not materialize. Still, it is expected that meats, etc., will not be so high if these two concerns battle for the trade. The demand for dressed beef, which is brought here in refrigerator cars is large.

The fact that merchandise is now brought from Europe via Mexico and up the coast to Vancouver by the recently established line of steamers between Vancouver and Victoria and Mexican ports, will mean a readjustment of trade relations with the Canadian East. In the past nearly everything has come via Montreal, the large importing houses in the East acting as distributors. This was changed somewhat when the Blue Funnel liners came here from Liverpool, bringing direct consignments, and now further change will follow with the new route opened by way of Mexico. The Lonsdale, which is now in port, brought the first shipment from Liverpool, which arrived here 47 days after shipment. With these goods coming from the north of Europe, and the Chargeur-Reunis liners bringing goods from the south of Europe, trade relations will be much altered.

Local grocerymen are watching with interest the war between the wholesale grocery firms of Schwabacher Bros. & Co. and the National Grocery Company, which operate in the territory just south of the line, and not far from Vancouver. The former firm has declared its intention of following the latter to every city on the Pacific coast in which the latter may locate, and the latest scene of conflict is Bellingham, which, with Seattle, holds considerable intercourse with Vancouver and Victoria, having direct boat connection.

The marriage took place this week of J. W. McIntyre, who conducts a grocery at Cedar Cottage, on the city limits, to Miss Gertrude Billedeau, of New Westminster.

Howard Thompson has taken over the grocery business in Mount Pleasant conducted by R. Y. Blackhall. Mr. Blackhall will not leave Mount Pleasant.

Cosgriff & Bonnor have opened a grocery in Kaslo.

J. M. Doyle has been appointed district manager of P. Burns & Co.'s numerous branches in the interior, and will move from Revelstoke to his new headquarters at Nelson.

Fleming & Son, grocers, of Nelson, B.C., have moved into their new store. They are located in the suburb of Fairview, where they started the first grocery store eight years ago, and have now erected the first two-storey brick structure in that part of the city. The building cost between $6,000 and $7,000, and, with a $3,000 stock and the best of fixtures, they have one of the finest stores in Nelson.

Merchants of Nelson have been successful in securing reduced rates on several commodities which will go a long way toward increasing business in that city, which is becoming more and more a centre of trade for the Kootenay and Boundary districts. In a recent conference with the C.P.R. officials, it was arranged that on certain commodities, such as canned goods, poultry, butter, eggs, and similar products, substantial reductions would be made, while reductions will also be made on other lines. The questions of class and commodity rates were thoroughly discussed, and the railway company promised to give reductions to average not less than a certain figure and will go into the question further and endeavor to make even a greater reduction. These reductions will apply to both summer and winter rates.

From Ontario Correspondents

Fire Destroys General Stores at Bracebridge — Barrie and Kingston Have Grocer Mayors——Trade Represented in Councils of Several Towns.

LONDON.

January 5.—Stocktaking among the wholesale grocers is nearly completed, but not until the figuring up has been done will the results be definitely known. Enough is already known, however, to show that the year just closed was a good one. Some dealers declare it was better than 1907—and all view the outlook optimistically. Profits on sugars have been fair, fluctuations being fewer than in 1907. Local wholesalers were not seriously affected by last week's drop of 10 cents in price, as they have been living from hand to mouth so far as this commodity is concerned and were not caught with large stocks. In other staples there is very little change. Christmas fruits are pretty well cleaned out. Canned goods, which have been slow of sale, should begin to move shortly. Stocks in local warehouses are not very large.

Travelers started out on the road again Monday, after the Christmas holidays, although many remained in town long enough to cast their ballots in the municipal elections.

The retail trade is now experiencing the customary post-holiday quiet. As a rule, business during the past two weeks has been very good.

The only municipal office filled by acclamation was that of hospital trustee, Samuel Screaton, of Edward Adams & Co., wholesale grocers, being re-elected to that office for the third time.

BRACEBRIDGE.

January 7.—The Wm. Ross Co. have purchased the grocery stock of the late W. J. Leader & Co.

Christmas trade in our town was above the average, each firm doing a good, lively trade. Fortune favored the merchants with good sleighing and brisk weather. One feature noticed by everybody was the beautiful and carefully dressed windows. The grocers vied with one another in a friendly spirit, making

all the displays very attractive. One traveler remarked that Bracebridge can hold its own in window displays.

Hutchison Bros. speak highly of trade since they introduced the cash system, on account of its bringing many new customers, and formally creating a better friendship between buyer and seller.

George Hale, late of London, England, has taken a position as accountant with Hutchison Bros.

The fire of last week proved a very disastrous one. Six merchants were completely burned out, with a loss of fully $100,000. Those interested in the grocery trade being Axler Bros. and John Carruthers, both general merchants At one time, owing to the increasing gale, the north side of Manitoba Street seemed in danger. The stores occupied by Fenn, Anderson & Co., J. P. Humphries and Hutchison Bros., were so close to danger that a hasty removal of valuables was resorted to. But the wind changed, and the town was saved. Already since the fire the owners of the blocks destroyed are arranging for new material, and by June a row of new, handsome stores will replace the old land-marks destroyed by fire.

Christmas window display worthy of mention was one in a large grocery store in town. A wolf, shot in Muskoka on November 6, and set up in Bracebridge, was the feature. It was surrounded by Christmas fruits and candies, with a large sign overhead reading, "Keep the Wolf from the Door by Buying Your Xmas Goods Here." It brought the people, too.

OTTAWA.

January 7.—Fowl dealers who carried heavy stocks for the New Year's market were certainly in luck this year, and smiling faces are in strong contrast to the somewhat attenuated cast of features exhibited by the sellers of the finny product of ocean, river and lake, on the Ottawa market the day before New Year's. No dispensation having been received as to the eating of meat on New Year's day by Roman Catholics until the noon previous, the fishermen had already begun to display that happy smile characteristic of dealers who know their stock is going to sell like hot cakes. Some had even begun to whisper of a rise in prices similar to that in turkeys before Christmas day. It was not to be, however, and a cruel fate again drove home the meaning of the proverbial "fisherman's luck." But if the fishermen could not put up the prices the turkey men did, and the day before New Year's was as good as the day before Christmas. Apparently thinking that as some of the people hadn't expected to be able to eat turkeys they should be charged extra for the surprise, prices were boosted away up. The average figure at which turkeys were selling was about 25c per lb. and in some cases it worked out to 30c. Chickens were also high at 90c to $1.25 for specimens that evidently had not died of fatty degeneration; while ducks sold from $1 to $1.25 per pair, and geese for $1.50 to $1.75, which figured out about 22c per pound. Beef was from 4½c to 6c and there were large quantities offered for sale, while pork on the contrary was scarce and was rated as high as $10, in fact it could not be purchased for less. Butter was a little easier than for some time past and prices for pail did not go above 27c. Eggs, however, were dear and as high as 60c was asked for the strictly fresh variety.

John D. McGregor, wholesale fruit merchant, Ottawa, has assigned to Wm. A. Cole.

The holiday season is over and the Ottawa merchants speak in gratifying terms of the result. Good roads, mild weather and the Christmas spirit brought out the buying public in large numbers, which is satisfaction indeed to the grocer who spends so much time in "fixing up" for the holiday trade.

The course of instruction in smiling which is proposed in the public schools of one of our large cities ought to be popular. Will it be given by the teachers of gymnastics or psychology? Will it be compulsory for the girls and elective for the boys? Will it be possible to escape it by passing a satisfactory examination? Clerks, one would think, should be the first patrons of such instruction. What is there about the task of selling groceries which casts a gloom over the countenance of the seller? It is stated to be a curious fact that "drummers" are a smiling race, and clerks a sad one. Yet one would suppose that begging folks to buy would be a less cheerful occupation than being entreated to sell.

PETERBORO.

January 5.—After one of the closest races for aldermanic honors in the municipal history of Peterboro, Geo. A. Gillespie carried off first honors with a majority of ten over his next contestant. Last year he was a close second and by his work during the past year he has gained the confidence of the public in his ability to deal wisely with public matters, influenced only by the best interests of the people.

Ald. Gillespie is one of Peterboro's leading grocers, being in partnership in the firm of White and Gillespie. He was formerly a cheese-maker at Central Smith factory, to the north of the city, and after a number of years' experience came to Peterboro' and has been particularly interested in dairying, their store carrying a special line of supplies for the manufacture of butter and cheese. He has been the largest cheese buyer on the local market during the past year and has been recently chosen as the representative from Peterboro' district on the Board of the Eastern Ontario Dairymen's Association, having been re-elected to that honor. Ald. Gillespie is also vice-president of the Board of Trade of this city and altogether occupies a prominent place in the business and public life of Peterboro. He left on Tuesday to attend the convention of the Eastern Dairymen, which meets in Prescott on Wednesday, January 6. Ald. Gillespie will hold office for two years, being among the six securing the highest votes.

E. F. Mason, proprietor of three retail grocery stores in Peterboro, was elected a member of the Board of Education. He was given the distinction of being the only new member elected out of the three aspiring for the honor. Three of the old members out of four in the field were also returned. Mr. Mason has been in civic life before, having served in the city council for some years, part of which time he was chairman of the finance committee. By the system of electing school trustees in vogue in this city he will hold office for two years without having to come before the people during that time.

BARRIE.

January 5.—James Vair, one of Barrie's best business men, is our new Mayor. He defeated John Bennett, the Mayor for the last two years, by 255 votes. Sam Calwell, another old grocer, was elected by a large majority to the office of Second Deputy Reeve.

W. D. Bothwell, the last year's candidate for Ward Three, was defeated by a small margin of thirty votes. John Little, one of the Sixth Ward business men, was elected First Deputy Reeve. Chas. Powcher is the Sixth Ward's new alderman.

New laid eggs are coming in more freely this week, and are selling at from 28c to 35c a dozen. Butter can be bought for 25c a pound. Turkeys sold at 15c to 17c, chickens 14c, geese 12½c, and old fowl at 9c and 10c a pound.

CHATHAM.

January 5.—A warmly contested municipal campaign has resulted in placing three grocers in the city council. For the mayoralty, John Edmondson, the St. Clair Street butcher, went down before W. H. Westman, of Westman Bros., hardware firm. The three grocers who comprise one-third of the membership of the 1909 council are Wm. Anderson, John McCorvie and Harry A. Andrew. Mr. McCorvie, who was chairman of the Board of Education last year, polled the magnificent vote of 1,251, coming within six votes of heading the list—a striking tribute to his general popularity amongst all classes of citizens. Mr. Anderson has been for several years a member, and is an ex-chairman of the Library Board, and president of the Retail Merchants' Association, and, for a newcomer into the hurly-burly of municipal politics, made a good run, taking sixth place with a total vote of 855. Ald. Andrew secured ninth place, with a vote of 700. He has served one year already in the council and is one of the two members of the 1908 council who will occupy seats in that body for 1909.

It was thought by many that the famous market by-law would be a substantial issue in the municipal elections and from all accounts quite a few voters were influenced by it. Several candidates followed the lead of Fred H. Brisco in declaring themselves in favor of closing the market against butchers, grocers and wholesale buyers until 10 o'clock Saturday mornings, instead of leaving it open as at present. Though the market by-law undoubtedly influenced some votes, its influence was not as far reaching as had been imagined, Mr. Brisco, who brought up the issue in the first place, himself going down to defeat.

The Niagara power plebiscite on which Chatham in common with many other western towns voted to-day, carried by

an overwhelming majority, the vote standing 859 for, to 377 against.

On the occasion of the concluding meeting of the Board of Education for 1908, held last Tuesday evening, the retiring chairman, John McCorvie, entertained his colleagues to an oyster supper at Crump's restaurant.

Poultry was scarce on the market last Saturday, and prices continue high. Eggs sold for 30c a dozen, and it is claimed that the vendors are endeavoring to boost butter to 30c a pound.

There has been a certain stiffening in the pork market of late, the price this week for live hogs being $6, and for dressed, $7.50. Dr. Bruce, Government Inspector for this district, while in the city, stated that Kent County hogs are in an exceptionally healthy condition, the percentage of hogs even slightly affected with tuberculosis and other diseases being very low.

Robert E. Pillsworth died on Tuesday last at his home, Thames Street. Interment took place at Brantford on Friday. Mr. Pillsworth was formerly in the grocery business here and was 46 years of age.

W. G. Burrows, assignee of R. I. Weaver, advertises the auction sale of the grocery and meat shop stocks, fixtures and good will for January 7, at 2 p.m.

On New Year's eve a very pleasant celebration took place at the Sunday school room of the First Presbyterian Church, the occasion being a congregational gathering in honor of the 90th birthday of Kenneth Urquhart, the "grand old man" of the church. Mr. Urquhart, who is still hale and hearty, was one of the pioneer grocers of Chatham, coming here 64 years ago.

John Simpson, of New Ontario, is visiting in Merlin, where he formerly conducted a grocery and general store.

ST. CATHARINES.

January 5.—B. W. Robertson, wholesale grocer, of Kingston, has purchased the greater portion of George B. Darker's fruit farm on Ontario Street, just outside the city limits. G. A. Robertson, son of B. W. Robertson, has a large fruit farm directly across the road from the land purchased by his father, and it is understood that the new purchase will be under the control and supervision of G. A. Robertson. Fruit farming in this district pays well.

Mr. Searles, proprietor of the Niagara Falls Grocery Company, Niagara Falls South, purchased the bankrupt stock of Rawson, Humberstone, and is disposing of the same at retail.

J. T. Petrie, proprietor of the American Bazaar, was the only candidate elected for municipal honors that is interested in the grocery business. Mr. Petrie was elected for another term as alderman, following which, it is stated by those who know, that he will be entitled to be elected for Mayor of the city. Mr. Petrie has a grocery department in connection with his establishment.

The local wholesalers report the usual after-holiday quietness in the trade, and the usual tightness of money. Otherwise conditions are very favorable for a heavier volume of retail business this January than that of last year.

LINDSAY.

January 5.—The Christmas trade for the year 1908 was on the whole good, and good cheer and prosperity at present is felt on all sides. Those in the business who know whereof they speak state that they have never experienced a better season. The money market has loosened up considerably, as far as Lindsay is concerned, and prospects look bright in the grocery line. Even during the week following Christmas, trade has been brisk.

The Christmas Fair, which was so well covered by your staff representative, proved to be a boon to the merchants. People flocked to town and spent their money freely. In fact, many a store had more customers than their augmented staffs could cater to. Adams Bros., proprietors of one of the oldest established grocery stores in town, state that they had an overwhelming number of customers.

The grocers are now looking forward to another busy week on the days of the annual exhibition of the Lindsay Pet Stock and Poultry Association. The dates have been fixed for January 26, 27 and 28. It is expected that the show this year will exceed all past records and large crowds will visit the town on the above dates. The farmers in the surrounding country are evidencing an interest in the show, and will exhibit fowl, etc.

Some time ago the grocery firm of Laidley & Newton severed connections and sold out. Bert Laidley leaves this week for Huntsville, where he has accepted the managership of the grocery department of one of the largest general stores. Mr. Laidley has had considerable experience in the grocery trade, coming to Lindsay from Omemee. W. E. Kelcher, of Gough's clothing store, is also leaving to accept a position as manager of the above department of the same store at Huntsville. Both young men held offices in the local Court C.O.F., and last week were presented with emblematic stick pins and rings by their fellow members of the lodge.

Graham Brothers have secured the grocery business formerly conducted by Laidley & Newton.

Louis Primeau, who has conducted a grocery business in Lindsay for several years, and who has enjoyed a splendid patronage, is advertising his business for sale.

INGERSOLL.

January 5.—Two of Ingersoll's widely known and enterprising grocers will occupy seats at the council board of 1909. They are S. M. Fleet and C. A. O'Neill. Mr. Fleet was elected reeve in Monday's contest by the large majority of 334 over F. Richardson. Mr. O'Neill was elected alderman by acclamation. Mr. Fleet for several years has taken a prominent part in municipal affairs. He is a convincing speaker, shrewd at figures, and both in the town and county council has rendered valuable service. That this is the case was emphasized by the overwhelming majority which he received. Mr. O'Neill is not a new member of the council. He has rendered good service in the past and is always wide-awake to the best interests of the town.

More than usual interest was attached to the municipal election on Monday by reason of the voting on the local option by-law. For weeks a vigorous campaign had been conducted in the interests of local option and the outcome of the vote was awaited with keen interest by citizens generally. The situation was one of peculiar interest to the merchants in view of the conflicting testimony that was frequently adduced as to the working of local option in other municipalities. As far as the activities were concerned in regard to getting out the vote, both sides appeared to be on about the same footing. They were thoroughly organized and the result was that the largest vote in the history of the town was polled. From the moment the polls opened until their close there was a keen race for the voters and there were very few who did not avail themselves of the opportunity to mark the ballots. There was a total of 1,233 votes polled. The by-law was given a majority of seventy-nine, but was defeated, as it received eighty-four less than the required three-fifths of the total vote.

TORONTO.

December 5.—The Toronto Wholesale Fruit Dealers held their third annual ten-pin tournament on Wednesday night, Dec. 30, at the Toronto Bowling Club alleys. The contest was by far the most successful yet held as about a hundred bowlers participated. The scores were:—

Class A—J. E. Thompson, highest single frame, 191; W. B. Stringer, first highest aggregate, 532; F. A. Matthews, 513; Geo. Alcott, third, 504.

Ladies—1, Mrs. C. Langskill, 94; 2, Mrs. W. B. Stringer, 78; 3, Miss Ryan, 68; 4, Mrs. McBride, 67; 5, Mrs. Geo. Everist, 67; 6, Miss Knott, 60; 7, Miss C. Hands, 59.

Class B—Highest single frame, Ed. Millen, 179; first highest aggregate, O. E. Stringer, 445; 2, C. Dawson, 432. E. Millen also highest aggregate, 497.

Class C—Highest single frame, A. G. Duncan, 200; first highest aggregate, W. McEwan, 410; 2, H. J. Ash, jr., 395; 3, H. J. Ash, sr., 385. Duncan also highest aggregate, 491.

A NEW GROCERY CATALOGUE.

A new catalogue of grocery supplies has just been issued by Eby-Blain, Limited, wholesale grocers, Toronto. The catalogue is comprehensive, covering practically everything handled in the grocery trade, is well illustrated with cuts of the various articles and goods described, and contains a great deal of valuable information for grocers, such as tables of measures, the standards of various lines of goods and pointers about business. The Eby-Blain Co. will send a copy of the new catalogue to any grocer on request, if The Canadian Grocer is mentioned.

The travelers of St. Hyacinthe will hold a banquet on Saturday evening, January 9. A good programme has been prepared.

UNIQUE METHODS WIN SUCCESS

Michael Fury a Woodstock Grocer, With Ideas of His Own—The Cash System and No Delivery Features of His Store.

"Honest" Michael Fury, of Fury & Thompson, Woodstock, is a grocer who has made money in his business, and he has been successful in a way that is contradictory to present-day methods. In length of service he is the oldest grocer in that city and after Mr. White, the dry goods man, the oldest merchant in business in Woodstock. He is well known to the grocery travelers of Ontario, every one of whom speak of him in the highest terms. It is his method of conducting business, however, which makes this sketch interesting.

Mr. Fury was not born to the grocery trade, nor in his younger days did he give much thought to it as a means of livelihood. Born in Ireland, as a boy he came to Canada and settled at Hamilton, where he learned his trade as a cabinetmaker. This was about the time of the Civil War in the United States, and tempted by a flattering offer Michael went off to St. Louis. He returned, however, and went to Dundas, where he worked for a while. A chance for a good position as foreman at his trade took him to Woodstock, and so well was he satisfied with that city that he decided to make it his abiding place.

Started in a Small Way.

Work fell off and one by one his men lost their places, and Mr. Fury bethought himself that before his turn came round he had better prepare himself for eventualities. He bought a lot near the market on Dundas Street and opened up a little grocery store with some candies and a few general lines. That was about 40 years ago; and his business is at the same stand to-day. The Buffalo and Goderich Railway line had been but completed at that time and as Mr. Fury knew his grocery business would not stand too great a strain: he saw a chance to make money by bringing in fish from the lake ports and he seized the opportunity. At first on foot and afterwards (when he could afford it) with team he went to Tavistock, the nearest railway point to Woodstock, for the fish sent on to him from Goderich. He disposed of some on his way back to the city and the rest he sold in Woodstock. The profits went towards building up his grocery business.

Afterwards he was able to bring groceries to the settlers along the road between Woodstock and Tavistock and on his return sell them his fish. He was doing very well, but the building of the Great Western road through Woodstock brought that city in closer touch with the outside world and to some extent curtailed his business. Mr. Fury now devoted his energies to building up his grocery business and the rules he laid down then continue to govern the business to-day. The rules were simple, and but three in number—honest in every business transaction; sell only for cash; and deliver to no person. To-day Fury & Thompson are the only grocers in Woodstock who have no delivery wagon.

Makes No Deliveries.

Now at first sight there seems to be a lack of business foresight in this, for a person would naturally expect to have goods which are bought and paid for delivered to one's home, but Mr. Fury avers it works another way. The expense of delivery saved him he chops off the price of the goods and so he has customers attracted from all parts of the city to his store.

The Cash System.

Another peculiar thing about Mr. Fury's business is that until lately he did not use a book in the whole store, not even a counter check-book, and it was only on his retirement from business a few months ago that at the earnest solicitation of his clerk that he agreed to try them. The clerk found that persons who bought say four articles one day would come in the following day and ask for a fifth article, saying it was bought and paid for the day previous, though this might not be the case. Mr. Fury would without question accept the word of the customer and hand the goods over the counter. How much he lost in this way will never be known. Another point; Mr. Fury was never known to press a sale; nor did he ever praise the merits of any of his wares. His only comment on filling an order was "Is that all?"—and he let it go at that.

Though himself out of the business worries (his son-in-law, Mr. Thompson, continuing the business) Michael Fury is behind the counter every day, and though he is over seventy, is as spry and as active as the youngest clerk. In memory of the old days a large water-tight tank filled with fish stands outside the store and many an old-timer still goes to Michael Fury for his fish supply.

If one were asked as to the cause of his success in spite of apparent contradictions of business methods the answer would likely be because of his absolute honesty and his selling for cash, and this in spite of the fact that he did not oblige his customers by delivering his goods.

INTERIOR WHITE & GILLESPIE'S GROCERY, PETERBORO'.

PERSONAL NOTES.

Wm. Anderson, of the Davidson-Hay traveling staff, was happily married on December 30 to Miss McLenghan, of Perth. The ceremony took place at the bride's home and the happy couple left afterwards on a short honeymoon trip.

The cocoa crop, as is estimated in a report from Guayaquil, Ecuador, South America, is the largest ever produced in that country, amounting to more than 2,000,000 pounds. The price there, it is said, averages about 50 per cent. less than last year.

H. H. Livingstone, who has represented the Pure Gold Manufacturing Co., of Toronto, in Ottawa and the Province of Quebec for sixteen years, has taken a position with Mayell & Co., Toronto, and will cover the same territory in their interest. Mr. Livingstone was in Toronto this week completing the arrangements for his new work, and made a pleasant call at The Grocer Office.

SELLING DANGEROUS COAL OIL.

The first information for the sale of dangerous coal oil has been laid by Inspector Earl, of the Inland Revenue Department, against D. A. McIlquhan, hardware merchant, Alexander, Man., who, it is alleged, sold kerosene which caused the death of Miss Raymond about three weeks ago. Inspector Gosnell obtained a sample from the barrel, which flashed at 65 points, twenty points below the required standard.

AN ATTRACTIVE BISCUIT WINDOW

Timely Suggestion From a Pacific Coast Grocer—The Several Varieties of One Line of Goods Make Striking Display—Some Points of Excellence.

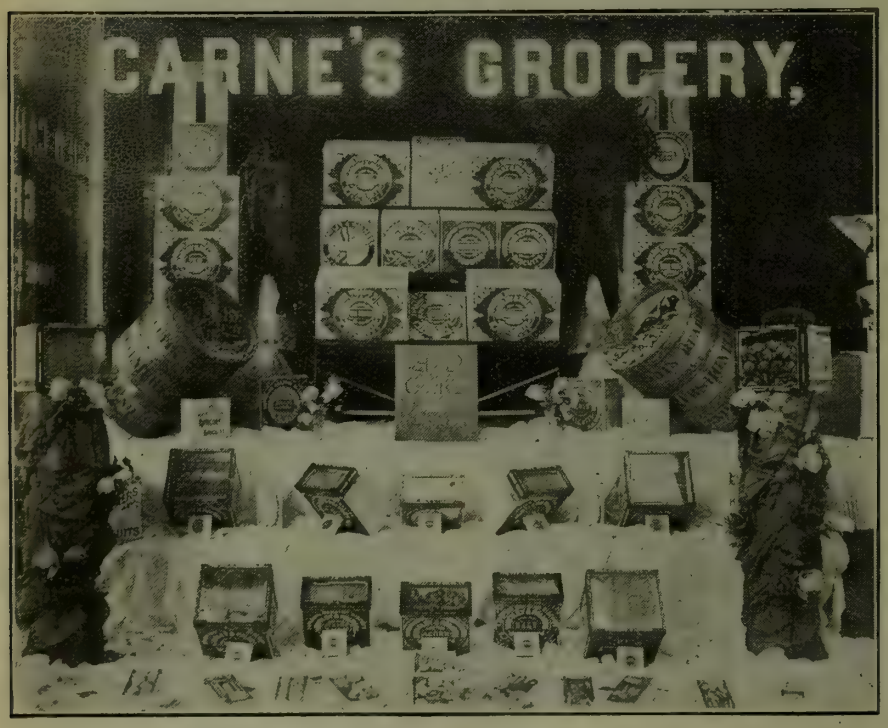
The early months of the year are a particularly good time to push biscuits. In consequence of this, some attention should be given these goods in window display. As a helpful suggestion along this line the photo on this page is presented.

The window here reproduced appeared in the window of Fred. Cairns' grocery, Victoria, B.C., a few months ago and was dressed by Harry Young, several of whose good windows have been presented to Grocer readers during the past year or two.

Mr. Young has certainly made a success in this case. The window is a daisy, both from the standpoint of attractive and selling qualities, and must have proved very effective.

The arrangement, in the first place, is to be commended. Mr. Young has followed the plan of using only one line of goods, and of showing these in the several forms in which they come. This provides for a good display without the rather empty and awkward. The smaller bouquets in the glass holders on the top step of the window might just as well have been omitted.

There is only one feature of the window which impresses us as deserving of criticism and that is one of omission rather than commission. While price tickets appear on a couple of articles they might with advantage have been used in connection with nearly all the other lines. People like to know the price of things and if they take a fancy to a particular line of biscuits they would be pleased to know the cost even without inquiring.



A Well-arranged Grocery Window Fro m Victoria.

tendency to overcrowding which is so evident in most grocery windows.

The display of the biscuits in the small boxes in the front of the window shows particularly the appetizing quality of the goods. The larger boxes, behind, while showing other varieties also give a good impression as to the packing and the display in the holder above carries this idea further.

While the addition of floral decorative material is not always advisable in a window of this kind, in this case this feature has been most judiciously used and the two draped pillars trimmed with roses help both to give an air of daintiness to the goods and to fill up corners which otherwise would appear

Don't make your windows like a catalogue of your stock. In each display there should be one particular article or bargain better and more attractive than all the rest, and it should be made to stand forth as prominently among the other articles as shines the moon among the stars on a clear night. This one article should attract and hold the attention until the mind decides on a look further along.

It is better to show one article to good advantage than a window full of various goods where nothing possesses individuality.

You should not place every line of goods you carry in your windows at one time. Your windows need not have an empty appearance. The secret of good window dressing is as much in good judgment of correct quantities as in artistic grouping or in knowledge of kinds of goods to be displayed.

In window displays new articles, like new methods, are better than old, as they connect the idea of freshness and up-to-dateness of the store's stock.

Variety, change, constant newness, are features which will be a great help in pleasing the masses of the people.

Everyone dislikes monotony. You might be very fond indeed of some particular dish, but if it appeared on your table day after day you would soon tire of it. The same in equal force applies to show window sameness.

Give window dressing a practical test to satisfy yourself that it is necessary to your business. People generally are not anxious to buy. You must tempt them and thus make them buy.

WINDOW DRESSING HINTS.

Make your window displays such that people will know all about one article or group of articles or one line of goods at a time, and will not have merely a faint idea of what it is and what you have.

DELIVERING MAIL IN NORTHERN CANADA.

Carrier's Long Tramp Through Outskirts of Civilization.

Fred. B. Halvard, a trusted employe of the Hudson Bay Company, left Edmonton a few days ago with the winter's mail for Fort McPherson, two thousand miles away. The journey will occupy six months. Leaving Edmonton, Halvard drove out as far as Lac La Biche, where the mail was transferred to a dog train, which will be used as far as Fort Resolution, where a relay will be obtained for the rest of the journey.

The mail for these fur trading posts far beyond the outskirts of civilization had been collecting at the Edmonton post office for some time. Persons from all parts of the world who have friends in the bleak lands of the North, and who have no means of knowing exactly when the mail will leave, had been forwarding letters, newspapers and magazines in large quantities, the bulk of the latter being reduced by the tearing out of the advertising pages.

When the mail was weighed just prior to leaving, it was found there were 30 pounds of registered mail, 37 pounds of ordinary letters, and 886 pounds of newspapers and magazines, making a total of 953 pounds. This is the largest mail ever sent North at any one time.

The Hudson Bay Company contracts to carry 300 pounds of mail to Fort Resolution, and 300 pounds to Fort McPherson and intermediate points. All mail for the furthest point north was taken, but part of that destined to Fort Resolution and intermediate points was left behind and will be forwarded with the next batch on January 27. Mail from Fort Resolution will be brought back to Edmonton in about two months, but it will take six months to get a reply to letters now on their way to Fort McPherson.

R. J. Sharp, representing W. P. Downey, the White Dove man, Montreal, leaves on Monday for a trip through Western Ontario.

WHAT TO DO IN JANUARY

Stocktaking Should Be Given First Attention—Get the Holiday Decorations Down and New Ones Up—A Chance to Push Biscuits and Canned Goods.

Like all wise merchants the progressive grocer will at the beginning of the year take a little time to himself to look over the business field, more minutely examining the situation as it affects his own business. He will study the conditions of trade during the past year and compare them with previous years, and more particularly will he look into the state of his own business; see wherein he has gained or lost; what were the profitable and unprofitable lines he carried; how he won trade and how he failed; and, indeed, examine thoroughly all the ways, means and methods of conducting his business. This delving into the past will prove helpful in drawing out his plans for building up the coming year's business, for experience is a wise teacher and will prove a useful friend in passing round the tight corners.

Being at the commencement of the year, January is or should be the month for stocktaking. Some grocers prefer to do this work before the end of the year, and some other and more advanced grocers have in vogue systems for showing at any time the state of their business. All grocers, however, are not in this class, and for the great majority of grocers, Christmas and holiday trading is so heavy during December that January is here before they get a chance to look at their books and examine the year's business. Another point in January's favor is that it is not a buying month and stocktaking may be more readily done during that month than perhaps at any other season of the year. At any rate, once a year the machinery of trade should be examined in order that the condition of affairs may be obtained. Some of the smaller grocers may think stocktaking unnecessary, but they cannot doubt that the process is beneficial. The larger grocers cannot afford to let a year go by without taking stock. It may not be necessary to count, weigh and measure every article, though that is a safe plan, and may be the best means, if a stock book is not kept. The goods on hand should be valued at cost price, as that is the only safe way, and many grocers deceive themselves by invoicing their stock too high. Stocktaking, besides showing the grocer his present worth will also bring to his notice shelf-worn goods and grocery articles put away in out-of-the-way corners that might otherwise not see the light. It will be helpful, too, in showing what is dead stock, and the wise grocer will know how to order and what quantities to order for his business in future. One of the greatest preventives of failures in the grocery, and, in fact, any business, is the annual stocktaking, and the stocktaking should include accounts as well as goods.

This planning for the future should also be an uppermost thought in the grocer's mind at the beginning of the year, for while mistakes may have been made in the past, yet "it is useless crying over spilt milk," and the only thing that counts is the rectifying of errors of the past, and the making plain sailing where shipwreck had occurred. Results are what count every time.

Get Down the Decorations.

Getting back to the store and his business probably the first thing the grocer will do is to discard the Christmas and holiday decorations which did duty during the recent weeks. While they look pretty and give an attractive appearance to the store, yet they are apt to get dusty and in need of repair and renewing if left too long. Some grocers who in the past went into Christmas decorations on an extensive scale, this season tried out grocery lines only as the means of giving their stores a holiday appearance. Of course, all admit that brightening up at Christmas time, whether by means of holly, bunting, flags, flowers or other decorative materials or simply by bringing forward holiday lines is very important, and, if important at Christmastime, why not at other seasons? This forces the thought of interior display, which of late has come very much to the front, and which goes hand in hand with window display. One means of interior decoration used by a merchant in one of the smaller centres of Ontario is the use of empty cartons. This grocer saved up all the cartons of breakfast foods and other grocery lines, and when he had sufficient he made an arch or some attractive design, and placed it in a fairly prominent position. These cartons also prove useful in filling up the space above the shelves where it is difficult to reach grocery lines if placed for sale. These cartons are cheap since they cost nothing, and but little work is necessary to work up an attractive showing. Changes can be made frequently; indeed, should be made, for change gives life to the store, and the progressive grocer should show that he is up-to-date and very much alive.

Bring Out the Canned Goods.

And now we are on the rim of the inner circle of the canned goods season, and these lines should be pushed by giving them prominent positions, both in window and interior displays. There are so many lines of canned goods these days that a grocery store could easily be filled with them. Perhaps by dividing them into sections or by devoting one continuous line of sheves to each group, the grocer may keep his stock in order and know just what he has and where he may immediately place his hand on any article of food required. For instance, take four general divisions of canned goods—meats, fish, vegetables and fruits. They could either be placed in four divisions in the store, or, perhaps, a better arrangement might be to devote a shelf to each division. This latter arrangement would show the customer at a glance that canned goods of all kinds were carried, though it might not show all the varieties in each division. During the colder months there is a good demand for canned goods, and as the season progresses the families' preserving larders get lower making a still further demand for fruit and sauce lines.

Breakfast foods could well be used to accompany the canned goods display, for this is a splendid time to devote some attention to cereals. Quite an attractive interior picture can be made with canned and cereal goods, and bottled catsups and sauces might be used to help out.

Time to Push Biscuits.

Biscuits are also a good seller during this month, for they will prove a big change after the home baking of the Christmas season. This is not a rap at home baking, but the housewife is surely tired after the strenuous holiday season and she will welcome with relief the change to normal conditions.

With interior arrangement should also go window display, and the four lines mentioned might be used with advantage in making a showing of seasonable grocery lines. These window displays should be changed frequently, just to show that the grocer is alive and doing things. One week canned goods might be shown; the second week cereals; the third week bottled lines, and the fourth week biscuits. The whole scheme of window and interior arrangement is based on the theory that window display attracts trade and interior display holds it.

What About the Odds and Ends?

Perhaps there are some odds and ends of holiday groceries left after the Christmas season, and the grocer, of course, wishes to dispose of them instead of having them wasted or holding them over a year. One method, and a very good one, is to make neat counter displays of them. For instance, there are some broken boxes of figs, raisins, currants, etc. These, if put up in pound bags or ten-cent lots, and given space on one end of the counter, with a neat little card attached, will go out with readier sale than otherwise.

These few hints added to the regular methods of conducting a grocery store should be helpful in making January's business returns better than those of January, 1908.

MAPLE FIRM LIQUIDATES.

The Canada Maple Exchange Co., Montreal, has gone into liquidation on the demand of William Stevenson. James S. Speer has been appointed provisional liquidator.

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CENTRAL BOARD FOR TRAVELERS

Probably as a result of the usual annual meeting of the different travelers' associations having taken place, there has been considerable talk lately about the old suggestion that the different bodies appoint a central executive board to look after the affairs of the travelers for their greater good. It is too bad that nothing definite along these lines has been accomplished, for the idea is admitted to be a splendid one. Probably it is because no one has given the matter really serious thought as yet that no action has been taken. Why cannot one of the five large associations of travelers we have in Canada bring this matter up at a meeting of the executive? The question might be discussed, and steps taken to find out how the other bodies feel—through their executive, of course. This would start the ball rolling, and surely it is not expecting too rapid progress to hope that the whole matter would be ripe for discussion at the next annual meeting of the associations. Roughly speaking, there are 21,400 travelers in Canada belonging to the different associations, divided as follows: Commercial Travelers' Association of Canada, 8,600; Dominion Commercial Travelers' Association, 6,200; Northwest Commercial Travelers' Association, 3,200; Western Ontario Commercial Travelers' Association, 2,600, and Maritime Commercial Travelers' Association, 800. These figures are approximate. Supposing a central executive board of ten, composed of two members from each association were formed, would it not be a fine institution? After all, the interests of the traveler in Halifax are those of the knight of the grip in Winnipeg, except for local considerations, and most assuredly a representative executive board would wield a powerful influence for the betterment of conditions among the travelers generally.

The voice of an executive representing 21,000 live business men would be heard with deeper respect than the voice of a similar executive representing but 8,000 members, or only 800. Railways, hotel proprietors, liverymen, business institutions, and people generally would be more impressed with the larger number represented, while criticisms and suggestions would carry greater weight than ever before.

Let somebody get busy right away and start the ball rolling. The man who makes the first move will start a mighty good thing.

DON'T NEGLECT STOCKTAKING.

Generally speaking, the keynote of success in any business is good, systematic management. The grocer usually knows this but it is not always that he puts his knowledge or his time to the best advantage in following along the lines dictated by his judgment. One of the most important duties at the opening of a new year is stock-taking. Every grocer should have an intimate acquaintance with the quantity and value of goods on his shelves in order to estimate whether he has advanced or deteriorated in his business during the year gone by. This is something of vast importance to any grocer who is concerned in making progress.

Another advantage to the retailer in taking stock is the discovery of how certain articles have sold during the year. Very often stocks of particular goods have lain on the shelves and in the corners of the grocery store a whole season, with little or no demand for them. They must be gotten rid of and if possible be replaced with saleable goods. The holding of such stock is productive of no value; it takes up room for nothing and fails to meet the requirements of the store customers who are obliged to purchase the article they desire elsewhere. An inventory of the stock at the beginning of the year gives a fairly accurate idea of how the grocer stands and whether he has held his own during the past twelve months. The small mistakes he has made have eaten into the profits probably more than larger things.

Since the holiday rush is over and people are back to their normal state of living again, the present should be a profitable time for collections by the grocer. As a rule he carries on a business with a comparatively limited capital and the non-payment of accounts is sometimes a serious drawback. We would, therefore, urge the grocers to be as careful as possible in accepting unknown credit. Find out where the new customers have come from and what their reputation has been for paying their grocery bills before placing them on the credit list.

THE RAILWAYS GROWING VEGETABLES.

Some years ago The Grocer suggested as a development of the grocery trade in the cities and larger towns the growing of their own fruits and vegetables. It was pointed out that they could give better quality, get a higher price, make a greater profit and finally get a great deal of pleasure out of running their little farm. A United States paper just to hand tells of a similar scheme being adopted by the Northern Pacific Railway. The superintendent of the dining car service of that road has advised his company to purchase a forty-acre tract of land in the vicinity of Billings upon which to raise potatoes and other vegetables used by that department, and if his recommendation is followed out a suitable site will be sought immediately, and the eastern Montana town will become one of the principal supply points for the dining car service of the Northern Pacific Railroad.

The Northern Pacific is not the only company which has come into the northwest for dining car supplies. The Burlington route now has a farm in northern Wyoming, close to the Montana line, where the potatoes used in the dining cars of the entire system are raised. No potato weighing less than four ounces is used on the Burlington, those smaller being rejected.

The Burlington experimented in many different localities before deciding upon its Wyoming farm and found that the quality and size of the potatoes grown there were far superior to those grown in any of the Eastern States through which the Burlington runs. The Yellowstone valley as a potato and vegetable section has caught the eye of the Northern Pacific, and the dining car farm will doubtless be an established fact within a short time.

TRADE SHOULD BE WELL REPRESENTED.

By an article in one of the news columns of this issue, the grocers will observe that municipal life is attracting a large number of members of the grocery trade. Many of them were successful in the recent elections. This is as it should be. There is no business in any town or city which has more representatives in trade. There are more grocers than hardware or dry goods men and therefore their interests should be looked after as well as possible in the government of a municipality. Questions relative to the business section of a village, town or city frequently arise in council and they must be met by business men. If grocers predominate, they should have their representatives in council to state precisely their interests and their stand. It therefore must be gratifying to them to know that so many of their fellow tradesmen won municipal honors at the polls last Monday, and this should lend an impetus to others to follow in their footsteps.

LEMONS AND OLIVES AFFECTED.

Following the report that immense quantities of lemons were destroyed by the earthquake in Sicily there now comes the story that the olive crop in Italy has been a failure. If such is the case the Italians who are dependent to a large extent on the olive production will be sorely hit.

More recent news from the East indicates that the lemon market is not so badly off as at first reported. In Toronto, the wholesale fruit dealers affirm that although the price has gone up somewhat, this has been due principally to the report that so many had been destroyed. It now appears that the loss has not been so great, and that probably the advanced price will not last long. There is also a probability that owing to the destruction of Messina, the seaport shipping point will from henceforth be Palermo.

SUGAR PRICES IN 1908.

Grocers will be interested in looking over the past year to know the prices of sugar and the fluctuations during 1908. The prices given below at the various times mentioned are from the basis of the Montreal price. Extra standard granulated opened on Jan. 1st, 1908, at $4.30 with No. 1 yellow at $3.90. By the third of the same month granulated had advanced to $4.40 and the other in proportion. On Feb. 8th there was another advance of 10 cents and on March 6th the price went up to $4.60. On the 19th of March the figure of $4.70 was reached and peculiarly enough the following day there was another advance of ten cents. On April 10th the highest figure of the year was reached, being $4.90. A decline came on May 22nd of ten cents, but on the 27th of the same month the high price was again attained. Beginning with July there was a gradual decline again, with one exception, until the end of the year. On the 29th of that month it went down to $4.80 and on August 26th to $4.70. Oct. 8th saw it down ten cents further, but on the 23rd it was run up to $4.70 as a temporary stimulant to buying. Four days later the price was dropped to $4.60; on Nov. 6th, it was $4.50, and on Dec. 28th, the price was again reduced to $4.40. At present the market is steady with no immediate prospect of another change.

GERMANY AND THE BRITISH PREFERENCE.

From the Standard of London, England.

Great importance attaches to the formation in Berlin of a German-Canadian commercial association for the purpose of promoting trade between Germany and Canada. The association is the outcome of a conference of German merchants, manufacturers, and politicians which met here privately, and determined to take all possible measures to promote the growth of trade between the two countries. An influential executive committee, representing weighty financial and commercial interests, was elected.

The ultimate aim of this association may be defined as the development of such extensive trade relations between Germany and Canada that it shall become extremely disadvantageous to the latter country to maintain the existing preference in favor of Great Britain. Influential German merchants and manufacturers, who are interested in the increase of trade with Canada, recognize that nothing can satisfy them except the creation of conditions of equality under which Great Britain and Germany shall compete for trade with Canada. The efforts that the German-Canadian Association intend to make with this purpose have a political significance. Germany fears that any extension of preference between England and her colonies will inevitably entail a severe blow to their own interests.

Far-seeing Germans believe in the possibility of inserting the thin end of the wedge to prevent the extension of preference within the British Empire by such trade development as is proposed. German firms supplied half the steel rails for the Canadian Pacific Railway and large quantities of German steel material have been supplied for the construction of Canadian bridges. Messrs. Krupp, of Essen, supplied the axles of practically all the heavy railway carriages on the Canadian railway, so that enterprising Germans see great opportunities in a profitable extension of their trade with Canada.

LIKELY ADVANCE IN BROOMS.

There is a possibility that an advance will shortly be made in the price of brooms, The broom-corn crop in Illinois and in other States has fallen short of the average during the past season and in addition to this, it is stated that this crop has been cornered by Chicago firms. Chicago broom makers have advanced the price of their products 50 cents a dozen and a similar advance is expected in Canada in the near future. If the supply is as short as the market indicates and if the corn crop has been cornered as is rumored, the advance in brooms in Canada will probably be 75 cents per dozen.

CHANGING TRAVELING STAFF.

Commencing with the first of the year James Turner & Co., Hamilton, have made some changes in their traveling staff, and will be in future on the north shore in Cobalt district, represented by H. J. Geiger, who until recently was a resident of the Soo. In Hamilton Geo. G. Austin, formerly with Balfour, Smye & Co., has been added to their traveling staff.

The western staff remains the same, Messrs. Toms, Griffin and Jarvis representing the firm there. B. C. Thompson remains in the Niagara Peninsula. Mr. Wingfield, Georgian Bay points, to Hamilton, and Mr. Ballentine in the city of Hamilton.

Tht company's new branch in Arnprior under the management of Mr. Kennedy, is doing a gratifying business.

ONTARIO SUGAR CO. AFFAIRS.

A meeting of the shareholders of the Ontario Sugar Company was held in Berlin last week, but nothing was done towards resuming the operation of the factory. It appears that bonds are held by the Lake Erie Coal Co. to the amount of $130,000, and by private parties for $70,000. The other liabilities are said to be about $20,000, and the shareholders are not very hopeful of getting anything out of the business.

A WELL APPOINTED STRATFORD STORE

Empty Cartons Used to Make a Striking Form of Interior Decoration—Offices Raised Above Floor With a Passage Beneath.

The McCully & Haugh grocery is one of Stratford's largest and brightest stores. The main entrance is situated on N. Downie St., the busiest thoroughfare in the city, and the rear opens on Erie St. Upon entering the store, the very air you breathe is of a friendly nature, giving the impression of wholesomeness and freshness everywhere. You are sure of courteous attention, prompt service and a thank you with each purchase.

The decorations of the store are somewhat unique, being made up principally of cartons formed in crosses, circles, crowns, half-circles, squares and numerous other modes which make up a clean and attractive store. The counter tops are kept well polished, and fancy figs, dates and fruits are always on display.

The offices are elevated high enough in the centre of the store to allow the people to pass underneath. This makes a great saving in store room.

It is a great convenience to have two street entrances to a store. The wants of the farming trade are looked after at the rear, freight is received here, and all groceries are sent out this exit. The front show windows are not as in most stores, even with the street, but are built in about four feet to allow a fruit and vegetable display outside without infringing on the street space.

The country trade is a great feature of this store, tons of butter and thousands of dozens of eggs pass in and out its doors in a year. It is a great sight on a Saturday to watch the numerous farmers, baskets in hand, crushing their way through the customers to the butter and egg counter.

The proprietors of the store are both men with the glad hand and the cheerful smile. They know their customers and when it comes to salesmanship can make a sale where others fail. They are comparatively young men, but have had great success in a few years of business.

McCully & Haugh's Grocery, Stratford, Showing Method of Decoration by Cartons.

Davis Simoneau, grocer, Sherbrooke, Que., was considerably bruised last week in an accident while standing at a street corner waiting for a train to pass. The driver of a cab approaching from another direction suddenly saw the train and swerved his horse sideways, striking Mr. Simoneau.

The marriage was celebrated in Cannington, Ont., a few days ago at "Mulberry Cottage," the residence of A. J. Pipher, of his daughter, Mabel Minerva, to Wm. Nicholas, manager of the G. H. Woodward Biscuit Co., of Cannington. The company presented the groom with a handsome Morris chair and the employes gave him a silver service. Their honeymoon was spent in New York.

WHOLESALERS HOCKEY SCHEDULE.

Toronto Grocers Looking Forward to Interesting Season.

The schedule for the season's games in the Toronto Wholesale Grocers' Hockey League was drawn up during the week and is handed out by Secretary May, as follows:

Jan. 11—H. P. Eckardt & Co. vs. Brokers I.

Jan. 13—James Lumbers Co. vs. Eby, Blain, Ltd.

Jan. 15—Brokers II. vs. T. Kinnear & Co.

Jan. 18—Brokers I. vs. Eby, Blain, Ltd.

Jan. 20—H. P. Eckardt & Co. vs. Brokers II.

Jan. 22—James Lumbers Co. vs. T. Kinnear & Co.

Jan. 25—H. P. Eckardt & Co. vs. Eby, Blain, Ltd.

Jan. 27—Brokers II. vs. James Lumbers Co.

Jan. 29—T. Kinnear & Co. vs. Brokers I.

Feb. 1—H. P. Eckardt & Co. vs. T. Kinnear & Co.

Feb. 3—Brokers II. vs. Eby, Blain, Ltd.

Feb. 5—Brokers I. vs. James Lumbers Co.

Feb. 8—Eby, Blain, Ltd. vs. T. Kinnear & Co.

Feb. 10—Brokers I. vs. Brokers II.

Feb. 12—H. P. Eckardt & Co. vs. James Lumbers Co.

The games will be played at the TA.A.C. Rink on north side of College, near Clinton Street, at 10 p.m., and the supporters of the different teams will be glad to see their friends drop in for any of the games. Even more enthusiasm than usual is evident in the league this year, and some interesting developments are expected before the close of the season.

WAS EARLY PROMOTER OF THE VIADUCT.

Hugh Blain, Toronto, a Member of Original Committee Bringing Up the Scheme.

The announcement of the decision of the Railway Commission last Thursday that a viaduct was to be built to accommodate the growing traffic on the Esplanade in Toronto, was heartily welcomed by several members of the grocery trade as well as the citizens generally.

One of these, Hugh Blain, of Eby-Blain, Ltd., deserves a great deal of credit as being one of the original instigators of the plan.

"Yes," said Mr. Blain, when seen by the Grocer this week, "I felt like throwing up my hat when the decision was announced. It was the very gratifying culmination of a long fight for better facilities."

Continuing, Mr. Blain gave some account of the early efforts towards securing the viaduct.

"The matter was first brought up in '89 or '90," he said, "when the Board of Trade and the city, with E. F. Clarke as Mayor, employed A. M. Wellington, one of the best engineers of New York, to prepare plans for a steel structure. Two other prominent engineers pronounced on the matter at the time and practically the same scheme was recommended as is to be acted on by order of the Railway Commission. The matter, however, did not materialize. As a result of the recommendation of the committee, however, the present site of the C.P.R. freight sheds was chosen. The work at that time, too, was effectual in forcing the railways to keep the water-front clear."

Mr. Blain is enthusiastic as to the advantages of the viaduct and prophesies an enormous saving in cartage over the proposed bridge system.

INDEPENDENT CANNERS MEET.

The Independent Canners' Association held a meeting in Toronto yesterday to discuss several features of the year's business, and last evening were entertained at dinner at the National Club, and afterwards at the Harry Lauder concert by Rolph & Clark. The meeting will probably be continued to-day.

LIEUT.-COL. JOHN STONEMAN,
Endorsed by Canadian Commercial Travelers as Hotel Commissioner.

TORONTO GROCER DIES FROM BLOOD-POISONING.

After an illness of less than two weeks Thomas F. Spence, grocer, at the corner of Northcote and Afton Avenues, Toronto, died on Tuesday, January 5th, from blood-poisoning. Three days before Christmas, while working around the store, Mr. Spence had the misfortune to run a splinter into his hand. Shortly afterwards he awoke one night from sleep with the pain of the injured member. Blood-poisoning had set in and in spite of medical attention death followed. Mr. Spence was 35 years old and unmarried. He succeeded his father in business, who conducted a grocery store in the centre of the city for 30 years.

The funeral to Mount Pleasant cemetery on Thursday was private, being conducted by Rev. J. D. Fitzpatrick, of Wesley Methodist church, the pastor of the deceased.

JUSTIFICATION.

Judge—Why did you strike this man?

Prisoner—What would you do, Judge, if you kept a grocery store, and a man came in and asked if he could take a moving picture of your cheese?

Geo. Piper, Rebecca, near London, was presented with a gold watch by some of his friends on Tuesday evening, December 29, prior to his departure for Nilestown, where he is opening a general store. He purchased the business from C. W. Reynolds.

TORONTO INSURANCE RATES REDUCED

In the Wholesale and Business Section as Result of Instalation of New High-Pressure System—How the Trade Regards the Change.

The announcement of the reduction of fire insurance rates in the wholesale district in Toronto as a result of the instalation and tests of the new high-pressure system has been awaited with a good deal of interest by warehouse owners in the district affected. Shortly after the big fire five years ago the rates were raised with a jump and it has been a question as to just what effect the instalation of the new system would have on the underwriters' schedule and rates.

A reduction of from $1 to 75c on the key rate on the down-town district, extending from a short distance east of the east side of Simcoe Street to a short distance west of the west side of George Street, and from the Esplanade north to a short distance south of the south sides of Agnes Street and Wilton Avenue.

A reduction is also granted from 60c to 50c per $100 of insurance for the district from Bathurst to Sackville Streets and running north to College Street.

A great many of the warehouses will not participate in the general reduction, because it does not apply to fireproof buildings or those equipped with a sprinkler system. In such cases the buildings have a special rate of their own.

What Wholesale Grocers Say.

With a view to learning how the reduction was received among the wholesale grocery trade, the buildings of which lie within the district affected, The Grocer saw several of the wholesale grocers. As yet very few of them had looked into the matter, and it was difficult to get any idea as to whether the reduction was generally satisfactory. Inspectors were going through some of the buildings on Front Street on Wednesday and until their work was completed no definite announcement will be made by the companies. The impression seems to prevail, however, that the reduction is scarcely so large as was expected.

"I haven't looked into the matter yet," said Col. John I. Davidson, of Davidson-Hay, "and consequently cannot say as to how the reduction will affect us."

"The inspectors are going through our building now," said Fred Hudson, of the Canada Brokerage Co., "and until they report something I cannot say what the result of the reduction will be."

Some Disappointment Expressed.

"We are a little disappointed," said Hugh Blain, of Eby-Blain & Co., "While no definite announcement was made, I think it was generally believed that the key rate would be reduced one-half after the instalation of the new system. The new rate is somewhat of a concession, but scarcely what we had hoped for. Even with the reduction the rates are considerably above what they were before the fire, so far as I can estimate at present."

"I haven't looked into the matter at all carefully," said H. P. Eckardt, "but the reduction is about what we expected. Somebody has to make money in these things and you can't get any too much out of the companies."

"It will mean considerable difference to us," said W. H. Millman, "and the new rate is about what I expected. I think there will probably be another drop in the rates later on."

"Our insurance is handled through agents," said James Ince, of Perkins, Ince & Co., "and I am not very conversant with the details. The reduction is acceptable and should mean about 20 per cent. difference to us."

"We were not in the same building before the fire and consequently cannot compare the new rate with that existing then," said Major John Sloan. "We will save, however, about 20 per cent. by the reduction. I think it was scarcely what was expected,"

"We will profit somewhat by the new rate, of course," said T. Kinnear, "As yet I cannot say to just how great an extent. It should mean about 20 per cent. difference to us. I have no idea how the new rate will compare with that in existence before the fire."

What Insurance Men Think.

John A. Robertson and the officers of the Canadian Fire Underwrifers' Association thought the new rates would meet with popular approval. Some of the dailies, however, in reporting the matter, had made a mistake in stating that the reduction would amount to 25 per cent. The new rate would mean a reduction of 25 cents where the $1 key rate was used as a basis. This, of course, would be a reduction of 25 per cent. if all conditions prescribed by the association were met, but the very great majority of risks did not come up to the standard required, and so something must be added to the key rate to cover the extra hazards. For instance, a fire policy is taken on a building in the congested area where the key rate is $1. The building does not come up to the standard set, because the walls are not of the required thickness, the ceilings are wooden, and the stairways are not enclosed. These hazards make the risk of fire greater, and so certain sums are added to the key rate because of these deficiencies. In some cases where manufacturing is carried on or chemicals carried, the rate would come to $2.50. It is on this $2.50 that the reduction of 25 cents is made to find the new or reduced rate. In other words, the $1 key rate is reduced to 75 cents, and the 60 cent key to 50 cents. The reduction covers all policies made or renewed since January 1 last, but no rebate or reduction is allowed on standing policies.

The reduction is made although the civic fire and waterworks departments have not come quite up to the requirements asked for by the association. The association asked that four four-million gallon pumps or three six-million gallon pumps be installed. This would give 12,000,000 gallons of water a day in case one of the pumps gave out. The city has put in only two five-thousand gallon pumps. However, we believe it is the intention to augment these, though possibly two years will go by before the additional service will be ready.

No calculation could be made which would show the saving to be affected to merchants and manufacturers by reason of the reduction; nor could Mr. Robertson state how the rate would compare with those in force before the big fire. In the first place, lighter stocks are being carried. One instance alone shows that a prominent wholesale dry goods firm has $200,000 less stock than this time last year, and in the second place Mr. Robertson was not in his present position at the time of the fire. Insurance rates have very much advanced all over the world during the past five years, particularly so in the cities and larger towns, though Mr. Robertson did not think they were any too high.

Reduction Not Wholly Earned.

Chas. McNaught, of Reed, Shaw & McNaught, insurance agents, said the association was but keeping faith with the promise made nearly five years ago, when they agreed that on condition the Toronto civic authorities carried out certain improvements with regard to the fire department and waterworks a reduction of 50 cents would be made from the $1 key rate in force in the congested district in Toronto. A number of conditions were stipulated, such as the high pressure system, more hydrants, more fire engines, a duplicate reservoir, a duplex set of pumps capable of raising 24,000,000 gallons of water per day, or, in case of a breakdown in one set, the other could raise 12,000,000. There were a number of other stipulations. Each of these conditions had a certain value, the total being placed at 50 cents. At the meeting at which the reduction was discussed those present considered that but 23 cents reduction had been earned. All, however, agreed to the 25 cents reduction. This will mean that the $1 key rate on stocks and the 75 cent rate on buildings will be reduced to a 75 cent and 50 cent key rate.

Compared with the general rate in force before the big fire of five years ago, the reduced rate to-day is slightly higher, but there are buildings now erected on the burned-over area which have a rating slightly above 30 cents, which is a much better figure than could be obtained before the fire. These buildings are fireproof in construction, with walled-in stairways, have fire escapes, water curtains, etc., and because of the little hazard are given even a better rating than the new key rate. Considering the risks taken by fire insurance companies the old $1 rate was not too high, though there may have been some few

individual cases where injustice appeared to have been done.

Asked as to the working of the high pressure system, Mr. McNaught said that while the instalation of the new high pressure system in Toronto has brought about a reduction of insurance rates the loss to a merchant in case of fire may be just as heavy where the high pressure is used unless the system is handled with care. By the high pressure system a fire can be prevented from crossing from one side of a street to the other, but some little while ago in one of the big New York buildings there was a fire which did $400 damage, but the damage by water amounted to about $50,000.

WAS BROOM-MAKER FOR MANY YEARS.

Henry F. Perry, for many years head broom-maker at the Central Prison, died on Tuesday, Jan. 5th, at his residence, 21 Callahie Street, Toronto, He was 84 years of age and for 22 of these he was in charge of the manufacture of brooms at the Central Prison. His connection with the trade dates back to the early days when every broom turned out was made by hand. He knew the business thoroughly and attended to the work at the prison from the buying of the corn to the shipping of the manufactured goods. Many of the improvements in the machines for manufacture in Canada are results of the inventions made by Mr. Perry. He was always serious in his business and for this reason he was most successful in his work.

CORRESPONDENCE

GEORGETOWN, P.E.I.

January 2.—It is safe to say that never before in the history of Georgetown was there more extensive preparations made for the Christmas trade. The traveling, too, was very good, and the farmers seemed to have money to burn. Yet we have heard many merchants remark that considering the conditions they never saw so few farmers in town during the Christmas week. Notwithstanding this drawback to trade it was much better than last year.

Eggs are 25c here, and butter 27c. The former is much more plentiful than it has been for a long time and it is expected to drop a cent or two very soon.

We understand that Arthur Jenkins, who has been associated with his father in W. W. Jenkins, Son & Co., is to move up to the store on King Street. It is rumored that W. W. Jenkins will sell out the stock in the Water Street store and retire from the business. He is one of the most successful men in Georgetown, and made his business pay.

A. P. Hobbs and John Condon have entered into partnership and will conduct a general meat business on Water Street. Mr. Hobbs has had a long experience in the meat business.

A. Maclean Co. had a very attractive Christmas window. In the centre was an old-fashioned fireplace constructed of packages of cereals and other goods that lent themselves to construction. Spruce logs were placed ready for the match in the morning and Santa Claus with a whole load of presents and toys was to be seen in a corner. The mantle was neatly arranged. On each side was a well-filled stocking—one a boy's, the other a girl's. Around the mantle were displayed gifts of all kinds for each member of the family. On each side was a well-filled Christmas tree, and the floor of the window was decorated with nuts, candies, etc.

Howard MacDonald who has been in the West for the past two years returned home some time ago and has taken a position in the store of A. A. MacDonald & Bros. Howard is a first-class man and the trade is pleased to see him back again.

William Hobbs, meat merchant, reports an exceptionally large demand for poultry.

A. Maclean & Co. offered their customers something of a novelty, in those parts, in the line of meats—moose steak straight from the forests of New Brunswick. Judging by the sale they had their experiment was appreciated.

J. C. Manuel, proprietor of the Corner Grocery, is traveling through the Province in connection with some Baptist Church work. He knows how to handle a proposition of this kind and will no doubt be successful.

John McGougan who is managing the business formerly conducted by the late Hon. Daniel Gordon, has made great improvements and one would scarcely recognize the old store.

We wish the publishers and readers of The Canadian Grocer the compliments of the season and a full measure of success during 1909.

A BARRIE GROCER AND HIS STORE

Jas. Vair, One of the Town's Leading Mercantile Men, Has Built Up an Excellent Business—Likely to Be the Town's Mayor Next Year.

In Barrie the name of James Vair stands for one of the town's most successful business men. Born near Dunfermline, Scotland, he came to Toronto forty years ago, and from there he moved to Barrie, where two years later he started in a small way in partnership with a Mr. Coulter. The business continued to grow till about twenty years ago when Mr. Vair launched into business for himself. Some years later Mr. Vair started branch stores in Allandale and Elmvale, also in Bracebridge, Parry Sound, Gravenhurst and Sault Ste. Marie, and in Toronto. All of these he has since disposed of, the later branch in Toronto, namely the Vair Produce Company, to John Craig, who for a number of years was behind his counter in the Barrie store. Besides the grocery business Mr. Vair also has one of the largest dry goods establishments in the town, under the name of James Vair and Sons.

Mr. Vair has paid considerable attention to politics and was elected Mayor of the town at the elections on Monday. Last June Mr. Vair suffered a severe loss in the death of his eldest son, Wm. L., who was at the time of his death running a large store at Santa Deigo, California. A picture of the interior of the grocery store shows the neatness and cleanness of Mr. Vair's store's appearance. He at present employs forty-five hands and does a large jobbing trade as well as retail.

Interior Jas. Vair's Grocery Store, Barrie, Ont.

In winter use warm colorings for backings, such as reds, purples and browns. In summer use cool tones like greens, blues, buff, etc. The proper colors have a comforting effect on the eye, but if they clash with the season they cause a feeling of repulsion.

Card Records for Catalogues, Costs, Etc.

Howard R. Wellington Gives Some Practical Suggestions on Labor-saving Office Methods—How to Treat Expenses in Books at Close of the Year.

A correspondent has written asking for information on the best card system for keeping track of catalogues and also for stock instead of using a stock book.

As to filing catalogues, the only tangible method, owing to the variety of sizes and shapes, is to have a filing box, extra large size preferred, together with large division cards, forming pockets, arranged alphabetically, into which the catalogue can be dropped, according to the firm's name from whom the goods have been purchased, and not according to the class of goods covered, as is sometimes done. If the proprietor possesses a low desk, one of the large drawers on the right-hand side can be used to advantage for this purpose. Frequently a buyer will run across a certain line of goods required for stock and has, for the moment, perhaps forgotten from what concern he has purchased previously. To overcome this difficulty, we would suggest using a card index somewhat similar to Fig. 1, arranged alphabetically according to the line of goods bought or sold, and giving in addition the purchases, sales, stock on hand at any period, concerns from whom particular lines are purchased, cost and selling prices of each line.

ARTICLE Canvas A.1. BUY FROM White Mfg. Co. Ltd Denton Limited COST PRICE 12½ 15 11½ S/P 14

DATE		BOUGHT	SOLD	STOCK	DATE		BOUGHT	SOLD	STOCK	DATE		BOUGHT	SOLD	STOCK
May	2	50 yds			June	1		25	120					
	10	65 "		115										
	16		15	100										
	18		12	88										
	25		40	48										
	29	100		148										

Both sides of such a card could be ruled, and with the three sections on each side of the card, it could be used for a considerable time before it is necessary to make a transfer. The purchases could be posted each day from the purchase invoices or periodically—say every week—and the sales posted from the sales invoices and also from the cash sales slips, the balance being the stock on hand, is extended when posting is finished. A great many merchants may argue that it does not pay to adopt such a system, but the results obtained will more than compensate for the small amount of detail involved. By using some such method the stock may be watched more carefully from the office and these records used as a guide when ordering goods. Some special check mark should be used on the sales and purchase books to indicate that the quantities had been posted to the stock card.

We find that a number of merchants are adopting the plan of marking the cost of each article in cipher, when checking same off with the purchase invoice, in addition to the selling price in plain figures. This is an excellent plan for two reasons—first, it enables the head salesman to make a slight reduction, if necessary to a sale, and, second, it will save a great deal of time at stock-taking, when the quantity and cost price may be called in at one time.

Expense Items When Closing Books.

When we approach the end of our financial year, there are a number of expense items, such as telephone, rent, taxes, insurance, stationery stock, outstanding, either prepared or due. If these items can be paid within the year, so that each year's business will assume its share of such expenses, no provision need be made for outstandings, but, as a rule, there are some items which of necessity are not to be treated in this way, and which must be carried forward either as an asset or a liability. In bringing these items forward, if the amount is due or a certain proportion of it is due, that amount is brought down as a liability; on the other hand, if the amount is prepayed or unearned it is brought down as an asset. These items appear on the statement under the heading "Expenses Prepayed or Unearned," or "Expenses Due."

DISASTROUS FIRE IN THE WEST.

Codville Company's Warehouse at Brandon Burned—Stores Destroyed at Rossburn.

Two disastrous fires occurred on Monday night, Jan. 4th, in the West, resulting in considerable losses to an important Brandon wholesale warehouse and to several merchants in Rossburn, Man. In the former, Codville & Company's warehouse was burned to the ground, the total damage being estimated at $135,000. Of this amount the stock itself was valued at $60,000 and the building $75,000. The warehouse was situated near the C.P.R. tracks and has been erected for some six or seven years. It was considered the best in Brandon. The fire was caused from a defective chimney and although the firemen worked diligently the efforts were of no avail and the entire extensive stock was consumed.

At Rossburn, Man., on the same night, with the temperature at 40 below zero, fire started in the block of stores owned by B. W. Johnstone and occupied by him as a general store. The block was completely destroyed, including a store occupied by E. A. Jones, baker and confectioner, as well as others. Many of the inmates barely escaped with their lives. The loss was about $30,000, with some insurance.

E. O. Manchee, formerly advertising manager of the Salada Tea Co., Toronto, and now connected with the J. F. Cairns Co., Saskatoon, is taking a month's holidays and spending the time among his old friends in Toronto.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

POINTERS—

Butter—Steady.
Provisions—Firm.
Eggs—Advanced.
Black Pepper—Weaker.
Beans—Advanced 10c.
Lemons—Advanced.

Montreal, January 6, 1909.

The usual dullness which succeeds the holiday season has been felt in practically all lines. There are, however, a few cases where this is not the case, but it is quite the exception and not the rule. In discussing the past year with various houses there is a universal opinion expressed that the year, taken altogether, has not been a satisfactory one, but all seem agreed on the opinion that there has been a distinct tendency toward better things during the last three months.

This indication may be regarded as something entirely separate from the usual Christmas impetus which trade receives. During the last week some changes have taken place in the market which are worthy of note. The provision market, which has not been in a very healthy state for some time, has shown signs of rejuvenation and there is an active competition for hogs among buyers. This condition is due to the small supplies arriving at present. Poultry prices have firmed up somewhat owing to small supplies. California raisins are easier, also Hallowee dates. Sugar is hardly steady, although no change has taken place during the week. Beans and peas are scarce here, consequently the tone of the market for both is decidedly strong. Eggs are being firmly held at advanced prices in all quarters. The demand continues good, with stocks small. Butter and cheese remain fairly interesting.

SUGAR—The sugar situation is rather uncertain at this time of the year owing to the customary January dullness. Local refiners report a fair trade passing at figures as last reported. The New Year's cut of 10c did not alter the volume of trade perceptibly.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
" Imperial	4 10
" Beaver	4 10
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 15
Bright coffee	4 10
No. 3 yellow	4 00
No. 2 "	3 90
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—Grocers are taking small lots of molasses for immediate requirements only. Syrups are uninteresting though a little more attention is being shown to small tin lines.

Barbadoes, in puncheons	0 40
" in barrels	0 42½
" in half-barrels	0 43½
" fancy	0 42
" extra fancy	0 43 0 44
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03¾
" ¼-bbls	0 03¾
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—These goods are dull and featureless.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 06 0 07
Pure syrup, 8½lb. tin	0 60 0 65

TEA—In Japans the market is moving well after the turn of the year, several sales being reported. The closing of the markets in the East has created a steadier tone, and the new year's business is opening fairly good, for the cheaper lines of blacks especially. Pingsueys are receiving the most attention. Prices have not yet shown any changes.

Choicest	0 35 0 37
Choice	0 32 0 37
Japans—Fine	0 27 0 30
Medium	0 22 0 23
Good common	0 21 0 22
Common	0 19 0 21
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 19 0 20
Pekoe Souchongs	0 19 0 20
India—Pekoe Souchongs	0 17½ 0 18½
Ceylon greens—Young Hysons	0 19 0 25
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEE — Some dullness, which is generally experienced in the market at this time of the year, is being felt. One dealer stated that their business had diminished slightly in value, although not in volume, owing to orders being for cheaper grades.

Mocha	0 18½ 0 25
Rio. No. 7	0 [illegible] 0 1[illegible]
Santos	0 12 0 15

DRIED FRUITS—Cleaned currants continue to sell well. A local house has lately secured some Valencias in the New York market. Dates continue in good demand. An advance in currants is hinted at in some quarters, as the market in England has firmed up. Malaga raisins have been good sellers lately. Choice seeded California raisins are a shade easier according to quotations of some houses this week.

Figs—	
Bag figs	0 03½ 0 05
Tapnets	0 03½ 0 05
Elemes	0 08 0 14
Dates—	
Hallowees, per lb	0 05 0 06
Sairs, per lb	0 05
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" ½-box	0 75
"Royal Buckingham Clusters," ½-boxes	1 30
" boxes	4 75
"Excelsior Windsor Clusters"	5 75
" ¼'s	1 60
Australian raisins	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 09 0 10
Choice seeded, 1-lb. pkgs	0 08½ 0 09½
Loose muscatels 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 12 0 15
Peaches, "	0 11 0 15
Pears, "	0 13 0 14

Prunes—	per lb.
Prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 09 0 10
" " " 50-60s	0 08½ 0 10
" " " 60-70s	0 0[illegible] 0 10
" " " 90-100s	0 07
Currants, fine filiatras	0 06½ 0 07½
" Patras	0 08 0 08½
" Vostizzas	0 09 0 09½

SPICES—Black peppers, which have been decidedly strong lately, are easier this week, as the minimum price is 2c lower than last week. The Christmas strain having been passed the pepper markets have relaxed slightly, although the primary markets continue strong. White peppers are a shade stronger in the lower grades. Ground cloves are a shade easier owing to a smaller demand. Cream of tartar is being quoted at a lower figure this week also. Other lines have not altered.

	Per lb.
Peppers, black	0 14 0 20
" white	0 20 0 27
Ginger, whole	0 18 0 20
" Cochin	0 17 0 20
Cloves, whole	0 17 0 30
Cloves, ground	0 20 0 25
Cream of tartar	0 23 0 32
Allspice	0 12 0 18
Nutmegs	0 30 0 60
Cinnamon, ground	0 15 0 19
" whole	0 14 0 16

BEANS AND PEAS—"None to be had" is what one dealer stated regarding the situation for both beans and peas. The supply is very limited for both. In the case of beans the market has advanced 10c, while peas are firmly held at last quotations, with a strong undertone to the market.

Ontario, pickers	1 70 1 80
Peas, boiling	1 35 1 40

EVAPORATED APPLES—Evaporated apples are being held strongly at 8c to 8½c. A limited supply is responsible for the strength of this market.

Evaporated apples, new	0 03 0 08½

CANNED GOODS

MONTREAL — Canned fruits, which have been in good demand for a long time, have fallen off remarkably during the week, and are now decidedly dull. Canned vegetables are in fair demand only. Enquiry for Canadian canned meats is improving, while canned fish is somewhat unseasonable just now, and the usual dullness is being experienced.

TORONTO—Lines of vegetables, including peas, corn, tomatoes and beans are passing off very well this week and the demand is excellent. From now on business in these goods is expected to be brisk. Other lines, however, are rather neglected just at present.

FRUITS.

	per doz. Group 1.	Per doz. Group 2.
Apples, 3's standard	$1.00	$ .95
" 3's preserved	1.45	1.40
" gals, standard	2.55	2.50
" gals. preserved	4.00	3.95

Blueberries, 2's standard	1.20	1.15
" 2's preserved	1.70	1.65
" gals. standard	5.05	5.00
Cherries, red, pitted, 2's	1.95	1.90
" red, not pitted, 2's	1.55	1.50
" red, not pitted, gals		6.50
" red, pitted, gals		8.00
" black, pitted, 2's	1.95	1.90
" black, not pitted, 2's	1.55	1.50
" white, pitted, 2's	2.05	2.00
" white, not pitted, 2's	1.65	1.60
Grapes, white, Niagara, 2's, psvd.	1.45	1.40
" white, Niagara, gals, std.	3.55	3.50
Lawtonberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.55	7.50
Currants, red, 2's, heavy syrup	195	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard		5.00
" red, gals, solid pack		7.00
" black, 2's, heavy syrup	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard		5.25
" black, gals, solid pack		8.00
Plums, Damson, 2's, light syrup	1.00	.95
" Damson, 3's, light syrup	1.40	1.35
" Damson, 2's, heavy syrup	1.15	1.10
" Damson, 2½'s, heavy syrup	1.80	1.75
" Damson, 3's, heavy syrup	1.90	1.85
" Damson, gals, standard	2.90	2.85
" Lombard, 2's, light syrup	1.00	.95
" Lombard, 3's, light syrup	1.45	1.40
" Lombard, 2's, heavy syrup	1.20	1.15
" Lombard, 2½'s, heavy syrup.	1.85	1.80
" Lombard, 3's, heavy syrup	1.95	1.90
" Lombard, gals, standard	3.05	3.00
" Green Gage, 2's, light syrup.	1.40	1.35
" Green Gage, 2's, heavy syrup.	1.55	1.50
" Green Gage, 2½'s, hvy. syrup	1.85	1.80
" Green Gage, 3's, heavy syrup	2.05	2.00
" Green Gage, 3's, light syrup	1.85	1.80
" Green Gage, gals, standard.	4.05	4.00
" Egg, 2's, heavy syrup	1.55	1.50
" Egg, 2½'s, heavy syrup	1.85	1.80
" Egg, 3's, heavy syrup	2.05	2.00
Rhubarb, 2's, preserved	1.80	1.75
" 3's, preserved	2.45	2.40
" gals, preserved	3.30	3.25
Strawberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.05	7.00
" gals, solid pack	9.80	9.75
Raspberries, red, 2's, heavy syrup	1.95	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard	7.05	7.00
" red, gals, solid pack	9.80	9.75
" black, 2's, heavy syrup.	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard	7.05	7.00
" black, gals, solid pack	9.80	9.75
Peaches, yellow, 1½'s, flats	1.70	1.65
" yellow, 2's	1.95	1.90
" yellow, 2½'s	2.65	2.60
" yellow, 3's	3.05	3.00
" yellow, 3's, whole	2.30	2.25
" white, 2's	1.85	1.80
" white, 2½'s	2.55	2.50
" white, 3's	2.80	2.75
" pie, not peeled, 3's	1.45	1.40
" pie, not peeled, gals	4.30	4.25
" pie, peeled, gals	6.05	6.00
" assorted pie fruits, gals	(add 5	p.c.)
Pears, 2's, Flemish Beauty	1.70	1.65
" 2½'s, Flemish Beauty	2.00	1.95
" 3's, Flemish Beauty	2.15	2.10
" 2's, Bartletts	1.90	1.85
" 2½'s, Bartletts	2.20	2.15
" 3's, Bartletts	2.35	2.30
" pie, not peeled, 3's	1.30	1.25
" pie, peeled, gals	4.05	4.00
" pie, not peeled, gals	3.55	3.50
" 2's, light syrup, "Globe"		1.25
" 3's, light syrup		1.85
Gooseberries, 2's, heavy syrup	2.15	2.10
" 2's, preserved	2.40	2.35
" gals, standard		6.00
" gals, solid pack		8.00
Pineapple, 2's, sliced	1.95	1.90
" 2's, do. grated	1.95	1.90
" 2½'s, do, whole	2.45	2.40

VEGETABLES.

Corn, 2's	.90	.85
Corn on Cob, gals		4.50
Peas, No. 1 extra fine, sifted, 1's	1.12½	1.07½
" No. 4 standards, 2's	.82½	.77½
" No. 3 Early June, 2's	.87½	.82½
" No. 2 Sweet Wrinkle, 2's	.97½	.92½
" No. 1 extra fine, sifted, 2's	1.42½	1.37½
" No. 4, gals	3.77½	3.72½
Tomatoes, 2's	90	.85
" 3's	1.00	.95
" gals	3.30	3.25
Beans, golden wax, midget, 2's Auto	1.25	
" golden wax, midget, 2's	.90	.85
" golden wax midget, 3's	1.40	1.35
" golden wax, midget, gals	4.05	4.00
" Refugee or Valentine (green)	.90	.85
" " " "	1.40	1.35
" Refugee, midget, "Auto", 2's	1.25	
" Crystal wax, 2's	1.00	.95
" Red Kidney, 2's	1.00	.95
" Lima, 2's	1.30	1.25
Pumpkin, 3's	.85	.80
" gals	2.80	2.75
Table Spinach, 2's	1.30	1 25
" 3's	1.85	1.80
" gals	5.05	5 00
Succotash, 2's	1.20	1.15
Squash, 3's	1.15	1.10
" gals	3.55	3.50
Carrots, 2's	1.00	.95
" 3's	1.10	1.05
Cabbage, 3's	.95	.90
Cauliflower, 2's	1.50	1.45
" 3's	1.90	1.85
Parsnips, 2's	1.00	.95
" 3's	1.10	1.05
Turnips, 3's	1.00	.95
Beets, sliced, br, "Simcoe," 2's		.95
" sliced, br, "Simcoe," 2's		.95
" whole, br, "Simcoe," 2's		.95
" whole, br, "Rosebud," 2's		1.15
" sliced, br, "Simcoe," 3's		1.25
" whole, br, "Simcoe," 3's		1.25
" whole, br, "Rosebud," 3's		1.40

ONTARIO MARKETS.

POINTERS—

Sugar—Steady.

Teas—Good demand for common Ceylons.

Canned Goods—Vegetables selling well.

Collections—Fair.

Toronto, Jan. 7.

While it is almost too soon to make any estimate of the year's business the reports from the wholesale houses this week are very encouraging. Up to the time of writing the travelers have only been out four days but orders are coming in rather freely and all signs seem to point to a resumption of active business after the holiday quietness in the wholesale houses. Retailers are complaining of dullness and undoubtedly business seems a little quiet with them after the holiday rush. Reports from all sections of the country indicate a splendid Christmas business and with practically all the manufacturing concerns in operation money should be fairly easy and business good.

The staple grocery markets have shown little change during the week. Provisions are a little more active, the lines of green fruits and vegetables in season are passing off well, and the cold snap which has just arrived should brighten up the flour and cereal markets which have been rather dull through the holiday season and, indeed, for a few weeks previous.

Collections are reported as very fair, showing that money is at least somewhat free among the retailers.

SUGAR—The refined market is quiet with no great demand as yet and no prospect of immediate change.

Willett & Gray, in their review of the situation, say: "Europe closes with beet sugar at 10s. 3d., say 2½d. advance for December, but unchanged for January at 10s. 1½d. Cubas for January-February shipments are offered at 2 5-16c c. & f., 96 degrees test, without interesting buyers. The work of harvesting is progressing, there now being 48 Centrals grinding, against 33 last week; but receipts are still small. The American beet crop was so badly damaged by the drought in some sections early in the season, that we have been obliged to reduce our estimate of the total out-turn from 440,000 tons to 390,000 tons, as we stated on October 22nd, might be expected."

The visible supply, as estimated on Dec. 30, was: Total stock of Europe and America, 3,301,434 tons, against 3,149,706 tons last year at the same uneven dates. The increase of stock is 151,728 tons, against an increase of 189,366 tons last week. Total stocks and afloats together show a visible supply of 3,317,434 tons, against 3,176,706 tons last year, or an increase of 140,728 tons.

Paris lumps, in 50-lb. boxes	5 55
" in 100-lb. "	5 45
" in 25-lb. boxes	5 75
"Crystal Diamonds," barrels	5 5
" " half barrels	5 85
" " boxes, 100 lbs	5 85
" " " 50 lbs	5 95
" " " 25 lbs	6 15
" " 5-lb. cartons, boxes 100 lbs	8 10
St. Lawrence granulated, barrels	4 50
St. Lawrence Beaver	4 20
Redpath extra granulated	4 50
Imperial granulated	4 20
Acadia granulated, (bags and barrels)	4 40
Wallaceburg	4 30
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—There is quite a demand for proprietary lines of these goods as is usual at this time of the year. Consumption of bulk syrups seems to be falling off, however, and there is little doing. Prices are steady, as quoted:

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
		Per case.
2 lb. Tins, 2 doz. in case		2 40
5 " " " "		2 75
10 " " ½ "		2 65
20 " " ¼ " "		2 60
Barrels		0 03½
Half Barrels		0 03½
Quarter "		0 03
Pails, 38½ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 12 "		4 80
Quarts, 24 "		4 80
Pints, 24 "		2 50
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 60
West Indian	0 30	0 35

TEAS—The local market has been quite active the past week; with good

demand for common grades of Ceylons. Not much interest is displayed, however, in other lines. The firm feeling in the market still continues.

Kearley & Tongue, Colombo, in their review of the markets for December, throw some light on the situation as follows: "Shipments for November were behind the estimates to the extent of one million and a half pounds, principally owing to unusual dry weather which has prevented the heavy flushing expected about this time of the year. It is now fairly certain the total crop from Ceylon will barely equal last year's. The crop from India is expected to be less than estimated a month or two back. These two facts have been the cause of the sudden firmness of all the tea markets. In Colombo common teas have firmed and there has been a sharp rise for grades above common, while fine has remained about steady, except where improvement in quality secured higher prices. Early in November common teas were neglected, and distinctly easier until the last sale of the month, when the demand improved and prices firmed. There has not been a very large quantity of low teas made, the quality generally being above the average. Broken medium teas were not in strong demand early in the month and were relatively the cheapest teas to be bought, showing far better value than leaf teas. There has, however, been a sharp rise, as much as 3 to 4 cents increase being paid. Leaf teas are also dearer than they were at the beginning of the month, the Russian demand being now more pronounced. For a few weeks many high-grown teas showed deterioration, and consequently buyers were not so eager for them. There are, however, signs of improvement, and in the last two sales there have been some very choice flavoury teas offered and several high prices paid."

COFFEE—Local demand continues exceedingly good, and coffee consumption in Canada seems to be growing. Locally, prices are steady. Willett & Gray, in reviewing the general situation, say: "Additional confirmation has come from Brazil that the growing crop in Santos has sustained permanent damage, showing the effect of the long drought previous to the blossoming period weakening the trees. This feature was so generally ignored right along that an awakening to the true conditions will bring new interest to the article. Estimates usually appear in the early part of January when conclusions can be more accurately drawn, but even then the growing crop will be subject to varying climatic changes before coming to maturity. Nothing new is reported about the growing Rio crop. The movement of the current crop shows Santos receipts about 7,500,000 and Rio receipts 1,850,000 bags for the first six months—and, according to the generally accepted estimates of 9 millions for Santos and 2½ millions for Rio, the quantity indicated remaining in the interior is quite small, so that the prospects for receipts in the ensuing six months are only about 1,500,000 bags at Santos and 650,000 bags at Rio. Much importance attaches to this with the new crop six months away and none of the Government coffees will be offered to the public for twelve months or more. The general tone of the market begins to reflect these intrinsic features of the situation. Apart from the speculative tendency there is evidence of more activity in the trade proper, with the idea of securing desirable assortments which always becomes more difficult from this time forward. It is well known that there are no surplus stocks available of good selections in Europe or the States while both countries will certainly be strong competitors for that which may be obtained in Santos. It is the case to-day. The world's visible will show a constant steady decrease from month to month so that on its own merits coffee justifies greater confidence and improved values. The healthy undertone now in evidence, it is believed, will become more manifest after the turn of the year."

DRIED FRUITS—While stocks of some lines, such as peels, dates and figs are light, there is probably enough of these goods on hand to supply the demand through the season, now that the Christmas demand is over. Prunes are somewhat called for. Other lines are quiet.

	Per lb.
Prunes—	
40-50's, 25-lb. boxes	0 09½
50-60's, " "	0 8½
60-70 s, " "	0 08½
60-70 s, 50-lb. boxes	0 08½
80-90 " "	0 07½
90-100, " "	0 07
Apricots—	
Choice, 25-lb boxes	0 12½
Fancy, " "	0 14
Candied and Drained Peels—	
Lemon 0 09 0 11 Citron	0 17 0 20
Orange 0 10½ 0 12	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag Figs	0 03½ 0 04½
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 09 0 09½
Patras 0 08 0 08½	
Uncleaned, ½c less.	
Raisins—	
Sultana	0 07½ 0 13
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias, new crop	0 05½ 0 06
Seeded, 1-lb packets, fancy	0 09½ 0 10
" 16 oz. packets, choice	0 09½
" 12 oz. " "	0 08
Dates—	
Hallowees 0 05½ 0 06 Fards choicest	0 08 0 08½
Sairs 0 05 " choice	0 07½

NUTS—Stocks are low and there is little demand since the holiday season. Prices are steady, as follows:

Almonds, Formigetta	0 12½
" Tarragona	0 13
Walnuts, Grenoble	0 14
" Pordeaux	0 11
" Marbots	0 12
Filberts 0 10	0 12
Pecans 0 16	0 18
Brazils	0 15
Peanuts 0 10	0 12

RICE AND TAPIOCA—The market is quiet, with little business passing and prices steady.

	Per lb.
Rice, stand. B	0 03½ 0 03
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 05

SPICES—There is little demand for these goods just now, and while primary markets are firm in several lines, there is no probability of any immediate change locally.

Peppers, black pure	0 14 0 20
" white, pure	0 22 0 30
" whole, black	0 18
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 35 0 90
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 16 0 19
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

BEANS—A little more interest is evident and this will probably develop from now on. Some of the primes measure up exceedingly well in quality, but there are practically no hand-picked beans on the market.

Beans, prime No. 1, "	1 85 2 00
" Lima, per lb	0 07

EVAPORATED APPLES—There is little demand for these goods at present, and the market is quiet. Prices are steady.

Evaporated apples	0 07½

HINTS TO BUYERS.

The goods which Laporte, Martin & Co., Montreal, are offering the trade this week are such as to interest wise buyers. They are offering canned goods, teas and other lines at bargain prices. Their famous Soleil branch canned goods is quoted in their advertisement as unparalleled for quality. It will pay merchants to read their interesting announcement in another part of this issue.

THE GUILD CASE HEARING.

As we go to press the argument in the long-delayed Wholesale Grocers' Guild case, the evidence of which was taken several weeks ago, is being heard before Chief Justice Falconbridge at Osgoode Hall, Toronto. The hearing began yesterday, Thursday. A full account of the argument will be given in next week's issue.

TRAVELER WINS TRIP TO OLD COUNTRY.

There's a pleasant little trip coming along in the spring to S. H. Moore, who sells Comfort Soap all over Toronto and Hamilton for Pugsley, Dingman & Co. This prize is the result of a contest inaugurated some eighteen months ago by the company among its travelers, when such a trip was promised to the man whose sales during that period showed the largest percentage of increase. Since then there has been a merry little war among the traveling staff, with a good deal of friendly rivalry. The result was announced on Monday of this week. The prize is well deserved, for Mr. Moore is known among the trade as one of the hardest working travelers who call on them. He will leave in April, taking Mrs. Moore with him, and will spend four or five weeks in Great Britain.

MANITOBA MARKETS

Considering the usual after-holiday falling off in trade, conditions may be said to be very good at the present time.

SUGAR—The sugar market continues to be very quiet. After the recent decline prices are as follows:

Montreal and B.C. granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" in sacks	4 95
B.C. gunnies granulated, 5-18's to bale, per cwt	4 95
" " 5-2o's "	4 95
" hard pressed lump, 25's, per cwt	6 15
" " " half bbls., per cwt	6 50
" icing	5 80
bar sugar	6 60
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 10
Powdered sugar, in bbls	5 30
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES—There is still a fair demand for corn syrups, but prices in some lines show a decline. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 80
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 70
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

MAPLE PRODUCTS — Selling very slowly. Prices continue as below:

Sugar, 25 lb. boxes, ½s. and ½	3 00
Syrup, gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 55

FOREIGN DRIED FRUITS—Prices on the California list show a slight decline. We quote:

Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 90
" extra dessert, "	3 85
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" Connoisseur clusters, boxes (5½ lbs)	0 85
Trenor's Valencia raisins, f.o.s., per case, 28's	2 05
" " " 14's	1 00
" " selects " 28's	2 25
" " " 14's	1 15
" " layers " 28's	2 35
" " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0 07
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 08½
" " fancy seeded, 1-lb. packages, per package	0 09
Raisins, 3 crown muscatels, per lb	0 0 ¼
" ¼ " "	0 07½
Prunes 90-100 per lb	0 05½
" 80-90 "	0 06½
" 70-80 "	0 06½
" 60-70 "	0 07½
" 50-60 "	0 07½
" 40-50 "	0 08½
" 30-40 "	0 08½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 08½
Peaches, standard, per lb	0 08
" choice	0 08
Apricots, standard, per lb	0 0½
" choice, per lb	0 11½
Plums black pitted, per lb	0 11½
Nectarines, per b	0 09½
Dates, new, per lb	0 07

RICE AND TAPIOCA—There is only the ordinary staple demand at present, and the market is without any features of special interest. Japan rice is quoted at 4¼c per lb, Patna at 4¼c, Rangoon at 3¾c. Tapioca 5c per lb.

EVAPORATED APPLES—As noted last week, the local price has been advanced to 8½c per lb., owing to the advance in the Eastern market.

HONEY—Supplies are hard to obtain. Prices are quoted as follows:

Honey, 2½ lb. tins, in case 24	8 75
" 5 " " 12	8 50

SPANISH ONIONS—New stock is quoted at $1.15 per crate.

NUTS—Advanced prices on new stock. We quote:

Shelled Walnuts, in boxes, per lb	0 28
" " small lots, per lb	0 30
" Almonds, in boxes, per lb	0 28
" " small lots, per lb	0 30

ROLLED OATS—The local market is steady, prices showing a slight decline.

Rolled oats, 80 lb sacks, per 80 lbs	2 10
" 40 " " 80	2 15
" 20 " " 80	2 20
" 8 " " 80	2 50

CORNMEAL—We quote the following reduced prices:

Cornmeal, per sack	1 90
" per ½ sack	0 95
" per bale (10, 10's)	2 15

BEANS—The market is weak. Hand-picked are quoted at $2.10 to $2.15 per bushel and the three-pound picker at $2 per bushel.

POT AND PEARL BARLEY—Pot barley is quoted at $2.55 per sack, pearl barley at $3.75 per sack and $1.95 per half sack.

CANNED GOODS—

FRUITS.

	Group No. 1	Groups No. 2 & 3
	Group No. 1	Groups Nos. 2-3
Apples—3's standard, per case	$2.44	$2.34
" Gallons, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	4.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie, unpeeled, gallons	2.42½	2.40
" pie, peeled, gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe l.s. 2's		2.78
" Globe l.s. 3's		4.14
Plums—Damson l.s. 2's	2.28	2.18
" Lombard l.s. 2's	2.28	2.18
" Green Gage l.s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red, gallons	3.80	3.77½
" black 2's	4.18	4.08
" black, gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards, 2's	1.88	1.55
Early June, 2's	1.98	1.65
Sweet Wrinkle, 2's	2.18	1.85
Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes, 2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Corned beef " 2's per doz.	2 90
" " 1's "	1 75
Roast beef	
" 1's, per doz	1 07
" 2's, "	2 95
Potted meats, ½'s, per doz	0 65
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 25
" 1 lb. "	2 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

A REVOLT AGAINST THE TYPEWRITER.

The following letter from a recent issue of the New York Sun is rather interesting, as showing the viewpoint of some back country merchants. This was written by an old trader in the mountains of Kentucky to one of the woolen mills in New Jersey:

"Jentelmen—i want you to understand that I aint no dam fool when i bort that Bill from that Read-Headed eagent of yours.

"He told me that you sent him all the way from cyncynata to get that order. I thot that he wuz lying and I bort all my goods from the Jersey and he told me he sold the Jersey and would sell me just like he sold the Jersey.

"Now you writes me a printed letter and sez if i send u the munny u will send me the goods.

"i recon you will most enny durn fool ud do that. I would not mind a Bit sendin u the munny and risk gettin the goods, but when i recolekt how you and your eagent done me, i refuse to do it.

"If you would have treated me right and not of sent me that newspaper printed letter like i was a dam fool and could not read riten, I would have tuck the goods and pade the cash. Now i dont want no more of yor printed letters.

"I wont stand sich from no house. i am fifty-six years ole the last of next comin january and the furst man has got to put my back on the ground yit.

"i may not have as much larnin in gramma as you got, but i can wip you or enny uther dam yanky that wants to try writen me a printed letter.

Yours truly."

FRENCH TREATY WILL PASS.

With some modifications it is expected that the Franco-Canadian treaty will be ratified by the French Senate. This information has been received in a despatch from Paris this week and the prospects for the sanctioning of the proposed treaty seem to be very bright. Hon. W. S. Fielding is still in Paris conferring with members of the French Government respecting the treaty. The matter has been before the French Senate for months and has aroused considerable interest in Canada among business men.

Gerald Larkin, of the Salada Tea Co., Toronto, returned this week from a ten days' business trip to New York.

WESTERN SUGAR KING DEAD

The Late Claus Spreckels, Worth 50 Millions, Began as a Grocer—Wanted to Be Something and Somebody.

Death on December 26 claimed one of the most prominent figures in the sugar trade in the Western United States in the person of Claus Spreckels, a Pacific Coast millionaire, and sugar king, at the ripe old age of 81 years.

Running away from his home in Lamstadt, Germany, at the age of 18 years to avoid being drafted into the German army, he came to America and began lift at Charleston, S.C., in 1848, with but $3 in his pocket. His career, therefore, from clerk in a grocery store to a sugar millionaire is one to be looked upon with pride by any grocer and deserves the attention of all.

Claus Spreckels wanted "to be something and somebody." He had moped along in wooden shoes behind his father's plough almost since he had been able to walk, and like the seed he sowed he had begun to feel like spreading out. This was why he left the family fireside to seek his fortunes in a world new to him. For a couple of weeks he was unable to find work in Charleston, and by the time he did a large portion of his $3 was gone. His first job netted him merely his board, but without much further delay he began "to do something." He proved his worth to his employer and during the second month he received a salary of $4 per week. The third month he was picked up by another grocer at $8 per week.

His time was given solely to the assistance of his employer. He wrestled with boxes and used the scoop and managed the scales so carefully that when his employer, 18 months later, was giving up the business, Spreckels bought him out on credit, and 12 months later had paid the debt.

His store in South Carolina was, of course, made a success, and shortly after he bought a store in New York. He had held the latter property for a comparatively brief time, when he had laid aside enough money to take himself and wife on a visit to the old folks in the Fatherland.

Later, when business conditions looked rosy in California, seven years after the discovery of gold, he took the $4,000 which he had saved, crossed the continent and invested it in a brewery. Money was made in this venture also, so selling his store in New York he settled permanently in the West.

The Secrets of His Success.

To make such progress as has been recorded, a man must have ways and means peculiar to a few. A business associate of Claus Spreckels for many years says one of the secrets of his success was that he seldom had all his eggs in one basket; that he always tried to keep some cash on hand, and that he never went into anything until he was thoroughly ready for it—knew his ground and built his forts.

After making money out of the brewery business he looked around for something new and hit upon the making of sugar. California was on the line of imports from the Hawaiian Islands, and Spreckels saw that it had a position of advantage for the handling of cane. But, nevertheless, he retained his interest in the money-making brewery until he made certain of the success of the manufacture of sugar. The experiment proved profitable and he let go the beer and rye and went at the cane with the indomitable courage of the Teuton.

Knowing that mastery of the details of an undertaking is the first requisite to success, Mr. Spreckels went to New York and secured employment in a sugar refinery there. When he had learned all about the business he wished to know he retraced his steps to California and organized the Bay Sugar Refinery Company—the actual beginning of the vast fortune he eventually accrued. The company prospered, but his associates were not big enough for its chief promoter, and after a quarrel over the management he left.

Leaving California with his family he returned to Europe to make an exhaustive study of sugar and became an ordinary employe at Magdeburg. By 1867 he was again in the refinery business in California, operating in connection with his brother, the California sugar refinery. Commencing with a wooden structure, adopted to the extent of current operations, in three years the building was enlarged four times. At the end of four years he had an establishment with a capacity of 800 tons of sugar per day.

Foresight and Judgment.

By applying all his energies and his superior judgment to every phase of the sugar business and by operating in the latest scientific manufacturing principles, he was able to reach out into the general field of competition and bring that within his control. During his career as a sugar manufacturer he went to the Hawaiian Islands, and by a master stroke became the virtual owner of the sugar cane growing of the Pacific Ocean.

Mr Spreckels recently returned from New York to his Western home. On his arrival he was suffering from the effects of a cold contracted while in the East, and which ultimately developed into pneumonia. His estate is estimated at from $40.000,000 to $50,000,000, the income alone from the estate having been stated to exceed $250,000 a year.

Arthur H. Clements, sales agent Allredie Pure Food Co., spent the latter part of the week in Ottawa.

HONORS FOR C. A. CHOUILLOU.

Montreal Business Man Created Chevalier of Legion of Honor.

Word has been received by the French Consul in Montreal that the French Government has created C. A. Chouillou a Chevalier of the Legion of Honor.

It is not often that The Grocer has an opportunity of congratulating any of its friends on receiving such an eminent distinction as this. At the same time it might be mentioned that the French Government should be congratulated upon the good judgment which it has shown in the selection of a gentleman who is so worthy of this distinguished honor.

During his twenty-two years' residence in Canada, Mr. Chouillou has been conspicuous for the services which he has rendered his adopted country and France.

Mr. Chouillou came to America in 1887, on a special mission from his Government and subsequently settled in this country. He was one of the founders of

C. A. CHOUILLOU.

Of Montreal, Recently Created Chevalier of the Legion of Honor by the French Government.

the Chambre de Commerce Francaise, of which he was one of the first presidents, and which office he holds to-day. In 1907 he was the chief organizer and president of the Congress of French Chambers of Commerce in various parts of the world, which met in Bordeaux, France. In addition to these positions of honor and trust he is vice-president of the Alliance Francaise, a member of the Board of Trade and a commander of the Order of Nichan Tftikhan.

Mr. Chouillou has long been noted for his efforts to promote commercial relations between France and Canada. During his residence in Canada he has conducted a large exporting and importing business, and is ranked among the prominent business men of Montreal. The new Chevalier may be truly regarded as one of the factors which have made possible that splendid condition known as the Franco-British "entente-cordiale."

To the Grocery Trade of Canada

Gentlemen,—

"GET A MOVE ON"

Add

Mason's Number One Sauce

to your stock. Its use "makes eating a pleasure and life worth living."

A 3-dozen case of ½ pints Mason's Number One Sauce will cost you $4.95 and sells at $7.20. That'll do, won't it?

ALL JOBBERS

THE MASON, MILLER COMPANY
Toronto, Canada

Agents Wanted Throughout the Dominion

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON
CARGILL, ONTARIO.

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS
128 Adelaide Street E., Toronto

We Want Butter!

Dairy Tubs, Creamery Solids

We will buy f.o.b. your station, in large or small quantities.

Write or phone us with best quotations.

Rutherford, Marshall & Co.
Wholesale Produce Merchants.
TORONTO

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.
39 Bonsecours Market, - Montre

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.

USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

will hardly come in for probably six weeks yet.

Strictly new laid, per doz		0 45
Select cold storage	0 28	0 30
Cold storage	0 25	0 26
Limed	0 24	0 25

BUTTER—For a change supplies exceed demand just now. This does not mean, however, that trading is at all slow. True, it could be better, but there is a satisfactory feeling abroad at the amount of business being done. Prices remain at the old figures, not a change being noted in any line.

	Cr.	Lb.
Creamery prints	0 29	0 30
Creamery solids	0 28	0 29
Farmers' separator butter	0 26	0 27
Dairy prints, choice	0 24	0 25
" " ordinary	0 22	0 23
" tubs, choice	0 24	0 23
Large rolls	0 22	0 23
Baking butter	0 18	0 20

CHEESE—The cheese market remains as at last week's report—dull and unchanged.

Cheese, large, prime		0 13½
" twins	0 13½	0 14

HONEY—This article receives very little attention except early in the season, and there is no change noted in prices.

60-lb. tins	0 11	0 11½
Smaller sizes, tins and bottles	0 10½	0 12
Combs, doz	1 50	2 50

POULTRY—A still easier feeling exists and in some lines a decline in prices is quoted, noticeably in chickens, ducks, turkeys and geese. Some live turkeys and geese are again being offered. Trading is slow this week.

Spring chickens, per lb, live	0 10	0 11
Spring chicken, dressed	0 12	0 13
Hens, per lb., live	0 08	0 09
Hens, per lb., dressed	0 10	0 11
Young ducks, per lb., live	0 11	0 12
Ducks per lb., dressed	0 12	0 13
Turkeys, per lb., dressed	0 18	0 20
Turkeys, per lb., live	0 16	0 17
Geese, per lb., dressed	0 11	0 13
Geese, per lb., live	0 09	0 10

WINNIPEG.

BUTTER—Dairy butter continues to be in fairly good supply. Country shipments are still liberal and very little dairy butter is being brought in from the East. For No. 1 dairy the local produce houses are paying 22c per lb. f.o.b. Winnipeg; for No. 2, 17c to 18c per lb., and for No. 3, 15c to 16c per lb., and for good round lots, 20c.

CHEESE—Manitoba cheese is very scarce. Ontario is selling at 14½c to 14¾c per lb.

EGGS—The demand at country points is taking up practically all the supplies received at country stores just now, and very few are coming into Winnipeg. Some Ontario eggs are coming in, but the supply is very small. Local produce dealers are paying 30c per dozen and up for fair stock.

POULTRY—Buying prices f.o.b. Winnipeg are as follows:

Chicken, per lb	0 11
Fowl, per lb	0 08
Turkeys, per lb	0 16
Ducks	0 11
Geese	0 11

WILL HOLD "SNACK" IN ERIN.

Executive of Club Decides and Makes Arrangements at Annual Meeting.

The memories of the jolly times enjoyed at the Drummers' Snacks in the little town of Alton, Ont., for a number of summers, was brought back on Wednesday, December 30, at a dinner and meeting of the Snack Club Executive at the Queen's, Toronto.

Since the fires at Alton, by which the Algie Mills were burned in the early fall and when several stores were destroyed a few weeks later, it has been a foregone conclusion that the "Snack" could no longer be held in Alton. The meeting was exceedingly important, therefore, as deciding on a new location, and it was gratifying to note that the largest attendance on record was on hand. After full justice had been done to the dinner the committee immediately got down to business, with President Bob Asher in the chair. John Gibson, president of the Canadian Travelers' Association, conveyed the friendly greetings of that association in a neat speech.

The financial report of the "Snack" showed an encouraging balance of $106.

In reviewing the summer's outing, a resolution was brought in by "Billy" Colville, seconded by R. Algie, in appreciation of the large part taken by the Hamilton contingent in last year's "Snack."

Then the matter of the place of holding next year's "Snack" came up. J. H. Wildfong presented a largely-signed petition from the citizens of Erin, asking for the celebration in that town next summer. Erin offers numerous advantages, as, for instance, a park which would be particularly suitable for the outing, and its citizens are quite enthusiastic over the prospect of having the jolly travelers in their town for a day or two.

After a good deal of discussion it was moved by J. H. Wildfong and R. Algie, that the "Snack" of 1909 be held at Erin on the last Friday and Saturday of July. An amendment by Dr. Algie and Sol. Walters, suggested that the outing be held in Hamilton. The amendment was lost, and Erin will consequently have all the honors next summer.

With the place settled the following committees were appointed to look after the arrangements for next year:

Sports—John Charles, Tom Gloucester, G. Campbell, R. E. Smith, W. Meen, Dr. Algie, Wm. Dore, C. C. Smye, J. H. Wildfong.

Printing—President "Bob" Asher, Dr. Algie, Robt. Algie, W. Hull.

Buttons—Wm. Colville, R. Keyes, S. Walters.

Music — Toronto Branch — E. R. Bowles, J. Charles, J. H. Wildfong, S. Walters.

Hamilton Branch—Bay Hill, Geo. Smye, R. E. Smith, Col. Stoneman, H. Eckstein, M. Tufford.

Distributing Committee—Robt. Keyes, J. M. Hooper, Col. Stoneman.

Transportation—Wm. Colville, M. Malone, J. D. Leitch.

Prize Committee—Toronto—J. H. Wildfong, Neil Oakley; J. Charles, Sol. Walters, C. Silver, W. Colville, G. Campbell, W. Meen. Hamilton—M. Malone, Bay Hill, Col. Stoneman, H. Eckstein.

Gillett's Lye Eats Dirt!

It cleanses whether the dirt is visible or invisible.

Gillett's Perfumed Lye

has been the Standard for over 50 years, and millions of people use it every day. Why experiment with substitutes?

Handle the brand with the established demand! Useful for 500 purposes.

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

CLARK'S CANNED MEATS

The advertising campaign now running in the daily press is designed to help you and other dealers, not only by stimulating the demand in your district for CLARK'S goods—but by creating an increased consumption for this line.

From experience of previous campaigns the response of the public will be immediate and sustained, because they know the quality of CLARK'S MEATS.

See that you are ready to meet the demand in the following lines:—

CLARK'S PORK AND BEANS
" POTTED MEATS
" CORNED BEEF
" OX TONGUE

WM. CLARK

Manufacturer
MONTREAL

YOU NEED NOT LOSE TRADE IN

BOVRIL

for full stocks of

Bovril
Bovril Cordial
Johnston's Fluid Beef (Vimbos)
Johnston's Fluid Beef Cordial

are held at

R. S. McIndoe, 54 Wellington St. East, Toronto
W. L. MacKenzie & Co., 306 Ross Ave., Winnipeg
A. C. Urquhart & Co., 524 Noonby St., Vancouver
A. B. Mitchell, Mitchell's Wharf, Halifax

BOVRIL Ltd.

27 St. Peter St. **MONTREAL**

The Pure Food Question

is of as much importance to you as it is to your customers. Your reputation and success depend upon the kind of goods you sell. A good stock of

HEINZ
57 VARIETIES
Pure Food Products

(The kind that contain no preservatives)

is always found in stores where quality is considered, because they are the best of their kind—pure, clean-made and good. You run no risk in handling Heinz goods. They comply with all food laws and are guaranteed to please the most particular people.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

BUTTER

We can supply you with Choice, Fresh-made, Creamery Butter in one-pound blocks.

Write us for prices.

If you have Dairy Butter to sell (prints or rolls) **we will buy it**

Write Us for Prices

F. W. Fearman Co.
LIMITED
HAMILTON

We advertise widely the Richness, Purity and Uniform Quality of the Truro Milk

TRURO QUALITY BRANDS

This secures customers. The goods hold them.

Reindeer Milk

Jersey Cream

The brands proved the best by Government Analysis.

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Butter
Eggs
Cheese
Poultry
(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO.
LIMITED

70-72 Front Street East
Toronto - Ont.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, January 7, 1909.

Both the British cheese importer and the Canadian exporter seem to be playing a waiting game, each intently watching the other. Several attempts have been made to come to an agreement but so far this seems to have been out of the question. The English buyers are holding up the expected large arrivals of New Zealand stock to the Canadian exporter, with a view of bringing him to their terms, but so far those on this side have failed to appreciate the danger of the situation. The present light stocks, as compared with previous years, point to the fact that there will be a good trade at home, in case the export demand fails them. So think the Canadian shippers anyway. Locally prices rule steady at 12¼c to 12½c for Westerns and 11¾c to 12c for Easterns. Receipts since May 1 up to the present have been 1,998,723 boxes, against 2,406,852 boxes for the corresponding period of last year.

Locally the butter trade is in good shape, and supplies are arriving freely. At the present moment there is an admirable relationship between supply and demand, which is keeping the market in an easy steady condition. Large roll stock is in especially good demand, and stock is arriving in sufficiently large quantities to supply the demand. There is a firm feeling in the price of the extra fine September and early October makes, which are being strongly held. Locally quotations rule steady at 25½c to 26c and 26½c to 27c is being asked for September makes.

THE PROVISION SITUATION.

Toronto, January 7, 1909.

There seems considerable prospect that the quietness which has existed among Canadian packers during the past month or two will not last much longer. During this time the Danish and Irish shippers have been keeping the British market, which in the dull condition of business has not been at all active, quite well supplied. There has been little demand for Canadian bacon and consequently comparatively little going over. During the past week or so, however, the overseas market has come to assume a more receptive basis and it seems likely that for a while at least there will be considerably heavier stocks shipped over by Canadian packers. A slight stimulus to this business is expected, however, at this time of the year.

This feeling is reflected somewhat in the prices packers are paying for hogs this week. The run has fallen off rather materially the last few weeks and with better local demand packers' stocks were passing off fairly well. With the prospect of larger export shipments the need for more hogs is felt and the price has gone up till this week $6.10 to $6.15 is being offered. This is expected to bring out a fairly good run.

PROVISION MARKETS

MONTREAL.

PROVISIONS—Hogs have advanced, owing to the limited supplies arriving and the active competition among buyers for what stock there is. So far prices of hog products have not been affected. Some houses have been selling very heavy clear pork at cut prices, which has resulted in slightly lower quotations being made by most firms.

Compound Lard—	
Tierces, 375 lbs.	0 08½
Parchment lined boxes, 50 lbs	0 08¾
Tubs, 50 lbs.	0 08¾
Wood pails, 20 lbs. net	0 09¼
Tin pails, in cases	0 09¼ 0 09¾
Heavy Canada short cut mess pork, in bbls.	22 50 23 0
Selected heavy Canada short cut clear boneless pork	22 50 23 00
Heavy Canada short cut clear pork	22 00 22 50
Very heavy clear pork	24 00 25 50
Plate beef, 100-lb. bbls	7 75
" 200 "	15 00
" 300 "	22 00
Pure Lard—	
Tierces, 375 lbs.	0 12¼
Boxes, 50 lbs., grained	0 12¾
Tubs, 50 lbs., "	0 12¾
Pails, wood, 20 lbs., parchment lined	0 12¾
Tin pails, 20 lbs., gross	0 12¾
Cases tins, 10 lbs. each	0 12¾
" " 5 "	0 12¾
" " 3 "	0 13

BUTTER—Supplies of fresh made butter are fairly free. Large roll stock is in good demand and is arriving in ample quantity. The market is steady. September stock creamery is in good demand and the price remains very firm.

Fall creamery, solids	0 27½ 0 28
Fresh Creamery, solids, lb	0 26 0 26½
" " prints, lb	0 26½ 0 27
Dairy, tubs, lb	0 19 0 21
Fresh large roll	0 21 0 22½

CHEESE—Locally a normal trade is passing, and prices remain as last quoted. Negotiations between Canadian and British dealers are hanging fire, and until some favorable basis can be arrived at no business to speak of will be done in an export way.

Westerns	0 12¾ 0 12½
Easterns	0 12½ 0 12¾
Undergrades	0 11¾ 0 12

EGGS—Strength has been imparted to this market by the fact that advices from various points in Ontario, Quebec and the West indicate the quantity in storage to be very much below last year at this time, and owing to the fact that it will be the end of January before the new laid stock begins to arrive. In this time there will be a good chance for local stocks to be completely depleted. In view of this, together with the increasing demand, local dealers have increased their prices from one to two cents a dozen all around. Some claim that the market will ease up sooner than is expected as they think there is a possibility of the new stock arriving before the time anticipated. This, of course, depends, in a large measure on the state of the weather from now on.

New laids	0 35 0 40
Selected cold storage	0 27 0 28
No. 1 Candled	0 24 0 25
No. 2 Eggs	0 20 0 21

HONEY—Quietness is general in this line, with quotations unchanged.

White clover comb honey	0 13 0 14
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 11

POULTRY—Although demand has fallen off considerably since the holidays, the supplies arriving have been small, so the price has firmed up some. The trade is in good condition at present, as supplies are easily taken care of. Hens are up ½c, while turkeys are worth 3c lb. more than a week ago.

Spring chickens, per lb	0 13 0 14
Hens per lb	0 10 0 11½
Young ducks, per lb	0 11½ 0 12
Turkeys, per lb	0 18 0 19
Geese, dressed	0 09½ 0 10½

TORONTO.

PROVISIONS—A slightly easier feeling exists in almost every provision line and a slight decline is noted in the price of bacon and hams. Lard, too, is a shade easier. Supplies are fairly free, though packers would like to see more hogs available, as they consider present prices a little high for packing just now. Nevertheless, the hogs are being put down. Demand is not so good even as last week. In fact a quietness pervades the whole market, although there is no dissatisfaction expressed as to the amount of trading being done. Dealers are not yet through talking of how much money they might have made had poultry supplies been more plentiful at the Christmas season.

Long clear bacon, per lb	0 10½ 0 10¾
Smoked breakfast bacon, per lb	0 14½
Roll bacon, per lb	0 10½ 0 11
Light hams, per lb	0 13½ 0 14
Medium hams, per lb	0 13½
Large hams, per lb	0 12½
Shoulder hams, per lb	0 10 0 12
Backs, plain, per lb	0 16
" pea meal	0 16½
Heavy mess pork, per bbl	20 00
Short cut, per bbl	22 50
Lard, tierces, per lb	0 11½ 0 12
" tubs "	0 12½
" pails "	0 12¾
" compounds, per lb	0 08½
Dressed hogs	8 25 8 75

EGGS — Decidedly the best line handled by provision men just now is eggs. The West has taken and is taking large quantities. Within the past ten days two cars have gone forward to Winnipeg and another to Calgary. Port Arthur took a car and before the end of the month one or two more cars will go to Winnipeg for distribution from that centre. St. John, N.B., recently took a car of Toronto eggs. All this has had a tendency to keep prices here firm, especially as local demand keeps pretty active. Strictly new laids have gone up to 45 cents and even limed eggs have advanced a cent. Select storage are the sellers just now and are better stock than new arrivals. The conditions prevailing last year are apt to be repeated before long, and it may be that some United States eggs will come in bidding for a share of trade. These eggs are hardly as good as our own, being more watery and having less strength, but the price is a little more attractive. However, these eggs

THE GROCER'S ENCYCLOPEDIA

The Banana, How it Grows and Where it Comes From — One Hundred and Seventy-six Varieties—A Productive Plant.

THE BANANA.—No more popular fruit is sold by the grocer than the banana. The tree on which it grows is a gigantic herbaceous plant originally a native of the tropical parts of the East, but now cultivated in all tropical and sub-tropical climates. It forms a spurious kind of stem, rising 15 or 20 feet by the sheathing bases of the leaves, the blades of which sometimes measure as much as 10 feet in length and 2 feet across. The stem bears several clusters of fruit, which sometimes resemble cucumbers in size and form. It dies down after the fruit matures. The weight of the produce of a single cluster is sometimes as much as 80 lbs., and it has been calculated that the productiveness of the banana as compared with wheat is as 133 to 1, and as against potatoes 44 to 1.

The varieties of bananas cultivated in the tropics are as numerous as the varieties of apples in temperate regions, and the best authorities now agree that no specific difference exists between it and the plantain, which is a very prolific plant. There are 176 known varieties. The fruit is extensively used as food, and in many of the Pacific islands it is the staple food on which the natives depend for their existence.

In its immature condition the banana contains much starch, which on ripening changes to sugar, and as a ripe fruit it has a sweet but somewhat flavorless taste. From the unripe fruit, dried in the sun, a useful and nutritious flour is prepared.

The banana fruit is nearly always seedless. The species is propagated by a strong underground stem from which sprouts or suckers arise. A year or two after the plant becomes established it begins to flower, the fruit maturing in from 90 to 120 days afterwards. It then dies and two or three suckers are allowed to take its place, the others being destroyed or transplanted. The young shoots are planted in rows about eight feet apart, and the plants in adjoining rows alternate at a distance apart of about nine or ten feet. This method affords shade to the ground, while it does not keep the sun from the plants.

The first bananas brought into America are said to have come from Cuba in 1804, and the first full cargo, consisting of 1,500 bunches, arrived in 1830. The fruit is accumulated at point of shipment until the appointed steamer arrives, when she is rapidly filled with it. Refrigeration has been added in order that the fruit can be cut full grown, and brought to northern markets in perfect condition.

Bananas Growing on an East Indian Plantation.

Central America is the prominent source of supply of bananas. There the plant reaches its greatest perfection in the alluvial soil of the river bottoms along the coast lines. The islands of Cuba and Jamaica in the West Indies group also produce considerable quantities. While, as mentioned above, there are a great many varieties, some of them are much more suitable for cooking than others, such as the Guinea, which, when ripe, is of a pink color on the inside.

The Red banana is a native of the Island of Jamaica, and is not marketed to any great extent in Canada, the chief demand coming from the British Isles. It is more expensive than the yellow varieties.

AN ELEPHANT FOR T. H. ESTABROOKS.

Presented by Ontario Branch Red Rose Tea Staff—Not White, but Porcelain.

Nothing in the world of business is more pleasant to tell about than a genuine expression of regard from the workers in an office and selling force to the man who provides the work. T. H. Estabrooks, of St. John, N.B., proprietor of Red Rose Tea, received for Christmas from the travelers and office staff of the Ontario branch at Toronto, a piece of Amphora ware which he will prize both for its artistic value and as an expression of good-will and regard on the part of an enthusiastic body of workers. The ornament was an elephant in porcelain, with its coolie mounted on its head. The elephant is in natural color and stands about eighteen inches high on a long, low pedestal of porcelain.

The following letter to Mr. Estabrooks accompanied the present and was signed by Geo. H. Campbell, manager of the Toronto branch on behalf of the staff: "The travelers and office staff of the Toronto branch desired at this season to convey to you in some tangible form their appreciation of the kindliness, frankness and cordiality that have characterized your relations with them, making of every employe a friend. The accompanying beast of burden seemed equal to the occasion, and being emblematic of Britain's Eastern Empire, whence comes the tea that 'is good tea,' we thought it would make a fitting decoration for the office of 'the Chief.'"

Mr. Estabrooks spent a week in Toronto before the holidays and before leaving, entertained Red Rose Tea travelers and office staff at a luncheon in the National Club. It was a very pleasant affair, thoroughly enjoyed by everyone present. Besides Mr. Estabrooks and Mr. Campbell, there were present B. E. Miller, E. E. Boyd, A. H. Patience, J. H. Boyd, H. A. Howey, Frank Leech, G. S. Hull, Geo. E. Taylor, C. N. Smith, R. Prat, R. W. Vout, N. W. Williams, Chas. T. Miller and W. S. B. Armstrong.

SHERBROOKE GROCERS ASSIGN.

T. A. Bourque & Co., Reg., Sherbrooke, wholesale grocers, made an assignment on Saturday last. The business has been conducted by Poulin & Robitaille for the past few years, these young men having built up quite a trade with the grocers in Quebec Province, particularly in the Eastern Townships. No authoritative figures are out yet, but it is estimated that their liabilities are $25,000 or $30,000, at least, while their assets are not supposed to approximate more than $10,000 to $12,000. The Banque Nationale has claims aggregating $15,000, according to reports, which say also that Mrs. T. A. Bourque has a claim for $9,500, and the Canadian Canners for $3,700 odd.

Charterand & Turgeon have been appointed curators of the grocery store of Donat Bessette, Montreal.

IF some of you Manufacturers and Wholesale Grocers

could see the many letters we get every week from our subscribers

You would get acquainted with the fact that they watch for your ads. every week, that they keep in touch with live people in this way.

You would learn some facts you haven't studied, that you can *make more money* by considering and planning for the co-operation of the Retail Grocers *first*, and not last.

You would realize that it pays you to talk to them with good business tact, with prices, about quality of goods, new lines, etc. And you would have more customers—

Do You Want More Customers in 1909?

Tell the grocers of Canada about yourself, your house, your goods, your methods, etc., in a series of ads. in

The Canadian Grocer

Toronto Montreal Winnipeg New York Chicago London

Cowan's

Cocoa and Chocolate

bring genuine satisfaction to the trade, as well as excellent profits, because customers are always delighted with their purity and their superb flavor. If you are after repeat orders, sell "Cowan's" line.

The Cowan Co., Ltd.
Toronto, Canada

A Leading British line well-known and largely advertised

DR TIBBLES' Vi-Cocoa

THE WORLD RENOWNED FOOD BEVERAGE

The Public Say:
"THERE IS MERIT IN IT."

The Trade Say:
"THERE IS MONEY IN IT."

Write for Sub-Agency to:—

AGENT FOR MONTREAL:
J. WALTER SNOWDON
413 St. Paul Street
Montreal

ONTARIO AGENTS:
GREEN & CO.
25 Front St. E., Toronto

W. H. ESCOTT, 141 Bannatyne Avenue East, WINNIPEG

SAMPLE CASES NOW READY FOR DELIVERY

PURE SOLUBLE COCOA

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., ½-lb. and ¼-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.
H. & A. B. LAMBE, Hamilton.
C. A. PARKER, 10, Albert Street, Ottawa.
CHAS. DUNCAN, P.O. Box 22, Winnipeg.
MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.
A. E. CURREN, 54, Bedford Row, Halifax.

GEORGE PAYNE & CO., Ltd.,

Wholesale Tea, Cocoa and Coffee Merchants,

LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

THE FLOUR AND CEREAL MARKETS

Conditions a Little Brighter After Holiday season—Talk of Cutting in Rolled Oats in Quebec.

The quietness prevalent in all lines of flour and cereals during the holiday season is to some extent dispelled this week, though not a great deal of activity is evident in any department.

Retailers are buying flour a little more freely, and the inquiry from Great Britain has been quite brisk, particularly for low-grade flour. The outlook for this trade is very favorable for the early part of the year.

The continued mild weather is having rather a quieting effect on the cereal markets, and dealers in these lines would welcome an extended cold snap. With this condition and strong competition, there is considerable talk of price-cutting among manufacturers, particularly in Quebec. As yet, however, none of this has been very evident.

MONTREAL.

FLOUR—A few inquiries are arriving from England regarding the market, but not yet have buyers come up to the price asked by Canadian shippers. The country districts will likely waken up now and do some buying as stocks have reached the low water mark.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 00
Glenora		5 50
Manitoba spring wheat patents		6 00
" strong bakers		5 50
Five Roses		6 00
Harvest Queen		5 50

ROLLED OATS—There have been, in the last few days, ominous rumors of cuts and counter cuts, but prices have not yet shown any change. One jobber stated that the coming week would witness some bad slashing of prices, which would liven matters somewhat. Locally, trade has been passably good and no complaints of dulness are being made.

Fine oatmeal, bags		2 72½
Standard oatmeal, bags		2 60
Granulated " "		2 60
Golddust cornmeal, 98-lb bags		2 10
White cornmeal	2 00	2 05
Rolled oats bags		2 35
" bbls		5 05

FEED—Shorts and middlings are much more active this week, and prices are firm. Some millers anticipate an advance shortly in these lines. Ontario bran continues in good demand, and the price has been fully maintained. Other lines of feed are strong and supplies arriving are soon placed.

Ontario bran	21 50	22 00
Ontario shorts		25 00
Manitoba shorts		24 00
" bran		21 00
Moullie, milled	25 00	27 00
" straight grained	30 00	32 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—While retailers are buying a little more freely this week the holiday quietness is still a good deal in evidence. The market remains about as at last reports, though there is a good outlook for business opening early in the year. There has been more inquiry for export during the week, particularly from London and Bristol, and some sales are reported of low grade flour.

Manitoba Wheat.		
1st Patent	5 70	5 80
2nd Patent		5 40
Strong bakers		5 20
Winter Wheat.		
Straight roller	4 20	4 30
Patents		4 8.
Blended		5 00

CEREALS—With the continued mild weather, which has existed until this week, demand has not been very active locally. While retailers' stocks are low the demand on the part of the customers does not seem to be at all strong, and there is not much incentive to buying. An extended cold snap would mend matters considerable. Prices are quoted below:

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 50
Oatmeal, standard and granulated, in bags 98 lbs	2 75

DINNER TO TRAVELING STAFF.

Kind Words and Jollity at Annual Luncheon of John Sloan Co., Toronto.

Good-fellowship and optimism were very prevalent at the fourth annual luncheon to the traveling staff of the John Sloan Co., wholesale grocers, Toronto, which was held at the King Edward Hotel on New Year's Eve, Thursday, December 31. C. S. Parsons was in the chair, and contributed a good deal to the brightness of the occasion. Major John Sloan was characteristically reminiscent in his address, telling of his beginnings in Toronto and of the growth of the business to its present position. In closing he prophesied a good year of business and exhorted the travelers to serious work. Frank Sloan reviewed the work of the year, and gave some interesting pointers for the travelers. Practically all the travelers spoke as well, giving expression to the kindness of the firm and good wishes for its future progress. Those present, beside the speakers mentioned, were: John Hayden, J. B. Mayled, F. M. Tait, J. H. Burton, Geo. Sanderson, Harry Brett, P. H. Brown, J. W. Stokes, T. J. Madden, Geo. Crux, W. J. MacDonell, Fred. Bone, H. M. Cowan, J. R. Smith, B. Elliott.

J. F. Howitt, who covers Toronto for P. McIntosh & Son, has been laid up for a week or so with an attack of grippe.

S. J. Musgrave, who represents P. McIntosh & Son, Toronto, in the Ottawa Valley, has been in Toronto for a week or so, confined to his room through illness. He is expected to be able to be out again next week.

EDUCATE
YOUR CUSTOMERS

up to an appreciation of the best goods—it pays. No need to let a customer go on buying ordinary soda biscuits—get her started on

Mooney's Perfection Cream Sodas

When you get a customer started on Mooney's Perfection Cream Sodas you can figure on her permanent trade. Mooney's have a delicious and lasting crispness about them quite foreign to other brands.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

Goose Wheat
or
Ontario White Wheat

We want either or both. Send sample and prices to

Cummings Mills
Cummings Bridge, Ottawa

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

You will see a greater demand for Chocolate and Cocoa this year than the past.
It's going to be a good year. All we all have to do is to "think, feel and act it" as a good year—You all now know that

MOTT'S

"Diamond" and "Elite" Brands of

Chocolate

are household words now—Keep your faith pinned to these brands and you'll not have to complain of not being able to sell good goods.

John P. Mott & Co.,
HALIFAX, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered Gelatine

NELSON'S
Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice Lozenges

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT
Manufacturer

Sales Agent: L. FONTANEL, 187 Commissioners St., Montreal

OPEN TO BUY
From 5 to 10 Cars Choice Cooking Peas
Clean and White
Quebec's leading Flour and Grain House.
C. A. PARADIS, Dalhousie St., Quebec

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

EPPS'S

GRATEFUL AND COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

NUTRITIOUS AND ECONOMICAL

COCOA

A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00
EASY TERMS.
Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

When writing advertisers kindly mention having seen the advertisement in this paper.

COX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE.

PURITY GUARANTEED BY THE MAKERS

Canadian Agents:
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J. & G. COX Ltd
Gorgie Mills
EDINBURGH

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

APPOINTMENT OF HOTEL COMMISSIONER.

Comfort of Travelers in Ontario Will Be Looked After by W. K. Snider.

The fact that the Provincial Government has appointed a special commissioner to investigate the question of equipment of Ontario hotels will be received with satisfaction by the commercial travelers. The appointment has been given to W. K. Snider, Provincial organizer for the Conservative party for the past three years, and his duties begin immediately. At the banquet of the Canadian Commercial Travelers' Association, held a couple of weeks ago, Hon. W. J. Hanna promised that such an appointment was coming.

Mr. Snider's duties will be to deal with the whole question of the conditions and equipment of the licensed hotels in the Province of Ontario with a view to making them more suitable and safe to the traveling public. The new official will take charge of all improvements which the commercial travelers have been urging upon the department. Probably the most important of these is a proper system of fire escapes, as recent fires at Coldwater and Niagara Falls, when lives were endangered through lack of proper equipment, would indicate. Travelers are too often subject to danger in this respect, particularly in hotels in the smaller places. They are always on the road and a hotel fire is almost sure to effect one or more of them.

Besides the question of fire escapes, there are the sanitary arrangements, bedding, proper accommodation for transients, etc., to be attended to. All these will come under the supervision of Mr. Snider.

The License Department anticipate that the commissioner's work will probably cover between one and two years, during which time it is anticipated that he will have established such standards for hotels as can be permanently continued.

This new departure of the Government is along the lines advocated by The Grocer, after the disastrous Tillsonburg hotel fire, and which have subsequently been advocated on several occasions. Protection of the lives of travelers is an important thing and the new legislation will be gratefully received by the travelers.

B.C. FRUIT WINS PRIZES IN WASHINGTON.

At the apple show, held during December at Spokane, Washington, a large quantity of British Columbia fruit was exhibited and carried off more prizes for the amount shown than any other district represented. In the throng of upwards of 100,000 persons present there was a large number of representative apple buyers, not only from the East, but from London, Chicago and New York, and they were all unstinting in their praises of British Columbia fruit. They also admitted that the great export trade of apples from the American continent to British and European markets would in the future draw very largely from the highly colored and richly flavored fruit of the Western coast.

Maxwell Smith, Nelson, B.C., was one of the seven judges of fruit, the British Columbia display being under the supervision of F. R. E. De Hart.

POT and PEARL

FOR CLOSE QUOTATIONS WRITE

JOHN MacKAY Caledonia Mills **BOWMANVILLE, ONT.**

BARLEY and FEED

You'll be familiar with this tin and brand if you intend to increase your biscuit trade during 1909—

These biscuits have no superior—They are packed in such a way as to be as fresh on arrival in your store as they are in Carlisle, Eng.

Place a trial order with your jobber or write us.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn, Hamblin & Brereton, The Standard Brokerage Co., Ltd., — Montreal and Toronto, Winnipeg, Vancouver, B.C., — Eastern Provinces Lakes to the Rockies British Columbia

Ask Your Grocer for Korn Kinks

That's the advice we're spreading far and wide in the most attractive, convincing advertising campaign ever planned. Are you ready with an **affirmative** answer to every demand for **KORN KINKS?** Every such answer puts a good profit in your till without any trouble at all. We bring the customer to your door the first time and the merit of **KORN KINKS** brings him back again and again.

The H-O Mills, Hamilton, Ont.

CALIFORNIA CELERY

Have cars arriving everyf ew days. Stock is now getting good. Have also Florida Head Lettuce, Hot House Cucumbers, Spinach, Sweet Potatoes, etc.

California Navel Oranges, California Lemons, Messina Lemons, Florida Grape Fruit, Nuts, Figs, Dates, etc.

McWILLIAM Mc. AND E. EVERIST

25-27 CHURCH ST. - TORONTO

A Shocking Earthquake,

no doubt, but Franc Tracuzzi of Messina and Catania, Italy, packer of the famous

"St. Nicholas," "Home Guard," "Kicking" and "Puck" Lemons,

cables to say he is

SAFE.

J. J. McCabe

Agent

32 Church Street - Toronto

FRUITS, VEGETABLES AND FISH

Will Disaster in Sicily Boost the Lemon Market? — Vegetables Quiet, With Potatoes in Good Demand—Fish Market Active, With Changes in Prospect.

MONTREAL.

GREEN FRUITS—The sole topic this week among fruit men is the probable future of the lemon market. The great catastrophe which has devastated a large portion of Southern Italy and some of the Island of Sicily will have a direct influence on the lemon situation. Local dealers have advanced prices already from 50c to 75c a case. Oranges have weakened since our last quotation. The 714 size Valencia is very scarce, but the 420 size is in good supply. Pineapples are firm at an advance to $4.50 to $5 for 24 size.

Almeira grapes, extra fancy		6 50
" extra choice		5 50
" fancy		6 00
California navels, 96, 126, 150 size		3 25
" " 17 , 200, 216, 250 size		2 75
Floridas, 126, 15 , 176 200		2 50
Mexican oranges, 176, 200, 216, 250 size		2 00
Valencia 420 size		3 75
Grape fruit		3 50
Lemons, choice, 300 size		3 75
Bananas crated	1 50	1 75
Pears, boxes		3 50
Pineapples, extra fancy, 24 size	4 50	5 00
Cranberries, Nova Scotias, early blacks, bbl	8 00	9 00
Apples, Fameuse, XXX, bbl		5 50
" XX, "	3 50	3 75
" winter		4 50
Spies, XXX		5 50
Baldwins, Greenings, Russetts, XXX		4 25
" " " Spies, XX		4 00

VEGETABLES—Attention at the present moment is confined to potatoes, which are selling rapidly. The market for them is consequently very strong, and prices are likely to advance. Leeks are high, $1.50 being asked. Parsnips have firmed up considerably now, ruling at $1. Celery has gone up a notch during the week, being quoted 50c higher. Green peppers are scarce, at $1.25. Business, with the exception of potatoes, is dull.

Oyster plant doz		0 50
Artichokes bbl	2 50	3 00
Leeks, dozen		1 50
Parsnips, bag		1 00
Sweet Potatoes, basket		2 00
Marrows, dozen	1 00	1 50
Cal. Cauliflowers, crates		3 00
Parsley, per doz. bunches		0 75
Sage, per doz		0 60
Savory, per doz		0 50
Celery, crate		6 50
Water cress, large bunches, per doz	0 60	0 75
Spinach, barrels		3 00
Green peppers, basket		1 25
Beets bag		0 60
Carrots, bag		0 75
Spanish onions, large cased	3 50	4 00
Lettuce, per doz		1 10
Radishes, doz		0 60
Horse radish, per lb		0 15
Cabbage, bbls		1 50
Montreal potatoes, bag	0 75	0 95
Green Mountains		0 80
New Brunswick potatoes		0 95
Onions large bag		1 30
Red onions, barrel		3 00
Turnips, bag		0 70
Pumpkins, doz		1 50
Squash doz		3 00
Brussels sprouts, quart	0 22	0 25

FISH—The Advent season, which has recently closed, has been a very good one among local fish dealers. A fair distribution of patronage for all lines has characterized the trade generally. The prices which prevailed during the season are still in force, but a general readjustment of quotations will take place immediately.

Fresh and Frozen Fish.

Qualla salmon	0 07½	0 08
B.C salmon, frozen	0 08½	0 09
Haddock, per lb	0 04½	0 05
Fresh halibut	0 08½	0 09
Mackerel, "		0 10
Dore, "	0 07½	0 08
Steak cod	0 05	0 05½
Frozen Grass Pike	0 06	0 06½
Whitefish, lb	0 06½	0 07
Lake trout		0 09
Sea trout, lb		0 10
Flounders, lb		0 10
American live lobsters		0 24
Bullheads (dressed)		0 10
New smelts		0 10
Sea herring, per 100	1 70	1 80
Tom cods, bbl		2 00
Smoked—		
Haddies (exp) 15 lb. bxs., per lb		0 06½
Bloaters, per box, large, Yarmouth		1 00
Smoked herring, per box		0 16
Kippered herring, ½ box		1 00
Prepared—		
Skinless cod, new, 100 lb. cases		5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box		1 80
Dry cod, in bundles 112 lb., per pound		0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0 06
Boneless cod, 20-lb. boxes		0 08
Boneless cod, 20-lb. boxes		0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks		0 05
Boneless fish, 25 lb. bxs., loose		0 04½
Pure cod in crates, 1 and 2 lb. bricks		0 05
Salted and Pickled —		
No. 1 Labrador herring, brls		5 50
" " ½ brls		3 25
Oysters, bulk, per gallon		1 30
Standards, bulk		1 40
" quart tins, sealed		0 40
Paper pails, per 100 qt. size		1 50
Boiled lobsters, lb		0 18
Live "		0 15
Standards, 4 gals		6 80
Selects "		7 60

TORONTO.

GREEN FRUITS—Trading is yet rather quiet. Evidently retailers are pretty well stocked up with the various lines, and consumers have not yet recovered from the Christmas festivities. The one topic of conversation on the street and about the market is the catastrophe in Sicily and its effect on price conditions. J. J. McCabe has a cable from Tracuzzi, the exporter of St. Nicholas and Home Guard lemons, dated at Messina, which reads "Safe. Address Catania." This is the only direct message so far received. Other brokers and commission men are hoping for the best. There is a stiffening in local lemon prices, but with one or two exceptions no advance has yet taken place. Opinion is divided as to whether or not prices will go up. They certainly will not come down. Oranges are slightly easier, and the navels are much superior to the stock offered earlier in the season. In the apple field some splendid Kings and Spies are being shown, and Greenings are a little scarce this week. Though quoting only the better grades some slow sellers are as low as $1.50, but there is no guarantee with these.

Grapes, Almeria, keg	6 00	7 00
Apples, Spies	5 00	6 00
" Kings	3 00	3 50
" Greenings	3 00	3 50
Oranges, Mexican, boxes, new	1 90	2 25
" Florida, boxes, new	2 25	2 50
" Valencias	3 75	4 75
" Cuban	2 25	2 50
" Porto Rico	2 40	2 60
California navels	2 75	3 50
Lemons, Messina	2 50	3 00
" California, box	3 50	3 75
Bananas, Jamaicas, firsts	1 50	1 85
" Jamaica eights	1 00	1 25
Cranberries, Cape Cod bbl		16 00
" " crate		5 00
" Nova Scotia, bbl	10 00	11 00
" Ontario, cases		2 50
" basket	1 25	1 50
Citrons, doz		0 75
Grape Fruit, Florida, box	3 50	4 00

Pineapples, Florida, crate	3 50	4 00
Strawberries, Florida, small box		0 75

VEGETABLES—Like the fruit situation vegetable trading is quiet, though potatoes are going out rather freely. There are no Delawares at all offering, and the Ontario varieties look splendid stock. An easier feeling exists in potato prices, though no actual change has taken place. Squash are going up in price as they get less in supply. Cabbage is likely to be an interesting vegetable before many moons go by. This time last year cabbage sold as low as 40 cents a dozen; at present the quotation for a barrel is $1.25 to $1.50. Southern cabbage was laid down in Toronto a year ago for $7 a ton, and at present $29 is asked. This is a pretty steep price and very few fruit and vegetable men care about importing at that figure. There is a duty of 30 per cent. on cabbage coming in from the other side. There is plenty of California celery offering, and hothouse truck is fairly free. New potatoes from Bermuda are the novelty.

Beets, Canadian, bag	0 45	0 50
Potatoes, Ontario, per bag	0 70	0 75
" sweet, barrel	4 00	4 50
" " hamper	1 75	2 00
" New Bermudas, bush		3 25
Lettuce, Boston head doz		1 25
Onions, Canadian, dried, bag	0 75	0 90
" Spanish, half crate	1 85	2 25
Tomatoes, Florida, small basket		1 00
" Canadian, hothouse, per lb	0 25	0 30
Cucumbers, doz		1 00
Carrots, new, per bag	0 35	0 40
Cabbage, per ton	20 00	22 00
" " barrel	1 25	1 50
Squash, basket doz	0 75	0 90
Cauliflower doz	0 75	1 25
Celery native, doz	0 25	0 40
California celery, per case		6 00
Pumpkins, dozen	0 50	0 65
Turnips	0 30	0 35

FISH—Enough business is being done to keep all hands busy, though orders are for small quantities only. Whitefish show a wider range of prices, and are slightly easier this week, but the better grade of smelts has gone up a cent. A salmon called "Steelhead," is being shown at 14 cents.

Perch, large, per lb	0 06	0 07
Herring, medium, per lb	0 05½	0 06
Whitefish	0 09	0 11
Cod	0 08	0 09
Halibut	0 09	0 10
Haddock, frozen		0 07
Sea salmon, Silverside	0 10	0 12
" Steelhead		0 14
Pike	0 05½	0 07
Pickerel, yellow	0 08½	0 09
Soft shell crabs, doz		4 00
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 15-lb. box		1 30
" Labrador, keg		3 00
Mackerel, each	0 18	0 20
Smelts, per pound No. 1	0 09	0 10
" " extra	0 12	0 14
Oysters, Long Island		1 60
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Ciscoes, basket	0 50	1 00
Finnan Haddie, smoked, 15-lb. package		0 08
Boneless cod, quail on toast		0 06
" " imperial		0 05
" " steak		0 06½
Shredded cod, doz		0 90
Acadia cod, crate		2 40
" tablets, box		1 60
Bloaters		1 25
Quails		0 09
Catfish, dressed		0 10

PERSONAL NOTES.

H. Brett and Geo. Sanderson, of John Sloan Co., wholesale grocers, Toronto, paid The Grocer a friendly call last week.

R. J. Helstrop, representing E. W. Gillett Co., Ltd., in Nova Scotia, called on The Canadian Grocer last week. Mr. Helstrop has only good things to say of business in his section.

ORANGES, LEMONS, BANANAS

The famous Bronco Brand Navels are now arriving in the pink of condition.

Stock up with these fresh, profit-making goods.

WHITE & CO., Limited

Fruit, Produce and Fish

TORONTO and HAMILTON

EARTHQUAKES

may come and may go, but the Quality of the Pack put up by the Stewart Fruit Co., California, cannot be shaken from the premier position they now hold. When ordering Navels ask for brands that carry the "SIGNAL"—They're profit-makers.

W. B. Stringer, Toronto, District Agent

"Squirrel" Brand California Lemons

Packed by Arlington Heights Fruit Company

NONE BETTER

Bright, Handsome, Waxy Fruit, every Lemon same from top to bottom of box. Another car just arrived, price very reasonable, cost very little more than Messinas.

HUGH WALKER & SON

GUELPH, ONT.

Cuban and Port Rican Oranges

The Best and Sweetest Oranges on the market. $2.25 to $2.50 per box.

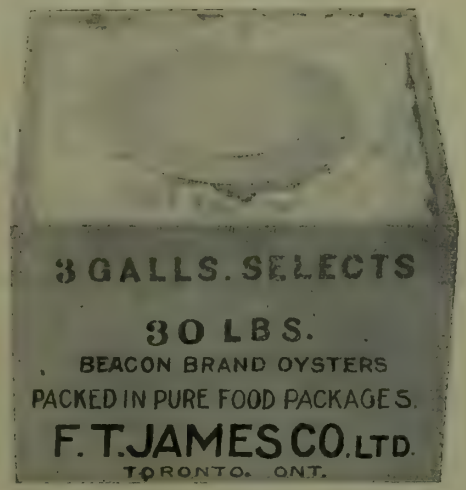
THE DAWSON COMMISSION CO., TORONTO

We want Poultry and New Laid Eggs.

NO WATER

THE MODERN METHOD

SOLID OYSTERS



THE PACKAGE WE SHIP

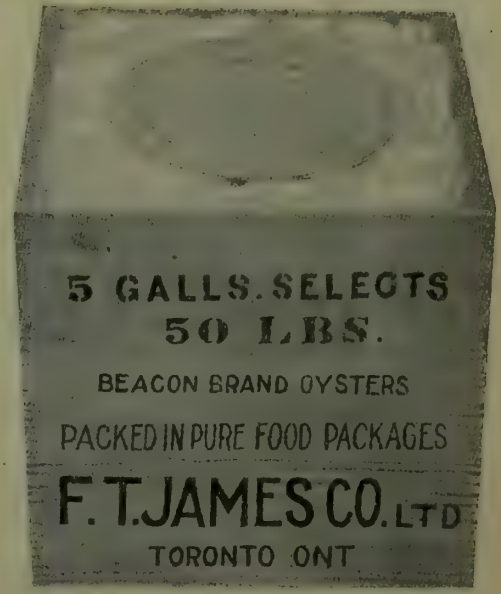
The above is a true cut of our three-gallon package. The oysters are in a brand new can surrounded with crushed ice. The package is only used once and is retained by customer for whatever use he may see fit.

SHIPPED IN SANITARY CANS

Standards (Imperial measure), $1.60 per gal.

REFRIGERATOR DISPLAY CASE

We have received the first consignment of our display refrigerator cases, which are meant for the retailer to display and sell his Oysters out of, instead of the old dirty wood bucket. We did not have enough to go round and disappointed a few of our customers. We have placed a large order with the manufacturer, and will have them ready in a few days. We are offering these display cans to the trade at exactly cost price to us, $6.50 each. We expect to gain in the long run by the increased amount of oysters our patrons will sell when handled in this new sanitary way. Some of our trade have already increased their oyster trade fifty per cent. ***Get out of the RUT. Be up-to-date; don't wait for some other dealer to get ahead of you.***



THE PACKAGE WE SHIP

Our five-gallon sealed sanitary can ready for shipment, with exception that the lid is not nailed on. This is the most ideal and sanitary method of shipping oysters.

SHIPPED IN SANITARY CANS

Selects (Imperial measure), $1.95 per gal.

The F. T. JAMES CO., Wholesale Fish and Oysters, TORONTO

FISH and OYSTERS

A good line to push is

SEALSHIPT OYSTERS Standards and Selects

in sealed carriers containing 4 Imperial gallons.

These are all solid meats. No water added. No ice used.
The finest oysters on the market.

Send us your order for

WHITEFISH	***SALMON***	***BONELESS COD***
PICKEREL	***SMELTS***	***SKINLESS COD***
HADDOCK	***PIKE***	***BLOATERS***
HALIBUT	***COD***	***HADDIES***

LARGE FROZEN SEA HERRING

or any other kind of Fresh, Frozen, Salted, Pickled, Dried or Prepared Fish, all of which we handle in their season.

PRICES RIGHT ***ASSORTMENT LARGEST*** ***SERVICE UNEXCELLED***

4 LONG DISTANCE TELEPHONES.

LEONARD BROS.,

20, 22, 24 and 26 YOUVILLE SQUARE,
MONTREAL
P.O. Box 639

"THE LARGEST FISH WAREHOUSE IN CANADA"

Branches:
MONTREAL,
ST. JOHN, N.B.,
GRAND RIVER,
GASPE.

Canadian Grocer Want Ads Two Cents a Word

The Only Way to Ship Oysters

So many of our customers tell us the "Sealshipt System" is the only way to ship oysters. They have found they do more business with "Sealshipt" Oysters. The reason is—"Sealshipt" Oysters bring customers back. Those who have tried them tell their friends and so the good news travels—like wildfire—until before you know it our co-operating agents have the oyster trade of your town—mighty profitable business.

"SEALSHIPT" OYSTERS

come in steel cans, airtight. You get all solid meats. No melted ice water. The ice does not touch the oysters—it is packed around the outside of the can.

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

Write for particulars and letters from customers praising the "Sealshipt System."

SEALSHIPT OYSTERS

NATIONAL OYSTER CARRIER COMPANY
SOUTH NORWALK, CONNECTICUT

AGENTS:
Leonard Bros., Montreal — Samuel Egan, Toronto
R. M. Cline, Hamilton — Steele Fruit Co., London
W. J. Guest Fish Co., Ltd., Winnipeg
Winnipeg Fish Co., Winnipeg

SICILIAN DISASTER AND THE LEMON MARKET

Effects Not so Widespread as Feared—Palermo Will Probably Be the New Shipping Point—Prices May Not Advance Unduly.

Considerable speculation regarding the future of the lemon market has been indulged in since the earthquake in Sicily and Southern Italy. Some wild rumors have gone forth regarding the damage done, which, after thorough investigation is not really so bad as is painted.

If a map is consulted it will be seen that the earthquake confined its attention chiefly to the extreme eastern point of the Island of Sicily and along its northern coast. This area embraced many large towns, principal among which is the great lemon city of Messina. In the Province of Calabria, the extreme southern portion of Italy, the devastation wrought by the earthquake was quite as great as that in Sicily.

While the loss of life and property was appalling, the actual damage done to the lemon crop will not be so great as might be expected.

A New Shipping Point.

It must be remembered, however, that the port of exit for the great crop has been suddenly demolished. Consequently a new seaport must be found, and it is more than probable that Palermo, which lies farther to the west, will be chosen. Palermo is admirably situated in every way to become as great a lemon shipping port as Messina.

The new order of affairs will require some time to adjust themselves, but it is felt that no great interruption in the shipping of this fruit will take place. A considerable portion of the stock, however, was destroyed by the tidal wave which carried away that which was stored on the wharves for shipment. These goods are, of course, irretrievably lost to the world's markets.

Russia, which has a deep-seated taste for Italian lemons, takes the best which Italy produces, and other countries of Europe are equally anxious to have her finest grades. To Russia chiefly the extra fancy and fancy lines are disposed of. Choice, and much under stock finds its market in America and other parts of the world.

An Enormous Industry.

Some idea of the magnitude of the Italian lemon industry can be imagined when it is stated that 62 million cases were shipped from Messina last year, destined for other than European points.

At the present time the cultivation of lemons is carried on by individuals who look after a few acres each, and whose products are bought by the world for just about what the world wishes to pay for them—a marked contrast to the condition of affairs existing in California, where there are unions and guilds and exchanges, which safeguard the product and regulate prices to the consumer.

Facts in a Nutshell.

In reviewing the industry and the bearing of the present catastrophe upon it, it is found that the earthquake will not greatly injure the trade; that Messina was the great shipping point, and that all lemons which found their way onto the world's markets through this port were known as Messina lemons; that nearly all the country which sent its products to Messina is practically uninjured; that a new port will soon be developed to accommodate the product; that the interruption of the trade will not be as great as was anticipated.

So indissolubly connected has become the name of Messina with the lemon industry that when news was received of the earthquake and the destruction of this city, everyone naturally associated with it also the destruction of the lemon industry.

As a reflex of the disaster the price of lemons has advanced all over, which, in itself is sufficient to demonstrate the power which this port exerted on the fruit markets of the world.

What the Brokers Say.

In Toronto the earthquake in Sicily is the principal topic of conversation among the fruit men, and much speculation is indulged in as to the outcome. Nearly all the brokers have been trying to get in touch with their principals at Messina, but so far J. J. McCabe is the only Toronto man who has received a reply. He got a cable from Tracuzzi, the exporter at Messina, which contained the one word, "Safe," but stated that he could be addressed at Catania.

Montreal and New York quote an advance on Italian lemons, and a stiffening and slightly higher tendency is noted in California, no doubt in sympathetic tendency. Only one Toronto house so far quotes a higher figure on Messina lemons, though a tightening is noted on all sides. Still a buyer looking about can buy just as cheaply now as two weeks ago. Fruitmen generally do not anticipate any great advance, but all are looking forward to the sale at New York of 18,000 boxes on the steamer Alice, the first boat in since the catastrophe. The price realized at this sale will help somewhat in clearing the atmosphere as to whether or not there will be a general advance. There are other steamers whose arrivals are being looked

SAUERKRAUT

German Style. "Silver Thread" Brand. In barrels, pails and 3 lb. tins.

ASK FOR PRICES.

ONTARIO SEED CO., - WATERLOO, ONTARIO

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

BRONCO BRAND

Navel Oranges

from the Celebrated Redlands Heights in California are now in prime condition. Fresh cars arriving weekly. The heaviest, juiciest and most deliciously flavored fruit coming to Ontario.

SOLE AGENTS

WHITE & CO., Toronto

forward to. The Canopic was to have left Messina or Naples about December 26, and the Republic on the 28th. No authentic information is available as to the cargo or movements of these vessels, beyond the fact that they are due to reach New York about January 17, nor can any information be learned concerning the Cretic, which was to have left Naples on December 30. This latter is said by some to have about four cars of lemons for Canada, but indirect information says there are no lemons on board. The Romanic is due to leave Naples on January 7, and will not arrive until the 28th. Since it is almost impossible to get cable communication with Mediterranean ports near the scene of the disaster, the information available is almost purely of a general news nature and reaches here indirectly via the European capitals and New York.

W. B. Stringer does not anticipate any serious difficulties and is trying to get a direct message from his Italian business connections. There were possibly half a million boxes of November cut stored at Messina, but these, he thinks, are all that were destroyed. These lemons were stored for shipment to Canada, Germany and Russia. "Until some direct information comes to hand," he said, "it will be hard to say just what condition of things exists."

Wright & Kingan have been appointed curators of the confectionery store of Roberts & Co., Montreal.

HOLBROOK'S REPRESENTATIVES' DINNER.

Year's Progress Shown at Annual Banquet Last Week.

It was just one year ago, December 30, last, when H. Gilbert Nobbs, Canadian sales manager of Holbrook's Limited, Birmingham, Eng., gathered his six traveling representatives together around the banquetting board. It was a very happy and encouraging reunion. This year when Mr. Nobbs held his second traveling staff dinner at the Arlington Hotel there were seventeen active salesmen present. From six to seventeen in one year speaks volumes for the growth and development of any business but when that business is practically a specialty and the work to be done educative, it says a lot more.

The arrangements for the banquet were most complete, and under the excellent chairmanship of Mr. Nobbs the program was put through in splendid shape. Mr. Nobbs' remarks were of the most encouraging character to the staff and the enthusiasm he has shown in his work since coming to Canada a few years ago is reflected in the salesmen's work. His retrospective remarks as well as the sanguine hopes for the future development of Holbrooks in America showed him an optimist without a tinge of doubt. As so aptly quoted on the menu card the saying of Phillip Brooks, "There is a necessary limit to our achievement, but none to our attempt," pictures Mr. Nobbs and his staff clearly. Mr. Nobbs gave the staff a graphic account of Holbrooks Limited and assured all of loyal support for loyal services. It would take too much space to refer to the many kind and flattering words spoken by others to the work and worth of their Canadian and American manager, but loyalty was the keynote of all. The gathering was graced by the presence of a couple of the lady members of the staff and the following Canadian representatives were also present:—H. Musham, N. C. McLean, J. V. Scrivener, G. R. Loggie, A. J. Smith, W. Hollands, F. J. Lewis, J. C. A. Porter, W. R. Cameron, A. D. Norman, A. Kress, G. W. Cryderman, Mr. Forrest, J. H. Gilbert, O. Otto, G. K. Martin, H. H. McKee.

The following items composed the evening's programme:—Piano solo, O. Otto; toast, "The King," proposed by H. Gilbert Nobbs; song, Miss May Reid; recitation, Mr. Donaghy; toast, "Our Firm," proposed by J. V. Scrivener and N. C. McLean, responded to by Mr. Nobbs; song, A. J. Smith; recitation, J. G. Nobbs, sr.; toast, "Our Visitors," proposed by Mr. Nobbs, responded to by F. Albany Rowlatt, of the Woods Norris Co., and W. H. Seyler, manager of The Canadian Grocer; song, J. V. Scrivener; song, O. Otto.

L. L. Stewart, of Montreal, representing John Taylor & Co., was in Toronto last week and called at the Grocer office.

Malcolm Brown, who has been for some time with the MacLaren Imperial Cheese Co., has removed to Vancouver, where he will look after the interests of the Mason & Risch Piano Company.

BRUNSWICK BRAND SARDINES (IN OIL)

In this brand we offer you something extra nice in Sardines. For years we have striven to make Brunswick Brand Sardines the finest on the market. We think we have succeeded. Evidently the consumer thinks so too, judging by the large and increasing annual sales we are making. Now, what is YOUR opinion? If YOU do not know the brand had you not better investigate?

ORDER TO-DAY. ***QUICK SALES.*** ***GOOD PROFITS.***

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

LEONARD BROS., Montreal Agents. DREXEL & CO., Vancouver and Victoria, B.C. Agents.

GROCERY TRADE CHANGES

Notes From All Sections of Canada Regarding Business Changes—Sales, Assignments, Dissolutions and New Stores Opened.

Ontario.

Culver Bros., grocers, St. Thomas, have sold to T. C. Mallory.

Max Axler, Bracebridge, general merchant, was burned out last week.

Joseph Mansour, merchant, Port Colbourne, has assigned to Jas. E. Neff.

G. C. Greaves, general merchant at Arner, is moving to Kingsville, Ont.

John Carruthers, Bracebridge, general merchant, suffered loss by fire last week.

Mrs. Daniel S. Baird, who kept a general store at Fitzroy Harbor, has compromised at 50 cents on the dollar.

The Bank of Commerce has taken over the business and property of Henry Hortop & Son, millers, at Eden Mills and Everton, Ont. Their liabilities are estimated in the neighborhood of $13,000. The bank had been assisting them for some time prior to the closing of their business.

Quebec.

N. Boivin, general merchant, Breboeuf, has assigned.

D. Lauson, general merchant, Breboeuf, has assigned.

P. Verreault, grocer, Petit Meschins, is asking for extension.

Bilodeau & Goulet, general merchants, Black Lake, are registered.

T. A. Bourque & Co., wholesale grocers, Sherbrooke, have assigned.

Jos. Soucy, grocer, Rimouski, has voluntarily assigned to V. E. Paradis.

P. Poulin, general merchant, St. Evariste De Forsyth, has compromised.

The assets of D. Bessette, Montreal, are advertised to be sold on Jan. 8.

The assets of A. Jacob & Fils, general merchants, St. Tite, have been sold.

Chas. Gaouette, general merchant, Kingsbury, has had his assets sold.

J. E. Dugal, grocer, St. Michel, has voluntarily assigned to V. E. Paradis.

Alf. Therien, general merchant, St. Anne Des Nonts, offers to compromise.

The assets of P. Gagnon, general merchant, Sayabec, are to be sold on Jan. 9.

Martin Grace, general merchant, Vinton, has compromised at 50 cents on the dollar.

The assets of J. Lachapelle, general merchant, St. Jovite, are advertised to be sold on Jan. 7.

V. E. Paradis has been appointed curator of the general store of F. X. Lamontagne, Le Tuque.

V. Lamarre has been appointed curator of the general store of Guyon & Handfield, Contrecoeur.

A. Joseph & Sons, Quebec, wholesale grocers, have dissolved partnership, the business to be continued by Montefoire Joseph.

May Kennedy, who keeps a general store at Copper Cliff and Cream Hill Mine, has assigned to J. T. Tennant, Brockville.

Maritime Provinces.

H. W. Awalt, general merchant, Bridgewater, N.S., has offered a compromise of 50 per cent.

Joseph McKinnon, grocer and crockery merchant, North Sydney, N.S., has assigned to Isaac Greenwell.

J. E. Porter & Sons, Andover, N.B., met with a loss by fire recently when their general store was totally destroyed.

Western Canada.

Bain & Carr, grocers, Vancouver, B.C., have sold to Wm. McGavin.

W. Copeland, grocers, Vancouver, B.C., have sold to Laurie & McInnis.

Steward & Co., general merchants, Wolseley, Sask., are selling their stock.

J. N. Hammond, general merchant, Fruitvale, B.C., suffered loss by fire last week.

Gladman & Baldwin, grocers, Prince Rupert, B.C., are succeeded by J. E. Merryfield.

S. Fridsteinson, general merchant, Icelandic River, Man., has closed his business.

The estate of Jas. Reid, general store, Quesnelle, B.C., has been taken over by James Reid.

L. A. Tompte, Buchanan, Sask., general merchant, has sold to Chmelnitsky & Powlotski.

In New Westminster a new grocery store is being started by the Co-operative Association, composed of more than 200 working men. George Wolfenden is manager.

To Avoid The Financial Crisis, Handle

SHAMROCK

BIG PLUG

SMOKING TOBACCO

It will pay you a good profit
Besides building you a trade

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

Imported Cigars from Philippine Islands

Germinal { Pikaninny, 1/20, $37.50; Damas, 1/20, 55.00; 2a Cortado, 1/20, 55.00 (Philippine Shape)

25 varieties of Leaf Tobacco in ¼ and ½ lb. hands, packed in bales from 25 to 50 lbs., and from 10 to 35c. Prices sent on request. Terms, Net Cash.

JOS. COTE

IMPORTER AND WHOLESALE TOBACCO DEALER

Office & Store, 186-188 St. Paul St. Phone 1272
Branch - 179 St. Joseph St. Phone 2097

QUEBEC

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

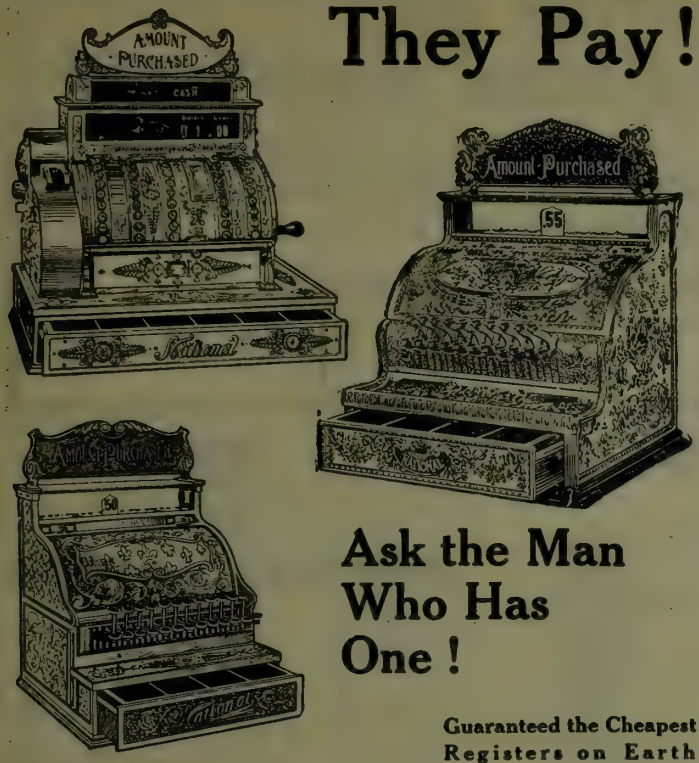
B ACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade

They Pay!



Ask the Man Who Has One!

Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont.
F. E. MUTTON, Canadian Manager

Grocers!

Make Your Wants Known
BY ADVERTISING IN

The Canadian Grocer

Through this paper you reach the retail trade, and let those interested know what you want to sell or buy. We circulate among those who read this kind of wants.

SEE PAGE 63

Are You Keeping Your Tobacco Stock Up-to-Date?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

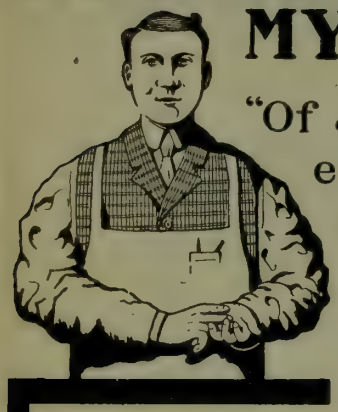
has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it well mean ***LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE*** and ***LARGELY INCREASED PROFITS.***

Write for Illustrated Catalogue: **"Modern Grocery Fixtures."**

Representatives:
Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

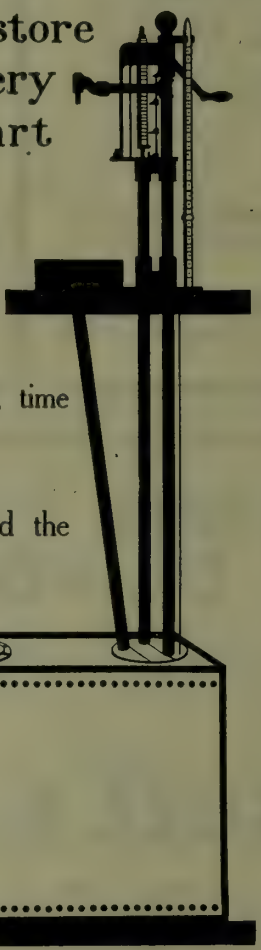
The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of Modern Store Fixtures
Berlin, Ontario

MY BEST FIXTURE



"Of all my modern store equipment the very last I would part with is the

BOWSER
SELF MEASURING
OIL TANK



That's because the Bowser is the biggest money saver—it saves oil, time and labor.

Wouldn't you appreciate this?

It keeps the oil pure, the store clean, and the groceries free from any oily smell.

Wouldn't your customers appreciate that?

Send a postal for Bulletin 5054
It tells how to make oil pay big.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

CREDIT customers make less trouble than anyone else where

Allison Coupon Books

are used. Reduce expenses, eliminate losses, prevent misunderstandings—paying for themselves many times over.

HOW THEY WORK A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in front of the book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere

MANUFACTURED BY ALLISON COUPON CO.
INDIANAPOLIS, IND.

When writing advertisers kindly mention having seen the advertisement in this paper.

The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask an wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

We make a specialty of

COUNTER CHECK BOOKS

for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

—

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30	00
" " "	6 months...	17	00
" " "	3 months...	10	00
50 " "	1 year.....	17	00
" " "	6 months...	10	00
25 " "	1 year.....	10	00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

BUSINESS CHANCES.

GROCERY stock and fixtures in a first class stand in the progressive city of Fort William. Small capital required. Address, J A. McKenzie, Room 8, Murray Block, Fort William, Ont. (4)

FOR SALE.

GROCERY and china business for sale in one of the best towns in western Ontario. Capital required between four and five thousand dollars. A business that has always been successful, stock well assorted, good location, bright store. The present owner wishing to retire, the opportunity is here for one or two good hustlers to make good. Address correspondence to Box 259, CANADIAN GROCER, Toronto.

SITUATION VACANT.

A FIRST-CLASS position open for a first-class salesman in the North West or British Columbia to represent eastern wholesale grocery house. Apply, stating experience, connection, references and salary, Box 271, THE CANADIAN GROCER, Toronto.

WANTED—Position as senior grocery clerk or travelling salesman. Nine years experience—knows groceries thoroughly. Box 272, CANADIAN GROCER, Toronto.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

YOUNG MAN, age 21, wishes position in busy grocery store; experienced, best references. Box 270, GROCER, Toronto.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

MISCELLANEOUS.

WHEAT—A Manchester firm wishes to correspond with Canadian exporters of wheat. Box 263, THE CANADIAN GROCER, Toronto.

MISCELLANEOUS.

IT PAYS FOR ITSELF.—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

BUTTER—A Manchester produce firm wishes to correspond with shippers of Canadian butter. Box 260, THE CANADIAN GROCER, Toronto.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of Gasoline Lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner Systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

CHEESE—A Manchester produce house wishes to correspond with exporters of Canadian butter. Box 259, THE CANADIAN GROCER, Toronto.

CANNED GOODS—Cape Town commission merchant and general agent, with branches at Port Elizabeth, East London, Durban, Johannesburg, Lorenzo Marques and German South West Africa, desires to be placed in communication with Canadian manufacturers and exporters of canned goods. Box 262, THE CANADIAN GROCER, Toronto.

CONDENSED MILK—A Cape Town commission merchant and general agent, with branches at Port Elizabeth, East London, Durban, Johannesburg, Lorenzo Marques and German South West Africa, desires to be placed in touch with Canadian manufacturers and exporters of condensed milk. Box 261, THE CANADIAN GROCER, Toronto.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.

Mr. Grocer—— Read This—— It's For You

Nothing ever sold by Grocers can approach the KAISER WAX PAD AND IRON CLEANER IN MERIT. Every housekeeper with common sense knows a good thing when she sees it—she is very ambitious to excel in her Laundry work—with the KAISER WAX PAD AND IRON CLEANER a long felt want is supplied. It sells easily. By taking up an agency you can work up a steady and increasing business, as WHERE THE KAISER WAX PAD AND IRON CLEANER IS ONCE USED it is ALWAYS USED. Housekeepers are mad after it and will thank you for supplying them with this great labor saving discovery. REDUCES IRONING TIME BY HALF.

Save Your Elbow Grease

PATENT APPLIED FOR

The Kaiser Wax Pad AND IRON CLEANER

The Cleaner that Cleans Well.
The Wax Pad that Waxes Well.

REQUIRES BUT HALF THE TIME TO DO AN IRONING.

Every Housekeeper dreads ironing day, especially so, when she has a lot of Shirt-Waists, Mens Shirts, Collars Cuffs, etc. to Iron; She always wants to obtain a high gloss finish equal to First Class Laundries, and after hard work by the use of Common Wax, a lot of rubbing and Polishing utterly fails.

The Kaiser Iron Cleaner & Wax Pad will clean and smooth the rough and rusty places that have accumulated since the last time they were used By rubbing the hot Iron quickly over the corrugated surface you remove immediately starch or rust. You will be delighted when you try the Iron to see how smoothly it slips over the linen and the result will be no difference from first class laundry work. When the wax is entirely exhausted in the outer 2 Layers on both sides, remove it—and you still will have 2 Layers left.

WHY YOU SHOULD USE IT.

The cost to use it is almost nothing.
The Iron does not adhere to the fabric.
It imparts a splendid perfume to the clothes.
It saves a great deal of hard work in Ironing.
It gives an excellent lustre to the Linen or Muslin.
The Clothes will remain clean and neat much longer.
It gives the Clothes a much better finish than by any other method.
It makes the Iron pass smoothly over the surface and does not leave any black streaks or spots.

Every Housekeeper that cares to do *Good Work* should have one. *We claim* there is nothing on the market is *its equal* to the KAISER IRON CLEANER & WAX PAD, for *quickness, convenience, satisfactory work or economy.*

Advertise Your Business!!!

In each gross you will find 500 descriptive circulars like the above, leaving space for you to stamp your name and address on. These circulars will pull you in the customers for the KAISER WAX PAD AND IRON CLEANER and at the same time ADVERTISE YOUR BUSINESS. We want to convince you of the virtues of KAISER WAX PAD AND IRON CLEANER. Send your order to your Jobber or to our nearest Agents or direct. We will see that you get supplied. We know that you will never regret having secured an agency.

Manufactured by

The Ancker-Thiem Co.

CHICAGO, U.S.A.

WANTED — Agents throughout Canada in unrepresented distributing centers.

Canadian Agents :

Richards & Brown, Winnipeg, Man.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	2½	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
3 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	1 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

WHITE SWAN SPICE AND CEREAL MILLS.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

	Per doz.
Nelson's—	
Pansy	$3 65
Good Luck	35 3 25
"	30 2 85
"	25 2 35
Bamboo A	3 85
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals

H-O. COMPANY, ROCHESTER, N.Y.

	Per case.		Per case.
Force, 36s	$1 50	Gusto, 36s	$2 85
Korn-Kinks, 3's	1.45	H-O. oatmeal, 24	3 10
Presto, 36s	3.40	Buckwheat, 36s	3 50
Pancake, 36s	3 50	Corn Starch, 36s	2.50
Tapioca, 36s	2.85	Farina, 24s	1.70
Hominy, 36s	2.50		

WHITE SWAN SPICE AND CEREAL MILLS.

White Swan Breakfast Food, 2-doz. in case, per case, $3.60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.

White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas

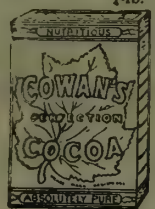
Cocoa— THE COWAN CO., LIMITED

Perfection 1-lb. tins per doz.	$4 80
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb.	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate— Per lb.

Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—
Queen's Dessert, ½-lb. cakes, 12-lb. boxes, per lb. $0 38
Queen's Dessert, 6's, 12-lb. boxes, $0 40
Vanilla, ½-lb., 12-lb. boxes per lb. $0 35
Parisian 8s, lb. $0 30

Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" ¼'s " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

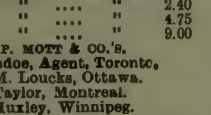
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	4 doz. to case	per doz.,	$ .90
½ "	4 " "	"	2.40
¼ "	2 " "	"	4.75
1 "	1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz	0 90
Prepared cocoa, ½'s	0 28
Prepared ½'s	0 28



Mott's breakfast cocoa, 10c ize	90 per dz.
" breakfast cocoa, ½s	0 38
" " " ¼s	0 38
" No. 1 chocolate, ½s	0 32
" Navy " ½s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Varilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 28½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

	Pails.	Tins.	Bbls.
In 15 lb. pails and 10, 25 and 50 lb. boxes.			
White Mors, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	0 16	
Special Shred	0 17	0 15	
Ribbon	0 19	0 17	
Macaroon	0 17	0 15	
Desiccated	0 16	0	

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

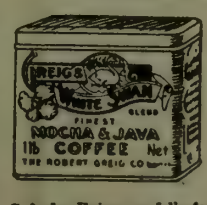
PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 26c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers, $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy litho-graphed canisters	0 30

Cheese —Imperial

Large size jars, per doz.	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Peanut Butter.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
No. 2, " "	0 25
Maple Buds 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

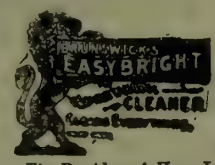
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

'Vita" Pasteurized Extract of Beef. Per case.

Bottles 1-oz., case of 2 doz	$3 20
" 2 " " 1 "	3 00
" 4 " " 1 "	4 50
" 20 " " ½ "	4 75
" 20 " " 1 "	9 00

THOMAS J. LIPTON

Prices on application.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.

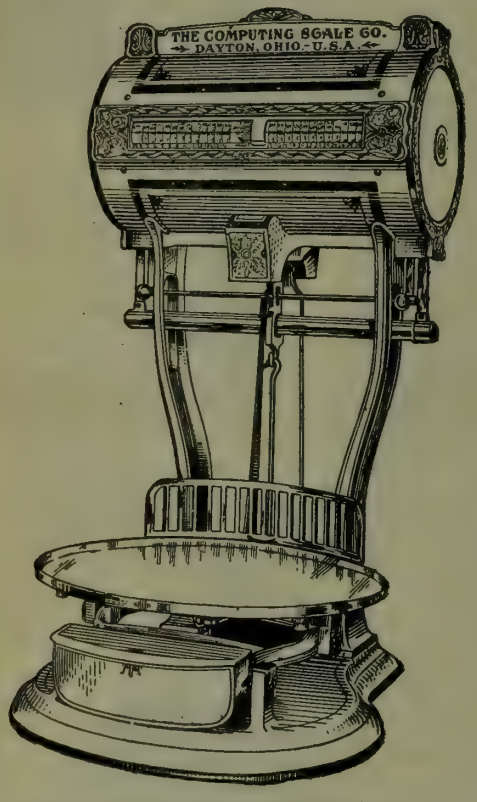
RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

RAILROADS ARE TRYING TO DEFEND THEMSELVES from dangerous, inflammable polishes and have now universally adopted a rule requiring the manufacturer to put a warning label on the outside of each case of such goods before they are accepted as freight.

Our goods do not need the new label—they are absolutely non-inflammable and perfectly safe for use or transportation anywhere. ***RISING SUN*** Stove Polish in Cakes and ***SUN PASTE*** Stove Polish in Tins are made right and bring the customer back—not with complaints but with repeat orders for more. Push them.

MORSE BROS., Props. - Canton, Mass., U.S.A.



DAYTON MONEYWEIGHT SCALE
NOTE THE LOW PLATFORM

Overweight Problem

Solved!

With this 1909 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

Gives the exact weight for the exacting dealer.
Gives the exact weight to all customers.
True as steel and built for a lifetime of exact weighing.
Weighs to an ounce, computes to a cent.
Low platform—only 6½ inches from the counter.
Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited

164 W. King St., Toronto, Ont.

ONE BAG OF

MOLASSINE MEAL

Will work wonders with a sick Horse. Try it and see for yourself.

I will ship a sample bag, freight paid, for $3.00, cash.

SOLE IMPORTER

ANDREW WATSON

91 Youville Square - - MONTREAL

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

The Fresh Fruits are carefully selected

Their delicious flavor appeals to everybody

You should have them in stock.

Agents:

ROSE & LAFLAMME, Ltd., MONTREAL and TORONTO

CAMP COFFEE

Warms—
Refreshes—
Invigorates

Easiest to make of all Coffees — most delightful of all when made. That's why so many specify—

'CAMP' COFFEE

Replenish your stock, or get it into stock to-day.

R. Paterson & Sons, Coffee Specialists, Glasgow.

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 80

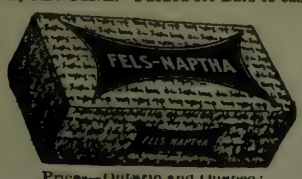
Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases.....	5 25
Five cases, or over.....	5 15

List price

'Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 09½	
½-bbls..... 0 09¾	
Tubs, 60 lbs. 0 09¾	
20-lb. Pails. 2 00	
20-lb. tins.. 1 90	
Cases 3-lb.. 0 10½	
" 5-lb.. 0 10⅝	
" 10-lb.. 0 10½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (35 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 60) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 65
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case of 4 dozen.....	$3 60
3 cases of 4 dozen.....	3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb.	glass	jars.	
Pineapple	"	1	"	"
Green Fig	"	1	"	"
Green Fig and Ginger	"	1	"	"
Lemon	"	1	"	"
Grape Fruit	"	1	"	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 90
4-lb. tins, " " ..	4 65
7-lb. " " ..	7 35
"Sbredded"—	
1-lb. glass, doz.....	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application

Mince Meat

Wethey's condensed, per gross net ..	$12 00
" per case of 2 doz. net	3 00

ST. CHARLES CO DENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.30

Mustard

COLMAN'S OR KEEN'S

D.S.F.,	¼-lb. tins.....	per doz.	$ 1 40
"	½-lb tins.....	"	2 50
"	1-lb. tins.....	"	5 00
Durham	4-lb. jar.....	per jar	0 75
	1-lb. jar.....	"	0 25
F.D	¼-lb. tins.....	per doz.	0 85
"	½-lb. tins.....	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto
½-pint bottles, 3 & 5 doz., per doz..... 0 90
pint " 3 doz..... 1 75

THOMAS J. LIPTON
Prices on application

Soda

COW BRAND

Case of 1-lb. containing 60 packages, per box, $3.00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb. and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

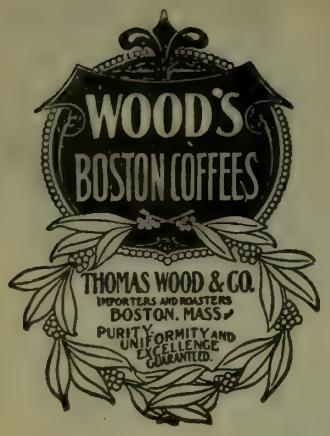
MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages.....	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " } {60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases.....	2 75

"TO BEGIN WITH"



You mean to build up a big Coffee Trade this new year.
It can be done, and we can help you.
Go about it as you would to accomplish any other work of lasting character.
Lay in the solid foundation with

WOOD'S COFFEES

We furnish direct and powerful aid to the Grocer in establishing trade and increasing sales.

Now is the time to start in. Let us hear from you.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

3 doz. to box..... $3 45
6 doz. to box 6 90
30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

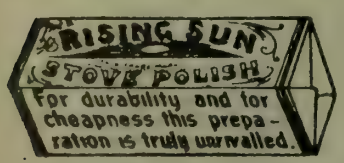
	per lb
Laundry Starches—	
No. 1 White or blue, 1-lb. carton	
No. 1 " " 6-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" 1 " or blue,	
4 lb. lumps	0 8½

GRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 7½
Kegs, 100 lb.	0 07
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 60

Stove Polish.

	Per gross
Rising Sun, 8-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKEL PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½	per lb.
Half-barrels, 350 lbs	0 03¾	"
Kegs, 150 lbs	0 03¾	"
2-gal. pails 25 lbs	1 25	each
3 " " 38½ lbs	1 75	"

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½	per lb.
Half-barrels, 350 lbs	0 03¾	per lb.
Kegs, 150 lbs	0 03¾	
2-gal. pails 25 lb.	1 25	each
" " 38½ lbs	1 75	"
2-lb. tins, 24 in case, per case	2 40	
5-lb. " 12 " "	2 75	
10-lb. " 6 " "	2 65	
20-lb. " 3 " "	2 60	

Tea.

THE "SALADA" TEA CO.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

EMPIRE PACKAGE TEA

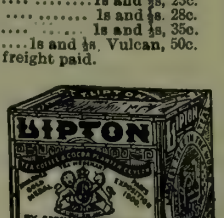
Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ½'s, ¼'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ¼'s and 1's	0 44	0 60
Gold " Afternoon blend, ¼'s and 1's	0 50	0 70

Blue Label, 1's	0 20	0 25
Blue Label, ½'s	0 21	0 30
Orange Label, 1's and ½'s	0 23	0 40
Brown Label, 1's and ½'s	0 26	0
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

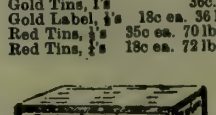
BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 33
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c	40c.
Gold Label 1's and ¼s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

Canisters

Gold Tins, 5's	35c.	1.75	50c. 2.50
Gold Tins, 3's	35c.	1.05	50c. 1.50
Gold Tins, 1's	36c.	each	50c. each
Gold Label, ½'s	18c ea.	36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea.	70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea.	72 lb.	25c ea. 1.00 lb



MELAGAMA TEA.

MINTO BROS., 55 Front St. East

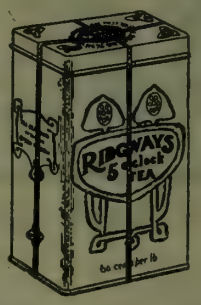
	Wholesale	Retail.
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c		$0 20
" " ½-lb. " "		0 21
Blue Label, retail at 30c		0 23
Green Label. " 40c		0 30
Red Label, " 50c		0 35
Orange Label. " 60c		0 42
Gold Label. " 80c		0 55

RIDGWAYS.
London, Vancouver, Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H. M. S., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 3s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 48
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 70
" " ½-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$15 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the **PUREST**, contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

UNDER SUNNY SOUTHERN SKIES

Our new booklet under this title is out now and will be sent to anyone interested in a trip to the British West Indies from Halifax. A delightful thirty-eight day trip.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL

THE PEOPLE OF **JAMAICA**

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency

313 New York Life Building - MONTREAL

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.

Patras, . Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:

J. L. Watt & Scott - Toronto

Watt, Scott & Goodacre, - Montreal

The Condensed Ads. in The Canadian Grocer bring results. Try one.

SALT

of highest quality for any and every use.

VERRET, STEWART & CO.
LIMITED
MONTREAL

To Our Grocer Friends:

The average housewife is becoming more fastidious each day in her ideas of what sanitary precautions should be adopted in handling a food product. Undoubtedly, you have already realized this.

Have you ever considered this regarding Mince Meat.

Why not handle a dust-proof-sanitary-wrapped package like **Wethey's Condensed Mince Meat?**

All jobbers. 3 doz. to a case.

J. H. WETHEY, LIMITED
ST. CATHARINES

A Bargain List

Empire Brand

Our Travellers have it.

4 FREE PHONES

Use Freely. If you can phone Hamilton we are glad to hear from you.

These prices talk for us.
Don't overlook this chance.

GEO. E. BRISTOL & CO.

Hamilton, - - - - Ontario

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. . TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, JANUARY 15, 1909. NO. 3.

If It's Barley

you are selling, let it be

Robinson's Patent Barley

The most perfect and satisfying food for young and old. If you have not sold any, send for trial package, particulars as to price, etc.

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

Agents for the Dominion of Canada

Another Short Syrup Talk

You know there is nothing so needful now as Syrup.

Syrup, that is, good Table Syrup, is a positive treat for any man's table.

Your customers will use it if you will bring it to their attention.

If it's "CROWN" Brand Table Syrup you offer them you will please them, do them a service and they will come back for more.

"CROWN" Brand Table Syrup is Canada's best and purest corn product.

BUY FROM YOUR JOBBER

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

Maconochie's Pickles

There is a double satisfaction in selling Maconochie's pickles.

The satisfaction of knowing that you are selling something which in quality is unsurpassed at any price.

The satisfaction of making a good profit—good and sure.

All Maconochie's goods are good and bring the same satisfaction to the grocers who are handling them.

Ask your jobber or if he cannot supply them, for full information write to our Canadian Agents,

MacLaren Imperial Cheese Co., Ltd.
TORONTO

MACONOCHIE BROS.

London - - - - England

Raisin Perfection :

Seedless
Not
Seeded

GRIFFIN'S SEEDLESS RAISINS

Seedless
Not
Seeded

A
Distinct
Fancy Variety of

ABSOLUTELY SEEDLESS RAISINS

Cured in the sun without use of lye, sulphur, or any deleterious matter.

Most highly flavored, most wholesome, cleanest

Packed only by

Griffin and Skelly Company

"Canned by Griffin"

Until you break the shell of a nut you are wholly in the dark as to the quality of the meat therein. A fair exterior often covers an unsatisfactory interior. Quality depends largely upon reputation—you've got to be guided by that. Be guided, then (if seeking highest quality in Canned Fruits), by these three words, "Canned by Griffin," and you'll be absolutely safe.

Griffin's Canned Fruits

Arthur P. Tippet & Co.

MONTREAL

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

G. WALLACE WEESE
Manufacturer's Representative
Grocers' and Confectioners' Supplies, Storage and Distribution attended to.
Am open to accept one or two more clients, established connections.
Offices: Myles' Fireproof Storage Warehouse
HAMILTON, CANADA. Correspondence Solicited

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers,
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
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Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036 - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

ON SPOT
RAISINS, CHEESE, BEANS
EVAPORATED APPLES
AT LOWEST PRICES

W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

TORONTO.

"EXCELSIOR"
Maple Syrup Compound
(Wine quarts)
On spot
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

DOMINION STORAGE & FORWARDING CO., LTD.,
43 Colborne Street, TORONTO
Consignments stored at lowest rates in city. All facilities for handling and shipping goods.
TELEPHONE MAIN 5661

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Don Storage & Cartage Co. Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

WINNIPEG

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

(Continued on page 4).

A GREAT COMBINATION

AND ESPECIALLY GOOD SELLERS JUST NOW

"PICKANINNY"
PANCAKE and
BUCKWHEAT
FLOUR Sells at— 2 for 25c.

"ANCHOR"
brand
MAPLE FLAVOR
—SYRUP—

WINE MEASURE TINS
PINTS, QUARTS, HALF-GALS., GALLONS
IMPERIAL MEASURE, 5-GAL. TINS

EBY-BLAIN, LIMITED

Wholesale Grocers TORONTO

Ram Lal's Pure Tea

The first package Tea sold on the Canadian Market, and never been rivalled for PURITY, QUALITY and FLAVOR.

SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you You sell at	30c per lb. 40c per lb.
GOLD LABEL	1s and ½s	Costs you You sell at	35c per lb. 50c per lb.
LAVENDER LABEL	1s and ½s	Costs you You sell at	42c per lb. 60c per lb.
GREEN LABEL	1s and ½s	Costs you You sell at	50c per lb. 75c per lb.

CANISTERS

GOLD Tins	5s	Costs you You sell at	35c per lb.—$1.75 50c per lb.— 2.50
GOLD Tins	3s	Costs you You sell at	35c per lb.— 1.05 50c per lb.— 1.50
GOLD Tins	1s	Costs you You sell at	36c each 50c each
GOLD Tins	½s	Costs you You sell at	18c each—36c per lb. 25c each—50c per lb.
RED Tins	½s	Costs you You sell at	35c each—70c per lb. 50c each—$1.00 per lb.
RED Tins	¼s	Costs you You sell at	18c each—72c per lb. 25c each—$1.00 per lb.

Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

Manufacturers' Agents—Continued.

W. H. Escott
141 Bannatyne Ave.
Winnipeg - - Canada
Wholesale
Grocery Broker
and
Manufacturers' Agent
For prompt service use the wires.

ESTABLISHED 1887
Carman Brokerage Co.
Wholesale Grocery Brokers
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
141 Bannatyne Ave. WINNIPEG, MAN.

BASKETS
You can make money as well as oblige your customers if you handle our
Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.
We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.
The Oakville Basket Co.,
OAKVILLE, ONT.

SASKATOON.
CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business Solicited.
PHONE 159 SASKATOON,
P.O. BOX 257. Western Canada

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

Queen City Water White Oil
GIVES PERFECT LIGHT
The most economical high-grade oil ever sold in Canada.
FOR SALE EVERYWHERE

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

ESTABLISHED 1849
BRADSTREET'S
Capita. and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.
THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.
Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices.
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CALGARY, ALTA. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

is without a peer in the Canadian market.
No tea is more extensively advertised or better known.
Good tea is a magnet which always draws trade.
Ridgways Tea will be a trade winner for your store.
CANADIAN OFFICE, VANCOUVER, B.C.
Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

ABSORBINE
will reduce inflamed, swollen Joints, Bruises, Soft Bunches. Cure Boils, Fistula or any unhealthy sore quickly; pleasant to use; does not blister under bandage or remove the hair, and you can work the horse. $2 per bottle at dealers or delivered. Horse Book 7 D free.
ABSORBINE, JR, for mankind, $1.00 per bottle. Reduces Varicose Veins, Varicocele, Hydrocele, Goitre, Wens, Strains, Bruises, stops Pain and inflammation
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canadian Agents.

ASPARAGUS

We desire to call the attention of the fancy Retail Grocery Trade to our Simcoe Asparagus Tips.

These Tips are green and tender, with the full Asparagus flavor retained.

We claim for our Asparagus that it is superior in flavor and tenderness to anything that is imported, and the price is less. Why not PUSH the sale of Canadian Asparagus instead of the foreign article, especially when the quality is better and the price lower?

Simcoe Asparagus Tips can be secured from any wholesaler, and we will gladly send a sample tin to any grocer interested.

NEVER FORGET
"Canada for Canadians."

CANADIAN CANNERS, Limited

CANADIAN CANNERS LIMITED

From the Garden to the Can

with as little handling as possible is the policy that has brought us to success. When fruits and vegetables are delivered by the growers to our factory our inspectors go carefully over them and reject anything that fails to come up to the high standard of excellence we have set for

Old Homestead Brand Canned Fruits and Vegetables

It does not pay us to pack goods of inferior quality any more than it pays you to sell them. You will make your good reputation more secure if you determine to sell

Old Homestead Brand Goods

They are of the quality that creates the satisfied customer, than which nothing is a better advertisement. Your jobber can supply you.

The Old Homestead Canning Co.

Picton, Ontario

Making the Customers Come Back

That's just what

"Pride of Niagara Falls" Brand Canned Goods

have been doing this Season

They'll keep on doing it. It's all owing to the quality and methods employed in the most modern and sanitary factory in Canada. We have on hand

Select Hand Packed Tomatoes
Refugee Wax Beans

These are not cheap goods but THE BEST. Can be obtained through the following agents:

Eby-Blain, Limited, Toronto. **Frank L. Benedict & Co., Montreal**

F. H. Wiley, Winnipeg, Western Agent.

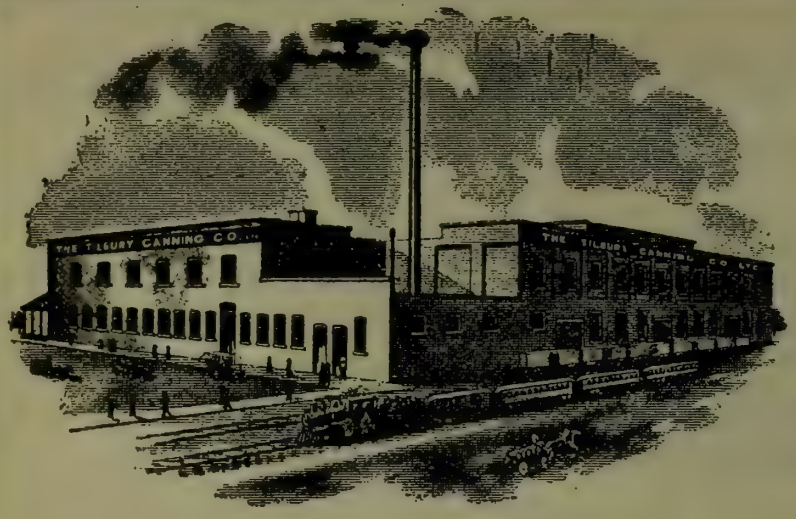
Unequalled in Quality

and a Producer of Permanent Profit

QUAKER
Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

ST. LAWRENCE

5-lb. Cartoons

20 Cartoons to the Case

CRYSTAL DIAMONDS

Small tablets or squares of brilliantly pure white crystal sugar, each one being of uniform shape and size. In addition to the 5lb. Cartoons, they are also supplied in bulk, packed in 25lb., 50lb. and 100lb. boxes, barrels and half barrels.

COME TO STAY

This sugar has come to stay. The sales of CRYSTAL DIAMOND SUGAR have already been so large, that we have been compelled to instal additional machinery in order to double our capacity.

We are also placing on the market another loaf sugar, being oblong tablets, slightly larger than the Crystal Diamonds. This sugar will be put out under the name of CRYSTAL DIAMOND DOMINOS and packed only in 5lb. cartoons. This is an ideal sugar for coffee.

The St. Lawrence Sugar Refining Co., Limited, Montreal

Established

1842 — 67 years ago — 1909

If you want to get the best values in

TEAS

we have them.

We guarantee to match your samples, with better grades

at lower prices.

We carry a nice assortment, and from now till spring we offer great bargains.

We have—

3,600 PACKAGES

Including :

Japan and Japan Siftings,
Ceylon, Green and Black,
Indian, Green and Black,
Formosa Oolong,
Gunpowder Pin Head,
Pea Leaf Moyune,
China Black, Soo Me.

"OWL" Teas in Packages, Ceylon, Green and Black.

We are not afraid to have you compare our samples with others. We are sure our prices will interest you, and the quality of our Teas is A1.

Samples and prices sent with pleasure.

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers

2, 4, 6, 8 de Bresoles St., MONTREAL

British Columbia Trade

can obtain supplies of

"Pure Gold"

Extracts
Jelly Powder
Quick Puddings
Baking Powder
Condiments
Salad Dressing Powder
Borax
Cream of Tartar
Quick Tapioca

from Agents at VANCOUVER and VICTORIA
of the PURE GOLD MFG. CO., Ltd., Toronto

W. HARRY WILSON & CO.,

or from all Wholesale Grocers in British Columbia

TO THE TRADE:

Have You Seen the Latest and Most Striking Evidence of the

Increasing American Demand

for

CEYLON TEA

READ THIS

EXPORTED TO AMERICA

Jan. 1st, to Oct. 31st, 1907

Black, 7,053,900 lbs.
Green, 1,918,600 lbs.

Jan. 1st, to Oct. 31st, 1908

Black, 8,296,500 lbs.
Green, 2,912,100 lbs.

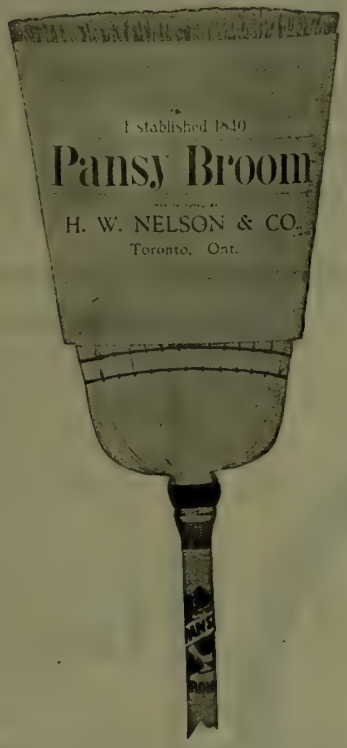
An Increase in Direct Shipments of 24.92%

And in a Year of Trade Depression, Too!

ESTABLISHED A. D. 1840

Distinctive Appearance—Distinctive Quality

"Pansy" Broom



This is the best broom value in the market. The "Pansy" is just the right weight and thickness and has the springiness that pertains only to the highest grade of broom corn. Housekeepers who have once used the Pansy will have no other brand.

We can supply you with brooms in a variety of grades to suit a variety of demand; but you can make more money by pushing the Pansy. If you haven't got our price list, write for it to-day.

H. W. Nelson & Co., Limited

Toronto

Ontario

E. D. S. Brand Jams and Jellies

Guaranteed Absolutely Pure

Unequalled in Flavor

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

It's never too cold to use

Borden's Brands of Condensed Milk

In fact climatic conditions have little to do with the sale of "EAGLE BRAND" CONDENSED MILK and "PEERLESS BRAND" EVAPORATED CREAM,— they have, through merit, become household necessities and grocery staples.

In stock with all jobbers

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Vancouver and Victoria, B.C.

Unsweetened

'CAMP' pays Buyer and Seller alike!

No better Coffee Essence can be bought—or sold—since no better can be made.

'CAMP' pleases your customers — ALWAYS 'CAMP' shows you a good profit. You do the 'summing up'— then ask your Wholesale House about supplies.

R. Paterson & Sons, Coffee Specialists, Glasgow

Imperial Evaporated Cream

True to its name in every respect, this cream is imperial indeed.

Its superior has yet to be found.

The public seem to think so, judging from vastly increased sales in the last few months.

HAVE YOU A STOCK?

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS :—S. H. Ewing & Sons, MONTREAL

WHY CARRY IN STOCK

Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED. NO DEAD STOCK.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

Good Tea gives your Customers a good Impression of your whole Business

Before recommending a tea to your customer should you not know by a personal test that you are giving her the best value in the market? Remember the reputation of your store is at stake. If you please your customer by selling her good tea, it is easier to please her with other goods. Your customers' confidence is the biggest asset you can have in your business.

That is why you are helping your own business when you are selling Red Rose Tea. It inspires confidence because it is always good tea. In every grade its combination of strength and flavor makes it the best value on the market. That is what your customers want; that is what you want to give them if you are seeking their confidence.

Red Rose Tea will give back to you in profit, with interest and reputation added, all the selling effort you put on it.

RED ROSE TEA "is Good Tea"

Try recommending it.

Branches
3 WELLINGTON EAST, TORONTO
315 WILLIAM ST., WINNIPEG

T. H. ESTABROOKS,
St. John, N.B.

Do You Carry

Marsala Wine?

If you have not stocked it yet you should do so now.

It is the ideal after-dinner beverage, taking the place of Port or Sherry.

As such, it is much appreciated by the public.

Be the first in your town to stock this fine line.

Cost is $7 a Case and up.

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent **Phone Main 2731**

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis.	Quebec.	W. H. Escott,	Winnipeg.
C. DeCarteret,	Kingston.	R. G. Bedlington & Co.,	Calgary
Jas. N. McIntosh,	Ottawa	Tees & Peerse,	Edmonton.
Geo. Musson & Co.,	Toronto.	Wilson & McIntosh,	Vancouver
J. W. Bickle & Green ng,	Hamilton.	C. Leonard Grant,	P. E. Island
G. H. Gillespie,	London		

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

WHY NOT

increase the sales of your coffee department by using CHASE & SANBORN'S High Grades?

Chase & Sanborn The Importers

Montreal

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents:

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
HAMILTON MORTON CO., 1 Wellington St. E., Toronto
W. H. AHRENS, 396 Victoria St., Winnipeg
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., LIMITED Purveyors to H.M. the King, Mayfair Works, Vauxhall, **LONDON - ENG.**

UP-TO-DATE Merchants prefer selling the goods that give their customers ***absolute satisfaction*** and never hesitate in recommending

"MELAGAMA" TEA

which is fast becoming a household word in every community. ***We guarantee a coin in every package.*** For ***BULK TEAS*** let us know your requirements and we will cheerfully forward samples. We can give you highest qualities at prices that are bound to interest you.

MINTO BROS., TORONTO

Brooke Bond's Tea.

Our long experience, our large trade in Great Britain, and our system of buying *for cash* in the countries of production, enable us to offer you the highest quality at very moderate prices.

With every facility in our own Bonded Warehouses we blend and pack tea for all markets in foil, tin, lead, parchment-lined bags, or any other style of packing desired.

We pack under your own label and with any style of printing you may choose.

Agents for Western Canada:

Messrs. Hamblin & Brereton,

Corner of Notre Dame and Victoria Streets,

WINNIPEG, MANITOBA.

Fruit Jars

Gem, Crown, Schram

Butter Tubs

20, 30, 50 lb. ***White Spruce***

G.V. Parchment Paper

Brooms

Splendid Value

Wrapping Paper and Twines

ASK FOR OUR PRICES

Walter Woods & Co.

Hamilton and Winnipeg

A perfect system leaves a good impression which means more business.

THE LOBLAW CREDIT SYSTEM

Cuts your bookkeeping in half.

The less writing you do in bookkeeping, the less chance to make mistakes.

WRITE OR PHONE TO

THE CARTER-CRUME COMPANY, LIMITED

TORONTO and MONTREAL

Business is Booming in the West

Are you getting your share, Mr. Manufacturer, of the active and profitable business in the West? Are you satisfactorily represented? We can handle one or two more lines.

Correspondence invited

R. B. Wiseman & Co.

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Manufacturers' Agents and Brokers

We make a specialty of distributing cars for Eastern Manufacturers. Consign to us and we will distribute the goods among your customers.

Ewing's Herbs Excel

It has always been our aim to put up the finest herbs on the market. That we have succeeded is evidenced by the increasing demand reported by retailers for ***Ewing's Sage, Savory, Mint, Thyme, Marjoram,*** etc.

Are You Selling Them?

S. H. EWING & SONS

98 King St., Montreal
Also at Toronto

PATENT APPLIED FOR

Mr. Grocer !!

PATENT APPLIED FOR

Have you placed your order for KAISER WAX PAD yet? If not, DO IT NOW—you are missing one of the best business-pullers on the market.

Hundreds of gross of this convenient domestic necessity have been sold throughout Canada during the past five weeks, and repeat orders are flowing in already. MAKE A HIT! Be the first in your town to have them on sale. WOMEN DO THE BUYING of groceries and provisions!

EVERY WOMAN takes a pride and wishes to excel in her laundry-work. Now, where she can procure an article at small cost—5 cents—that REDUCES IRONING TIME BY HALF—REDUCES LABOR TO A MINIMUM—ADDS TO THE FINISH OF CLOTHES—MAKES IRONING A PLEASURE—there she is sure to leave her order for other things.

Advertise Your Business!!!

In each gross we pack 500 descriptive circulars with space for you to stamp or print your firm name, etc. These are attractively gotten up and will not only pull you customers for KAISER WAX PAD—and by so doing pull you customers for your other lines—but makes a good general advertisement. Send your order to our nearest agent or direct.

Manufactured by

The Ancker-Thiem Co.

CHICAGO, U.S.A.

WANTED — Agents throughout Canada in unrepresented distributing centers.

Canadian Agents:

Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que.
W. L. Mackenzie & Co., Winnipeg and Calgary.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.
D. B. Brubacher, 199 Pape Avenue, Toronto.
W. A. James, Vancouver, B.C.

STOVE POLISH

Now is the season for the greatest use of stove polish. This is a line in your business that pays well if you handle reliable goods like

JAMES DOME BLACK LEAD

A stove polish that gives the best satisfaction in its use. Sort up your stock. Sold by all jobbers.

W. G. A. LAMBE & CO., Canadian Agents

"Salad, Edible and Cooking Oils"

WINTER PRESSED

"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

QUAKER
BRAND SALMON

Mr. Grocer, if this brand was one that would take second place to any other, in the matter of quality and style of package, we would not be guaranteeing it.

YOU KNOW US:

Our reputation stands behind Quaker Brand Salmon.

Prices:

Talls, $2.00 Flats, $2.15

Mathewson's Sons

Wholesale Grocers

232 McGill Street - - Montreal

Walter Baker & Co.'s
Cocoas and Chocolates

In single box lots we will supply at the following prices:

Baker's Cocoa, ¼s	- - - -	35½c. per lb.
" " ½s	- - - -	35½c. "
Premium No. 1 Chocolate, ¼s	-	32½c. "
" " " ½s	-	32½c. "
Webb's Cocoa, ¼s	- - - - -	29½c. "

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

WAGSTAFFE'S

Fine old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

Jams, Jellies and Sealed Fruits

are better than the imported. Once tried always used.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

ORIGINAL LANGLEY WARE

Speaks for itself

Finish and workmanship of the finest English Manufacture.

Colo s, Plain Green, Plain Green and Gold, Brown and Green, Chocolate, and Fancy Designs.

Tea Pots, with or without Percolators.

Also the

Original Langley Fire-Proof Ware

in **Plain Green and Brown**

The most up-to-date and complete line of earthenware Pottery, consisting of **Art Pottery, Jardinieres, Vases, Flower Tubes, Tobacco Jars, etc.**

Kitchen Ware, **Bake Pans, Egg Poachers, Milk Boilers, Sauce Pans and Butter Jars, etc.**

LOVATT & LOVATT, *Langley-Mills near Nottingham, Eng.*

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SEE PAGE 67

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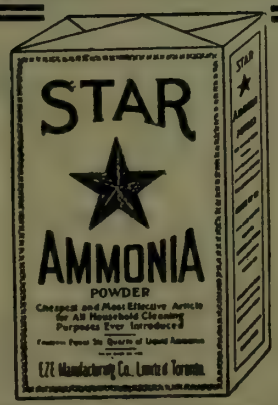

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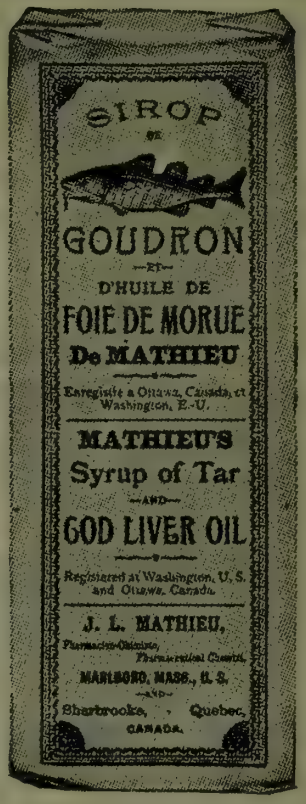

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We have plenty at attractive prices in

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Cases 6/10 pound tins
" 12/5 " "
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Guild Case Awaits Judge's Decision

Thursday, Friday and Saturday of Last Week Taken Up With Summing Up by Counsel—Witness Says Trade Agreements Are Not Kept—Many Previous Decisions Introduced as Precedents Bearing on the Case—Verdict Will Be Given by Justice Falconbridge After Due Consideration.

The guild case is over. That is, so far as the lawyers and witnesses are concerned. The most important part, however, the Judge's verdict, is yet to come. With the close of Crown Counsel G. Tate Blackstock's reply after counsel for both sides had reviewed the evidence during the two days previous, on Saturday morning, closed a case which will probably decide for some time to come the business methods to be used in the Canadian wholesale grocery trade and will also mark an epoch in legal decision. The case has been watched intently not only by the trade in Canada but also across the line, by reason of the fact that it is more or less a test as to the legality of certain business methods now in operation and Chief Justice Falconbridge's decision is being awaited with general interest.

One noticeable feature of counsel's argument on Friday and Saturday was the citation of a large number of precedental cases which bore more or less directly on the case in point. The counsel for the defence had a very respectable little library in court and many of those volumes were made use of during the progress of the argument.

It had been supposed that all the evidence had been put in at the hearing some weeks ago, but previous to counsels' argument the Crown put F. W. Hudson, of the Canada Brokerage Company, in the box, presumably to throw some new light on the dealings between the guild and the Pacific Selling Co., the operations of which were more or ess made public before.

Fred. Hudson's Evidence.

Mr. Hudson told of the formation of the company and of his connection with it. After application for a charter the company began business in July, 1903, making arrangements with Mr. Carey, of the Pacific Selling Co., to handle salmon for them. He, the witness, was to get a commission. The company handled 1,500 cases of clover leaf salmon, which was an average sale, and also 500 cases of the Arrowhead brand. In December of that year there was an attempt to put the Canada Brokerage Co. out of business. In December, 1903, Mr. Hudson went to New York and enterered into a contract with Mr. Carey for 1904, purchasing 2,000 cases of Clover Leaf and some of the Arrow brand. In the spring of the following year the guild took the matter up with the Pacific Selling Co., at New York. Through correspondence from the Pacific Selling Co. Mr. Hudson was told that sales in the brands of salmon he was selling for them were decreasing, whereas he claimed they had increased.

After considerable correspondence respecting the matter Mr. Carey had come to Toronto and they had talked over the question. Mr. Carey had told him that strong pressure was brought to bear upon the Pacific Selling Co. to prevent them selling to the Canada Brokerage Co., and that the company was up against a "brace" game. The witness was also told that the Quebec and Ontario guilds had joined hands and that the Pacific Selling Co. could not afford to lose their Quebec trade. His business was appreciated but the company had first to consider their interests in Quebec.

Mr. Blackstock read the correspondence that had taken place between Mr. Hudson and the company he had represented. In one letter the latter objected to selling goods outside of the city of Toronto as per agreement. Mr. Hudson had sold salmon to a St. Catharines party.

Mr. Carey, in March, 1905, left the company, and was succeeded by Mr. Corby, who had written considerable correspondence to Mr. Hudson. Mr. Corby, it will be remembered, gave evidence at a former session of the trial.

"Mr. Corby told you he could deal with the Ontario guild, but not with the joint guilds of Ontario and Quebec?" asked Mr. Blackstock.

"Yes, sir."

A letter to the witness, dated May 3, 1905, was in part as follows:—"You do not fully appreciate our position in the matter, as we are confronted with the loss of business. You underestimate the alliance of the guilds among the different Provinces. We cannot agree that we are placing you in a peculiar position. We are compelled to push the sale of our own products. If it were a question only of the Toronto market, or even Ontario, it is possible things could be reconciled, but we are feeling the effects in the other Provinces."

The Pacific Selling Co. on May 16, 1905, wrote Mr. Hudson that owing to the conditions existing, the company had entered into arrangements with the guilds of Ontario and Quebec which would preclude further business with him.

Mr. Johnston objected to the submitting of these letters as evidence, because they weren't proved, and because they did not tend to prove any conspiracy. His Lordship noted the objections.

A Stiff Cross-examination.

The cross-examination of the witness by E. F. B. Johnston, K.C., then followed, in which Mr. Hudson stated that the Canada Brokerage Co. was formed to do a wholesale trade.

"To avoid being charged as retailers?" Mr. Johnston suggested.

Mr. Hudson would not admit it, however.

"You knew if you went into the retail business you couldn't buy on wholesale prices, so you took this method of becoming wholesalers?"

"We were going into the wholesale business."

"You bought at wholesale prices and received a commission of 1½ per cent?"

"That is right."

"Were you selling to wholesalers in 1903?"

"Yes."

"Were you selling to retailers in that year?"

"After the formation of the company in July we were."

"You sold to retailers at wholesale prices?"

"Yes."

"At what profit?"

"About from 5 to 7½ per cent."

"Where are your corporation papers?"

"I haven't them here."

"Have you anything here except Mr. Hudson?"

"No," was the answer.

"If the Pacific Selling Co. sold to your customers at your rate, that would put you out of business and you would refuse to buy their goods?"

"Yes, naturally."

"To carry on business you must be protected by wholesale prices?"

"Yes."

"What do you say about a man buying from the Pacific Selling Co. and cutting prices?"

"That's his own business."

"Who fixed the prices?"

"The Pacific Selling Co."

"The wholesalers had nothing to do with it?"

"No."

"You bought from the salmon people and had to sell at certain prices?"

"No."

"Your agreement was to that effect?"

"Yes."

Here Mr. Johnston wanted the witness to admit that he was a breaker of agreements.

"You tried to sell outside your territory, in St. Catharines?" asked Mr. Johnston.

"Apparently, yes, but there was no specific arrangement."

"Weren't you confined to Toronto?"

"No, we bought the goods and could sell them any place. As an individual agent I was confined to Toronto."

"In the bulk of the cases you didn't keep the prices agreed upon?"

"Very likely."

"Did any of the Toronto wholesalers buy from you?"

Mr. Hudson recollected Col. Davidson having bought 50 cases.

"I'm told some of these men bought direct from this company?"

"If so, I got the credit."

"Did you ever break your agreement in selling to some wholesalers at lower prices than to others?"

"No; Clover Leaf salmon had its fixed f.o.b. prices."

"I'm not talking about salmon," replied Mr. Johnston, "it's the principle of the thing I want to get at."

Breaking Agreements.

"If agreements were made by wholesalers with the manufacturer to sell at limited prices and they break this, this would disorganize the trade?"

"I presume it does."

"This would mean a loss of your capital?"

"Yes."

"You couldn't convert your warehouse into a retail establishment?"

"No."

"The wholesalers would have to go into some new business?"

"Yes."

Mr. Johnston then referred to the time it took to build up wholesale business, working out the same idea.

"Was there a falling off in the Pacific Selling Co.'s business in 1903?"

"I am not in a position to say."

"Then Corby may have been correct in his statements?"

"May have been."

Mr. Blackstock asked his Lordship's opinion on certain acts done by defendants, mainly the sending of circulars, since the beginning of the trial. His Lordship ruled that the circulars should not be admitted.

Mr. Washington then proceeded to re-examine Mr. Hudson.

Explaining his statement in regard to the keeping of agreements, Mr. Hudson said these were not generally kept. He had had an agreement regarding Clover Leaf salmon, but constant complaints came in regarding cutting by different wholesalers. "Some are very strict," he said, "but as a general case these selling agreements are not kept."

"Why?"

"They've combined so many articles that there is no room left for competition."

Mr. Hudson said he thought it would be better if there was no agreement. "Business could be done freely and honestly," he said, "which it is not now."

Mr. Johnston—"You think these agreements do not amount to anything?"

"Very little."

This concluded the evidence.

In reply to a question from Mr. Blackstock his Lordship directed that he would hear argument from two counsel on each side with one reply. In view of the fact that his Lordship could not give judgment on the moment he pointed out that it would not be necessary to read the evidence.

The Crown's Address.

S. F. Washington, K.C., opened the argument for the crown, stating that the prosecution was being carried on under section 498 of the Criminal Code, and sub-sections B, C and D, under this, he read these. Section B refers to restraint of trade, C to the unduly enhancing prices and D to the prevention of the barter, sale or supply of goods.

He then outlined the evidence, referring particularly to the written evidence as included in the 112 exhibits.

At the afternoon session, Mr. Washington really got down to business.

Getting Back to First Principles.

"Certain natural laws of trade are important to keep in mind when considering restraint of trade," he said. "One of these being the personal right of man to buy and sell his goods where and for what he pleases. Trade knows no restrictions, so that anything which interferes is a restraint. Every man is a born free trader.

"The ordinary channels of trade were open till the Guild made its appearance," he said. "They closed them. They initiated conducive measures to obtain fixed prices from the manufacturers. Mr. Beckett denied the existence of any of these measures in his cross-examination. He says it was suggestion. This was very forcible suggestion, as was seen in the evidence regarding the Crosse & Blackwell business.

"This is so in regard to almost every article the Guild is concerned with. It was so as to sugar, tobacco, salt, cereals, canned meats, starch, etc. The Price Committee was formed for this very purpose. The reply of the manufacturers to the letters sent out show that they were not anxious to change. The evidence shows that many of them struggled in vain against these coercive measures. Crosse & Blackwell's were anxious not to do business without this agreement, but were ultimately forced to sign it.

"Correspondence bristled with complaints from all over against cutting prices. Evidence was given to show that companies could cut prices and still make profits. Coercion against cutting of prices was a restraint to trade, preventing it from following in unrestricted channels.

The agreements quoted in all these exhibits are practically the same as in the case of the Pacific Selling Co. First of all, there is no competition among the wholesalers at all. They all sell at the same price."

Forcing the Canners Together.

Referring to the evidence of R. L. Innes, that the canners' agreement was originated by the Canadian canners themselves, Mr. Washington quoted from other letters and evidence to show that the present canners' agreement was really instigated at a meeting of wholesalers in Toronto.

"It was only after interference by Mr. Beckett," he said, "that they refused to sell to the Provincial Grocers Co.

"The summary of all this is that wholesales, with retail counters, co-operative concerns, department stores and manufacturing confectioners, are shut out and the businesses confined to the Guild members."

Mr. Washington then referred to the difficulties of getting into the wholesale business since the Guild arrangements had been made. "This group of gentlemen presume to say whether I am a wholesaler and whether I have any right to do business, after that will any one deny there is no restriction of trade?"

"A few words about enhancement of prices. The affect of the Guild on the consumer was proved in the evidence of B. W. Robertson, of Kingston, where firms all over the Dominion were willing to cut prices, as was the case many, many times, and were prevented from doing so by the Guild, this surely means enhanced prices. Again, if the retailer gets as much profit as he used to, and the manufacturer and wholesaler both get more, the consumer must pay the advance.

The statute referring to the case, says, "unreasonably advanced the price." Mr. Blackstock submitted that the word "unreasonably" was used in the same sense as the word "unduly" in a previous case where judgment was given by Justice Osler.

"What is a conspiracy?" said Mr. Blackstock, quoting a definition of Justice Fitzgerald, and said that the present case came under the same definition.

"The Provincial grocers," said Mr. Washington, "had a perfect right to buy and sell from whom and to whom they pleased at any prices so long as they did it legitimately.

Shows a Conspiracy.

"I submit," he said, "that this case showed a conspiracy in the common law, while the object of the Guild was lawful, the methods they adopted were unlawful. What the Guild tried to do was to monopolize the trade for that body which they chose to call wholesale grocers.

"What is the defence as far as we can judge of it? The defendants have been in the box and declared they did not do any of these things. The evidence is overwhelming that they did try to do these things."

"They say they did not try to prevent manufacturers selling direct to the retailers. Crosse & Blackwell, for instance, had a right to sell to both classes."

"Any man has a right to say, 'I don't like you and won't sell to you,' but half a dozen wholesalers in Hamilton have no right to combine together and say they will not sell to me." Mr. Washington quoted several previous decisions to back up his statement.

"The real defence is what we used to call "confession and avoidance,' continued Mr. Washington. "What they say is 'we had to do it to save our commercial lines.' They say they would have to go out of business if they did not do these things. We do not hear of any of them failing or going out of business."

Cut Out the Dead Wood.

"If a lot of the deadwood in the wholesale trade were out of it," said Mr. Washington, "there would be lots in it for the rest. If. Mr. Beckett, for instance, would devote one-tenth of the work and cleverness to his own business that he has to the affairs of the Guild, he would not be coming here telling of loss in his business. When a man like Robertson is able to make a quarter of a million in spite of the operations of the Guild, these men who talk about loss ought to be ashamed.

"Some say," continued Mr. Washington, "that the Guild has not done much harm. Your Lordship should consider what they have the power to do. They have been effectual in securing increased profits. They have the power, under

present arrangements, to compel the manufacturers to give them any profit they please."

This ended Mr. Washington's argument and the court adjourned.

What Caused the Delay.

Mr. Blackstock, senior counsel for the Crown, in opening his address on Friday morning referred to the delay in bringing forward the case and attributed this to the extensive nature of the matters dealt with, the number of interests involved and the necessity of consulting the convenience of those interested.

"Mr. Washington's exhaustive outline of the case yesterday," said Mr. Blackstock, "makes it almost of necessity that I should deal to a large extent with details. The defendants in this action represented an important part of trade in which all the public in interested, and it is no part of the Crown to embarrass or annoy them if their arguments could be said to be generally without objection. The only safe material on which your Lordship can proceed," said Mr. Blackstock, "is the written evidence put before you. There is the most striking difference between the written documents and the evidence given by the defendants and their witnesses. It must also be remembered that for obvious reasons records of various transactions have not been kept.

"I have had prepared, your Lordship, a resume of the correspondence which we particularly emphasize as evidence. To save reading all of this I shall put in it so that you may consult it at your convenience."

Mr. Blackstock, however, proceeded to read several of the letters which had already been made public in the evidence as particular and specific instances of what this correspondence covered.

"I have read them for two purposes," he said, "for these illustrate every possible object of the Crown's case, and also that if your Lordship had only the verbal evidence of the witnesses you would only have a small part of the truth. We found, also, in trying to secure information, that many persons, while willing to give information, were unwilling to jeopardize their own business."

"I understand the position taken by the defence is that the wholesale trade is the ordinary and legitimate method of carrying on their business. I challenge in toto, my Lord, the superstructure, if not the foundation of this argument.

"When one comes to contemplate the defence, one questions the attitude of the defendants. I decline to accede to the proposition that any body of persons can take any position of domineering possession.

Referring to section 498, under which the charge was laid, Mr. Blackstock said:

"I say these people designed to unduly limit the dealing in these commodities in question. Their arrangements are obnoxious to the statute. Take, for instance, the case where they declined to handle American sugars, where they confined themselves to the goods of the Canadian canners. These and other cases show that these arrangements were designed to be an restraint of trade.

"The central idea of the whole idea was that they should have a monopoly. Again, they took upon themselves arbitrary and despotic powers as to decide on who shall be in this business.

"Again, in subsection C, 'to unduly limit the manufacture or production of any article or commodity or to enhance the price thereon.' I say they have done both of these. In the case of the salmon and also the canned vegetables, people, various people, were put out of business in consequence of the action of the Guild. Thus they both limited the manufacture and production of the article and also interfered with the price. This correspondence shows the very idea they had was to keep up the price, to prevent various businesses from entering into competition with them.

"The moment I show your Lordship that persons in the trade were willing to accept lower prices than the members of the Guild received, and again from Mr. Beckett's evidence to the effect that the arrangements for the formation of the Guild were to enhance the prices. All these things point to the fact that the prices must have been unreasonably advanced in many ways and during many years.

Different Conditions.

"Over the whole district of Canada conditions vary greatly. Can it be said that business should be done along the same lines in every district? In the outstanding districts, for instance, undoubtedly different conditions would prevail.

Coming to consider subsection D, Mr. Blackstock said the very essence of these arrangements was to cut out competition.

Referring to the evidence given by Mr. Corby, of the Pacific Selling Co., and commenting on the disparagement between the verbal evidence and the letters put in, Mr. Blackstock said it was a discreditable thing for such evidence to be given.

"There is no more cogent evidence of the intolerant tyranny of these men than is disclosed by this correspondence," he said, waxing eloquent, quoting letters that passed between F. D. Hudson and Mr. Corby.

"Here is a man," referring to Mr. Corby, "of great intelligence, who has investigated these conditions and who found it unable to stand up against them." One of Mr. Corby's letters to Mr. Hudson said, "It is a source of regret that the pleasant conditions existing now should be disturbed, if it were a question only of Toronto or Ontario, it might be adjusted, but we are already feeling the effects in the Northwest territories—where previously our methods had not been questioned.

"Think of the disparity between this and the evidence given in the box," said Mr. Blackstock.

Another letter said: "We have entered into an arrangement with Ontario and Quebec Guilds to handle our goods. In severing our connection we are glad to say that our business relations have always been entirely satisfactory."

"His oath in the box was that these relations were most unsatisfactory.

"Note the disparity, my Loard, between those letters and Mr. Corby's evidence.

Some Flowing Eloquence.

"See what we have, my Lord—the iron heel of these men on the necks of the people—against their wish and will.

"The intolerable tyranny of it!

"The manufacturer now has a complacent body who allow him to fix prices. There is a monopoly in manufacture and in distribution, a condition highly favorable to continuation among the manufacturers themselves.

"The next step, there is no competition among wholesalers. The retailer is also to some extent regarded, but the public at large not at all."

"What is the result of all their arrangements? As Zealand said in the box, 'An office boy could run their businesses to-day. The real object of the arrangements was practically to carry business along in its own channels, all the methods by which the public is to be advantaged are eliminated.

"With my wish to see that the path of persons in business is as easy and remunerative as possible," continued Mr. Blackstock. "I rgret that among the most melancholy information comes the fact that men come forward who in ordinary life would be highly regarded and confess to these irregularities with evident belief in their necessity.

"The trade is honey-combed with indirect and underhand methods. These arrangements are in direct constraint of trade.

"If your Lordship could reach a conclusion that the arrangements made by these parties are correct," said Mr. Blackstock, in concluding, I desire to connect no details of wrongdoing with them, but, it seems to me," vehemently, "it would be impossible to conceive of a case in which, for the public interest, root and branch, these arrangements should be cut down."

The Defence's Case.

Taking up the case for the defence, E. F. B. Johnston, K.C., spoke of its importance, not alone as a matter of affecting the whole country, but one affecting the rights and privileges of a body of men who stand at the front in the trade of the country, a body of men who have obtained not only a standing in the community, but who have large financial interests imperiled in the case.

"If the matter were confined to a mere fine the same anxiety would not exist where their business depends on the methods now attacked.

An Important Case.

"This is not a question of a fine of $200 or $2,000, but it is a question of their financial success, and may even go to the foot of it all, whether they can continue to do business or not."

Referring to Mr. Washington's address he said:

"The efforts of my learned friend brings one back to the days when the white man bartered a piece of tobacco for furs worth $15 or $20, or in South Africa, where for worthless glass beads were traded rubies and diamonds worth a fortune. If that is the natural condition of things, we do not wish to be put under the natural order of business."

"The tariff," said Mr. Johnston, "prevented the very thing the Crown contended should exist; namely, the right to buy at equal rates wherever one wished.

"The business man is bound by tariff regulations in every case," he said, "and this has been done by the assembled wisdom of the legislators at Ottawa."

Some Similar Cases.

Referring to cases cited by the Crown as precedents, Mr. Johnston went into them extensively to show wherein they differed from the present one.

In the case of Rex vs. Elliott, there was an Ontario coal association formed of a certain number of coal dealers in Brantford and district, and these undertook to exclude others of the same class. This meant absolute monopoly in dealing with foreign coal. This, however, did not attempt to consult the interests of coal dealers as a whole, but to the exclusion of the non-members. "They refused to admit new members, a totally different proposition to which we have here. There is no evidence that any legitimate dealer was ever excluded. Inded their membership was even courted. A non-member, too, could get his goods at the same prices and with the same rebates as members. The whole matter, as shown in this case, is totally different from present conditions. Then the case of Rex vs. Clark, a lumber case, where a Western Retail Lumber Dealers' Association was formed. This was made up of retail dealers and differs from an arrangement of wholesalers as in the present instance. The retailers took the lumber and undertook to fix the price to the consumer, at once enhancing the price of the original article."

Taking up the case of Wampole vs. Karn, he held that the judgment was found on a false conception of facts.

"How can there be any competition in the sale of Ayer's preparatory medicines or Radway's Ready Relief?"

He argued that none of those cases were parallel to this one of the Grocers' Guild.

Neither was the prosecution of the plumbers' combine.

Referring to the plumbers' rake-off, he called it "a direct swindle, a direct steal, because it was not earned." The Guild had simply refused to sell to men who were not wholesalers.

Parallel Cases.

"Now I come," he said, "to the cases, which, we submit, are parallel to the present one. The case Rex vs. Gage, was a case of a grain buyers' association, agreeing not to buy at less than one cent below the export price. This is exactly our case, unless we did this to limit competition or to unduly enhance prices. If we did it in welfare of the body of wholesalers and grocers it was all right. Even if a few parties were injured, it was done for the purpose of helping honest men, we are not contradicting any statute, even through doing so may seem to fall under the statute."

He referred also to the Ontario Salt Co. vs. Merchants' Salt Co. case, where several companies co-operated to operate salt manufactories, all salt to be sold through trustees of the company only.

A sarcastic reference was made to the judging of such cases as this by public opinion—by "men who never sold a pound of tea or bought a plug of tobacco in their lives, and yet would tell us on a moment's notice how trade with all its intricacies, should be controlled and regulated."

Continuing the citation of authorities bearing on the present case at the afternoon session, Mr. Johnston referred to "Eddy on Combinations," which sets forth the law as recognized on the other side.

Another case from the Kentucky statistics of 1903, referring to conspiracy and combination was cited.

In the case also of the Queen against the American Tobacco Co., the defendants entered into an agreement not to sell cigarettes at a lower price than per agreement, did not bring the company under the law, inasmuch as they had a right to sell their goods as they saw fit, within the scope of the law.

A Right to Fix Prices.

"This case," said Mr. Johnston, "backs up my position—the manufacturers have a right to fix prices and to dispose of their goods to the retailer as they see fit. There is nothing to prevent others from going into the same business."

Under the common law the element of wrong-doing was the object of doing material injury to someone else. The combination was not questioned unless material injury was done. The statute carried the matter no further than the common law. It made two classes of conspiracy (1) in common law, (2) in trade conspiracy, the first totally different from the second.

"If three men concoct the committal of a robbery and is overheard conspiracy is proved and these men may be committed. The other must have certain results, otherwise it is not a conspiracy.

"This binds the Crown to the trade conspiracy idea," he said.

"If the defendants continue to protect their own interests, they are not within the scope of section, even though it may injure others. The primary object of the Guild is to take in any wholesale and to make them live up to their contracts. There is not a single instance given in twenty years where prices were enhanced. There are no signs of limiting production nor interferring with transportation.

The Crown must prove the conclusion of the offence, not leave this to be drawn into the conclusion.

"In the case of Hern v. Griffin," went on Mr. Johnston, "a decision was made in a similar case. If this was good, then it is infinitely better to-day, when business has been so much intensified by modern conditions."

A number of other cases were referred to, but not cited at length.

Parliament has determined the mode of trial and penalty in connection with a trade conspiracy, and failing to show that a conspiracy under this head had occurred, the Crown was endeavoring to show by some other means.

Present Methods Necessary.

Everyone knows that for manifest reasons three classes were necessary to carry on the business of the country. They were the manufacturer, wholesaler and retailer. In Canada, with an enormous stretch of country, with villages starting up here and there, the conditions are vastly different from those in large cities. In sparsely settled districts wholesale dealers are necessary as the retailer could not very well obtain his goods direct from the manufacturer. There can be no competition in the manufacture of a particular article. The man who produces can fix his own price. The articles he produces are proprietary in their nature, and he has no competition, but he can be ousted from the market by another firm, presenting another and better article to the public. For instance, there can be no competition in the production of the Macdonald tobacco. No other manufacturer can produce that brand.

The wholesaler buys in car lots, which the retailer cannot do, and the former is, therefore, able to make a profit. The man from a legal standpoint has power to secure his own agents to sell direct to retailers. He fixes the cost of his own productions and the wholesalers have never interfered. There was no evidence of an authoritative nature to show otherwise.

He hoped that his Lordship would not take into consideration evidence of men of low moral standing or of men who were breakers of agreements. The wholesalers were fighting the manufacturer for their profits.

Prices Decreased.

In many cases as had been shown, prices have decreased since the formation of the Guild. A few years ago sugar was sold at 15 or 16 lbs. for a dollar, while now 20 lbs. or more can be bought. If the demand throughout the country can be reached by the wholesale

trade then the production would entirely depend on the demand. The manufacturer does not control the demand. The amount of goods that pass down through the wholesaler to the retailer and consumer are the test for the production. The action of manufacturers having the objective point of cheapness to the consumer in view, show they acknowledge the means adopted as the best and most ready.

The wholesale dealers are engaged in distributing and storing goods, and he must have them on hand to deliver when called upon. He can get goods cheaper in large quantities, and he has the means for distribution. They save the cost of travelers to the manufacturer; they often carry the retailer through difficult times; they save freight rates by sending many lines of goods in one shipment; and they distribute quickly. But the wholesaler must have a profit, and after there had been so much cutting of prices it was no wonder that the wholesalers formed a Guild to protect themselves. What they were aiming at was the cutting of prices, and that alone because it went to the foundation their own business. It had a demoralizing effect on the whole commercial business of the country.

"After Mr. Zealand's exposure in the box, after Mr. Hudson's and others disclosures, is it any wonder that these men had to make some arrangement to protect themselves and their business?" said Mr. Johnston.

There has been no attempt to show prices unjust, unreasonable or unfair. They are down, salt, sugar, etc., to as low as is reasonable. The retailer gets his goods on this uniform basis. The freight, warehousing, travelers, etc., is saved under this system. Can it be said the price is increased?

Retailers Favor Guild.

Mr. Trowern's evidence and that of Mr. Baker, shows that the retailers are in favor of this. The Crown's interests, most of them admitted that the present is the proper system, the only true one. Robertson, for instance, says the principle is all right, but he objected to the competition.

"If the present method is acknowleged to be cheapest it follows that this must be regulated. It cannot be allowed to be violated by unscrupulous men.

"Men like Kinnear, Beckett, etc., were apparently trying to do an honest thing. They were selling at a loss in many instances owing to dishonesty on the part of other men and manufacturers."

The object of the Guild was to carry on honest business which was not frustrated by dishonest men among manufacturers in their own ranks. If this was so, was this an illegal act?

"It may be, though the Crown has brought out no evidence as such, that prices have been enhanced. The reason it wasn't given was that it can't be found.

"What the Guild were aiming at was the prevention of cutting of prices. There is nothing troublesome about who is a wholesaler. There was no objection to manufacturers selling to any retailer in the country. The whole burden of the song was the cutting of prices. The moment this begins you have disorganization of trade and dishonesty creeps in.

"These men were trying to make dishonest men honest and this was the object of the Guild."

What other course could be suggested? The manufacturers violated agreements by selling to retailers. To show there was no object to hurt anybody when the Guild was formed and that there was no discrimination, they opened their gates to every wholesaler in Canada. They said: "You keep faith with us, everything is open to you."

None Refused Membership.

"There's no evidence that any wholesale man was refused membership. Any who were were not legitimate wholesalers. We never sought to hurt the right or privilege of a single wholesale dealer. We did seek to coerce the manufacturers to give us bigger profits, so that we could make a living in business.

"These men had a right to band together, combine, if you like, for this, and as such they are not under the limits of the statute.

When a man played traitor to the Guild he was fined and suspended for a time, but in twenty years there was only one instance, or two, at most, of this being done. The next penalty would be that if they continued the manufacturers would refuse to sell, a very wise and mild regulation, surely?

"The Guild came into existence in a feeble and informal way at first, with not even a list of members in 1903."

Mr. Johnston went on to criticize the use as evidence of letters written by Mr. Gillard as "fished out of the dustheap," and saying that it surely could not be taken to apply to the present instances. The letters were written evidently without consultation. The fact of cutting prices is the evil complained of all through these letters.

"The Guild couldn't cut these questionable men off any list," continued the lawyer. "It was not the intention of the Guild to interfere with the private rights of other persons, simply to protect the character of their trade. They were actually selling tobacco and sugar at this time at 1½c profit when it cost them 7½c to handle them. They never asked for prices to be increased, only for increased rebate in order to get a living profit.

"Everybody knows sugar is cheaper now than 20 years ago. So also with tobacco and canned goods, other things being equal. If so, there has been no increase to the consumer. The attempt was to get better profit, as was shown in the evidence of Messrs. Beckett, Davidson, Blair and Kinnear."

Mr. Johnston, who was suffering from a cold had by this time become husky, so the court was adjourned till Saturday morning.

Mr. Johnston, continuing his address on Saturday morning, referred to a statement made by the Lord Chancellor in the Quinn-Bethan case, stating that this was applicable closely to his case.

The evidence shows that the guild did not try to confine sales to its members alone, several firms, wholesale men, were getting goods and the same privileges as the members of the guild. The question as to membership in the guild then, was a negligible one. Sir Wm. McDonald, Eddy and others had their own lists. We took possession of no field as Mr. Blackstock says. It was created by reason of the commercial circumstances of the country. They were willing to give up the field if the arrangements they made were not acceded to. The question is whether these terms were unreasonable or unduly planned. "The Crown must prove that they were excessive or immoderate."

Quoting from several dictionaries, both "unduly" amd "unreasonably" must be considered above what your Lordship and myself would consider ordinary.

Were No Agreements.

Coming to the various so-called agreements: "So far as tobacco is concerned there is no evidence of any agreement. Nobody touched tobacco. The price was fixed by the manufacturer, was influenced by the tariff. Clancy's evidence regarding this could not be correct. The reason he couldn't get tobacco was because he wasn't a wholesale dealer. His bankruptcy came not because he couldn't get tobacco, but for various other reasons. He applied for membership but failed shortly afterward. He further said he couldn't get canned goods in 1903. You will remember that Graham couldn't sell in the same year, all on account of the guild. This seems very peculiar.

"Andrew MacLean came and complained of the guild's operation," continued Mr. Johnston. "He has been able to gather together $300,000 fortune in spite of this. He was a wholesaler with a retail counter and consequently could not be expected to share in the advantages of the guild.

Referring to certain pages of the evidence, Mr. Johnston claimed that the guild had never interfered with Mr. McLean. Certain conversations to this effect in Montreal could not be taken in evidence.

"The McAlpine Tobacco Co., again, never cut McLean off. His system of buying wholesale and selling to the consumer was not an honest way of doing business, in regard to the existing conditions.

"Curtis, of Kingston, was in the same position. He says he couldn't buy tobacco because of the guild, and yet we have evidence from travelers who tried to sell him.

"Are we to be condemned on evidence of this kind?" Mr. Johnston asked.

Referring to the canners' agreement, Mr. Johnston said:—"The Canadian Canners were the people who combined, not the guild."

"These things being so, what objection was there to the guild? There are presumably certain understandings in trade.

"The Canadian Canners did not get all the wholesalers, nor all the members of the guild. They gave a loyalty rebate to those whom they did sell to. Their goods were more or less in the

shape of a proprietary article in special brands, manufactured only by them.

Starch, Salt and Sugar.

Coming to the case of starch, Mr. Johnston referred to numerous instances in the evidence to show that the changed price to the consumer came from an increase in cost of product and manufacturer's price.

"There was no agreement as regards salt, nor as to sugar either. There was no fixed price for sugar. These prices were fixed by manufacturer daily. Beckett, who desired to be in touch, informed his wholesale friends of the changes. This is not capable of being regarded as the agreement alleged. The only agreement in sugar was not to cut prices. Sugar, too, is cheaper to-day than before the guild was thought of."

"In regard to the equalized freight rates, the shipping rates are less than before the system was adopted, if the price of production is the same. This places every man in the same town on the same footing so far as rates are concerned and is what the retailers wanted.

"Regarding Crosse & Blackwell, and to begin with I don't think the letters of Mr. Coulson can be taken as bearing against us. 'The guild won't let me' was a ready excuse.

"Mr. Beckett's evidence deals with the matter. Nobody pretends that the guild affected or sought to affect the price of Crosse & Blackwell's goods. The real reason Zealand couldn't buy was because he wasn't a wholesaler. At the same time they were selling to wholesalers who were not members of the guild."

"The manufacturers were seeking the cheapest and best method of handling their goods and they found the wholesale system to be this. Is it conspiracy that for years and years this has been going on with the approval of the wholesale and retail trade of the country and yet your Lordship is asked to convict us on this."

Denies Any Cost of Violation.

Referring again to sub-section A of the statute, Mr. Johnston said:—"There were always enough goods on hand, nor did the public suffer by a violation of this. Nor does anything show that the retailer couldn't get his goods. There was no limit to production in any shape or form."

"Regarding section B, trade and commerce has nothing to do with the internal business of the country. This matter cannot apply here in any way.

"In regard to section D, there is no violation shown nor anything that would result as a violation of this.

What Increases Cost of Living?

Mr. Washington argued counsel continued that the increase in the cost of living during the past 20 years was a result of the guild. No man, surely, could be serious in this. It is increased cost of production. Eggs were then 10 cents, now are 22 or 24c. Butter was 10 cents, and is now 30 cents. Rent has increased from $15 to $20 per month. These are the matters which affect the cost of living.

Referring to certain matters which have taken place since the case was taken up, Mr. Johnston said:—"The press has published inflammatory articles of nothing but a general character, circulating all over the country. Articles have been written by men against conspirators in trade, who evidently have not studied the existing conditions. The newspapers have had a great deal to do with the trial of these defendants before it has gone before your Lordship at all.

"All the Crown has been able to get," continued Mr. Johnston, "has been Clancy, MacLean, Curtis, Graham, whose evidence has been exploded, and Baker, Robertson, Zealand, eight men among the thousands who have been doing business in all these years. They are the only men to come forward, and they interested men. Not a single consumer, not a single producer.

Surprised They Didn't Do More.

"Yet on this class of evidence you are asked to condemn men struggling for existence among conditions in which I am surprised they did not do more than they did. I would ask your Lordship, therefore not to convict my clients."

In closing, Mr. Johnston referred in kindly terms to the Crown counsel, taking the responsibility himself to a great extent for the large delay in the case, necessary, as he said, from its magnitude and importance.

E. H. Ambrose's Address.

In concluding the case for the defence Mr. Ambrose first referred to references made by Mr. Washington. Regarding Mr. Clancy, he asked that the evidence of Mr. Beckett be read. He referred to the evidence of Mr. Beckett, also to the class of business Mr. Zealand did.

In the matter of the refiners, Mr. Thompson had stated in his evidence that the guild had nothing to do with the refiners, that it did not control them. The refiners were shown to have acted independently, and that each refiner fixed his own price.

There is no case in which the guild influence has been used against anyone except in the case of a man who will not keep his agreement and in no court should any consideration be given to the man who refuses to deal honestly in his business with those with whom he comes in contact.

The Final Reply.

In the address which brought to a conclusion this famous case, Mr. Blackstock regretted that the counsel for the defence had made disparaging references against some of the witnesses for the Crown who had given such valuable evidence. He had never seen a more gentlemanly lot of witnesses. He would not defend nor apologize for Mr. Zealand, but in regard to Mr. Hudson, who had furnished the Crown with such important letters, he must take offence to the "cruel injustice done to a man who had had his business taken away from him by the guild."

He also referred to the "cruel injustice" to Mr. Gillard, the man who had been president of the guild and who had been "egged on to do their acts of injustice."

"Men have come here after his death to unload the responsibility of their actions on the man not living to defend himself," added Mr. Blackstock.

Several judgments in cases, which in the counsel's opinion, were analogous to the one at issue were cited. Reading from a circular of a wholesale grocery firm Mr. Blackstock asked, "Can there be a more monstrous thing than that these men should be sitting in judgment ruling Mr. Clancy on his entrance into the guild?"

"Here at the eleventh hour we have received no documents from the defendants regarding for instance, sugar agreements. It is a mistake to say that every wholesaler could get what he wanted. The whole artillery of the guild was arrayed, for example, against Mr. Robertson of Kingston."

"The counsel for the defence," said Mr. Blackstock, "has lost sight of what the members of the guild were entitled to do singly and collectively. In the matter of competition he had stated that the manufacturer fixed the price. But that was part of the arrangement with the wholesalers. It was a mistake to say that McDonald's tobacco or any other kind was a proprietary article in the sense that Radway's Ready Relief was.

In concluding Mr. Blackstock said:—"This question of trade relations is the great problem of modern civilization. Every regulation of any kind is some restriction on human liberty. Large numbers of retailers had for years been buying from the manufacturers, contrary to the statements made by defence counsel, and for years the wholesalers have attempted to deny them this right. Freedom of trade is the great principle of liberty, but this freedom has been entirely circumvented. I submit by the objects of the defendants."

Judgment Withheld.

His Lordship, intimated that a speedy judgment could not be expected on account of the volume of evidence and the length of the arguments, and also because his other duties prevented him from making a study of the evidence and arguments in the near future.

The judgment will, however, probably be handed out in a few weeks.

REACHING OUT TO NEW MARKETS

The F. F. Dalley Co., Hamilton, manufacturers of 2 in 1 Shoe Polish, beside covering Canada and the United States, are now reaching out across the Atlantic. Mail orders and inquiries have been coming in large numbers recently from Great Britain, evidently as a result of the company's advertising in The Grocer, and the need for a man on the ground was felt. J. W. Gorham sailed on Tuesday for England to take up the work and will represent the company in England, Ireland and Scotland. The European market is also to be developed and with a view to this F. O. Creed who has recently represented the company in Western Canada, will leave on Saturday for France, and will cover that country and also Germany and Spain.

Thos. Edey, of the same company, leaves this week to represent them in Minnesota and Wisconsin.

LOSING MONEY.

Grocer—I'm doing myself an injustice when I let you have six onions for a nickel.

Customer—Why, how is that?

Grocer—I give you six scents for five.

The Latest Dominion Grocery News

Maritime Provinces and Quebec

Montreal Grocers Discuss Proposed Increase in Their Liquor Licenses—Decline in Price of Halifax Sugar—Storm at St. John Delays Freights.

HALIFAX.

January 12.—Following the holiday rush, business is now a little quiet and it is expected that it will continue so for some time. The wholesalers are now taking stock and the majority of the travelers are off the road. Some changes in prices are noted since the opening of the new year. Canned fruits and vegetables have been advanced five cents per dozen, and there is a drop of ten cents per hundred pounds in the price of all grades of sugar. Extra standard is now quoted at $4.76, No. 1 yellow at $4, Austrian at $4, and bright yellow at $4.30.

During the past week there was a big drop in the price of new laid eggs. During Christmas week and later fresh stock sold from 50 to 55 cents per dozen. At these prices the demand was very light and, in consequence, there was an accumulation of stock. This week the new stock was quoted at 35 cents per dozen, a drop of 15 cents. Sales even at this price were light. Many of the jobbers had expected that their stocks would go quickly at the reduced price, but such was not the case. The Nova Scotia poultry has almost all been cleared up and importations are now being made from Ontario. Only small quantities are coming to the market, as the prices are high.

A new company, called the Liverpool Fish Company, has been organized at Liverpool, N.S., with a capital of $10,000, for the purpose of carrying on a general fish purchasing and exporting business; dealing in canned and live lobsters, bait and ice; the curing, preparing and dealing in finnan haddies and boneless cod, and the shipping of fresh fish of all kinds. The principal business will be carried on from Coffin's Island, where icehouses will be erected, with storage plant. The have bought out the Mersey Packing Company and the trap business of Charles M. Firth, and the company will establish its head office at Liverpool. The officers of the company are: George S. McClearn, President; Directors, Winslow Cameron, C. M. Firth, Arthur S. Hutchins, John F. Seldon. W. A. Hemeon is manager and C. M. Firth secretary.

The Kensington Dairying Association, of Prince Edward Island, has had a good cheese season. The quantity of milk manufactured into cheese was 2,675,395 lbs., and the value of the cheese made was $30,786.

The Union Dairying Company, of Vernon River Bridge, P.E.I., had their banner season, paying on an average of one dollar for one hundred pounds of milk. The quantity of milk manufactured was 1,352,000 pounds.

Windsor, Nova Scotia, is undoubtedly a "sweet town." It is estimated that confectionery valued at $30,000 was sold in that town during last year. The confectionery business in Windsor has increased rapidly during the past few years. The sale of temperance drinks has also largely increased.

Alderman Andrew Hubley has disposed of his business on Windsor Street to David Markley, and is retired from the grocery trade, after a most successful experience. Mr. Hubley opened his shop on Windsor Street about thirty-one years ago, and built up his business so well that the premises had to be gradually enlarged, and the establishment became a land mark in the west end of the city. Mr. Markley, besides purchasing the grocery, feed and meat departments, takes a lease of the stores. The change in proprietorship went into effect without any interruption of business. It is understood that the alderman has aspirations for the Mayor's chair, and that he will be in the field as a candidate at the civic elections, to be held in April next. Ald. Hubley is a strong advocate of temperance.

ST. JOHN.

January 12.—The heavy gale and rain storm which raged here last week on Tuesday and Wednesday had the effect of completely isolating the city so far as railway communication was concerned, until Thursday evening. Washouts on the C.P.R. and I.C.R. held trains up and no passengers, mails or freights were moved inward or outward during that time. Considerable damage was done about the city by the downpour of rain and high winds, and a number of stores had windows smashed and signboards blown down. In the wholesale grocery houses on the north and south market wharves, some damage was done to stocks by the high tides, which washed over the wharves and flooded the basements. In Haymarket Square several small stores were flooded as a result of the high tides forcing water back through the sewers.

The wholesale merchants are taking advantage of the quiet season to take stock.

Several changes in quotations are reported. Raisins and currants are slightly lower, hand-picked beans are held at $2 and $2.10 a bushel; cornmeal is quoted at $3.50 to $3.55; sugar is down 10 cents per hundred pounds, and oatmeal is a little easier. All grades of canned goods, vegetables and fruits are up five cents a dozen.

In the produce market, some Western beef is selling as low as 6½c a pound, while pork is scarce and commands from 8½c to 9c a pound. Most vegetables and roots have increased in price. Chickens and fowls remain about the same, but ducks are higher and turkeys are selling wholesale at from 20c to 23c a pound. Hennery eggs are quoted from 30c to 40c a dozen and case eggs from 25c to 28c. Tub butter remains about the same but roll butter is not quite so dear. In the fish line, frozen British Columbia salmon are selling for from 12c to 15c a pound.

The annual sale of the harbor fisheries was held on Tuesday, January 5. The amount realized was considerably below last year, the reason being given that the catch was away below the average. The sale netted $1,516.25, as compared with $4,275.10 in 1908, and $6,187 in 1907.

J. J. McGoffigan, tea merchant, who is about to leave on a vacation trip to the South, was called upon at his office on Mill Street last Wednesday by a number of friends and presented with an address and a pair of gold cuff links. Mr. McGoffigan is leaving for a five months' trip to New York, Washington, New Orleans, Texas, California, Mexica, Verna Cruz, Cuba and Florida. —W. E. H.

MONTREAL.

Jan. 13.—A meeting of the Montreal Retail Grocers' Association, was held Thursday evening, Jan. 7 at the association's hall on St. Catherine east. J. A. Dore, president, occupied the chair, and other officers present included A. Sarrasin, J. D. Boileau, and A. Malo. There was a large attendance of members, and several questions of interest were discussed. The association members were unanimous in their condemnation of the peddling practice, especially peddlers of fruit and vegetables. At a previous meeting a motion was adopted to the effect that each member of the association interview the alderman representing his district, and try and secure his co-operation in putting a stop to the practice. D. Lesage reported that he had seen Ald. Robertson, and Ald. Clerihue in regard to the matter, and both these gentlemen had promised to do what they could, to assist the grocers. P. St. Pierre saw Ald. Dagenais, and he also promised to assist the association in their work. President Dore stated that he had received the assurance of the Butchers' Association that

they would co-operate with the grocers in this matter.

The contemplated action of the city council in probibiting the sale of milk in grocery stores was discussed, and strongly condemned.

It was also decided to appoint a committee to interview the Premier, Sir Lomer Gouin, on the proposed increase in grocery liquor licenses. Considerable discussion took place regarding this matter, and it was unanimously agreed, that the grocery license was already high enough. In view of this it was deemed best to interview the Premier, and lay the matter before him.

It was decided to hold a euchre and dance for the members of the association and friends. The date was fixed for Jan. 26, the function to be held in the Auditorium.

J. G. Gordon, of McClure & Langley, 30 William St., is spending a few days in Toronto.

A representative of The Grocer called on several local grocers to discuss the milk question, and the proposed increase in the price of liquor licenses. Many grocers expressed themselves as indifferent to the course of the City Council in the milk question because in the great majority of cases, it is kept, merely to accommodate customers 'and is no source of any very great income. Being unable to accurately judge the amount which is required, in many cases considerable is left over, and in this way the profits are soon turned into losses. Montreal has been suffering more or less from typhoid fever, and it has been suggested by some that its spread has been due to the milk kept in grocery stores. The action of the Council in rushing to this conclusion is not put in a very favorable light now, as many of these cases of supposed typhoid fever are turning out to be a form of intestinal grip, and not typhoid fever at all. The action of the Council is thought by a number of grocers to be a trifle high handed in this matter, as it is possible for milk to be kept in grocery stores, in as sanitary a condition as it can be kept elsewhere. What is thought to be less arbitrary and better for all concerned, is the establishment of an inspectorship, which would regulate its sale and improve the methods. All interested grocers are opposed to the raise in liquor licenses as they believe it is as high now as is commensurate with the profits, which are not as large as some may imagine. If there are irregularities let the police investigate the cases they say, and then they may be dealt with. It is unfair to make all the grocers suffer on account of a few black sheep.

F. Barriere has accepted a position with the Retail Grocers' Association as canvasser and collector.

Chas. Ferry has opened a confectionery and delicatessen store at 302 Bleury St.

P. Daust, 140 St. Catherine, has a very attractive window composed of the cheaper grades of candies, and evergreens. The candies are arranged in blocks about a foot square and separated from one another by ropes of evergreen. This is a window that appeals to the children, as it is nicely arranged, and contains only candies which come within the reach of all.

A local grocer who sells liquors has arranged his bulk goods in a very convenient way. Instead of having the barrels in an ill-lighted cellar he has them placed in the coolest end of his store, in three tiers. The first tier consists of the largest, and most frequently used stock. These casks are at a comfortable height and beneath them are smaller barrels, containing stock which takes the second preference. Above the first described row are the smallest casks, containing the rarely used liquors. The grocer claims this arrangement to be the most satisfactory which he has ever used.

Western Canada Notes

Introduction of Barley Flakes—Creameries May Gather Eggs From Farmers—New Canneries to Open.

VANCOUVER.

Jan. 12.—A new western product is being introduced to the trade this week. It is known as Caverhill's barley flakes, and is something on the same principal as rolled oats, only with a different grain as a basis. Mr. Caverhill, the originator of the process, is personally engaged in seeing the grocers. The manufacturers are Messrs. Brackman & Ker, who have the sole right, and to enable them to produce the article, machinery costing $40,000 has been installed in their mill at Calgary. The fact that this has been done is an indication of the faith that they have in the article, and they are quite sure it will meet with popular favor as a breakfast food. If it does, they will instal machinery in their mill at Victoria, so that it can be manufactured close to the coast market. An extensive advertising campaign is being prosecuted.

An unusual feature of the Christmas trade was the complete selling out of the imported poultry. This has never happened before. It shows that trade is fairly good, and that money is not altogether scarce, for the stock of turkeys that arrived was by no means small.

The directors of the Duncans Creamery Association are considering the suggestion by W. H. Hayward, M.P.P., at their annual meeting that the creamery gather eggs from the farmer the same as they do cream. He pointed out that in Denmark this scheme is successfully worked, as well as in other places. It gave a more stable market and better prices. When more particulars are obtained, the directors will hold a special meeting to consider the matter. The officers appointed were:—President, G. T. Corfield; vice-president, J. N. Evans; directors, Wm. Bazett, David Alexander, F. A. Jackson, Wm. Herd and C. T. Gibbons.

George Wolfenden, who has had considerable experience in the grocery business, is the manager of the co-operative store at New Westminster, which formally opened for business last Saturday.

C. A. Welsh, of New Westminster, has purchased the grocery business at Sapperton, of J. J. Efford, and took charge last Saturday. Howard Welsh is in charge.

J. R. Armstrong has opened a large grocery store in Penticton.

The fruit season of 1909 will see several new canneries in operation in the interior of the Province, where the fruit ranches are located. Those already established have proved successes, and growers and business men in the different localities are seeing the advantages of having a factory to utilize all the fruit that is not adapted for packing, yet is too good to throw away. The Thompson Valley Canning Company, composed of citizens of Kamloops, will have its factory ready for both fruit and vegetables, and at Summerland a proposition is also being considered. At the latter place a provisional board of directors has been appointed, consisting of Hon. W. M. Hespeler, H. C. Mellor, Rev. H. A. Solly, R. H. English and Hector Sutherland. At first a proposition was made to the city council, asking that body to guarantee the interest on the stock for ten years at 8 per cent., the capitalization being $30,000. If this were done the Summerland Fruit Company would build a cannery with a capacity of from 10,000 to 12,000 cans daily. It was found the council could not do this, so a public meeting was called, at which over $10,000 was subscribed forthwith, and no difficulty was anticipated in getting the other $8,000 or $10,000 necessary to go on with. It was pointed out at the meeting that other factories in the Okanagan district which operated during 1908, not only paid good prices for peaches, but piled up handsome dividends, and that in the first year, with established eastern opposition to meet. One thing that seemed to favor the institution of such companies in the interior is the large number of well-to-do people who have come west from east of the Rockies. These have invested in fruit lands, some on a large scale, and have the money to place into canning factories which help out their own interests. Co-operation along this line brings mutual benefits which are by no means inconsiderable.

REGINA.

Jan. 12.—The retail merchants here report that the Christmas trade was entirely satisfactory. While the volume of business was larger than last year there was no indication of customers buying what might be termed extravagant luxuries. The same keynote dominates this as all other lines of business and the lesson taught last year will not

readily be forgotten. Extravagance and speculation are two words that have been rubbed off the slate and business generally will be conducted on sane and reasonable principles to the enormous benefit of the country at large.

C. W. Vivian, traveler for Campbell Bros. & Wilson, wholesale grocers, spent the holiday season with his parents in Winnipeg and is now back on his territory.

C. A. Michie, of the staff of Campbell Bros. & Wilson, is spending his holidays in Ontario and will be back about January 15th.

R. Alvin Wright, traveler for Cameron & Heap, is receiving the congratulations of his friends on his marriage to Miss Leila Ross. The ceremony was celebrated at the home of the bride's parents, Mr. and Mrs. W. J. Ross, Stoughton, Sask., on Dec. 23rd.

The wholesale houses of this city are looking forward to the completion early this year of the Canadian Pacific Railway Company's branch from here to connect with their Pheasant Hills branch at a point at or near Bulyea on the east side of Last Mountain Lake. This would give us some two hundred miles more territory and in a district that is well settled.

The Canadian Pacific Railay have shown their appreciation of the importance of Regina as a shipping point by the appointment of Mr. Harold Allison as district freight agent, under Mr. W. B. Lanigan. Mr. Allison is to have charge of the freight business for the province and will make headquarters here.

From Ontario Correspondents

Kingston Government Institutions Call for Tenders for Supplies—Broom Factory Raises Prices—Stratford Grocer to Enter Priesthood — Early Closing at Ridgetown.

KINGSTON.

Jan. 13.—Grocers were well pleased with the Xmas trade, and as is always the case, there is a calm after the storm. That calm is extended by the elections, in which many grocers were interested. It always makes a grocer feel good when he hears of his fellow-tradesman being elected to represent cities and towns. Grocers may not always be able to make long speeches, but they have something in reserve which many of the others lack.

Dan Couper, grocer, was elected Mayor of our illustrious military city by a majority of 935 over his opponent, Lawyer Givens.

C. J. Graham, once a grocer, but now a contractor, defeated Marshall Reid, a grocer, by 75. There are an even number of Liberals and Conservatives in the council.

Arthur Craig, of the firm of W. G. Craig & Co., met with an accident which will necessitate his retirement from active canvassing for some time. He slipped coming down stairs at his home and badly strained the ligaments of his left leg. It is an unfortunate accident just at the time when the new firm, of which he is a member, was getting into shape to occupy its new premises.

A new idea with Ontario Government institutions here is to send out a typewritten circular to the patrons asking prices for tea, sugar, etc. This is about the same as asking tenders and those who have been getting patronage do not like the idea.

The by-law to give $10,000 to the Wormworth Piano Co., who were burned out a short time ago, was defeated by a small vote owing to a poorly gotten up ballot paper with too much small type. The Board of Trade does not feel satisfied and the by-law is to be voted on again.

Lipton's teas, coffees and jellies are being demonstrated by Miss Wood at Gilbert's Grocery.

David Gibson, for many years in the grocery business on Princess St. years ago, died recently. He was honest in all his dealings and had a kind word to those with whom he came in contact.

Our broom factories here have put up brooms 25c a dozen, and the end is not yet. None of the wholesale men have advanced prices so far.

"Jim," the grocer, bought a load of lemons when he heard about the earthquake at Messina.

Large hand-bills big enough to make kites, are flying all over the streets and January sales are in order now. It gives us a chill when a draft comes, and especially when you can't meet it.

All the aldermen who endorsed compulsory vaccination were defeated at the late elections.

ST. THOMAS.

January 13.—St. Thomas had two aldermanic candidates who are active officers of the R. M. A., viz., President Dubber and Wm. V. McDonald, First Vice-President, the latter being elected. Mr. Dubber is chairman of the Board of Health, and was an alderman for 1908, but we regret he was defeated this year.

Mr. McDonald, the successful candidate, and well-known merchant, was born in Ayr, Ont., in 1863, his father G. A. McDonald, conducted a general store there for many years. Mr. McDonald received his education in the Public and High Schools of Mitchell, Ont., and came to St. Thomas in 1881, where he was employed as clerk by H. G. Broderick. He then took a position with the Elliot Dry Goods Co., of Detroit. He returned to St. Thomas in the fall of 1895 and commenced business for himself on Ross Street with a stock of dry goods. He sold out this business five years later, and went into the shoe business, the new firm being Raven & McDonald. Mr. McDonald served two years as school trustee, and has given much time for the public benefit, and his election shows that his services have been appreciated. He has always taken a deep interest in the affairs of the R.M.A., and has the congratulations of his fellow merchants.

PETERBORO.

Jan. 14.—The Christmas trade has been considering it generally, most satisfactory and in practically every case has been as good as, if not better, than last year. It has also been remarked by several grocers here that they have not noticed any decided falling off since the close of the holiday season in grocery purchases.

Whatever may be the explanation, there is not nearly as much distress reported to the dispensers of civic charity as there was at this time last year. The requests for assistance have been few and there will be no necessity for the establishing of a relief house as was done last winter.

A step in the right direction has been made by some of the uptown merchants and is being appreciated by their clerks. The dry goods and millinery stores close on Saturday night at nine o'clock. The change was made last Saturday night and resulted in bringing out the purchasers at an earlier hour. The new system will probably remain. It can scarcely be stated yet whether it will spread to the grocers or not.

GUELPH.

January 13.—The Guelph Retail Merchants' Association took a very active part in the municipal elections. They are to be congratulated on the fact that in nearly every ward their choice of candidates was endorsed. In St. John's Ward the president of the association was elected. Among the others elected was J. A. McCrae, of J. A. McCrae & Son, who two years ago was in the council and made a good chairman of finance. It was considered by many that Mr. McCrae would have been elected mayor if he had allowed his name to go to the people. Another grocer who has entered the municipal field is S. E. Wiggins, who was elected school trustee in St. Patrick's Ward, after a good fight. Now the elections are over most grocers will settle down to the annual stock-taking and see how much money they have made or lost during the past year. Some grocers here do not bother taking stock at all.

A special car bringing members of the Toronto Fruit Dealers' Bowling Club is to arrive here to-night, the bowlers to play a friendly game.

There was a good market on Saturday and the plentiful supply of butter was

the cause of a drop in the price, but it is expected to get back to fairly decent prices. When butter gets over 25c to 30c a lb. plenty of people refuse to use it and others cannot afford to do so, which may be one reason for the present drop in price.

The banquet held on Tuesday evening, Jan. 5th, of the staff of the J. A. McCrea & Sons's grocery store, was one of the most pleasant events of similar events held here. About twenty were in attendance and in addition to partaking of a dainty spread there were several toasts and a musical programme. The invited guests, in addition to the staff were J. W. Charles, W. Grindlay and D. C. Munro. Both members of the firm responded to the toast of "The Firm." Miss Dougherty rendered a mandolin solo, R. Gerrard and Miss Ethel Bott, piano solo. Will Dougherty sang a song and Albert Vass made a hit with a recitation on "The Noted Tea Store." The event was a pleasant one and served to produce a better feeling between employer and employe of J. A. McCrea & Son's store.

GALT.

January 13.—The grocery business in Galt is particularly brisk at present, having fully recovered from the after-holiday re-action. Canned goods are moving out briskly, as is to be expected at this time of year. Grocers also report a large demand for fancy biscuits—that is, the expensive brand to be used at "pink" teas and such like.

The price of eggs, which has been soaring for the past month, took a sudden drop on Saturday last. Immense quantities were offered at the market, and as a result the price came down from 35c to 30c, with a further decrease probable. Butter was 30c per pound.

At the inaugural meeting of the town council on Monday, Ald. Jaffray gave notice that he would introduce a by-law to appoint a market committee, whose sole duty it would be to boom the Galt market.

The Board of Trade, under the able direction of John Sloan, is negotiating for several new industries, and the present year promises much good work on the part of that energetic body.

LONDON.

January 13.—Sidney Screaton, son of Samuel Screaton, of Edward Adams & Co., till recently manager of the Lea Pickling Co., of Simcoe, Ont., has accepted a position with Mason & Hickey, grocery brokers, of Winnipeg, Man.

Thos. Janes, grocer, South London, came within 127 votes of being elected alderman.

Jas. Fitzgerald, until recently a member of the firm of Fitzgerald & Duncan, grocers, was a successful candidate for alderman.

All kinds of salt has advanced 5c a barrel.

When it comes to trundling, the knights of the scoop and scales, who have their castles south of that busy hive of industry known as Dundas St., have somewhat the advantage of their adversaries of the north side, and 268 pins stood to their credit when the game was concluded at the Ideal alleys Friday night.

Ranahan, of the north end grocers had high aggregate score with 482, while Millson tallied the high individual for the south enders, with 175.

The score was :

South Side Grocers.			
F. Milson	132	161	175—468
E. Reed	111	118	109—338
B. Trebilcock	126	148	148—212
Ed. Ryan	79	93	114—286
J. McLeod	144	153	138—435
	592	673	674-1939
North Side Grocers.			
A. Connors	113	138	94—345
C. Hayes	78	123	102—303
T. Shaw	111	104	92—307
H. Harley	82	88	64—234
T. Ranahan	166	163	153—482
	550	616	505-1671

ST. CATHARINES.

January 13.—Alderman Petrie has purchased the building occupied by Simson's grocery, at Thorold, Ont., by auction Saturday last. The building is three storeys high—the two flats above the store being used as lodgerooms, etc. The store is situated in the heart of the business section of Thorold. Mr. Petrie has not yet stated whether he will occupy the store section or whether it will be to rent. The purchase price was in the neighborhood of five thousand dollars.

One small lot of canned tomatoes, some twenty-odd cases of three's, and a very fine sample, changed hands last week at 65c per dozen. This is the lowest price on record for the season.

Butter was fairly easy this week, there being a good supply on the market Saturday. Prices ranged from 25c to 28c by the basket. New laid eggs were also easier under increased offerings, selling at 30c in quantities.

BOARD OF TRADE OFFICERS.

The new officers of the Toronto Board of Trade elected by acclamation are James P. Watson, president; W. J. Gage, 1st vice-president; R. S. Gourlay, 2nd vice-president, and John F. Ellis, treasurer.

DECLARING ANNUAL DIVIDENDS.

At a meeting of the directors of the Canada Brokerage Co., Toronto, on Tuesday, Jan. 12, the following dividends were declared: On the preferred stock, 7 per cent. and on the common stock, 5 per cent. The annual general meeting will be held in the company's offices, Toronto, on Wednesday, Jan. 27.

A NEW STARCH FACTORY?

A rumor, which has been given a good deal of credence, has been going the rounds of the trade recently that a new starch factory is to be started in Ontario. The story says that D. A. Gordon, president of the Wallaceburg Sugar Company, is being backed by Michigan interests to begin the manufacture of starch in Wallaceburg. At present nothing definite can be learned as to the matter.

Another story says that the same interests have been negotiating for the control of the Ontario Sugar Co.'s factory at Berlin, to be used for the manufacture of starch and glucose. The latter proposition seems to have apparently fallen through, however.

DINNER TO TRAVELING STAFF.

Good fellowship and loyalty to the firm were prevalent at a banquet of the traveling staff of Eby, Blain & Co., at the National Club, Toronto. The dinner came at the end of day's review of the work of the year. Several speeches were given by members of the firm, Mr. Hugh Blain giving the "boys" some words of advice, and J. W. Borsbery, who has been with the firm 28 years, spoke on behalf of the travelers. Those present were: J. F. Eby, W. P. Eby, H. Hardy, H. Meath, J. W. Borsbery, J. A. Milne, H. A. Ernst, F. J. Watson, L. E. Morden, A. L. McKechnie, R. D. Robertson, F. I. Hartley, H. Blain H. D. Eby, J. M. Stalker, D. Casey, T. S. Grant, J. A. Montgomery, J. A. Taylor, W. Brooke, A. S. Williamson, R. Pinchin, J. N. Notter.

OFF FOR EUROPEAN TRIP.

P. C. Larkin, of the Salada Tea Co., Toronto, left on Thursday with Mrs. and Miss Larkin for an extended European trip. The party will sail via New York this week for Genoa, and the winter will be spent in the south of France. Mr. Larkin has made no dennite plans for the time following, but is taking his automobile along and will probably spend some time in touring Europe.

PERSONAL.

On Tuesday, December 29, the marriage was solemnized at Osgoode, near Kemptville, of George Wilson, general merchant, Reid's Mills, to Miss Mary J. Dillon, daughter of James Dillon, Osgoode.

George D. Sinclair, Winnipeg, representative, and T. T. Cartwright, special, New Brunswick and Newfoundland representative of E. W. Gillett Co., Ltd., Toronto, were callers on The Grocer this week.

A. G. Syer, merchant, North Bay, has been elected to the Council of 1909 of that place. He enjoys the unique distinction of having been given the honor without personal canvass to secure his election.

Judgment for one cent was the award made recently to the Ladago Canning Company, of Louisville, Ky., against the Corydon Canning Company. The plaintiff, however, has to pay the costs of the action, and the verdict is actually in favor of the defendant. The suit was brought upon the failure of the Corydon Company to deliver canned tomatoes as contracted.

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STRONG MOLASSES SITUATION.

Very low stocks, a none too favorable outlook for the new crop, and continued demand resulted this week in a further advance of 2c a gallon on molasses. As forecasted in The Canadian Grocer several weeks ago the situation has become acute. It is very difficult to secure molasses. Stocks held in all parts of the Dominion are exceedingly low. One authority stated that holdings were never so light in his experience of over a quarter of a century. In Montreal it is estimated that stocks are less than one-quarter of what they were a year ago. Conditions are similar elsewhere in Canada, and even in Newfoundland.

It was thought in many quarters that we would have fancy molasses here in February, as reports from the Barbadoes stated that there would be some grinding in January, and that first shipments could be made toward the end of February. Later advices contradict this.

One of our best importing houses stated, re the situation in the West Indies: "They have had exceptionally dry weather in the Barbadoes, and crops have suffered very much; they have had some nice showers recently (December 24, in the Barbadoes), which may improve the situation a little, but they have been too late in coming to be of very much use to the growing crop. It would not surprise us if the market opened high."

Another house particularly well posted says: "Until recently the reports from the British West Indies were very discouraging (January 9, in Canada), owing to the excessive drought which prevailed all through the season—but we are now advised that during the last few weeks moderate rains have prevailed, and, while these will probably not bring the crop up to the average, at the same time it will be a very great improvement on what has been anticipated, and the probability is that a very fair crop will be made. Naturally, owing to prevailing conditions, the market will open high, but the future must be governed entirely by weather conditions between now and March. We might also add that favorable growing weather will result in the crop being delayed, whereas if dry weather prevails the crop will come on early and be comparatively short."

An average crop would mean in the neighborhood of 40,000 puncheons. Last year's yield was about 48,000 puncheons, while two years ago 60,000 puncheons were obtained. It takes some 10,000 puncheons to supply the Canadian trade.

It is hardly likely that we will have any molasses to speak of here before April. Some fancy may be brought in via St. John and Halifax, in March, but it is choice molasses that the trade desires most, and it comes in direct steamers in April.

ADULTERATIONS IN CANADIAN PEPPER.

A bulletin just issued by the laboratory of the Inland Revenue Department at Ottawa gives some interesting information regarding the ground pepper used in Canada. The Department has analyzed 146 samples of white pepper, gathered from different districts in the Dominion and out of these finds 106 genuine, 32 adulterated and 8 doubtful. This shows a percentage of 21.9 adulterated. Black pepper gives even a less favorable showing. Of 152 samples analyzed, 110 are genuine, 37 adulterated, and 5 doubtful.

While the test in question showed a gratifying improvement in that for 28 years past, the average of adulteration has been 50 per cent. Pepper still remains one of the most badly adulterated foods in Canada. The enforcement of the new Pure Food Laws in the United States has resulted in the prohibition of the importation of materials ordinarily used for the adulteration of spices, and it seems probable that some of these goods have found their way into Canada, a factor much to be regretted.

The report points out that the substances used as adulterants, pepper dust, ground bushes, sand, flour, cayenne, cocoanut shells, are not distinctly unwholesome, but these materials, besides being undesirable mixtures, are certainly frauds and more or less injurious when used as food.

BROOM PRICES GOING UP.

The advance in brooms spoken of as probable last week seems to be surely coming. Already at one or two Ontario points the price has been advanced 25 cents per dozen and a further advance is probable.

The shortage spoken of in the Oklahoma and Indiana broom corn crops seems to be a fact. At a meeting of manufacturers in Chicago last week figures in Chicago last week figures quoted showed the 1908 Oklahoma crop to be 16,000 tons as against 40,000 in 1907, and 65,000 in 1908. In Illinois the 1908 crop is given as only 5,000, as compared with 8,000, the year before and 15,000 in 1906.

United States manufacturers advanced their price from 25 to 50 cents last year, while the Canadian firms kept them on the same basis. From this it will be seen that the prospects of a sweeping advance shortly are very likely.

WHERE GOVERNMENT ERRED.

The Ontario Government could not have had the best interests of the commercial travelers at heart judging from their appointment of the special commissioner to look after the equipment of hotels in the province. W. K. Snider, as was mentioned in last week's issue, received the appointment. Mr. Snider has for the past three or more years been organizer for the Conservative party and therefore would naturally be much interested in the Government wishes.

It would appear that had the appointment gone to a member of the Travelers' Association, the work of improving the hotel equipments would have been attended to with more decision by a man not directly interested in politics. A traveler, too, who has been on the road for some time knows the faults in hotels, and how they can be best remedied. The broad field he has to cover brings him in contact with every class of hotel and he is in a position to determine the deficiences and intelligently order improvements.

The Commercial Travelers' Association of Canada had endorsed the appointment of Lieut.-Col. John Stoneman who, we believe, would have been the right man for the position, but the Government has seen fit to do otherwise.

Rates Affected Fruit and Provision Firms

Proposed New Express Classification Would Have Been Serious for Commission Houses Who do Large Outside Business —Clause Regarding "Enclosures" Meant Much to Country Merchants—Railway Commission's Order Obviates Difficulty at Present.

The prompt, decisive and effective measures adopted by the Railway Commission, sitting at Ottawa, in cancelling the new express rates, which went into force on January 1 last, and restoring the old tariff, brought joy to the hearts of those merchants who would be very seriously affected by the change. Judge Mabee, after hearing evidence from the express companies and from shippers, gave judgment summarily annulling the new classification. He explained that the commissioners understood the new arrangement would on the whole mean a slight reduction in rates to the general shipping public and they had relied on the companies keeping the agreement entered into with Judge Killam, that no radical changes would be made in the rates, pending the result of a general inquiry.

The evidence, however, seemed to show that the new classification involved serious changes and general increases, and the board felt its duty was to recall its order of approval.

Hard on Fruit and Provision Men.

A point in the new rates affecting the country merchant was that providing against the forwarding of enclosures, as when a wholesale house making up a shipment include a parcel for another firm or for another party in the same town. If carried out, this would have been rather inconvenient as well as costly for the country merchant, but the annulment of the new rates will, of course, avoid this.

While the new rates, or rather classifications, did not seriously affect the grocery houses of the country, they did affect the wholesale provision, fruit and fish men, more especially in the matter of making a charge for the return of empty boxes, cans and crates, and on this point representations were made to the commission while sitting at Montreal by the Toronto fruit and provision men complaining of the charge. The commission promised to investigate the question and it was thought a sitting at Toronto would be necessary. The action of the board in cancelling the rates, however, may make this unnecessary.

The new classification adopted by the express companies on empties stated that charges must be prepaid, and even then were accepted only at owner's risk if lost or damaged. It affected butter boxes, cans, fish boxes and barrels, flower baskets and crates, fruit and vegetable empties, oyster tubs, pails and cases, poultry boxes, yeast boxes, soda water cases and bread and biscuit empties. The rates ran all the way from 5c to a charge one-half that of the merchandise rate. There has been for some years now a charge on the return of egg cases and chicken coops, but the new rate would include all other empties, the only exception being milk and cream cans.

Toronto Board of Trade Acts.

On January 7 the produce section of the Toronto Board of Trade met and sent the following telegram:

"Judge Mabee,
"Chairman Railway Commission,
"Montreal.

"The produce section of the Board of Trade, Toronto, in session, wish to go on record as protesting against existing charges by express companies on dairy products; also against the recent added charges on returned empties, which charges are more than covered by the existing rates on produce.

"J. T. MADDEN,
"Chairman."

Gradually Increasing Charges.

Mr. Madden, who is manager of the Wm. Ryan Co., provision merchants, on being interviewed, said the charge was unfair. Some seven years ago the express companies raised the rates, but when an objection was made, said the increase was to cover the return charges. Two years later a charge of 5c was placed on the return of egg cases. On being questioned regarding this charge and showing that the former increase was to cover such cases, the express companies made some explanation about a specific charge on egg crates. The provision men did not object, believing the charge a fair one and thinking the companies would be responsible for the proper care and return of empties. Up to that time provision men lost many egg crates and it was a serious loss in the carrying on of business. But things did not improve very appreciably. When there was a rush, Mr. Madden had seen his egg crates standing on the station platform for a week at a time. His company now was obliged to buy a thousand new cases every year and import a car load of egg fillers because of the neglect of the express companies. Then the loss sustained in having eggs packed in these cases which had been exposed to the weather was incalculable. The charge was very unfair.

Might Mean Shipping by Freight.

J. L. Bowes, manager of the J. A. McLean Produce Co., was another man who believed the charge unfair, and if it had gone through it would probably mean that the express business would be cut out and shipments would be made by freight.

W. H. Despard, of White & Co., who ship fruit, vegetables and fish, in specially-constructed crates, said the charges would be quite heavy so far as they were concerned. It was on this account that he had wired the commission protesting against the charge on empties and received a reply stating the matter would be investigated.

H. W. Thorpe, of McWilliam & Everist, said his company would not be affected, as they shipped in original package and these were not returned.

F. T. James, of F. T. James & Co., fish dealers, felt that his company would not be affected, shipping, as they do, oysters and fish in cheap, neat and new packages, which were not to be returned.

Members of the wholesale grocery trade say the new classification would not affect them materially, since grocers in the country usually waited until a carload of empty cases accumulated and then shipped them back by freight.

M. P. Mallon, poultry dealer, felt that the charge was unfair, but that so far as he was concerned, the extra express charges were met by the shippers outside the city.

C. E. Edmonds, of Christie, Brown & Co., said his company shipped biscuits by car lots only and when doing so used freight cars. Tae boxes are returned the same way, for it would be more profitable to make new boxes than use express and pay the charges. He also said it would cost more to bring in a car of empty boxes from, say Hamilton, by freight than it would to send the same quantity of full boxes to Hamilton by boat.

GROCERS IN HOCKEY.

During the past week three good games in the Wholesale Grocers' League, Toronto, were played. On Friday night of last week the T. Kinnear & Co.'s team ran away with the Brokers II. team by the score of 9 to 1. The line ups were:

Brokers II.—Goal, Patrick; point, P. Millman; cover, Shea; forwards, Watt, Hortop, A. Millman.

T. Kinnear & Co.—Goal, Marks; point, C. Rennie; cover, T. Kinnear; forwards, Telford, Dickey, Mains.

H. P. Eckardt & Co. defeated Brokers I. by 4 goals to 1 on Monday night, the half-time score being 1 all, with play very evenly divided. The teams:

Brokers I.—Goal, Ferguson; point, Thompson; cover, Oliver; centre, Webber; right wing, Wm. May; left wing, Lynn.

H. P. Eckardt & Co.—Goal, Joyce; point, Wilkinson; cover, Brown; centre, Thompson; right wing, Wilkinson; left wing, Cowan.

Possibly the closest fought game of the three was the one of Wednesday night, when the Jas. Lumber Co.'s team won out in the latter half by the score of 7 to 4. At half-time it was 3 all, and shortly after the breathing spell it was 4—4, but at no time were the winners behind. Some great games are expected in the coming week. The teams were:

Eby-Blain Co.—Goal, Kelly; point, Thomas; cover, Gay; forwards, Niel, Bond, Meath.

Jas. Lumbers Co.—Goal, Lumbers; point, Kerr; cover, Nelles, forwards, Ford, Pyne, Carradus.

IS LAND COMMISSIONER.

Frederick Dane, grocery broker, Yonge Street, Toronto, has been appointed Land Commissioner of the Temiskaming & Northern Ontario Railway. One of the important features of his work will be to advise intending purchasers of land along these railways in the interests of the settlement of the districts contiguous to them. Mr. Dane is also a member of the Temiskaming & Northern Ontario Railway Commission.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

POINTERS—
Lard—Advanced ½c.
Fish—Declined.
Sugar—Firm.
Flour—Declined 10c.
Molasses—Advanced 2c gal.

Montreal, Jan. 13.

Conditions generally are as good as can be expected at this time of the year. Travelers are reporting prospects very good in the country. Stocks, which have been low during the whole year, are now very much depleted, consequently with returning confidence in business conditions, it is thought that trade prospects should be good for the spring. Satisfaction is expressed generally regarding the volume of the Christmas trade. Remittances and collections have been very good, and this is regarded as a favorable augury. Locally trade has been a little on the quiet side, which is not unusual after the holidays.

Some changes have taken place in the market, chief among which is the decline in flour of 10c per barrel. In the ordinary course of events declines are quite in order at this season of the year, as some inducement must be offered the buyers, in this way to stimulate trade at a dull time. Molasses, however, owing to extraordinary conditions, failed to react to this rule, and has advanced 2c gallon. A full explanation of the reason will be found on another page of The Grocer, under a special heading. Owing to the active demand for hogs, lard has gone up a step. Butter remains fairly stationary, while cheese has slumped. Canned goods are dull. Furs are decidedly on the high side, and such lines as lynx, red fox, and fisher are scarce. Peppers are strong in the primary markets. Poultry is scarce. Sugar has shown pronounced strength during the week.

It is remarkable what an influence a disaster to any quarter of the globe has on the rest of the world. Owing to the recent catastrophe in Sicily we are now paying more for filberts, Sicily wines, Tanagona almonds, olive and essential oils, showing plainly the economic importance of this little island in the Mediterranean.

SUGAR—A firmer feeling is developing in the sugar market which was not expected so quickly. Refiners are well supplied with raw sugar for their requirements, and are not taking very large quantities. Locally, the demand for sugar is reported by some of the wholesale houses as better than at this time last year. So far, prices have been fully maintained at last week's level.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
" Imperial	4 10
" Beaver	4 10
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 15
Bright coffee	4 10
No. 3 yellow	4 00
No. 2 "	3 90
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—Molasses has developed a strong position owing to small supplies held and not the best of prospects of the situation being relieved as soon as was expected. Prices have risen 2c a gallon on all lines and are now about 10c higher than those of a year ago. Corn syrups are only fairly active, some trade developing in small tinned lines. Prices are the same.

Barbadoes, in puncheons	0 42
" in barrels	0 44½
" in half-barrels	0 45½
" fancy	0 47
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03¾
" ¼-bbls	0 03¾
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS — Nothing of any interest has developed, and the market remains dull and featureless.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 06 0 07
Pure syrup, 8½lb. tin	0 60 0 65

TEA—Japans and Ceylons are the favorites this week. Some small buying only has transpired in other lines. Grocers are not much interested in high-grade teas as they think from now till spring people will favor the lower-priced product. No new quotations have been announced during the week. It is rather difficult to forecast the movements of the market, as the stocks held throughout the city and country are extremely low.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 30
Medium	0 22 0 23
Good common	0 21 0 22
Common	0 19 0 21
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 19 0 20
Pekoe Souchongs	0 19 0 20
India—Pekoe Souchongs	0 17½ 0 18½
Ceylon greens—Young Hysons	0 19 0 25
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEE—"More steadily going into consumption," stated one large house. Coffee does not fluctuate as does many other lines, as demand continues good and steady. Prices unchanged.

Mocha	0 18½ 0 25
Rio, No. 7	0 09 0 11
Santos	0 12 0 15

DRIED FRUITS—Owing to a general stock-taking, business in these lines has been of a limited character. Currants have dropped ½c for fine filiatras, and a generally easy feeling exists in the market. This is due to an easier tone which has developed in Greece. Stocks throughout the country are distinctly on the light side, therefore a good trade will probably develop in the spring. Dates are strongly held as stocks available are much less than last year.

Figs—	
Bag figs	0 03½ 0 05
Tapnets	0 03½ 0 05
Elemes	0 08 0 14
Dates—	
Hallowees, per lb	0 05 0 06
Sairs, per lb	0 05
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" " ½-box	0 75
"Royal Buckingham Clusters," ½-boxes	1 30
" " boxes	4 75
"Excelsior Windsor Clusters"	5 75
" ⅛s	1 60
Australian raisins	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 09 0 10
Choice seeded, 1-lb. pkgs	0 08½ 0 09½
Loose muscatels 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 12 0 18
Peaches, "	0 11 0 15
Pears, "	0 13 0 14
Prunes—	per lb.
Prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 09 0 10
" " " 50-60s	0 08½ 0 10
" " " 60-70s	0 0? 0 10
" " " 90-100s	0 07
Currants, fine filiatras	0 06½ 0 07
" Patras	0 08 0 08½
" Vostizzas	0 09 0 09½

SPICES—Peppers are holding the centre of the stage, at the present moment with the charges floating in the air of gross adulteration of some lines, and an advanced primary market in blacks. The customary after-holiday dulness is prevailing in the market generally. Prices are unaltered.

	Per lb.
Peppers, black	0 14 0 20
" white	0 20 0 27
Ginger, whole	0 18 0 20
" Cochin	0 17 0 20
Cloves, whole	0 17 0 30
Cloves, ground	0 20 0 25
Cream of tartar	0 23 0 32
Allspice	0 12 0 18
Nutmegs	0 30 0 60
Cinnamon, ground	0 15 0 19
" whole	0 14 0 16

BEANS AND PEAS—Beans have become dull, and prices have dropped 10c, quotations now standing at $1.65 to $1.75. Peas are also slower this week, although, so far, the price has been maintained.

Ontario, pickers	1 65 1 75
Peas, boiling	1 35 1 40

EVAPORATED APPLES—The undertone of the market is easier, with quotations unchanged. Although the supply in sight is not large, the demand is likewise small, consequently the situation has eased up somewhat.

Evaporated apples, new	0 03 0 08½

FURS—Fox is decidedly scarce this year, and fancy prices are offering for really good skins. Lynx are none too plentiful, and dealers are offering as high as $12 for good specimens. Fisher

are commanding good prices, some firms offering $9. The experiment to farm foxes has proved a failure, so for sometime yet the wild specimen will have to be depended upon.

Mink	5 00	6 50
Marten, pale	4 00	6 00
" dark	8 00	20 00
Fox, red	2 50	4 50
Lynx	5 00	12 00
Otter	15 0	25 00
Fisher	5 00	9 00
Weasel	0 25	0 35
Muskrat	0 15	0 25
Canadian coon	0 75	1 25
Skunk	0 40	1 25
Bear, large	8 00	10 00
" small	3 00	5 00

CANNED GOODS

MONTREAL.—Altogether the demand for canned goods is decidedly poor. Vegetables and fruits, however, are bright spots in the market. Canned fish is fair for the season, which is always a dull one for this commodity, but canned meats are slow.

TORONTO.—Peas, corn and tomatoes are passing off fairly well and the demand for the more used lines of fruits is also good. There's little doing in salmon and other lines of fish.

ONTARIO MARKETS.

POINTERS—

Molasses—An advance in price.
Coffee—Good demand, market firm.
Canned Goods—Steady in fruits and vegetables.
Nuts—Several lines scarce.

Toronto, Jan. 14, 1909.

Local wholesalers report business generally to be rather brisk this week. Of course there are some articles in more demand than others, due to the particular time and season of the year. Retailers still continue to complain about quietness in business, but a change for the better may be expected at any time.

One of the chief items of interest this week is an advance in molasses from the Barbadoes and West Indies. The reason for this increase in price is not exactly known yet to the wholesalers, but it has been reported that a shortage in rain has been the cause.

Business seems to be rather brisk in canned goods, so far as fruit and vegetables are concerned, probably because the supply of fruit put up by the housewives is in many cases getting low.

Collections during the week are reported good, which seems to be a good indication that the retailer is doing some business.

SUGAR—The market in sugar this week is rather quiet, prices being quoted similar to those of last week.

Paris lumps, in 40-lb. boxes	5 55
" in 100-lb. "	5 45
" in 25-lb. boxes	5 75
"Crystal Diamonds," barrels	5 5
" " half barrels	5 85
" " box-s, 100 lbs	5 85
" " " 50 lbs	5 95
" " " 25 lbs	6 15
" " 5-lb. cartons, boxes 100 lbs	5 10
St. Lawrence granulated, barrels	4 50
St. Lawrence Beaver	4 20
Redpath extra granulated	4 50
Imperial granulated	4 20
Acadia granulated, (bags and barrels)	4 40
Waterloo	4 30
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—The demand for molasses and the supply, which appears to be short so far as the West Indies are concerned, has made an advance in this article. Otherwise there is little or no change.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
	Per case.	
2 lb. Tins, 2 doz. in case		2 40
5 " " " "		2 75
10 " " ½ "		2 65
20 " " ¼ " "		2 60
Barrels		0 03½
Half Barrels		0 03½
Quarter "		0 03½
Pails, 38½ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 12 "		4 80
Quarts, 24 "		4 80
Pints, 24 "		2 50
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 60
West Indian	0 31	0 33

TEA—The good demand for Ceylons noted during the past few weeks still continues with perhaps a slight falling off. There seems to be a considerable call for Indians, both of the cheaper and highly flavored varieties, whereas highly flavored Ceylons are somewhat scarce.

COFFEE—There is a firmness noticeable in the coffee market this week and business locally continues good with no changes in prices. Willett & Gray, in their report on the situation, give the following on the past year and the outlook for the future: The past year in coffee was marked by a great deal of mistrust to the exclusion of different features that have been constantly contributing to heal their conditions. It now appears that the coffee trade proper begins to realize that instead of the Government holdings being any menace to the market, the new loan and agreement conserving those holdings have put the coffee beyond all peradventure of indiscriminate sale, and what is more, not a bag will be sold within a year from now and after that only limited quantities year to year. All this has finally forced attention to the true situation and the available supplies.

After a very active month of deliveries to the interior—1,835,000 bags during December in Europe and the States—the world's visible supply has decreased 580,000 bags since December 1st, and the total world's supplies in sight today are 1,000,000 bags less than January 1, 1908, say 15,700,000 bags, out of which the Government holdings are about 7,000,000 bags. The coffee world, therefore, has to reckon with available supplies of only 8,700.000 bags, and with it only about 1,500,000 bags of the present crop to come down in Santos and 700,000 bags in Rio during the second half of the crop season, together with the movement of the mild crops. The combined deliveries in Europe and the States for the first six months of the crop were 9,300,000 bags in a period of restricted buying by the trade, which strongly emphasizes probable total deliveries of upward of 18,000,000 bags for the crop year 1908-09. These are the main points which make the true position of coffee all the more interesting and attractive on the natural basis of supply and demand, and it is little wonder that dealers, roasters and jobbers commence to look ahead in order to get the assortment and descriptions which their trade will require right along.

The outlook for the 1909-10crops shows no improvement. The latest reports on the Santos crop still speak of the strong probability of the yield being less than the current crop, while nothing new is heard from Rio. The extent of the crops on the present prospects can now be judged fairly close, but whatever happens in the remaining months, when the crop is maturing, nothing can occur to increase the yield.

Looking at present values of the far-off options in New York, 75 to 100 points less than the same time a year ago, and the statistical position present and prospective in strong contrast, an improvement in prices seems natural.

DRIED FRUITS—The demand in dried fruits has not been very great since the passing of the holiday season. The prices are steady.

	Per lb.
Prunes—	
40-50's, 25-lb. boxes	0 09½
50-60's, " "	0 08½
60-70's, " "	0 08½
60-70 s, 50-lb. boxes	0 08½
80-90 " "	0 07½
90-100, " "	0 07
Apricots—	
Choice, 25-lb boxes	0 12½
Fancy, " "	0 14
Candied and Drained Peels—	
Lemon	0 10 0 11
Orange	0 10½ 0 12
Citron	0 17 0 20
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag Figs	0 03½ 0 04
Currants—	
Fine Filiatras	0 06½ 0 07
Patras	0 08 0 08½
Uncleaned, ½c less.	
Vostizzas	0 08½ 0 09
Raisins—	
Sultana	0 07½ 0 13
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias	0 05½ 0 06
Seeded, 1-lb packets, fancy	0 09½ 0 10
" 16 oz. packets, choice	0 09½
" 12 oz. " "	0 08
Dates—	
Hallowees	0 05½ 0 06
Sairs	0 05
Fards choicest	0 08 0 08½
" choice	0 07½

NUTS—There is a noticeable scarcity in almonds, filberts and Brazils this week, the sales in all varieties not being extra brisk on account of the rather poor demand.

Almonds, Formigetta	0 12½
" Tarragona	0 13
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
Filberts	0 10 0 12
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 10 0 12

SPICES—These goods are meeting with the usual sale, there being no change in the prices as last quoted.

RICE AND TAPICA—Tapioca is getting a fairly good call in some wholesale houses, but there are no new features in the market.

BEANS—The bean market remains about the same as during last week, although some report a little better demand than usual in the white variety.

Beans, prime No. 1	1 85 2 00
" Lima, per lb	0 07

EVAPORATED APPLES—There is some call for these, the market remaining steady.

Evaporated apples 0 07½

HIDES—There is a firmness in the hide market and prices at present are somewhat in advance compared with the last quotations.

INDEPENDENT CANNERS MEET.

The annual meeting of the Independent Canners' Association of Ontario was held at the King Edward Hotel, Toronto, on Thursday and Friday, January 7th and 8th.

The association has shown gratifying progress during the year, both as regards membership and the work done, and has been an influential factor in the canned goods trade of Canada.

In the election of officers, E. D. Smith, of Winona, and the Beamsville Preserving Co., was re-elected President. W. G. Trethewey, of the Sanitary Packing Co., Weston, is First Vice-President, and T. E. Owens, of the Bloomfield Canning Co., Bloomfield, Second Vice-President. R. W. Bael, Toronto, was re-elected Secretary-Treasurer.

The Board of Directors includes S. E. Masten, the Farmers' Canning Co., Bloomfield; F. J. Lowe, J. H. Wethey, St. Catharines; R. C. Eckhert, Gorman-Eckhert, London; Geo. E. Fisher, Burlington Canning Co., and W. A. Carson, Napanee Canning Co.

The Legislative Committee is made up of the President Vice-President and Secretary.

One of the interesting points of Thursday's meeting was a discussion on "Systems of Processing," which was taken part in by nearly every one present.

Geo. E. Fisher, of the Burlington Canning Co., gave a report on cans, including interesting information on can making, and the quality of tin which should be used.

Mr. Fisher also spoke on the standard weight of 2s and 3s.

One of the most important matters discussed at the meeting was that of the advisability of fixing a time allowance for swells and leaks. As a result, a definite term will likely be fixed at the next meeting.

A pleasant conclusion to the two days' meeting was the banquet and theatre party tendered to the delegates by Rolph & Clark at the National Club and Massey Hall respectively, on Thursday evening. The dinner party was a very recherche affair, and the hosts, Frank A. Rolph and T. J. Clark, chairmen, expressed their pleasure in having the privilege of entertaining their many friends in such an important and growing industry as the canned goods trade. Owing to the short time at the disposal of the party before attending Harry Lauder's Scotch concert at Massey Hall only a few short addresses were made by Mr. Rolph, J. M. Clark, and S. Edgar Masten of the Farmers' Canning Co., Bloomfield, the latter in a happy speech extending the thanks of the Independent Canners to their hosts. Of the number of canners attending the meeting only about twenty-five were able to be present on account of having had other engagements.

R. W. Ball, of the Essex Canning and Preserving Co., was a friendly guide of the party through the winding streets to Massey Hall, and a useful interpreter of the mysterious and incomprehensible Scotch expressions of the great Lauder.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

Severe Cold Prevailing Makes Business Quiet—Checker Playing in the Grain Exchange—Grain Traffic Department Begun — Rates on Night Messages Reduced.

Added to the holiday dulness the Canadian West has been battling with the coldest snap in ten years during the past week, and, consequently, things have been somewhat quiet along the lines of regular trade. Stocktaking is about finished in the retail houses, and returns are being made up. Wholesale houses are jogging along filling small sorting orders, but really putting in an extremely quiet time.

At the Grain Exchange the smoking room has been far more popular than the trading room and about the only excitement has been some stiff games of checkers that have been fought to a finish. It has been nothing unusual to find eight or ten games in progress at one time, each table with its little crowd of spectators and round the reading tables groups of men with feet comfortably elevated reading quietly. Once in a while an active broker breaks in upon the peace and harmony, but is sure to be regarded rather as an intruder.

Although in regular lines the week has been deadly dull, the West has not been inactive by any means, and some of the announcements of the week are among the most important for many months. At the head of the list probably is the establishment by the Canadian Pacific Railway of a "Grain Traffic Department," which will have jurisdiction from Fort William to Laggan. Thos. S. Acheson, who has for some time acted as traveling freight agent for the C.P.R., is now appointed to the head of this department, and will be known officially as "Grain Agent of the C.P.R." Important questions in connection with grain matters have heretofore been handled by the various general freight agents, now all questions relating to the transportation of grain will be handled by the new department. The step has been decided upon owing to the enormous increase in the business attendant upon the movement of the Western crop. Every year brings new problems in the handling of grain, and it is felt by the C.P.R. that all such questions can best be met by a special department, a department whose entire time, energy and ability will be devoted to the movement of the Western crop. This action on the part of the C.P.R. is a popular one.

Proposed Railway Extensions.

While on the subject of the Canadian Pacific it might be mentioned that at present writing William Whyte, second vice-president of the road, is in the East making arrangements for the work of this year. He is asking for $30,000,000 to be expended upon Western lines. This is a very large sum in view of the fact that the double-tracking is now practically completed, which has been one of the heaviest items in construction work for the past three years. The money asked for is mainly for extending lines that are already begun. Among the new lines or rather extensions that will be pushed this year is the one from Stoughton to Weyburn. It is expected that this line will ultimately reach Lethbridge and in doing so will pass through an exceptionally fine farming section of Southern Alberta, much of which is suitable for the cultivation of fall wheat.

It is expected that some 100 miles of this road will be completed during the present year in order to accommodate the large number of farmers that have moved into the more eastern section of the country, that will eventually be served by this road.

The present year is one that should rejoice the heart of all makers of rails, structural steel and railway supplies generally for all plans are tending in the direction of a most exceptional railway development.

Message Rates Reduced.

The Winnipeg Jobbers' and Shippers' Union have gained a victory that will be much appreciated by all business men. This is a reduction of the night rate on commercial messages to 50c for ten words from Winnipeg to Vancouver. Heretofore there has been no reduced night rate between Winnipeg and the coast, although there has been a rate equivalent to half the day rate from points in Eastern Canada to the coast. Jobbers in Winnipeg have long felt that this was a most unjust discrimination and the announcement of the new rate has been received with much enthusiasm.

During the week the contract was let for an additional elevator at Port Arthur. This elevator will be the property of the Thunder Bay Elevator Company, Limited, and will have a capacity of 1,500,000 bushels. It will be located 1,000 feet west of the Antikokan Iron Works at Port Arthur, and the elevator and the site together will cost, with trackage, $550,000. It will have three unloading tracks and a complete system of nine interlocking pits, each with a capacity of 2,000 bushels, and will be able to unload 200 cars every 10 hours and to load into vessels at the rate of 50,000 bushels per hour. Already the contractors, the Barnet, McQueen Co., of Fort William, have commenced operations on the driving of piles and they are under heavy penalties to have the elevator ready for use on September 15 of this year.

The question of Government ownership of interior elevators is going to prove one of the live issues of the winter. It has already been broached in the Saskatchewan House, and Premier Scott intimated that the Premiers of the

three Provinces were seriously considering the matter. He further intimated that if the Provincial Government should undertake such an ownership it would only be as a complete monopoly. This question will also be the piece de resistance at the annual meeting of the Manitoba Grain Growers' Association, to be held at Brandon during the current month.

The matter is a very serious one, and the quieter and more thoughtful of the farmers are very dubious of any good resulting from Government ownership of interior elevators, although all are agreed as to the wisdom of Government (that is Dominion Government control) of terminals. This, of course, is practically achieved at the present time.

Wheat Market Dull.

Although the wheat market has been a dull one all week it has been remarkably strong and towards the end of the week there was a decided improvement in export inquiry. The fact is, Liverpool stocks are small, and though our prices are high, they are nearly 6c under the American. To this must be added anxiety as to the damage done winter wheat by the extreme cold weather and the absence of a snow blanket.

At present it would appear that there are still some 13,000,000 in the hands of Western farmers available for market. Stocks in the interior to come forward are about 18,000,000 bushels. Receipts have been almost nothing during the past week.—H.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, January 14, 1909.)

Values are steady in most lines this week, the only feature of particular interest being a sharp decline in corn syrups. This is referred to below.

Business is active. Travelers are now covering their routes again and from the volume of orders received it is evident that Christmas and holiday trade was very active throughout the country, materially reducing retail stocks. The first month of 1908 was very disappointing, but the experience this year is different.

SUGAR—Prices have remained unchanged since the reduction noted in last issue. Quotations are as follows:

Montreal and B.C. granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" " in sacks	4 95
B.C. gunnies granulated, 5-18's to bale, per cwt	4 95
" " " 5-20's " "	4 95
" hard pressed lump, 25's, per cwt	5 15
" " " half bbls., per cwt	5 50
" icing	5 80
" bar sugar	6 60
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 10
Powdered sugar, in bbls	5 30
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES—The feature of the local market has been a sharp reduction in corn syrups. This is not due to the lower price of corn, as manufacturers have to use corn one year old and the product being put on the market now is manufactured from corn bought at high prices last year. The reduction is caused by strong competition from the United States. Quotations are:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 10
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 55
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " " "	0 33
" 5 gal. kets., each	2 25

MAPLE PRODUCTS—Little interest is displayed at the present time. Quotations are unchanged.

Sugar, 25 lb. boxes, ½s. and ¼s	3 00
Syrup, gallons, ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 55

ROLLED OATS—Business is fairly active but there are no features of special interest in the rolled oat market. Quotations are as follows:

Rolled oats, 80 lb sacks, per 80 lbs	2 10
" 40 " " 80	2 15
" 20 " " 80	2 20
" 8 " " 80	2 50

CORNMEAL—

Cornmeal, per sack	1 90
" per ½ sack	0 95
" per bale (10, 10's)	2 15

BEANS—The market is weak. Handpicked are quoted at $2.10 to $2.15 per bushel and the three-pound picker at $2 per bushel.

POT AND PEARL BARLEY — Pot barley is quoted at $2.55 per sack; pearl barley at $3.75 per sack and $1.95 per half sack.

FOREIGN DRIED FRUITS—

Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 90
" extra dessert, "	3 85
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" Connoisseur clusters, boxes (5½ lbs)	0 85
Trenor's Valencia raisins, f.o.s., per case, 28's	2 05
" " selects 14's	1 00
" " selects 28's	2 25
" " " 14's	1 15
" " layers " 28's	2 35
" " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0 0
" " fancy seeded in ½-lb. packages per package	07½
" " choice seeded in 1-lb packages per package	0 08½
" " fancy seeded, 1-lb. packages, per package	0 09
Raisins, 3 crown muscatels, per lb	0 06½
" 4 " "	0 07½
Prunes 90-100 per lb	0 05½
" 80-90 "	0 06½
" 70-80 "	0 06½
" 60-70 "	0 07½
" 50-60 "	0 07½
" 40-50 "	0 08½
" 30-40 "	0 08½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 08½
Peaches, standard, per lb	0 08
" choice	0 08
Apricots, standard, per lb	0 10½
" choice, per lb	0 11½
Plums, black pitted, per lb	0 11½
Nectarines, per b	0 09½
Dates, new, per lb	0 07

RICE AND TAPIOCA—There is only the ordinary staple demand at present, and the market is without any features of special interest. Japan rice is quoted at 4¼c per lb.; Patna at 4¼c; Rangoon at 3¾c. Tapioca, 5c per lb.

EVAPORATED APPLES—The local wholesale price is 8½ cents per lb. Sales are brisk in spite of the high level of prices.

HONEY—Supplies are hard to obtain. Prices are quoted as follows:

Honey, 2½ lb. tins, in case 24	8 75
" 5 " " 12	8 50

SPANISH ONIONS — New stock is quoted at $1.15 per crate.

NUTS—

Shelled Walnuts, in boxes, per lb	0 28
" " small lots, per lb	0 30
" Almonds, in boxes, per lb	0 28
" " small lots, per lb	0 30

CANNED GOODS—

FRUITS.

	Group No. 1	Groups No. 2 & 3
	Group No. 1	Groups Nos. 2-3
Apples—3's standard, per case	$2.44	$2.34
" Gallons, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	4.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie, unpeeled, gallons	2.42½	2.40
" pie, peeled, gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe l.s. 2's		2.78
" Globe l.s. 3's		4.14
Plums—Damson l.s. 2's	2.28	2.18
" Lombard l.s. 2's	2.28	2.18
" Green Gage l.s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red, gallons	3.80	3.77½
" black 2's	4.18	4.08
" black, gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards, 2's	1.88	1.55
Early June, 2's	1.98	1.65
Sweet Wrinkle, 2's	2.18	1.85
Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes, 2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Corned beef " 2's per doz.	2 00
" " 1's "	1 75
Roast beef	
" 1's, per doz	1 07
" 2's "	2 55
Potted meats, ½'s, per doz	0 95
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 25
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

NEW COMPANY FORMED.

C. P. Carpenter & Son, Limited, has been granted a Provincial charter to carry on business as a wholesale and retail fruit dealer, commission merchants, dealers in fish, vegetables, etc., and also to deal in produce. The new company is capitalized with $100,000 in $100 shares, with head office at Winona, Ont.

F. Corey, Brantford, who has for eight years conducted a credit grocery in the East Ward has announced that beginning Feb. 1st, he will sell for cash only.

Prize-Winning Christmas Windows

The Results in The Grocer's Holiday Window Dressing Competition—Windows From Town and Country From Nova Scotia to Vancouver Island—Some New Ideas and How They Were Worked Out — How the Leading Designs Were Worked Out.

CLASS I.

FIRST PRIZE—Window dressed by Harry Young, with Fred. Carne, Victoria, B.C.

SECOND PRIZE—Window dressed by J. H. Connal, of P. Connal & Son, Peterboro.

CLASS II.

FIRST PRIZE—Window dressed by J. McDermid, Georgetown.

almost every day saw a new bunch of photos on the editor's desk and in the last few days, after the grocers had gotten through with the Christmas rush and had time to devote to something else than serving customers, they came in shoals.

And they came from all over Canada, from Nova Scotia to British Columbia, one of the latter a prize-winner by the dog's tail when they came to be examined. There were windows with Christmas trees and windows with Santa Clauses, some with dolls and some with pictures. There were fruit windows and candy windows, biscuit windows and canned goods windows, plain windows and luxurious windows, and so on, almost ad infinitum.

The plan inaugurated last year, of

WINDOW DRESSING COMPETITION—FIRST PRIZE WINDOW CLASS I.

SECOND PRIZE—Window dressed by E. J. Kirk, with Kirk Bros., Bracebridge.

Such is the result of The Grocer's Christmas Window Dressing Competition, as announced by the judges this week.

It was a bigger task than ever. For two or three weeks previous to the last day of the year when the contest closed, way, and from nearly every city in each of the Provinces. The interest in this annual contest is certainly growing, and is very gratifying to the publishers of the paper. A pleasing feature was the number of entries from Western Canada. There were big windows and little windows, some splendidly mounted on large mounts, and others that came in rolled up and that curled up like a pug dividing the entries into two classes, with the idea of giving a more just opportunity to the grocers in the smaller towns and country districts, who are presumed to have less facilities for window dressing than their confreres in the cities, was followed this year, and seemed to work satisfactorily. It is rather peculiar, however, that on the whole the windows entered in Class II. compare

very favorably, if they do not surpass, those in Class I. Something of this can be judged from the photos reproduced here. Those shown are the four prize-winners, two in each class.

Something About the Prize Winners.

The first prize window in Class I. comes from Harry Young, in Fred. Carne's grocery, Victoria, B.C., several of whose windows have previously appeared in these pages. Mr. Young's windows are always timely, and the Christmas season and spirit fairly breathes out of this one. In describing the window, Mr. Young says:

"The window is banked up from the front about four feet on a angle. The sides are Sultanas and Valencias. Apples are on the outside of them and currants in the middle. Peels form the dividing lines. A Merry Xmas is laid in cube sugar. The rest of the window is white bunting trimmed with holly and silver tinsel. On the top stand boxes of prunes and bon-bons, with tinsel around the sides of the boxes. Boxes of figs, with red and green ribbon trimming. Other rows are fruit, bunches of grapes and fancy boxes of candy and bon-bons.

Up the sides of the windows are pink boards with holly leaves and lettering in silver tinsel. The middle of the window is a large looking glass reflecting back the fruit in front, looking like a hole. The roof is all boxed in with white bunting with a hole in the middle for the light to hang in. There are two hundred and fifty glass prisms attached to the roof with silver pendants here and there, with holly on the sides and silver tinsel around the hole where the lamp hangs. At the back is red ribbons twisted, forming a sun burst."

Another note in Mr. Young's letter draws attention to the white and pink roses scattered here and there through the display, which, he says, were grown outside just before Christmas, a tribute to Victoria's climate, surely.

The second prize window in Class I. won its place more because of the novelty of arrangement and the new ideas presented rather than for any fine decoration effects. A taking feature of this window, too, is that practically everything bears a price ticket. In describing the window, Connal & Son say:

"The idea of the window was to emphasize the quality of our goods as the Queen of Quality. The central figure, a beautiful doll, dressed in royal robes, with a crown of gold or her head, stands under a light canopy made of light framework trimmed with silver paper, with a white sateen curtain as a background. The roof is made from paper covered with silver paper. The ridges of roof are trimmed with holly, with silver tinsel hung in loops along the eves as a finish. The floor of the window was built up at the back with steps leading down to the front of the window. The whole was covered with white sheet cotton batting. Along the front of the window are arranged nuts of all kinds, with price tickets attached. On the steps were placed fancy table raisins in layers, fancy box candies, also candies in fancy glass dishes with price tickets on each. On each side of the steps are pillars made from a length of stove pipe covered with white cotton, with blocks of wood top and bottom, covered with turkey red cotton. On top of each of these five pillars we placed a cheese box cover, covered with white and trimmed with holly. These all filled with different kinds of candy, which we sell at special prices during Christmas season, each kind with a price card on it. A clothes basket filled with California seedless oranges placed on each side of the queen's canopy completed the window."

WINDOW DRESSING COMPETITIO N—2ND PRIZE WINDOW, CLASS I.

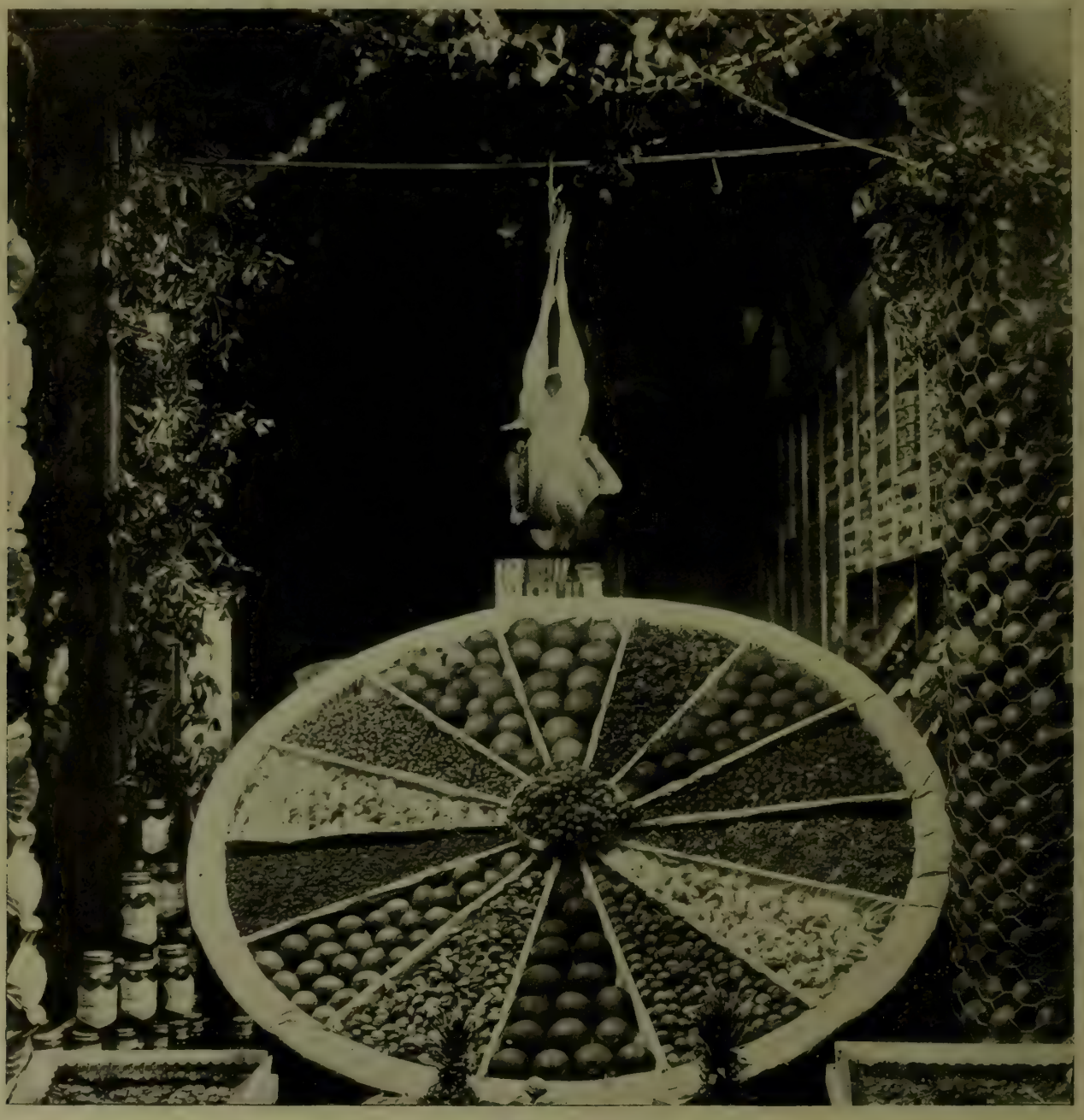
The first prize winner in Class II. is one that its owner, J. McDermid, Georgetown, Ont., really ought to be proud of. He has conceived a good idea and has carried it out in excellent effect. Mr. McDermid's store is a typical small town grocery, the window is not by any means a large one, and the design used is admirably suited both to the store and the window.

Several novel ideas have been used in this window, particularly in the building up of their large pillar of oranges, which will give some useful hints to other grocers. Mr. McDermid, who designed and dressed the window himself, writes regarding it:

"The centre-piece, you will notice, is in the shape of a wheel, set at an angle of 45 degrees. The bottom of the wheel is covered with half-inch boards and divided into fourteen compartments with a small circle in the centre, all of which is covered with tissue paper, one division being done in green, the next in cerisse, and so on. Starting at the centre division at the top to the right is grape fruit, chocolate candy, oranges, walnut candy, shelled walnuts, cream candy, walnuts, oranges, almond nuts, lemons, shelled almonds, mixed candy, filberts, apples and the centre circle is filled with Malaga grapes, giving a nice contrast. On the right you see a pillar of California oranges six feet high which fills that side of the window nicely. The rack which holds the oranges is made of poultry wire with a tin tube inside, the oranges being slipped down between the tin and the wire. On the left of the wheel is a pyramid of Wagstaffe's cherries and peaches in glass. In the centre of the window between the wheel and the glass there is a fancy china plate filled with natural figs, on either side of which is a pine-

apple, then boxes of bon bons, and at either end a box of fancy table raisins, some of which show very clearly in the photo. The window is decorated with natural holly at the back and paper festooning across the top and down the sides at the front. Across the back of the window I had a row of fine turkeys hanging on the iron bar which shows in the photo, which made a splendid background for the window, but as the photographer couldn't photograph the window until after Xmas, the turkeys with one exception had to go and I feel it would have helped the appearance of the window very considerably had they appeared in the photo."

Kirk Bros., Bracebridge, whose window, chiefly a fruit display, carried off the second prize in Class II., is reproduced herewith, sent another window which was rather novel in the form of a ferris wheel, which, however, did not strike the judges so favorably as the one shown. While they sent no detailed discription of this window the photo pretty well explains it. The pyramid idea has been carried out to form an attractive display and certainly Christmas goods are well put forward. The display, like many of the others, might have been made much more effective by the use of well-written price tickets.



WINDOW DRESSING COMPETITION—1ST PRIZE WINDOW, CLASS II.

Some of the Other Entries.

While the above are the features of the prize-winners, which, of course, deserve to be treated at some length, there are besides these a large number of windows which are worthy of special mention, some of which will be reproduced in various issues throughout the year. From the city grocers there were a number which, while not prize-winners, were not far behind them.

A window sent by E. A. Reed, clerk with W. Dowling & Co., Brandon, Man., who, by the way, was one of the prize-winners last year, shows a novel arrangement of Christmas goods and confectionery, with an arched background of latticework and canned goods trimmed with Christmas stockings and bells to give a pleasing effect. A mirror in the side of the window bearing words of greeting was an added feature.

A window from White & Gillespie, Peterboro, also came well up in this class. In this the floor was covered with dried fruits and a diamond-shaped display in the centre was well arranged. A background decorated with holly and evergreen covered half the rear of the window and in front of this a series of

Stock Taking

is finished and no doubt you are replenishing your stock. We especially draw your attention to the following—

Salmon

"Regal," Finest Fraser River Sockeye -	1.90
"Clover Leaf," Talls - - -	1.85
"Yukon," Finest Red Salmon -	1.45
"Cock o' the North" " - -	1.45
"Salad," Choice Pink - -	1.00

"Regal" and "Yukon" are our own registered Brands and we guarantee every tin.

Tapioca

(Market advancing) Single Bags -	4¼
5 Bag Lots - -	4

Raisins

Thompson's California Seedless,	103 pkgs.	per pkg. 6
Valencia Seedless -	28 lb. boxes,	per box 7

Canned Vegetables and Fruits

When in the market write us—we are leaders in this line. We are headquarters for all lines of groceries at prices which are not exorbitant.

Canada Brokerage Co., Ltd.

Wholesale Grocers

9 Front St. East **TORONTO**

three shelves trimmed with crepe tissue carried boxes of fine confectionery, grapes and lines of fancy goods.

W. J. Southern & Son, grocers and confectioners, St. Thomas, sent a couple of attractive windows, one a shelf arrangement of Christmas fruits and nuts with background and side of twisted ribbons, and the other a dainty display of fine confectionery topped with a horseshoe bearing "Merry Christmas."

A somewhat novel window came from Geo. J. Harp, Brantford. A shelf bearing a message of Christmas greeting divided the window half way up. The bottom half was filled with nuts, fancy boxes of confectionery and pails of candy. Up above were candy in bulk, Almeria grapes, and a couple of palms which added to the alternative effect.

John Hickman, 374 College St., Toronto, sent in a well-arranged window packed full of suggestions for the Christmas shopper with a couple of greeting cards, some well written price tickets and a hoop and bell decoration at the top. The side was a looking-glass with diagnols of green stuff. Another fine window from Toronto was dressed by George Shelby, with J. H. Kerr, 408 Spadina Ave. This was divided in sections showing various lines of Christmas price tickets and the back built up with canned and bottled goods and wreaths of holly.

WINDOW DRESSING COMPETITIO N—2ND PRIZE WINDOW, CLASS II.

A window from Fred. C. Harp's cash bargain grocery, Brantford, brings out the price-ticket idea excellently and has a stop arrangement carrying Christmas crackers and fancy confectionery and topped off with a miniature Santa Claus that catches the eye.

J. F. Pelan, St. Thomas, had somewhat of a novel window. An arrangement of steps running the full length of the window carried a number of dishes, covered with tissue napkins and these bore samples of various lines of goods. The background was formed of honey in the comb and various lines of package goods.

Dudgeon & Lloyd, 406 Queen St. west, Toronto entered three windows, one of which is particularly worthy of mention. A row of turkeys outside gives a good foundation to begin on and in the window proper various lines of goods are divided by partitions of peel and holly. Wire netting is worked in to form cylinders for the display of nuts and oranges and a line filled with Christmas stockings swung across the rear of the window, gave a good suggestion for the kiddies in the homes of customers.

J. M. Donovan, Peterboro, sent in a photo of his store front, including a real good old-time Christmas window, with a line of candy canes to make the youngsters' mouths water and a row of stockings above. The base of the window was filled with an appetizing display of regular Christmas groceries.

There were some splendid windows entered under Class II. which included the grocers in the smaller towns and villages. These showed that advantage had been taken of all the facilities at hand, and also that the grocers are studying this department of their business more thoroughly.

J. S. Pinch, of Sault Ste. Marie, sends in a very attractive window that shows many good features. The bed of the window shows a neat diamond and triangle form worked out in boxes of seeded raisins and the spaces thus outlined are filled with nuts, raisins, peels, etc. The background is built up of oranges half wrapped in tissue and cases of fruits, the spaces between the latter filled in with canned and bottled goods. Well-placed price tickets in the bulk goods are a valued feature.

John Goods, Walkerton, Ont., entered three windows, a couple of which deserve special attention, though, unfortunately the photos are so small that the details are scarcely brought out. One in particular shows a star-shaped arrangement of peels in the bed of the window, the remaining space being filled with special Christmas goods. A background of packages of seeded raisins topped off with three palms in pots, gives a pleasant effect.

J. C. Ecklin, who, by the way, won one of the first prizes last year, when working in a Toronto store, has sent in a couple of windows from Port Arthur, where he is now working. One of these, a grocery window, has as the principal feature, boxes of fruit of graduating sizes, laid on one another with the cover off and the paper fringe opened out, the whole giving the effect of a huge four-storeyed Christmas cake, icing and all. In the background is an arched background effect made of cloth, bearing the words "Christmas Cheer," the pillars being made up of puffed material. The other window is a display of crockery arranged in an attractive, though, perhaps, a somewhat formal way.

A. E. Jones, of the Hudson's Bay Co.'s store, Macleod, Alta., sends in a small photo of a big window, which is a daisy. The feature of this window is a big fireplace in the centre, with mantle, stockings and all complete. On either side of this are varied arrangements of practically all lines of Christmas goods.

A window employing three small tables, carrying canned goods as the main display, is sent in by W. D. Laidlaw, of Cranbrook, B.C. The base of the window is covered with an arrangement of pyramids of bottled goods standing on glass, and below this again are banks of dried fruits.

A. W. Corbett, Brownsville, Ontario, entered a rather striking window, showing Christmas trees, Christmas bells, stars, holly, etc., as well as Christmas groceries. The back of window is covered by a sheet which is decorated with sprigs of holly and bears the lettering, "Merry Christmas." In front of this is a pair of steps covered with white and carrying various lines of goods, and below this again the floor of the window is covered with nuts and confectionery, with a couple of pyramids of oranges and dishes of various lines of goods in the foreground.

From Ruppel & Co., Elmira, came a window dressed along rather new lines with the sets of steps built up of boxes, with lines of special Christmas goods on these and pyramids of canned goods on top. A number of timely display cards add attractiveness to the window.

It would be a pleasure to mention the good points of all the windows if that were possible. We wish to thank, however, the many grocers and clerks who aided in making the contest a success.

A STORY OF PROGRESS

An Occurrence that has been an Uplift to the Tea-Trade of Two Nations.

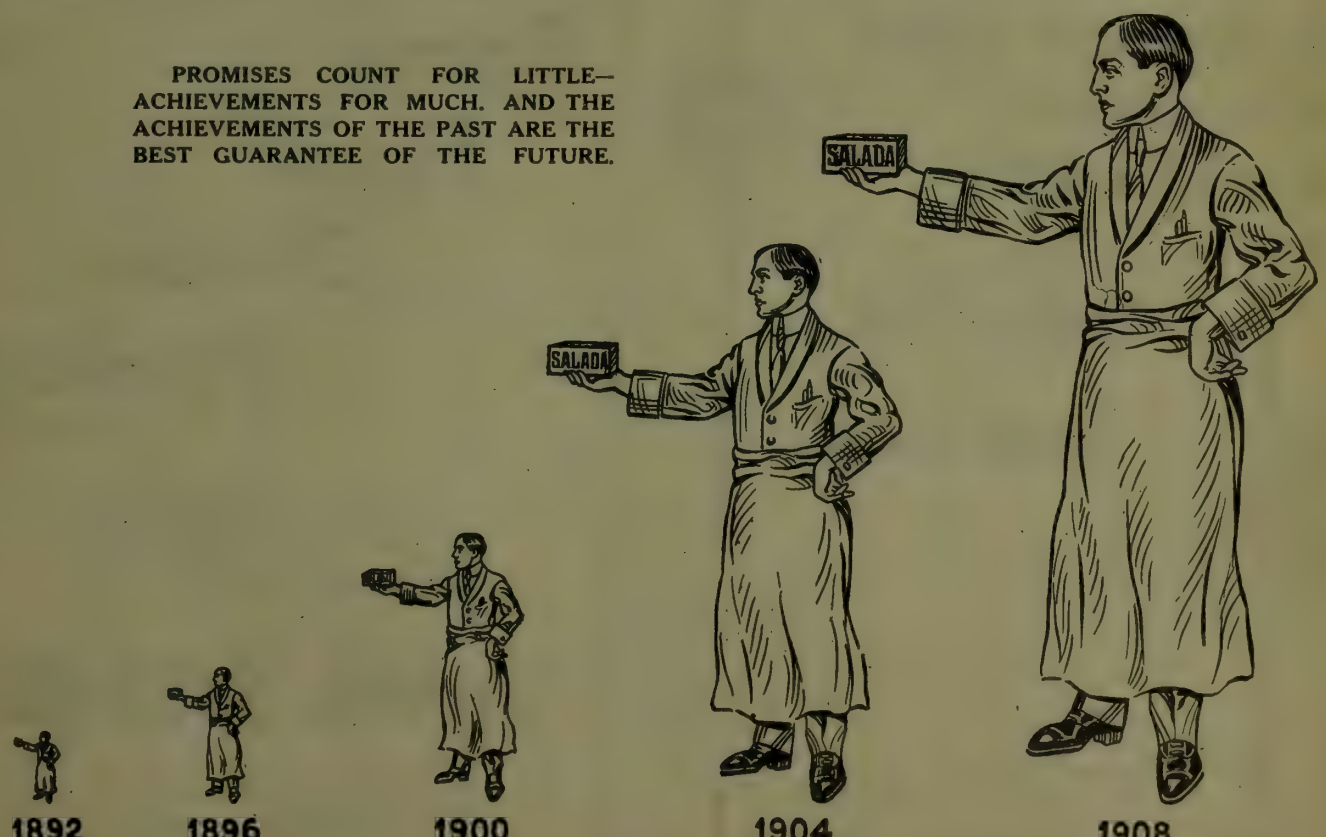
Away back in the early "nineties" nearly all the tea drunk in America and England came from China and Japan. In 1892 after long and deliberate investigation we were led to believe that the tea of the future was that grown in Ceylon (a British possession in the North Indian Ocean, now conceded to be the finest tea-producing country in the world). Before the introduction of "Salada" the trade was in a wretched condition, the peddlers and department stores doing such a large share of it in bulk form. Hence having come to the decision that there was no tea the equal of Ceylon tea we decided to place "Salada" upon the market in sealed lead packets and offering it in this form to the consumer through the retail grocer. Could anything help a retail grocer more than to be able to absolutely guarantee his customers tea "fresh from the gardens," absolutely pure, of incomparable flavor and fragrance and strictly uniform quality? "Salada" has made this possible.

The immense output of "Salada" (now amounting to over NINETEEN MILLION PACKETS ANNUALLY) has resulted from the appreciation of the public for BETTER tea. Every grocer by selling "Salada" makes for the betterment of his tea trade all the way round—better satisfaction—better tea—better profits—better trade. No heavy stock to carry—no freight to pay—no competition from the peddler—no deterioration—no loss in interest—no loss in weighing—sale absolutely guaranteed or the full purchase price refunded.

Our success is your success—our reputation for serving the public with good tea all the time gives you the same reputation. Our integrity is your integrity—our enterprise is your enterprise. Our knowledge of tea is as beneficial to you as it is to us. We appreciate your co-operation—your goodwill in making "Salada" a household word on this Continent—a word that signifies the highest standard of excellence in tea.

The "Salada" Tea Co. has branch offices in the following cities in Canada—Toronto and Montreal. In the United States—New York, Boston, Buffalo, Pittsburg, Philadelphia, Detroit, Chicago, St. Louis and Los Angeles.

PROMISES COUNT FOR LITTLE—ACHIEVEMENTS FOR MUCH. AND THE ACHIEVEMENTS OF THE PAST ARE THE BEST GUARANTEE OF THE FUTURE.



Are Your Customers Permanent ?

Do they come back for the same thing twice? If not, maybe there is something wrong with some lines of your goods. Quality is the one sure thing on which to hold trade.

HEINZ
57 VARIETIES
Pure Food Products
(The kind that contain no preservatives)

bring customers back and they'll get you into no trouble with the food laws. Guaranteed pure and guaranteed to please or money refunded.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

BUTTER

We can supply you with Choice, Fresh-made, Creamery Butter in one-pound blocks.

Write us for prices.

If you have Dairy Butter to sell (prints or rolls) **we will buy it**

Write Us for Prices

F. W. Fearman Co.
LIMITED
HAMILTON

The Government Analysis decides absolutely the Superior Quality of

TRURO QUALITY BRANDS

Reindeer Milk
and
Jersey Cream

All Brands sell at same price.

A guarantee of increased value, goes with every tin of Reindeer and Jersey.

The best way to get custom is to give the best value.

The Truro Condensed Milk Co., Ltd., Truro, N. S.

Butter
Eggs
Cheese
Poultry
(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO.
LIMITED
70-72 Front Street East
Toronto - Ont.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, Jan. 13.

Since our last report the market has been doing a little spurting in an export way as considerable cheese has gone forward which was held for English account. In addition several firms have sold very respectable amounts, the total of which, together with that being held, which was released, will make large shipments for the week.

Such a stir as this was rather unusual for this time of the year, and as a result the market has subsided into quietness, and a generally weak feeling has developed. Estimates of cheese left over in Canada place it at 70,000 boxes less than at this time last year. The fact is quite obvious that there is not anything like the quantity held here at the present time, which was held last year at the same time. If the demand is only normal from now onward, the spring will see some pretty fancy figures developed. Finest Westerns are being quoted at 12¼c to 12½c and Easterns at 11¾c to 12¼c.

Locally, butter has been moving fairly well, and the tone of the market is healthy. Considerable second quality stock has been arriving. A few sales of September stock have been reported and in every case fancy figures were received as competition for these lines is very active. Those in a position to know predict a strong future for butter, as stocks held by grocers are very low, and the cold weather, which is almost sure to prevail, during the ensuing two months, will give the market an impulse upward. Enquiries from the Northwest and Vancouver, have been received, but so far no business has transpired. Locally finest creamery is being quoted at 26½c to 27c and fresh receipts are selling at 25½c to 26c.

THE PROVISION SITUATION.

Toronto, January 14, 1909.

The provision situation on account of peculiar circumstances cannot be used in ordinary business regulation. At present the cured meal market is a trifle lower and at the same time hogs are higher. Owing to the large number of packing houses throughout the country, the production of hogs is scarcely sufficient to keep them all supplied, and under these conditions the packers are largely at the mercy of the farmers. Years ago, the English market, to a large extent, governed the market here, but not so now. Many of the packers depend entirely on the local demand for their output, and the larger packers must pay for hogs on the basis of the local market for the manufactured goods, and take chances for what they export. It is admitted by all that the price of hogs is dangerously high, especially to compete with the prices in England, over which we have no control, as these markets are entirely controlled by other countries. Packers are paying $6 f.o.b. for good stock this week.

PROVISION MARKETS

MONTREAL.

PROVISIONS—Increased demand for dressed hogs, which have advanced 25c per 100 lbs., has stimulated the lard market. In addition to this there is a very active demand for both pure and compound lines. Tierces, boxes, and tubs are the chief lines affected, all of which are about ¼c higher this week.

Compound Lard—	
Tierces, 375 lbs	0 08¾
Parchment lined boxes, 50 lbs	0 08¾
Tubs, 50 lbs	0 09
Wood pails, 20 lbs. net	0 09¼
Tin pails, in cases	0 09¼ 0 09¼
Heavy Canada short cut mess pork, in bbls	22 50 23 00
Selected heavy Canada short cut clear boneless pork	22 50 23 00
Heavy Canada short cut clear pork	22 00 22 50
Very heavy clear pork	24 00 25 50
Plate beef, 100-lb. bbls	7 75
" 200 "	15 00
" 300 "	22 00
Pure Lard—	
Tierces, 375 lbs	0 12¼
Boxes, 50 lbs., grained	0 12¾
Tubs, 50 lbs., "	0 12¾
Pails, wood, 20 lbs., parchment lined	0 12¾
Tin pails, 20 lbs., gross	0 12¾
Cases, tins, 10 lbs. each	0 12¾
" " 5 "	0 12¾
" " 3 "	0 13

BUTTER—Early fall stock is in good demand, and holders are asking fancy prices, the quotations being a ½c higher for this line. Fresh creamery, solids and prints, are active, also dairy and large rolls. Receipts are remarkably good for the season, but demand is better, consequently firm feeling continues.

Fall creamery, solids	0 27½ 0 28½
Fresh Creamery, solids, lb	0 26 0 26½
" " prints, lb	0 26½ 0 27
Dairy, tubs, lb	0 19 0 21
Fresh large roll	0 21 0 22½

CHEESE—A slump has hit the cheese market and prices have declined about ¾c. A small local business is being done, but export trade is very meagre indeed.

Westerns	0 12¾ 0 12½
Easterns	0 11¾ 0 12½
Undergrades	0 11 0 11¼

EGGS—The local demand for eggs continues strong, and the market is active, with a firm undertone. Selected cold storage are bringing ½c more for the minimum price than last week.

New laids	0 35 0 40
Selected cold storage	0 27 0 28
No 1 Candled	0 24 0 25
No. 2 Eggs	0 20 0 21

HONEY—Dull and quiet at unchanged quotations.

White clover comb honey	0 13 0 14
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 11

POULTRY—Supplies arriving from the country are small still, and an improved demand has developed. These influences have maintained prices at a firm level, and an advance is possible if supplies continue small.

Spring chickens, per lb	0 13 0 14
Hens per lb	0 10½ 0 11½
Young ducks, per lb	0 11½ 0 12
Turkeys, per lb	0 18 0 19
Geese, dressed	0 09½ 0 10½
Ducks	0 11½ 0 12½

TORONTO.

PROVISIONS—The peculiarity of the pork market this week is the fact that hogs are dearer and cured meats a trifle cheaper. Hogs are worth $9 per 100 lbs., which is a point seldom reached. While prices may be said to be unchanged, the most of the stock can be bought for about ½ a cent below quotations.

Long clear bacon, per lb	0 10½ 0 10¾
Smoked breakfast bacon, per lb	0 14½
Roll bacon, per lb	0 10½ 0 11
Light hams, per lb	0 13½ 0 14
Medium hams, per lb	0 13½
Large hams, per lb	0 12½
Shoulder hams, per lb	0 10 0 12
Backs, plain, per lb	0 16
" pea meal	0 16½
Heavy mess pork, per bbl	20 00
Short cut, per bbl	22 50
Lard, tierces, per lb	0 11½ 0 12
" tubs "	0 12½
" pails "	0 12¾
" compounds, per lb	0 08½
Dressed hogs	8 25 8 75

BUTTER—The butter market is reported to be easier and prices about 1c lower. This, however, is entirely owing to the fact that there is a large percentage of the butter not good, and in order to effect sales, lower prices must be accepted. For some reason the quality of butter is below the average. Whether this is caused through carelessness on the part of the makers, condition of the weather or on the food that is fed, cannot be determined. Real good butter is in good demand and always wanted.

	Per lb.
Creamery prints	0 29 0 30
Creamery solids	0 28 0 29
Farmers' separator butter	0 26 0 27
Dairy prints, choice	0 24 0 25
" " ordinary	0 22 0 23
" tubs, choice	0 24 0 23
Large rolls	0 22 0 23
Baking butter	0 18 0 20

EGGS—Owing to the extraordinary diligent habits of our egg producers, ever ready to take advantage of every moment the temperature of the weather allows them to perform their work with safety, they started operations during the recent mild weather. This may, perhaps, not be altogether attributed to the industry of the hens, but the wily farmer with 40c or 50c a dozen in his eye, coaxes them with pretended extra kindness, and all kinds of varieties of food. As a result of all this, new laid eggs are coming in freely, but the people in the city look upon them, and touch them with their hands, but won't buy them. They are too dear, and the result is that they accumulate and will likely be sold, in the near future at a price that will be within easier reach. It must, however, be remembered that

we are still in January, and owing to the great demand for old stock, which is rapidly diminishing, it cannot be expected that eggs will be much cheaper, in fact, there is a feeling that held stock is not sufficient to carry us through, in which case very high prices will rule.

Strictly new laid, per doz	0 30	0 35
Select cold storage	0 28	0 30
Cold storage	0 25	0 26
Limed	0 24	0 25

CHEESE—There is practically no business in cheese and prices therefore the same.

Cheese, large, prime		0 13½
" twins	0 13½	0 14

HONEY—This article, which is still too much regarded as a luxury, instead of a cheap, wholesome food, is almost off the market.

60-lb. tins	0 11	0 11½
Smaller sizes, tins and bottles	0 10½	0 12
Combs, doz	1 50	2 50

POULTRY—There is very little on the market—quality, as a rule, very good. A very choice lot of chickens were sold this week at 18c a lb.

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON

CARGILL, ONTARIO.

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS

128 Adelaide Street E., Toronto

ESTABLISHED 1892

Rutherford, Marshall & Co.

Wholesale Produce and Commission Merchants,

TORONTO, ONT.

Solicit Correspondence. Always buyers of Dairy Products. Write us before selling.

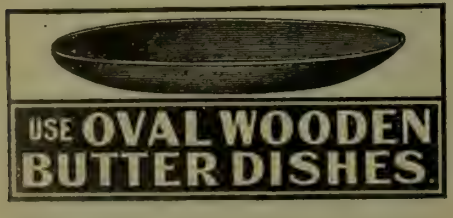
Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.

39 Bonsecours Market, - Montreal

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.



USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

Spring chicken, dressed	0 14	0 18
Hens, per lb., dressed	0 10	0 11
Young ducks, per lb., live	0 11	0 12
Ducks per lb., dressed	0 14	0 18
Turkeys, per lb., dressed	0 18	0 20
Turkeys, per lb., live	0 16	0 17
Geese, per lb., dressed	0 11	0 13
Geese, per lb., live	0 09	0 10

WINNIPEG.

BUTTER—Owing to the exceptionally mild weather up to the first of the year dairy butter supplies from the country have been unusually large for this season. Prices have declined. Produce houses are offering 21c per lb. f.o.b. Winnipeg now for No. 1 in tubs, boxes or bricks; 17c for No. 2.

EGGS—Supplies of eggs are very scant and the local produce houses are receiving almost no Manitoba eggs. They are offering 30 cents per dozen f.o.b. Winnipeg for candled Manitoba eggs. Ontario eggs are selling to the retail trade at 30 cents per dozen.

CHEESE—Manitoba cheese is very scarce. Ontario is selling at 14½c to 14¾c per lb.

POULTRY—Buying prices f.o.b. Winnipeg are as follows:

Chicken, per lb	0 11
Fowl, per lb	0 08
Turkeys, per lb	0 16
Ducks	0 14
Geese	0 11

BUSINESS TRADE CHANGES.

Ontario.

E. G. Horst, grocer, Berlin, has assigned to C. H. Doerr.

Geo. Kitchen, grocer, Toronto, has sold to Alex. McCloy.

Mayell & Co., grocer, Toronto, is succeeded by Mayell & Co., Ltd.

P. M. Cooper, Rosedale grocer, Toronto, has been succeeded by A. J. Smith.

W. B. Sweet & Co., general merchants, Mountain, sustained loss by fire last week.

The Morgan Supply Co., grocers, Toronto, have been succeeded by W. E. Best.

John D. McGregor, fruit merchant, Ottawa, has assigned to W. A. Cole, Ottawa.

Mary Kennedy, merchant, Copper Cliff and Crane Hill, has assigned to Jas. T. Tennant, Brockville.

A meeting of the creditors of the estate of Joseph Mansour, merchant, Port Colborne, was held on the 9th of January.

Quebec.

J. B. Robert, grist mill owner, Beauharnois, is dead.

R. R. Wilson, general merchant, Howick, has assigned.

Gilchrist & Marr, produce merchants, Montreal, have dissolved.

The assets of D. Bessette, grocer, Montreal, have been sold.

Michael Leonard, general merchant, Wickham West, died last week.

Arthur Du Tremblay, Roberval, general merchant, has compromised.

The assets of Nap. Boivin, general merchant, Breboeuf, have been sold.

The assets of W. A. Labelle, general merchant, Laverlochere, have been sold.

A meeting of the creditors of L. O. Desautels, general merchant, St. Jean Baptiste De Rouville, was held on the 8th inst.

Maritime Provinces.

J. A. Shankel & Son, general merchants, Middle Lahave, N.S., have dissolved partnership.

Western Canada.

Alexander Hogg, grocer, Vancouver, died last week.

Western Milling Co., Calgary, sustained loss by fire recently.

Codville Co., Ltd., wholesale grocers, Winnipeg, were burnt out last week.

B. W. Johnstone, general merchant, Rossburn, Man., was burnt out last week.

E. A. Jones, baker and confectioner, Rossburn, Man., sustained loss by fire last week.

C. A. Welsh, of the People's Grocery, New Westminster, has purchased the general store of J. J. Efford, Columbia St., Sapperton. The sum paid was between $2,500 and $3,000. The new proprietor will enlarge his building.

New Companies.

The Postum Cereal Co., of Windsor, Ontario, Limited, has been granted a charter by the Provincial Government. The company is capitalized at $100,000, consisting of 1,000 shares of $100 each. The provisional directors are Charles William Post, Caroll Lathrop Post, Marshall King Howe, Samuel Houston Small and Henry Clark Hawk.

A charter has been granted to L. H. Major and Bro., Limited, Ottawa, to carry on the business of wholesale and retail dealers in spirtuous liquors, groceries, cigars, etc. The share capital of the company is $100,000, divided into 1,000 equal shares. The provisional directors are Louis Hormidas Major, Emile Major, Samuel Pierre Belanger, Hormidas Major and Harry Condon.

A new brokerage and general agency business has been formed in Toronto, known as the Edward Burns Company, Limited. It has been given a charter to establish and conduct a jobbing, commission, brokerage and general agency business and to manufacture and deal in goods, wares and merchandise. The capitalization of the company is $40,000, divided into 400 equal shares. The provisional directors are Edward Burns, James Lawrence, Walter Turner, Chas. Leslie Sivers and Walter Maurice Graham.

TRAVELERS' BANQUET SURPLUS.

The Banquet Committee of the Commercial Travelers' Association, of Canada, held a meeting on Saturday, of last week, to close the affairs in connection with their recent banquet in Toronto. As an evidence of the success of the event, the report of Edward Fielding, the treasurer, showed a surplus of $60, which went to the Travelers' Benevolent Fund.

GROCERS FROM THE ATLANTIC TO THE PACIFIC

ACKNOWLEDGE

Gillett's Cream Tartar

to be the best selling Cream Tartar on the market because it is **Chemically Pure.**

(Note the difference between **Pure** and **Chemically Pure.**)

Put up in Sealed Packages, Screw Top Cans and in Bulk.

E.W.GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

Established 1852.

CLARK'S CORNED BEEF

This and the following weeks housekeepers from Coast to Coast will read in the daily press about the excellence, goodness, and economy of CLARK'S CORNED BEEF, OX TONGUE, PORK & BEANS and POTTED MEATS.

Your co-operation with this extensive publicity campaign will result in profits to you. Remember every tin sold is extra trade which might otherwise go to the dealers in fresh meats.

Let us help you in making your stocks complete.

WM. CLARK

Manufacturer

MONTREAL

CASH

PAID FOR

Imperial Dessert Jelly Certificates

Retail Grocers or Clerks, willing to dispose of Certificates, write stating quantity to offer, to

Box 280

CANADIAN GROCER

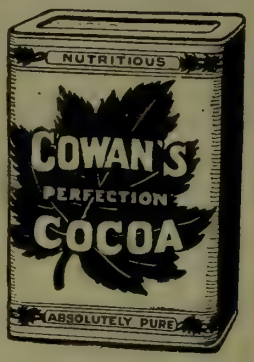
The Superior Flavor and
Absolute Purity of

Cowan's

Cocoa and Chocolate

have built up a demand that keeps constantly and steadily growing.

Are YOU getting YOUR share of the trade?



The Cowan Co., Ltd.
Toronto, Canada

White Moss Cocoanut

has been sold for so many years that it is just as much a staple with the housekeeper as sugar. That is why it is the most satisfactory brand for the grocer to handle.

Have you learned this?

The Canadian Cocoanut Co., Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.

Agents:
GREEN & CO.,
25 Front St. E. Toronto
W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

PURE SOLUBLE COCOA

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., ½-lb. and ¼-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.
H. & A. B. LAMBE, Hamilton.
C. A. PARKER, 10, Albert Street, Ottawa.
CHAS. DUNCAN, P.O. Box 22, Winnipeg.
MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.
A. E. CURREN, 54, Bedford Row, Halifax.

GEORGE PAYNE & CO., Ltd.,

Wholesale Tea, Cocoa and Coffee Merchants,

LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

THE FLOUR AND CEREAL MARKETS

Decline in Montreal Flour Market—News Expected Next Week in Rolled Oats Situation.

Last week's prices in the flour and cereal markets still prevail, but something new is expected in the course of a few days in the rolled oats situation.

Wheat seems to be difficult to obtain for some manufacturers, the price for best Ontario being quoted at 99c to $1. Both Chicago and Winnipeg wheat is easier in view of the reports from Argentine that the crops there which are just now being harvested are splendid.

Business generally in the cereals seems to have picked up since the New Year. In Montreal there was a rumor that rolled oats had declined, but on investigation there was found to be no truth in the report. Ontario bran is reported scarce, but there has been no change in the price as yet.

MONTREAL.

FLOUR—The market has declined slightly during the week. The decline is due to a variety of causes mainly among which is the season of the year, which is a dull one generally, and declines are only a natural outcome. This condition, however, is somewhat remarkable as supplies arriving are not excessively large. Reports from the country continue to state stocks on the light side, and some noticeably better business has developed in these quarters.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household,		5 90
Glenora		5 40
Manitoba spring wheat patents		5 90
" strong bakers		5 40
Five Roses		5 90
Harvest Queen		5 40

ROLLED OATS—Last week a rumor gained considerable currency regarding a drop in prices for rolled oats. This, however, proved to have no foundation, and prices have been fully maintained. Locally trade has brightened up during the week. Other lines are the same as last reported.

Fine oatmeal, bags		2 72½
Standard oatmeal, bags		2 60
Granulated " "		2 60
Golddust cornmeal, 98-lb bags		2 10
White cornmeal	2 00	2 05
Rolled oats bags		2 35
" bbls		5 05

FEED—Ontario bran is scarce, but this fact has not exerted any influence upon the price yet. The market for bran generally is very good, but supplies are limited. Shorts and middlings are still in good demand.

Ontario bran	21 50	22 00
Ontario shorts		25 00
Manitoba shorts		24 00
" bran		21 00
Mouillie, milled	25 00	27 00
" straight grained	30 00	31 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—No material change has occurred during the week in the flour market, prices continuing as they were last week. The millers are fairly busy attending to the local wheat supply.

Manitoba Wheat.

1st Patent	5 70	5 80
2nd Patent		5 40
Strong bakers		5 20

Winter Wheat.

Straight roller	4 20	4 30
Patents		4 8
Blended		5 00

CEREALS—There has been an advance in rolled wheat of 10 cents to the wholesalers so that the retailers may expect something similar soon. During the stock-taking season there has not been much movement in oatmeal but this market is expected to pick up in the near future. The prices still remain the same.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 50
Oatmeal, standard and granulated, in bags 98 lbs	2 75

NEW MEMBERS BLUE RIBBON STAFF.

John Owen, Ottawa, has just joined the staff of the Blue Ribbon Tea Company, Montreal, and will cover for this firm the ground between Toronto and Montreal, and West from Toronto to Windsor. Mr. Owen has had many years experience in the tea business. Harold W. Vanderpump is another new salesman just taking to the road for this Company. He will be responsible for Hamilton and the Niagara Peninsula.

NEW SALES MANAGER.

C. W. Gregory, for some time past connected with the Snap Company, Montreal, in the capacity of manager, has accepted a position as sales manager of W. D. McLaren, Ltd., manufacturers Cooks' Friend Baking Powder. Mr. Gregory will be a decided acquisition to the house, as he is widely known throughout grocery circles in Canada, having traveled for many years. His wide experience will be employed to good advantage in his new field.

CANNERS' CONVENTION.

Canners will be interested in the announcement that the National Canners' Convention of the Canning Machinery and Supplies Association for 1909, will be held in Louisville, Ky., from Feb. 1 to 6. The headquarters of the delegates will be the New Seelbach Hotel. The meetings will be held in the First Regiment Armory, which will also be used as headquarters for all the different Associations and for all advertising and exhibiting purposes.

J. H. Magor, of Frank Magor & Son, Montreal, was a caller at the Toronto office of The Grocer last week. Mr. Magor has just returned from an extended trip in the Southern States.

Amidee Lesieur, of Quebec, and J. E. Kealey, Ottawa, representatives of the Royal Distillery Co., Hamilton, were callers at the Toronto office of The Grocer during the week.

CRISPNESS

in soda biscuits means good profits to the grocer man. What particularly delights the purchaser of a package of Mooney's Perfection Cream Sodas is the fact that the last biscuit in the package is as fresh and crisp and tasty as the first one she took out. You can't say this about all soda biscuits but you can truthfully say it about every package of Mooney's Perfection Cream Sodas. It'll pay any grocer to specialize on Mooney's.

The Mooney Biscuit & Candy Company,
LIMITED

STRATFORD, - CANADA

Goose Wheat
or
Ontario White Wheat

We want either or both. Send sample and prices to

Cummings Mills
Cummings Bridge, Ottawa

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

You will see a greater demand for Chocolate and Cocoa this year than the past. It's going to be a good year. All we all have to do is to "think, feel and act it" as a good year—You all now know that

MOTT'S

"Diamond" and "Elite" Brands of

Chocolate

are household words now—Keep your faith pinned to these brands and you'll not have to complain of not being able to sell good goods.

John P. Mott & Co.,
HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver — Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

By Royal Letters Patent

Nelson's Gelatine

Opaque, Brilliant, Isinglass, Leaf, and Powdered

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice Lozenges

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT
Manufacturer

Sales Agent: L. FONTANEL, 187 Commissioners St., Montreal

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

DON'T FAIL
To send for catalog showing our line of
PEANUT ROASTERS, CORN POPPERS, &c.

LIBERAL TERMS.

KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati O

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

COX'S GELATINE

The Leading Gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs Cox as well as PACKED by them

PURITY GUARANTEED

Canadian Agents:
C.B. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX Ltd
Gorgie Mills
EDINBURGH

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

THE NEW MESSINA.

Speaking of the effects of the earthquake on the lemon business, Peter Brucato, a native Sicilian, though for many years an American citizen and leading lemon importer, discussed the situation interestingly a few days ago with the writer. Mr. Brucato is not only familiar with Sicily and its people, but has been there during similar, though less destructive, earthquakes and knows something of the probable course to be followed in any possible rehabilitation of the fated city.

"I do not believe that Messina will ever be rebuilt—at least on its former site," he said. "It never was a healthy city and was constantly susceptible to earthquake. Its chief redeeming feature was its unparalleled landscape across the Straits. But, with its harbor destroyed by the slipping into the sea of the outer rim of sand, its roadstead will have very little value in rough weather.

"As for the lemon industry, I believe it will not again centre at Messina, even if rebuilding is attempted. The lemon growing district of that end of the island was about ten miles from Messina, along the north shore of the island. The town of Milazzo, a place of about 10,000 people, had grown up as its centre and I believe will now succeed Messina as the shipping point for the lemon packers. Very likely those of the packers who have survived will remove their business headquarters to Palermo, 130 miles away, and the packing for the Messina district will be done at Milazzo. It has a good harbor and is already the local shipping point for a considerable portion of the crop which grows around it and which is probably not injured.

"There will be some changes in the commerce of the lemon industry on the island. Till now the bulk of the Messina shipments have gone to Germany, Russia, Sweden and Norway, Canada, Australia and Austria, owing to connections built up in a century or more of business on the part of some of the older packing houses. For those countries, Messina had practically a monopoly, save that Hamburg drew possibly 100,000 boxes a year—a fifth of her needs—from Palermo. With Messina wiped out of existence, these people must turn to Palermo or Catania for lemons and already, I presume, Palermo houses are trying to pick up the trade of the destroyed Messina packing concerns. It would appear to me that the owners of the groves near Milazzo would be forced to establish their packing houses there in place of those destroyed at Messina. To ship to Palermo would cost from 15c to 20c a box, a handicap too great to be sustained, with the competition as keen as it always has been.

"It looks to me as though Messina is a city of the past and will never again rise from her ashes. The new lemon centre for that end of the island will be Milazzo and Palermo will become even more of a shipping centre than before. But with the exception of the necessary changes in the traffic, I think the effects of the earthquake, so far as the lemon crop is concerned, will not be felt after a few months. For the present, however, I look for better prices, owing to the extra pressure on the remaining packing houses."—N.Y. Journal of Commerce.

NEW COMMISSIONER IN SOUTH AFRICA.

An Ottawa despatch states that H. R. Pousette, an old Sarnia boy, has been appointed Canadian Trade Commissioner at Durban, South Africa. This makes two Government agencies in British South Africa in the interests of Canadian trade. Mr. Pousette has been in South Africa for a number of years, and for a time was attached to the supply department of the South African Constabulary.

Credit Without Risk

The credit customer "we have always with us"—until he gets "in" too deep for comfort.

ALLISON Coupon Books

not only eliminate the "risk," but they make it a "cinch" to hold the customer, and likewise make it easier to deal with him.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in front of the book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere

MANUFACTURED BY ALLISON COUPON CO.
INDIANAPOLIS, IND.

LEITCH ANCHOR BRAND OAK LAKE

Interested

We wish to get you **interested** in **ANCHOR BRAND FLOUR;** it is the secret of success in bread making. The use of it gives that pleased feeling resultant from "time well spent".

Free samples for those **interested.**

Manfd. by
Leitch Brothers
Flour Mills,
Oak Lake, Manitoba.

CALIFORNIA ORANGES

Prices are now right and you will not make any mistake ordering.

LEMONS are scarce and prices some higher. Californias are good value and fancy stock.

California Celery, Florida Head Lettuce, Spinach, Cucumbers, Etc., Etc.

McWILLIAM Mc. AND E. EVERIST

25-27 CHURCH ST. - TORONTO

"St. Nicholas"

AND

"Home Guard"

MESSINA LEMONS

have no competitors

Order well ahead from your wholesaler as supplies will be light for some time. Half-million at least destroyed by quake.

J. J. McCabe

Agent

32 Church Street - Toronto

FRUITS, VEGETABLES AND FISH

Likely Advance in Lemons on Account of Earthquake—Scarcity of Sweet Potatoes in Montreal—Decline in Fresh and Frozen Fish—Toronto Firm's Shipper in Messina Killed—Price of Cabbage Goes Up—The Apple Situation.

MONTREAL.

Green Fruits—The lemon market is strong in its tendency, owing to the recent disaster in Sicily, but it probably will not put a prohibitive price on this product, as further details indicate no great destruction of stocks or crops. California navels are easier at $3.00. Almeira grapes are also lower. Bananas are in good demand, and remain the same in price. Other lines show no alterations:

Almeira grapes, extra fancy	6 00
" extra choice	5 50
" fancy	5 75
California navels, 96, 126, 150 size	3 00
" " 176, 200, 216, 250 size	2 75
Floridas, 126, 150, 176 200	2 50
Mexican oranges, 176, 200, 216, 150 size	2 00
Valencia " 420 size	3 75
Grape fruit	3 50
Lemons, choice, 300 size	3 75 4 00
Bananas crated	1 50 1 75
Pears, boxes	3 50
Pineapples, extra fancy, 24 size	4 50 5 00
Cranberries, Nova Scotias, early blacks, 1 b	8 00 9 00
Apples, Fameuse, XXX, bbl	5 50
" " XX, "	3 50 3 75
" winter	4 50
Spies, XXX	5 50
Baldwins, Greenings Russetts, XXX	4 25
" " " Spies, XX	4 00

Vegetables—Up and down movements have taken place in the vegetable market during the week. Sweet potatoes are higher owing to the scarcity. Parsley is up, for best varieties, while it may be purchased even below last weeks quotations for inferior stock. Montreal potatoes are obtainable at a better figure this week. Green Mountains have gone forward, now bringing $1 a bag, New Brunswicks are also lower. Turnips are in good supply at a reduced figure. Pumpkins are very scarce.

Tomatoes, lb	0 20
Oyster plant doz	0 50
Artichokes, bbl	2 50 3 00
Leeks, dozen	1 40
Parsnips, bag	1 00
Sweet Potatoes, basket	2 50
Marrows, dozen	1 00 1 50
Cal. Cauliflowers, crates	3 00
Parsley, per doz. bunches	0 50 1 00
Sage, per doz	0 60
Savory, per doz	0 50
Can. celery, bunch	0 75
Celery, crate	6 50
Water cress, large bunches, per doz	0 60 0 75
Spinach, barrels	3 50
Green peppers, basket	1 25
Beets, bag	0 90
Carrots, bag	0 75
Spanish onions, large cased	3 50 4 00
Lettuce, early	0 60
Lettuce, per doz	1 10
Radishes, doz	0 60
Horse radish, per lb	0 15
Cabbage, bb's	1 50
Montreal potatoes, bag	0 85
Green Mountains	1 00
New Brunswick potatoes	0 85
Onions large bag	1 50
Red onions, barrel	3 00
Turnips, bag	0 60
Pumpkins, doz	3 00
Squash, doz	2 50
Brussels sprouts, quart	0 22 0 25

Fish—Nearly all lines of fresh and frozen fish have declined, owing to good supply and diminished demand, Lake trout, however, is an exception, as this line has advanced. Some smoked lines have gone forward, namely bloaters and herrings. Live lobsters are two cents higher this week. Other lines are unchanged.

Fresh and Frozen Fish.

Codfish	0 03½ 0 03½
Qualla salmon	0 07½ 0 08
B.C. salmon, frozen	0 08½ 0 09
Haddock, per lb	0 03½ 0 04
Fresh halibut	0 08½ 0 09
Mackerel, "	0 10
Dore, "	0 07½ 0 08
Steak cod	0 04½ 0 05
Frozen Grass Pike	0 05½ 0 06
Whitefish, lb	0 06½ 0 07
Lake trout	0 10
Sea trout, lb	0 10
Flounders, lb	0 10
American live lobsters	0 24
Bullheads (dressed)	0 10
New Smelts	0 08
Sea herring, per 100	1 60 1 70
Tom cods, bbl	2 00
Smoked—	
Haddies (exp) 15 lb. bxs., per lb	0 06½
Bloaters, per box, large, Yarmouth	1 10
Smoked herring, per box	0 17
Kippered herring, ½ box	1 00
Prepared—	
Skinless cod, new, 100 lb. cases	5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box	1 80
Dry cod, in bund'es 112 lb., per pound	0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	0 06
Boneless cod, 20-lb. boxes	0 08
Boneless cod, 20-lb. boxes	0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks	0 05
Boneless fish, 25 lb. bxs., loose	0 04½
Pure cod in crates, 1 and 2 lb. bricks	0 05
Salted and Pickled —	
No. 1 Labrador herring, brls	5 50
" " ½ brls	3 25
Oysters, bulk, per gallon	1 30
Standards, bulk	1 40
" quart tins, sealed	0 40
Paper pails, per 100 qt. size	1 50
Boiled lobsters, lb	0 18
Live " "	0 18
Standards, 4 gals	6 80
Selects "	7 00

TORONTO.

Green Fruits—Lemons are still the almost sole topic of conversation on the fruit market. Prices have stiffened up and Toronto quotations have advanced 25 cents a case, with a still further advance in prospect. There will be a shortage of Sicilian lemons this year and New York has advanced prices almost a dollar a box. Californias, too, have gone up a little both the local market in the East. One of our importers received a cable that his shipper in Messina, Matteo Gatto, wife, three daughters and one son are all dead, but that the bookkeeper has escaped and will continue the business from Catania in the near future.

Oranges are easier, California navels being particularly so. Car lots are arriving almost daily. Valencias are up 25 cents being a little scarce. The first shipment of the season of bitter Seville oranges for marmalade is in and are held at a good price. Jamaica grape fruit is yet competing with the Florida line and is quoted about 35 cents lower in price than the first mentioned. Ontario and Nova Scotia cranberries are off, and Cape Cods are firmer, though some slightly wet berries are offered at very nearly the half price figure of select stock. Apples continue scarce and are high in price. They are not going out in large lots, and grocers are wise in taking limited quantities. The keeping qualities of even the higher grades are none too good. Russets are

more plentiful this week, but spies and kings have the call, with greenings well up to the front. What appears to be one of the soundest lines offering is for some unexplainable reason the unpopular Ben Davis. Tolman Sweets are fair sellers. Strawberries are off again, dealers saying they are unprofitable sellers just now. At the price quotations, 75 cents, very few wanted to buy.

Grapes, Almeria, keg	6 00	7 00
Apples, Spies	5 00	6 00
" Kings	3 00	3 50
" Greenings	3 00	3 50
" Tolman Sweets	2 75	3 25
" Ben Davis	2 50	3 25
Oranges, Mexican, boxes, new	1 65	2 00
" Florida, boxes, new	2 25	2 50
" Valencias, case		5 00
" Cuban	2 25	2 50
" Porto Rico	2 40	2 60
" California navels	2 35	3 25
" Seville Marmalade, chest		5 50
Lemons, Messina	2 75	3 50
" California, box		4 00
Bananas, Jamaicas, firsts	1 50	1 85
" Jamaica eights	1 00	1 25
Cranberries, Cape Cod bbl		16 00
" crate		5 50
Grape Fruit, Florida, box	3 35	3 50
" " Jamaica		3 00
Pineapples, Florida, crate	3 50	4 00

Vegetables—The vegetable market is inactive, and whether real or imaginary potatoes are quoted about 5c a bag higher. Some say they are 5 cents higher and others say they should be that much higher. Cabbage also is about 25c a barrel higher. New cucumbers are quoted from $2.00 to $2 25, a dozen.

Beets, Canadian, bag	0 45	0 50
Potatoes, Ontario, per bag	0 75	0 80
" sweet, barrel	4 00	4 50
" " hamper	1 75	2 00
" New Bermudas, bush		3 25
Lettuce, Boston head doz		1 25
Onions, Canadian, dried, bag	0 75	0 90
" Spanish, half crate	1 85	2 25
Tomatoes, Florida, small basket		1 00
" Canadian, hothouse, per lb	0 25	0 30
Cucumbers, doz	2 00	2 25
Carrots, new, per bag	0 35	0 40
Cabbage, per ton	20 00	22 00
" " barrel	1 50	1 75
Squash, basket doz	0 75	0 90
Cauliflower doz	0 75	1 25
Celery native, doz	0 25	0 40
California celery, per case		6 00
Pumpkins, dozen	0 50	0 65
Turnips	0 30	0 35

Fish—The fish trade is more or less effected by every change in the weather. The sharp cold snap, after the mild spell, caused a brisk and lively market. With the exception of a limited quantity of winter catch white fish, the stock is all in cold storage, and prices are without change.

Perch, large, per lb	0 06	0 07
Herring, medium, per lb	0 04	0 05
Whitefish		0 09
Cod	0 08	0 09
Halibut	0 09	
Haddock, frozen		0 07
Sea salmon Silverside	0 10	0 12
" Steelhead		0 10
Pike	0 05½	0 07
Pickerel, yellow	0 08½	0 09
Soft shell crabs, doz		4 00
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 15-lb. box		1 30
" Labrador, keg		3 00
Mackerel, each	0 18	0 20
Smelts, per pound No. 1	0 09	0 10
" " extra	0 12	0 14
Oysters, Long Island		1 60
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Ciscoes, basket	1 00	1 10
Finnan Haddie, smoked, 15-lb. package	0 07½	0 08
Boneless cod, quail on toast		0 0½
" " imperial		0 05
" " steak		0 06½
Shredded cod, doz		0 90
" " 24 packages 1 lb. box		3 12
" " 12 packages, 2 lb. box		2 40
Acadia cod, crate		2 40
" tablets, box		1 60
Bloaters	1 15	1 25
Qualla		0 09
Catfish, dressed		0 10

C. D. Cowles, traveling representative of the St. Charles Condensing Company, was in Toronto last week and made a pleasant call on The Grocer.

DEALERS IN FISH—ATTENTION

The season is here when you can stock up without risk. Everything is fresh and full of good value. Read this list and send us your order.

FRESH FROZEN FISH

Salmon, Halibut, Sea Herrings, Trout, Smelts, Cod, Haddock, Flounders, Pike, Pickerel, Tomcods.

SMOKED FISH

Haddie, Home Cured Mild Bloaters, Ciscoes, Kippered Herrings.

PICKLED FISH IN BARRELS

Trout, Whitefish, Lake Herrings (both back and belly split), Labrador Herrings (barrels and ½ bbls.), Holland Herrings.

DRY AND SALTED FISH

Skinless Cod: Acadia and Halifax Cod in various packages. Cod Steak, Quail on Toast, Shredded Cod, etc., etc.

OYSTERS

Long Island Natives—Large, Clean, Delicious

WHITE & CO., Limited

Phone Main 6565 **TORONTO and HAMILTON**

SAVE YOUR DOCTOR

bills—eat more Grapefruit—not a luxury but a health-giving Fruit. Ask for "Florence" & "Seminole" brands from Florence Villa, Florida—finest grown. Same brands oranges and tangerines.

W. B. Stringer, Toronto, District Agent

"Squirrel" Brand California Lemons

Packed by Arlington Heights Fruit Company

NONE BETTER

Bright, Handsome, Waxy Fruit, every Lemon same from top to bottom of box. Another car just arrived, price very reasonable, cost very little more than Messinas.

HUGH WALKER & SON

GUELPH, ONT.

Cuban and Port Rican Oranges

The Best and Sweetest Oranges on the market. $2.25 to $2.50 per box.

THE DAWSON COMMISSION CO., TORONTO

We want Poultry and New Laid Eggs.

QUALITY in FISH AND OYSTERS

Is our Argument that we should have your trade

Our Prices Are the Best

The F. T. James Co., Limited

Church and Colborne Streets : : : : : : : : : Toronto

BRUNSWICK BRAND HERRINGS

IN TINS

We are particularly proud of our Kippered Herring and Herring in Tomato Sauce. We have very good reason for our pride, we are sure.

It has taken us years to bring Brunswick Brand Herrings up to their present high standard of quality. Much money has been spent in experimenting with different processes, and cash has never been spared in the securing of the choicest fish to begin with.

We, however, are satisfied, for to-day we can offer the trade fish that are not surpassed anywhere. The large and growing demand of to-day for Brunswick Brand Herrings proves their popularity with the consumer.

NOW IS THE APPOINTED TIME TO ORDER.

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

LEONARD BROS., Montreal Agents. DREXEL & CO., Vancouver and Victoria, B.C. Agents.

FISH and OYSTERS

HERE IS A MONEY-MAKER:

LARGE FROZEN SEA HERRING

A line it will pay you to push. Particularly choice fish.
These other lines are also timely :

COD PICKEREL WHITEFISH BONELESS COD
HADDOCK SALMON PIKE HALIBUT
SMELTS SKINLESS COD HADDIES BLOATERS

For entire satisfaction to your customers sell

SEALSHIPT OYSTERS — Standards and Selects

This is the oyster season. Push them hard.

No ice in Sealshipt Oysters. All Solid Meats. No Water Added.
Finest sealed carrier (4 imperial gallons) ***on the market***

Price lists mailed on request.

Correct Prices Adequate Service Largest Assortment

4 LONG DISTANCE TELEPHONES.

LEONARD BROS.,

20, 22, 24 and 26 YOUVILLE SQUARE,
MONTREAL
P.O. Box 639

"THE LARGEST FISH WAREHOUSE IN CANADA"

Branches:
MONTREAL,
ST. JOHN, N.B.,
GRAND RIVER,
GASPE.

FISH TALK

NOTE — Norwegian Sardines to day have secured through selected quality in selection of Fish and Oil and cleaning and special manner of curing such a reputation for absolute superiority over any and all other grades, that the wise grocer stands by them.

THE brand that has made for itself and the Norwegian packers the premier reputation of all, is

"King Oscar" Brand

Your jobber will supply them. If he can't, write us and we will tell you where you may obtain them.

J. W. Bickle & Greening

(J. A. HENDERSON)
Canadian Agents, HAMILTON, ONT.

PAT. CARRIER SYSTEM
SEALSHIPT
OYSTERS
DIRECT FROM THE OYSTER BEDS FREE FROM WATER ICE OR PRESERVATIVES
A PURE FOOD NATURAL FLAVOR & FRESHNESS GUARANTEED
NATIONAL OYSTER CARRIER CO.
SO. NORWALK, CONN.

YOUR OYSTER TRADE

Can be increased—doubled—tripled—if you handle "Sealshipt" Oysters. They are so far superior to ordinary tub oysters that people who try them once want them every time.

"SEALSHIPT" OYSTERS

are solid meats packed in sealed airtight cans with ice around the cans, but not touching the oysters. This prevents bloating, bleaching and loss of flavor.

They have the real "sea tang," are as fresh as when tonged and the only oyster guaranteed pure.

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

Write us for particulars and letters from grocers who have got the oyster trade of their towns and are making big money by handling "Sealshipts."

National Oyster Carrier Company

SOUTH NORWALK, CONNECTICUT

AGENTS:
Leonard Bros., Montreal — Samuel Egan, Toronto
R. M. Cline, Hamilton — Steele Fruit Co., London
W. J. Guest Fish Co., Ltd., Winnipeg
Winnipeg Fish Co., Winnipeg

ORANGES AND RHEUMATISM

Citric Acid of the Fruit Said to Dispel the Aches and Pains of the Rheumatic—A Dry Goods Merchant's Experience—Takes Three Oranges for Breakfast.

Hitherto the grocer and fruit dealer have been selling oranges to be used principally as a dessert fruit, or for the manufacture of preserves and marmalade. But if the statement is proven true that the popular fruit can be successfully used because of its medicinal properties, a new channel for its disposal will be opened out which should prove of particular pecuniary value to the grocer. The public has long since been educated to the fact that the orange, as well as numerous other Southern fruits, is valuable as a laxative and it is not an uncommon occurrence to find people who have their orange regularly for their morning meal for this special reason.

In addition to the value of the fruit, when used as mentioned above, it is stated that the orange can also be utilized as a cure for rheumatism. This value has as yet been little advanced and The Grocer in an endeavor to obtain some information on the question has secured the testimony of a Toronto dry goods merchant who has learned by experience and found it true so far as he is concerned.

The representative of The Grocer called on him this week and found him ready and quite willing to explain in what manner he had been led to try the orange fruit as a remedy for rheumatic troubles.

Took His Friend's Advice.

"Six years ago," he began, "I was in Montreal and called on a business friend, who at the time was suffering severely from a bad attack of rheumatism. So much trouble were the aches and pains giving him that he scarcely got a wink of sleep at nights, and very little any other time. The next time I went to Montreal I called on him again and found him hale and hearty."

A Dozen Oranges Per Day.

The merchant was, of course, much surprised at the change of physique and health of the man, and upon inquiry learned that oranges had worked the somewhat mysterious wonder.

"He told me," remarked The Grocer's informant, "that he ate a dozen oranges every day, and that he practically made oranges his entire diet.

"I myself had been troubled with rheumatism, not regularly, but occasionally, wild shooting pains passed through my body. Particularly between the toes on my feet and in the palms of my hands, did I feel the trouble and I suffered considerably while they lasted. From the hint my Montreal friend gave me, I began to eat oranges, kept it up and I haven't had a touch of rheumatism since."

"Every morning my breakfast consists of three or four oranges, and in addition to the fact that the old trouble

BRONCO BRAND

Navel Oranges

from the Celebrated Redlands Heights in California are now in prime condition. Fresh cars arriving weekly. The heaviest, juiciest and most deliciously flavored fruit coming to Ontario.

SOLE AGENTS

WHITE & CO., Toronto

SAUERKRAUT

German Style. "Silver Thread" Brand. In barrels, pails and 3 lb. tins.

ASK FOR PRICES.

ONTARIO SEED CO., - WATERLOO, ONTARIO

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

MEPHISTO BRAND

PURITY BRAND

Quality should be the first consideration when buying

MEPHISTO

BRAND

Sold with a guarantee to every can.

CANNED LOBSTERS

SOLE PACKERS—

FRED MAGEE, PORT ELGIN, N.B. PICTON, N.S.

has disappeared, I find that food a splendid laxative, quite necessary to my physical comfort and just what a man like me would require."

Asked what portion of the orange he ate, he said, that the meat and juice were taken out by means of the ridged pyramid-shaped glass, well known to those familiar with handling lemons for lemonade. They were all ground together to be made more palatable and eaten without sugar. Sometimes he also ate a portion of a grape fruit, but nothing else, and he never had better health.

Buys by the Crate.

"Why I always lay in four or five crates of oranges in the cellar when the season arrives in which they are the best and just now is as good a time as any," he added. "This amount lasts for a considerable length of time."

The explanation he gave of the medicinal properties of the orange is the effect of the citric acid it contains, which in addition to being a medicine is very palatable to the taste. The uric acid, which forms in the joints of the anatomy, as well as in the heart, liver, brain and blood, is said to be largely the cause of the muscular fatigue so common to rheumatics. The theory is that the citric acid of the orange acts as a counter-agent to the uric acid of the system by dissolving it, thus dispelling the aches and pains.

"I have mentioned my experience to several of my friends with similar troubles," said The Grocer's informant, "and I understand the orange cure has worked wonders with them also."

The popular conception has always been that the superior quality of the orange depended on its sweetness, but if the above theory is correct, the amount of acid has a good deal to do with the quality. As to the difference in oranges grown under humid and arid conditions, the moisture being supplied by rainfall in the one case and by irrigation in the other, there has been shown in the latter a superior density; thinness and texture of rind, higher sugar and higher acid percentages, and a more sprightly flavor. The idea of the public generally that the superior sweetness of the orange grown in humid countries seems to be due to a greater amount of sugar in the juice and a less amount of acid. It has been calculated that in some oranges the total percentage of sugar is about ten per cent., and of citric acid one and a half per cent.

If any reader has made discoveries along this line The Grocer would be pleased to hear of them.

C. W. Reynolds, general storekeeper, of the village of Nilestone, in Western Ontario, has left there and prior to his departure he was the guest of honor at a banquet given by his fellow villagers. He was presented witha handsome parlor suite in addition to an address.

THE GROCER'S ENCYCLOPEDIA

Where Cinnamon Spice Comes From and How it is Prepared—Known to the Ancients—Inner Bark of an Evergreen Tree.

CINNAMON.—The history of cinnamon spice is interesting and one with which every grocer should be conversant. It is the inner bark of a small evergreen tree, the leaves being oblong in shape and the flowers of a greenish color and of a rather disagreeable odor. Cinnamon has been known to the world from the most remote antiquity, and it was so highly prized among the ancient nations that even in very small quantities it was regarded as a present fit for monarchs and high state officials. It is referred to in the Bible in Exod. xxx.—23, where Moses is commanded to use both sweet cinnamon (kinmon) and cassia.

This spice is now almost exclusively a product of Ceylon, in Southern Asia, and China, but the origin of the plant and the derivation of its name are matters of considerable doubt and dispute. The Arab traders, by whom the trade in this and other Oriental spices was conducted in ancient times, surrounded the history and production of these precious and lucrative products with grotesque tales of mystery. It is contended by some that cinnamon was originally obtained from the promontory of Gardafui, while others lean to the opinion that it was brought from China. But it is stated that no other situation and climate has yet been found where the trees flourish so well and yield a bark so fine and so delicately aromatic as in Ceylon.

The gardens of cinnamon are confined to a strip of country in the neighborhood of Colombo. When the trade was at its best, five of the principal gardens measured from 15 to 20 miles in circumference, but now the area of cultivation is very much restricted and plants which at one time were tended with the greatest of care are choked with the natural profusion of jungle vegetation.

How Cinnamon is Prepared.

The bark is taken from shoots of eighteen months to two years growth, in which time they attain a length of from six to ten feet and a thickness of from a half to two inches. Only four or five shoots are allowed to grow up from each stool. They are cut down twice a year after the rains and the bark is detached in lengths of about a foot. After lying in bundles, as taken from the shoots for about a day, each separate piece is carefully scraped to remove the outer and middle layers of the bark, and the remaining portion is, thereby, often reduced to the thickness of one-hundredth part of an inch. The pieces are then made up into composite quills by placing the smaller pieces inside the larger, and thus the cinnamon is often formed into straight, firm, rods, of from three to four feet in length, and after drying in the sun the bark is ready to make up into bundles for exportation.

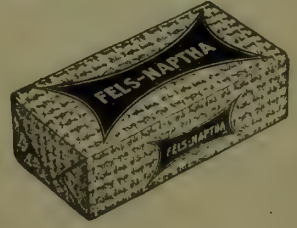
Cinnamon of inferior quality is grown in Southern India, and in Java Island, the cultivation was introduced by the Dutch about the year 1825. The plant has been grown in the colony of French Guiana, South America, and in other localities. The produce in none of these places, however, approaches in quality to the Ceylon cinnamon, from where also the largest proportion of the entire

Not Good for You

lugging a full box of soap about, when with Fels-Naptha, neat 10-bar cartons, you can handle the soap easily, display windows and other spaces, as well as decorate shelves.

That isn't half the good that **Fels-Naptha** is to Mrs. Housekeeper, however. It saves her time, labor and money. It pays to recommend and supply consumers with the goods they like.

It is the "best" soap for both of you.



consumption is supplied. Nearly the whole quantity prepared in Ceylon is brought to the British market. The value of the spice submitted to the English Board of Trade in 1874 was more than 54 cents per lb., that from other localities being estimated at about twenty cents.

The Ceylon variety of fine quality is a very thin, smooth bark, with a light brownish color, a highly fragrant odor, and a peculiarly, sweet, warm and pleasing aromatic taste. Its peculiar flavor is due to an aromatic oil which it contains to the extent of from one-half to one per cent. The essential oil of cinnamon as an article of commerce is prepared chiefly in Ceylon, where the coarser pieces of bark are used for its extraction. These are roughly powdered and mixed in sea water for two days, when the whole is quickly distilled.

Cinnamon spice, as all grocers know, is principally employed in cookery as a condiment and flavoring material, and is also being largely used in the preparation of some kinds of chocolates and liquors. In medicine it acts as a stimulant and cordial, but it is chiefly prescribed for improving the flavor of bitter substances and to correct the griping action of purgatives. Being a much more costly spice than cassia, that comparatively harsh-flavored substance is frequently substituted for or added to cinnamon.

The Detection of Cassia.

When powdered bark is treated with tincture of iodine, little effect is visible in the case of pure cinnamon, but with cassia, a deep blue tint is noticeable, the intensity of the coloration depending on the proportion of cassia. But it must not be misunderstood that all varieties of cassia are inferior to cinnamon. The kind known as Corintijie is superior to the best cinnamon and commands a higher price.

Cinnamon spice is not used to a very great extent in Canada and the demand is spread over the entire year.

CORN SYRUP PLENTIFUL.

The Interstate Grocer, St. Louis, of January 2, 1909, has the following about corn syrup which applies to the conditions existing in Canada: According to statistics published recently, the production of cane syrup in the country amounts to only about 346,000 barrels per annum, of which 60 per cent. is exported, and 40 per cent. or 138,400 barrels, are consumed in this country, while 1,350,000 barrels of corn syrup or glucose, are made per annum, in which there is about 10 per cent. or 135,000 barrels, of cane syrup, almost as much as is made from all the sugar cane grown in the country.

OPENING TORONTO BRANCH.

A branch office has been opened in Toronto, C. Ryan & Co., room 74 Yonge Street Arcade, in charge, by the Brodie's Manufacturing Company, Montreal. This concern, which has developed a nice business within the past couple of years, puts out Red Rose baking powder, flavoring extracts and jelly powders, as well as Brodie's polishes for silver and other purposes. Mr. Ryan and his partner, A. J. Duggan, are widely known in Toronto and Ontario grocery circles, and will be in a position to thoroughly serve the trade in that district, which they will cover exclusively. The Brodie's Mfg. Co. but recently moved into large new quarters in Montreal, being now located at 589 St. Paul Street.

AGED GROCER'S SUDDEN DEATH.

Daniel Langlois, a grocer in Windsor for half a century, dropped dead on the threshold of his home on Thursday night, January 7. He was 80 years old and apparently in good health up to the time of his death.

HINTS TO BUYERS.

It is a fact, in business, that a merchant's success depends, not so much on his ability to sell goods as on his ability to buy right, to buy at the right time and at the right prices. Laporte, Martin and Co., Montreal, find themselves in a position wherein they can afford to sacrifice certain lines of standard goods, of which they have a surplus stock. These goods, which are listed in another page are worth to-day as much as they were worth yesterday, and as much as they will be worth to-morrow, but they must be sold before stocktaking, and this is the retailer's opportunity. It will be a good thing for merchants to study the list which is published in another page of this issue, to select the products which they require, and to ask for quotations on same, as soon as possible, before February 1st—advt.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
None Equal. Insist upon McDougall's.
There IS a difference.
D. McDOUGALL & CO., Glasgow, Scotland

Imported Cigars from Philippine Islands
Germinal { Pikaninny, 1/20, $37.50; Damas, 1/20, 55.00; 2a Cortado, 1/20, 55.00 (Philippine Shape)
25 varieties of Leaf Tobacco in ¼ and ½ lb. hands, packed in bales from 25 to 50 lbs., and from 10 to 35c. Prices sent on request. Terms, Net Cash.
JOS. COTE
IMPORTER AND WHOLESALE TOBACCO DEALER
Office & Store, 186-188 St. Paul St. Phone 1272
Branch - 179 St. Joseph St. Phone 2097
QUEBEC

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits And Goods Of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO

FRUIT CANS
All sizes—All kinds.

SYRUP CANS
For products of Maple, Corn and Cane.

MILK CANS
For Sweetened Milk and Evaporated Cream.

MEAT CANS
Bevelled, Round and Square.

BISCUIT TINS
of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT SUPERIOR GOODS

THE

Norton Manufacturing Co.

HAMILTON

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it well mean ***LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE*** and ***LARGELY INCREASED PROFITS.***

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:
Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

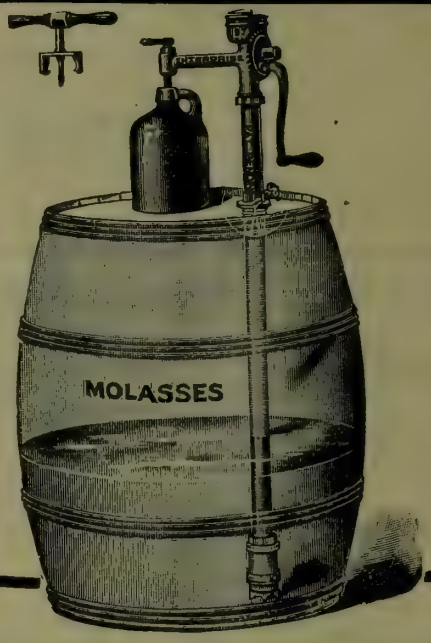
The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of Modern Store Fixtures
Berlin, Ontario

"ENTERPRISE"

The great success of the "Enterprise" works is built on the policy that they have no time to waste in making anything but the *best*.

Nearly half a century of steady holding to this policy has made "Enterprise" articles absolutely essential to the success of enterprising grocers.

The famous line of "Enterprise" Coffee Mills for either Hand, Steam or Electric Power, Smoked Beef Shavers, Meat Choppers, Cheese Cutters, Measuring Faucets, Measuring Pumps, Etc., all are to be found in grocery establishments in all parts of the world.



This Company originated the quick, clean, convenient way of pumping and measuring molasses and heavy liquids from barrels, by means of the

"ENTERPRISE"
Self-Priming and Measuring Pump

It measures accurately, a gill to every turn of the handle, a pint to every four turns. Has a new Total Registering Device, showing total amount taken from the barrel. No. 97, shown here, costs only $6.00; Auger, 75c.; Extended Tube, for pumping from cellar to first floor, per foot or fraction of foot, 50c. Order from your jobber. Write for our latest catalogue.

THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, U.S.A.
21 Murray St., New York 438 Market St., San Francisco

A PUMP THAT SHOWS A PROFIT

The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

We make a specialty of
COUNTER CHECK BOOKS
for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.
We manufacture
SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion, 1 year.....	$30 00
"	"	" 6 months...	17 00
"	"	" 3 months...	10 00
50	"	" 1 year.....	17 00
"	"	" 6 months...	10 00
25	"	" 1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

SITUATION VACANT.

A FIRST-CLASS position open for a first-class salesman in the North West or British Columbia to represent eastern wholesale grocery house. Apply, stating experience, connection, references and salary, Box 271, THE CANADIAN GROCER, Toronto.

WANTED—Position as senior grocery clerk or travelling salesman. Nine years experience—knows groceries thoroughly. Box 272, CANADIAN GROCER, Toronto.

WANTED—A smart young man to take an interest in a wholesale brokerage business. One who has been in touch with the wholesale grocery trade and can bring new agencies to increase the business preferred. Correspondence confidential. Box 273, CANADIAN GROCER, Toronto.

WANTED—By young man, 22 years of age, good appearance, five years' experience in grocery trade, position as representative for an A1 tea and coffee house, western territories preferred. Box 274, CANADIAN GROCER, Toronto. (6)

WANTED—Traveller for wholesale fruit house, with $5,000 to invest in the business. Have been established for a number of years and making big profits. Company being formed now for $49,000 capital. Situated in one of the best importing centres in Canada. If interested communicate at once with Box 282, CANADIAN GROCER, Toronto.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

SITUATIONS WANTED.

GROCERY CLERK—A young Scotchman is open for change of position; 13 years' experience; 2 years in Canada. First class references. Box 281, CANADIAN GROCER, Toronto. (5)

WORKING PARTNER WANTED—Young man, with dry goods experience preferred, and some capital for general store, now doing a good business in a new town short distance from Brandon, Man. A splendid chance for a man. Box 275, CANADIAN GROCER, Toronto.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

MISCELLANEOUS.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of Gasoline Lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner Systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

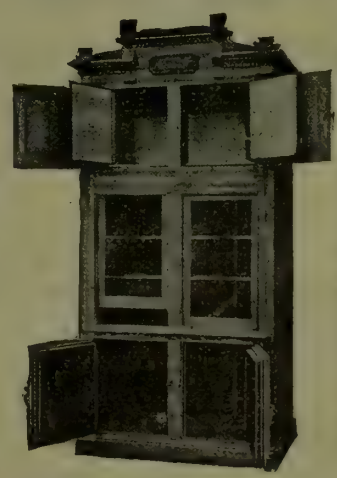
NATIONAL AID—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.

BUSINESS CHANCES.

GROCERY stock and fixtures in a first class stand in the progressive city of Fort William. Small capital required. Address, J. A. McKenzie, Room 8, Murray Block, Fort William, Ont. (4)



Arctic Refrigerators

for Grocers and Butchers, The Coldest, Dryest and most up-to-date refrigerator on the market.

Western representatives, Ryan Bros., Winnipeg

Eastern representatives Wolf, Sayer & Heller, Montreal. Write for Catalogue.

John Hillock & Co., Ltd.,
154 George St., Toronto

Salesmen Wanted!

Be a high grade Traveling Salesman and earn from $1,000 to $10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn $100 to $500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office. Dept. 287. NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.

WHAT ABOUT 1909 ?

WE don't know what resolutions you are making for 1909. It matters not how many you make. It's the ones you keep, that count. Nothing will do more to make 1909 a better year than reading regularly a wholesome, clean and bright magazine.

Busy Man's is a Magazine of quality. Its articles are inspiring as well as interesting. Herewith is given the contents of the January number just out. Busy Man's is on sale at all news-stands. Forward Two Dollars to our nearest office and the Magazine will be forwarded for one year commencing with the January number.

Original Articles.
The Millionaires of Cobalt.
Men and Events in the Public Eye.
The Man Who Built the St. Clair Tunnel.
Canada's Non-English Newspapers.
A Novel Business Organization in Germany.

System and Business,
A Billion Dollar Amusement Business.
Sending Christmas Money Over Seas,
Importance to Merchants of Right Buying.
Constitutionalism in the Factory.
Advertising and Salesmanship.

Successful People.
Northcliffe and Munsey.
The Story of My Business Career.
An Editor With a Million Circulation.
Moxey, Terror of Defaulters.

Political and Commercial Affairs.
The Real Owners of America.
Power from the Pit's Mouth.
The Social Responsibilities of Empire.
Wonders of Manhattan Real Estate.

Short Stories.
At the Rail Fence.
The Reward of Virtue.
The Man Who Was Horse Crazy.

Miscellaneous.
Muscular Work Appetite and Energy.
The Book of the Month.
Contents of Other Magazines.
The Busy Man's Book Shelf.
Humor in the Magazines.
Improvements in Office Devices.

The Busy Man's Magazine

Montreal Toronto Winnipeg New York Chicago London, Eng

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

THE METROPOLITAN BANK

Capital Paid Up $1,000,000.00

Reserve Fund and Undivided Profits $1,277,404.49

Every Department of Banking conducted with satisfaction and absolute security.

Accounts of Individuals, Firms and Corporations solicited.

SAVINGS DEPARTMENT

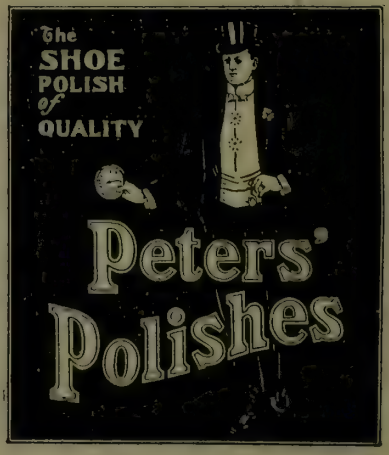
$1.00 or more opens an account. Interest allowed from date of deposit and compounded FOUR times a year. No delay in withdrawal.

TALKING POINTS FOR DEALERS
ON
BANNER, CANADA, ONTARIO and HICONE
LAMP BURNERS

The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.



PETERS POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St, West
Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
6-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
3 "	12 "	1 45
4 "	16 "	1 85
2 "	16 "	1 70
1 "	2½lb.	4 10
1 "	5 "	7 80
3 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	3 25
" 12 oz.	3 85
" 1 lb.	4 50
" 2 lb.	13 60
" 5 lb.	33 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
2 lb.	13 20
5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

WHITE SWAN SPICE AND CEREAL MILLS.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	1
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

Nelson's—	Per doz.
Pansy	$3 65
Good Luck	35 3 25
"	30 2 85
"	25 2 35
Bamboo A	3 85
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals

H-O. COMPANY, ROCHESTER, N.Y.

Per case.		Per case.
Force, 36s	$4.50	Gusto, 36s $2 85
Korn-Kinks, 36s	1.45	H-O. oatmeal, 24, 3 10
Presto, 36s	3.40	Buckwheat, 36s 3.50
Pancake, 36s	3.50	Corn Starch, 36s 2.50
Tapioca, 36s	2.85	Farina, 24s 1.70
Hominy, 36s	2.50	

WHITE SWAN SPICE AND CEREAL MILLS.

White Swan Breakfast Food, 2-doz. in case, per case, $3.60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

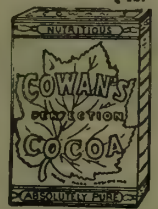
Cocoa— THE COWAN CO., LIMITED.

Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb.	0 22

pecial quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate— Per lb.

Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—

Queen's Dessert, ½-lb. cakes, 12-lb. boxes, per lb.	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ¼-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30

Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb. 0 33
Diamond, 7's, 12-lb. boxes, per lb. 0 24
" ½'s " " " 0 25
" 8's " " " 0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.	
Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	4	doz. to case	per doz.,	$	.90
½ "	"	4	"	"	2.40
¼ "	"	2	"	"	4.75
1 "	"	1	"	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz	0 90
Prepared cocoa, ½'s	0 28
Prepared ½'s	0 28

Mott's breakfast cocoa, 10c ize	90	per dz.
" breakfast cocoa, ½s	0	38
" " ¼s	0	38
" No. 1 chocolate, ½s	0	32
" Navy " ½s	0	29
" Vanilla sticks, per gross	1	00
" Diamond chocolate, ½s	0	24
" Plain choice chocolate liquors	0	32
" Sweet Chocolate Coatings	0	20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
¼ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	....	0 17	.... 0 15
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles,	4	doz. per	doz.	1 75
10 "	4	"	"	3 00
Rep. quarts,	1	"	"	5 50
Imp. "	1	"	"	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 27c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy litho-graphed canisters	0 30

Cheese —Imperial

Large size jars, per doz.	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Peanut Butter.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

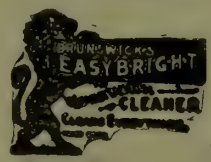
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each (3½
500 books to 1000 books	(3

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of	2 doz		$3 20
"	2 "	"	1 "		3 00
"	4 "	"	1 "		4 50
"	20 "	"	½ "		4 75
"	20 "	"	¼ "		9 00

THOMAS J. LIPTON

Prices on application.

Infants' Food.

Robinson's patent barley	½-lb. tins		$1 25
" "	1-lb. tins		2 25
" " groats	½-lb. tins		1 25
" "	1-lb. tins		2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
6 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

THE BEST ADVERTISING COPY we have ever used is appearing in the best women's periodicals with millions of circulation this season. You are sure to be in the best of company when you urge the sale of ***RISING SUN*** Stove Polish in Cakes and ***SUN PASTE*** Stove Polish in Tins. They are both old friends of the housekeepers. They yield a good margin for your profit. Our goods are preferred above all others by those who have used them and you make friends for yourself as well as for us when you push them.

MORSE BROS., Props. - Canton, Mass., U.S.A.

"Keep up with the Twins"

"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

ONE BAG OF

MOLASSINE MEAL

Will work wonders with a sick Horse. Try it and see for yourself.

I will ship a sample bag, freight paid, for $3.00, cash.

SOLE IMPORTER

ANDREW WATSON

91 Youville Square - - MONTREAL

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

Canada's Best

Flavor

Put up in glass, a few hours after being picked and nothing but the finest

Fully Ripened Fruits

being used, they are delicious.

Appearance

They look tempting and taste as good as they look.

One Glance

and your customer will buy the first jar. Then you have only to fill the orders.

Agents: ROSE & LAFLAMME, Limited, Montreal and Toronto

ECONOMY

is successfully combined with high quality in

PATERSON'S WORCESTER SAUCE

It sells for less than other high-grade sauces. That is one of the reasons it is so popular with prudent housekeepers.

ROSE & LAFLAMME, Ltd.
Agents, Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 80

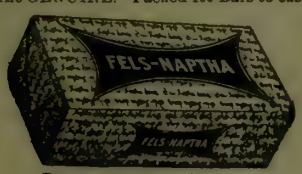
Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases.....	5 25
Five cases, or over.....	5 15

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price

'Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 09½	
½-bbls..... 0 09¾	
Tubs, 60 lbs. 0 09¾	
20-lb. Pails. 2 00	
20-lb. tins.. 1 90	
Cases 3-lb.. 0 10½	
" 5-lb.. 0 10¾	
" 10-lb.. 0 10½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 60) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 25
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated)

GILLETT'S PERFUMED.	Per case
1 case of 4 dozen.....	$3 60
3 cases of 4 dozen.....	3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL

Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb. glass jars.		
Pineapple	"	1	" "
Green Fig	"	1	" "
Green Fig and Ginger	"	1	" "
Lemon	"	1	" "
Grape Fruit	"	1	" "

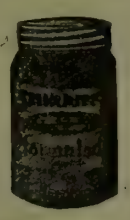
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Sbredded"—	
1-lb. glass, doz.....	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25



THOMAS J. LIPTON
Prices on application

Mince Meat

Wethey's condensed, per gross net ..	$12 00
" per case of 2 doz. net	3 00

ST. CHARLES CO DENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow M. lk	5.00
Purity Milk....	4.70
Good Luck....	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins.....	per doz.	$ 1 40
" ½-lb tins.....	"	2 50
" 1-lb. tins.....	"	5 00
Durham 4-lb. jar.....	per jar	0 75
" 1-lb. jar.....	"	0 25
F.D. ¼-lb. tins.....	per doz.	0 85
" ½-lb. tins.....	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's.....	4 25

Sauces

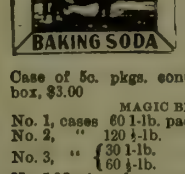
PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.....	0 90
pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3.00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb. and ½-lb. containing 30 1-lb. and 60 ½-lb. pk. s, per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND	Per cas
No. 1, cases 60 1-lb. packages.....	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " } {60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases.....	2 75

"TO BEGIN WITH"

WOOD'S BOSTON COFFEES — THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS. PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

You mean to build up a big Coffee Trade this new year.
It can be done, and we can help you.
Go about it as you would to accomplish any other work of lasting character.
Lay in the solid foundation with

WOOD'S COFFEES

We furnish direct and powerful aid to the Grocer in establishing trade and increasing sales.

Now is the time to start in. Let us hear from you.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

3 doz. to box..... $3 45
6 doz. to box $6 90
30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

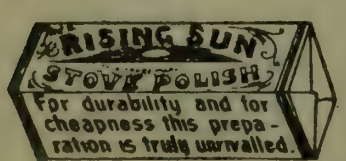
	per lb
Laundry Starches—	
No. 1 White or blue, 1-lb. carton	
No. 1 " 4-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 45 lb.	0 06½
Barrels, 200 lb.	0 7½
Kegs 100 lb.	0 08
Lily White Gloss—	
1-lb. fancy cartons, cases 50 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enamelled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
5 gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½	per lb.
Half-barrels, 350 lbs	0 03¾	"
Kegs, 150 lbs	0 03¾	"
2-gal. pails 25 lbs	1 25	each
3 " " 38½ lbs	1 75	"

Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½	per lb.
Half-barrels, 350 lbs	0 03¾	per lb.
Kegs, 150 lbs	0 03½	"
2-gal. pails 25 lb.	1 25	each
" " 38½ lbs	1 75	"
2-lb. tins, 24 in case, per case	2 40	
5-lb. " 12 " "	2 75	
10-lb. " 6 " "	2 65	
20-lb. " 3 " "	2 60	

THE "SALADA" TEA CO.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s 28c.
50c	1s and ½s, 35c.
75c	1s and ½s Vulcan, 50c.

100 lb. lots freight paid.

LIPTON'S TEA
Thomas J. Lipton
75 Front St. East, Toronto.

Packed in air-tight tins only.

	wholesale	retail
Blue label ½'s and 1's	0 24	0 30
Orange " ½'s, ¼'s and 1's	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's	0 20	0 25
Blue Label, ½'s	0 21	0 25
Orange Label, 1's and ½'s	0 23	0 40
Brown Label, 1's and ½'s	0 28	0
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

Canisters			
Gold Tins, 5's	35c.	1.75	50c. 2.50
Gold Tins 3's	35c.	1.05	50c. 1.50
Gold Tins 1's	36c. each		50c. each
Gold Label, ½'s	18c ea.	36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea.	70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea.	72 lb.	25c ea. 1.00 lb

MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20	
" " ½-lb. "	0 21	
Blue Label, retail at 30c	0 23	
Green Label. " 40c	0 30	
Red Label, " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label. " 80c	55	

RIDGWAYS.
London, Vancouver, Winnipeg and Ceylon.

	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Count, ½'s and ¼'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H M B, 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 52
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 15s	0 47
" Dixie, 7s	0 58

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ¼-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	2 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

TANGLEFOOT FLY PAPER The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

Certain grocery necessities require little talking—Among, and leading, this class is

"COW BRAND"

BAKING SODA

The housewife needs but one trial package to convince her that it is just what she requires to do her best work—

Sell Her Only "Cow Brand"

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Manufacturers

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UNDER SUNNY SOUTHERN SKIES

Our new booklet under this title is out now and will be sent to anyone interested in a trip to the British West Indies from Halifax. A delightful thirty-eight day trip.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

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Wellington Mills, London, England

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JOHN FORMAN, - 644 Craig Street

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For best values in

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J. Caramandani & Co.

Patras, . . Greece

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Watt, Scott & Goodacre, - Montreal

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SALT for Cheese

SALT for Animals

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The best of goods Attractive labels

Every can guaranteed

J. H. WETHEY, LIMITED
ST. CATHARINES

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Don't overlook this chance.

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Use Freely. If you can pho[ne] Hamilton we [are] glad to he[ar] from you.

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STATIONERS, ETC.
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